

CASHBOX

April 22, 1978

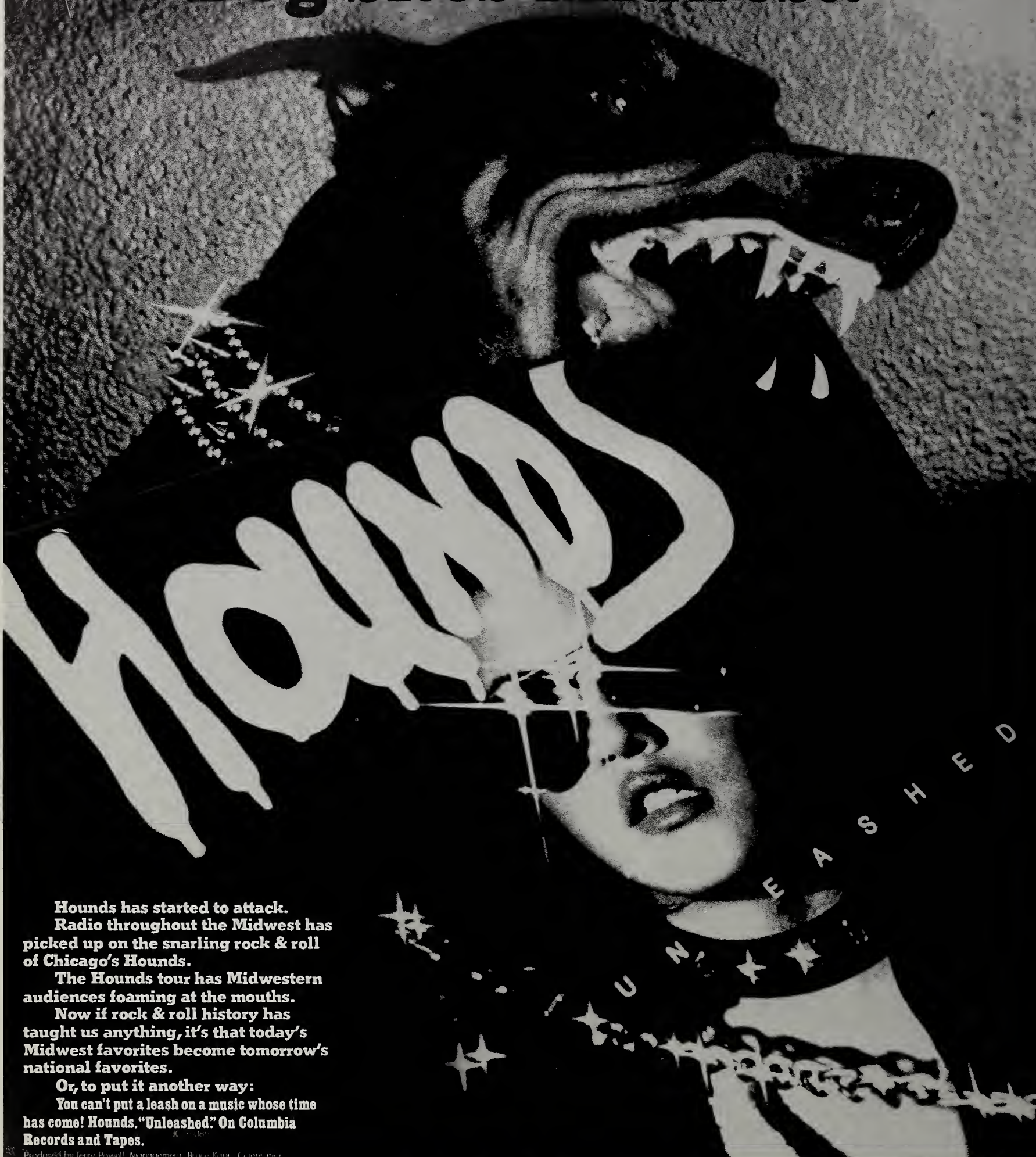
NEWSPAPER

\$1.75



Billy Joel

Dog bites Midwest!



Hounds has started to attack.
Radio throughout the Midwest has picked up on the snarling rock & roll of Chicago's Hounds.

The Hounds tour has Midwestern audiences foaming at the mouths.

Now if rock & roll history has taught us anything, it's that today's Midwest favorites become tomorrow's national favorites.

Or, to put it another way:

You can't put a leash on a music whose time has come! Hounds. "Unleashed." On Columbia Records and Tapes.

Produced by Terry Powell. Management: Bruce Kapp. Copyright

Hounds tour of major arenas:

Appearing with REO Speedwagon.
4/19 Allendale, Mich.
4/21 Arena, Indianapolis, Ind.
4/23 Coliseum, Ft. Wayne, Ind.
4/25 Glacier Ice Arena,
Traverse City, Mich.
4/27 Arena, Milwaukee, Wisc.

4/28 Dane County Coliseum,
Madison, Wisc.
4/29 Civic Centre, St. Paul, Minn.
4/30 Duluth, Minn.

Appearing with Alice Cooper.
5/2 Kiel Auditorium, St. Louis, Mo.
5/5 Public Hall, Cleveland, Ohio

Appearing with Foghat
5/9 Mid-South Coliseum,
Memphis, Tenn.
5/10 Civic Centre, Asheville, N.C.
5/11 Coliseum, Charlotte, N.C.
5/12 Memorial Auditorium,
Greenville, S.C.
5/13 Cumberland County Arena,
Fayetteville, N.C.

5/14 Coliseum, Columbia, S.C.
5/15 Civic Centre, Savannah, Ga.
5/17 Mosque, Richmond, Va.
5/18 Civic Centre, Roanoke, Va.
5/19 Coliseum, Greensboro, N.C.
5/20 Scope, Norfolk, Va.
5/21 Municipal Auditorium,
Charleston, W.Va.

5/24 Broome Co. Arena,
Binghamton, N.Y.
5/26 Riverfront Coliseum,
Cincinnati, Ohio
5/27 Memorial Auditorium,
Buffalo, N.Y.
5/28 Fairgrounds, Allentown, Pa.
5/29 Civic Centre, Springfield, Mass.

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CASHBOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

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SUBSCRIPTION RATES \$70 per year anywhere in the U.S.A. Published weekly by CASH BOX, 119 West 57th St., New York, N.Y. 10019. Printed in the U.S.A. Second class postage paid at New York, N.Y., and additional mailing offices.

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POSTMASTER: Send form 3579 to CASH BOX, 119 West 57th St., New York, N.Y. 10019.

EDITORIAL

In Praise Of 'Night Fever'

While we have acknowledged the incredible success of the Bee Gees/"Saturday Night Fever" phenomena in our charts and editorial coverage, it is past due that we salute the Bee Gees, Robert Stigwood, Al Coury and the entire staffs of RSO and Polygram Distribution for their contribution to the record industry. Not only have they brought worldwide attention to the music business — they have rekindled the interest of the sporadic record buyer.

The "Saturday Night Fever" album has sold some 12 million units in its 21 weeks on the chart — a remarkable and unprecedented achievement. Three number one singles, "Stayin' Alive," "How Deep Is Your Love" and "Night Fever," and "If I Can't Have You," which is currently approaching the number one spot at number four, have so dominated the

singles chart that other successful product has been dwarfed in comparison. And the record continues to outsell its nearest competitor by a 3 to 1 ratio.

Unfortunately, bad weather at the album's peak probably discouraged a huge quantity of sales as did the fact that RSO was caught short-handed at their depot when the record took off.

The soundtrack works so well in the context of the film that many movie-goers have stopped into stores to buy the album on their way home from the film. Still, RSO's astute marketing plan has also played a major role in the LP's phenomenal sales.

We thank RSO for what they have done for the industry and salute them for proving that \$12.98 is not too much to pay for a great album.

D.F.

NEWS HIGHLIGHTS

- Ron Alexenburg leaves CBS to start new label distributed by MCA.
- United Artists Records' distributed labels assess status of deals following sale.
- Retailers express uncertainty at increasing wholesale prices.
- The elimination of unnecessary government regulation of broadcasters was the recurrent theme at 56th annual NAB convention.
- CBS wholesale price changes draw mixed response from dealers.
- Stan Monteiro joins **Cash Box** as marketing, sales representative.

TOP POP DEBUTS

SINGLES	78	TAKE A CHANCE — Abba — Atlantic
ALBUMS	88	MAGAZINE — Heart — Mushroom

POP SINGLE
NIGHT FEVER Bee Gees — RSO
R&B SINGLE
TOO MUCH, TOO LITTLE, TOO LATE Johnny Mathis/Deniece Williams Columbia
COUNTRY SINGLE
HEARTS ON FIRE Eddie Rabbitt — Elektra
JAZZ
WEEKEND IN L.A. George Benson — WB

NUMBER ONES



Eddie Rabbitt

POP ALBUM
SATURDAY NIGHT FEVER Bee Gees & Various Artists RSO
R&B ALBUM
WEEKEND IN L.A. George Benson — WB
COUNTRY ALBUM
WAYLON & WILLIE Waylon and Willie — RCA
CLASSICAL
RACHMANINOFF PIANO CONCERTO NO. 3 Horowitz; New York Philharmonic RCA

CASH BOX TOP 100 SINGLES

April 22, 1978

	Weeks On Chart				Weeks On Chart						
	4/15	4/8	Chart		4/15	4/8	Chart				
1 NIGHT FEVER BEE GEES (RSO 889) WB	1	1	12	33 LET'S ALL CHANT THE MICHAEL ZAGER BAND (Private Stock 184) CPP	38	44	10	68 DON'T COST YOU NOTHING ASHFORD & SIMPSON (Warner Bros. 8519) CPP	66	66	6
2 CAN'T SMILE WITHOUT YOU BARRY MANILOW (Arista 0305) WB	2	2	12	34 ON BROADWAY GEORGE BENSON (Warner Bros. 8542) CPP	41	49	6	69 THE NAME OF THE GAME ABBA (Atlantic 3440) B-3/IMM	54	40	18
3 DUST IN THE WIND KANSAS (Kirshner ZS8-4274) WB	3	5	13	35 THIS TIME I'M IN IT FOR LOVE PLAYER (RSO 890) CPP	40	45	7	70 LET ME PARTY WITH YOU (PART 1) (PARTY, PARTY, PARTY) BUNNY SIGLER (Gold Mind 4008) CPP	55	58	7
4 IF I CAN'T HAVE YOU YVONNE ELLIMAN (RSO 884) WB	5	8	12	36 THUNDER ISLAND JAY FERGUSON (Asylum 45444) WB	9	6	19	71 YOU BELONG TO ME CARLY SIMON (Elektra 45477) WB	88	—	2
5 THE CLOSER I GET TO YOU ROBERTA FLACK & DONNY HATHAWAY (Atlantic 3463) HAN	14	21	11	37 FANTASY EARTH, WIND & FIRE (Columbia 3-10688) ALM	34	36	9	72 MAMA LET HIM PLAY DOUCETTE (Mushroom 7030) CPP	76	80	4
6 JACK AND JILL RAYDIO (Arista 0283) CPP	6	7	18	38 IT'S A HEARTACHE BONNIE TYLER (RCA PB-11249) CPP	47	56	5	73 YOU GOT THAT RIGHT LYNYRD SKYNYRD (MCA 40888) BEL/MCA	77	86	3
7 RUNNING ON EMPTY JACKSON BROWNE (Asylum E-45460) WB	8	10	11	39 EGO ELTON JOHN (MCA 40892) BEL/MCA	49	—	2	74 YOU'LL LOVE AGAIN HOTEL (Mercury 73979) ALM	78	83	8
8 LAY DOWN SALLY ERIC CLAPTON (RSO 886) WB	4	3	17	40 MORE THAN A WOMAN TAVARES (Capitol 4500) WB	43	48	10	75 SINCE YOU BEEN GONE HEAD EAST (A&M 2026) WB	79	88	3
9 GOOD-BYE GIRL DAVID GATES (Elektra 45450) WB	11	14	20	41 SHADOW DANCING ANDY GIBB (RSO 893) WB	51	—	2	76 BAKER STREET GERRY RAFFERTY (UA 1192) CPP	87	—	2
10 STAYIN' ALIVE BEE GEES (RSO 885) WB	7	4	20	42 DANCE WITH ME PETER BROWN (Drive/TK 6269) CPP	50	63	6	77 A LOVER'S QUESTION JACKY WARD (Mercury 55018) B-3	83	87	8
11 THANK YOU FOR BEING A FRIEND ANDREW GOLD (Asylum E-45456) CPP	13	15	11	43 (LOVE IS) THICKER THAN WATER ANDY GIBB (RSO RS 883) WB	23	22	25	78 TAKE A CHANCE ON ME ABBA (Atlantic 3457) ALM/IMM	—	—	1
12 EBONY EYES BOB WELCH (Capitol 4543) CPP	12	13	13	44 ALWAYS AND FOREVER HEATWAVE (Epic 8-50490) ALM	22	12	18	79 I CAN'T STAND THE RAIN ERUPTION (Ariola 7686) CH	85	93	4
13 WITH A LITTLE LUCK WINGS (Capitol 4559) WB	19	37	5	45 I GO CRAZY PAUL DAVIS (Bang B-733) WB	29	11	31	80 MUSIC, HARMONY & RHYTHM BROOKLYN DREAMS (Millennium 610) ALM	84	89	5
14 WE'LL NEVER HAVE TO SAY GOODBYE AGAIN ENGLAND DAN & JOHN FORD COLEY (Big Tree 16110) B-3	15	19	8	46 ROCKET RIDE KISS (Casablanca NB 915) ALM	46	47	8	81 NEVER GET ENOUGH OF YOUR LOVE L.T.D. (A&M 2005) B-3	81	85	6
15 FLASHLIGHT PARLIAMENT (Casablanca NB 909) ALM	17	17	11	47 DO YOU BELIEVE IN MAGIC SHAUN CASSIDY (Warner Bros. 8533) CPP	56	69	5	82 DANCE ACROSS THE FLOOR JIMMY "BO" HORNE (Sunshine Sound 1003) CPP	86	91	4
16 BEFORE MY HEART FINDS OUT GENE COTTON (Ariola 7675) CH	16	18	15	48 DEACON BLUES STEELEY DAN (ABC 12355) CPP	58	77	4	83 SOMETIMES WHEN WE TOUCH DAN HILL (20th Century 2355) WB	74	28	20
17 COUNT ON ME JEFFERSON STARSHIP (Grunt JH-11198) CPP	21	24	7	49 MAKE YOU FEEL LOVE AGAIN WET WILLIE (Epic 8-50528) HAN	59	68	4	84 TUMBLIN' DICE LINDA RONSTADT (Asylum 45479) WB	—	—	1
18 SWEET TALKIN' WOMAN ELECTRIC LIGHT ORCHESTRA (UA/Jet XW-1145) B-3	20	23	10	50 THE CIRCLE IS SMALL GORDON LIGHTFOOT (WBS 8518) WB	31	32	11	85 CHEESEBURGER IN PARADISE JIMMY BUFFETT (ABC 12358) WB	—	—	1
19 YOU'RE THE ONE I WANT OLIVIA NEWTON-JOHN/JOHN TRAVOLTA (RSO 891) WB	30	52	4	51 LADY LOVE LOU RAWLS (Phila. Intl./CBS 3634) AB/B	44	20	14	86 STAY RUFUS/CHAKA KHAN (ABC 12349) CPP	—	—	1
20 EMOTION SAMANTHA SANG (Private Stock 45-178) WB	10	9	24	52 SWEET, SWEET SMILE THE CARPENTERS (A&M 2008) ALM	42	42	12	87 I WANT TO LIVE JOHN DENVER (RCA JH-11267) CL	—	—	1
21 FEELS SO GOOD CHUCK MANGIONE (A&M 2001) BB	26	31	13	53 WHICH WAY IS UP STARGARD (MCA 40825) WB	45	25	15	88 BLUER THAN BLUE MICHAEL JOHNSON (EMI P-8001) CPP	—	—	1
22 IMAGINARY LOVER ATLANTA RHYTHM SECTION (Polydor 14459) CPP	25	30	8	54 TWO OUT OF THREE AIN'T BAD MEAT LOAF (Cleve. Intl./Epic 8-50513) BEL/MCA	62	71	5	89 OH WHAT A NIGHT FOR DANCING BARRY WHITE (20th Century 2365) —	—	—	1
23 FOOLING YOURSELF STYX (A&M 2007) ALM	24	26	11	55 EVERY KINDA PEOPLE ROBERT PALMER (Island 100) WB	63	72	5	90 THE GROOVE LINE HEATWAVE (Epic 8-50524) ALM	100	—	2
24 DISCO INFERNO THE TRAMMPS (Atlantic 3389) CPP	28	33	11	56 BECAUSE OF THE NIGHT PATTI SMITH GROUP (Arista 0318) 70	81	3		91 I WANT YOU TO BE MINE KAYAK (Janus 274) 91	95	3	
25 BABY HOLD ON EDDIE MONEY (Columbia 3-10663) ALM	27	29	13	57 HOT LEGS ROD STEWART (Warner Bros. 8535) WB	48	27	11	92 ALL THE WAY LOVER MILLIE JACKSON (Spring 179) CPP	94	97	3
26 TOO MUCH, TOO LITTLE, TOO LATE JOHNNY MATHIS/DENIECE WILLIAMS (Columbia 3-10693) WB	33	51	6	58 THAT'S YOUR SECRET SEA LEVEL (Capricorn CPS-0287) WB	60	64	8	93 OCEAN OF THOUGHTS & DREAMS DRAMATICS (ABC 12331) 97	—	2	
27 OUR LOVE NATALIE COLE (Capitol 4059) CH	18	16	14	59 BOOGIE SHOES KC & THE SUNSHINE BAND (TK 1025) CPP	52	41	12	94 ISN'T IT ALWAYS LOVE KARLA BONOFF (Columbia 3-10710) 95	98	3	
28 WEREWOLVES OF LONDON WARREN ZEVON (Elektra 45472) 39	50	5		60 AIN'T GONNA EAT MY HEART OUT ANYMORE ANGEL (Casablanca NB914AS) CPP	71	79	3	95 YOU'RE THE LOVE SEALS & CROFTS (Warner Bros. 8551) WB	96	99	3
29 LOVE IS LIKE OXYGEN SWEET (Capitol 4549) WB	35	38	9	61 (I WILL BE YOUR) SHADOW IN THE STREET ALLAN CLARKE (Atlantic 3459) ALM	68	75	5	96 DO YOU WANNA DANCE RAMONES (Sire 1017) 99	—	2	
30 MOVIN' OUT (ANTHONY'S SONG) BILLY JOEL (Columbia 3-10708) AB/B	37	46	6	62 HEARTLESS HEART (Mushroom 7031) CPP	73	82	3	97 I COULD HAVE LOVED YOU MOMENTS (Stang 5075) CH	98	—	2
31 I'M GONNA TAKE CARE OF EVERYTHING RUBICON (20th TC-2362) CPP	32	34	10	63 BOMBS AWAY BOB WEIR (Arista 0315) WB	65	67	5	98 FOLLOW YOU FOLLOW ME GENESIS (Atlantic 3474) CPP	—	—	1
32 TWO DOORS DOWN DOLLY PARTON (RCA JH-11240) CPP	36	43	9	64 WHAT'S YOUR NAME LYNYRD SKYNYRD (MCA 40819) BEL/MCA	53	39	26	99 FALLING LeBLANC & CARR (Big Tree 16100) CPP	57	35	27
				65 YANK ME, CRANK ME TED NUGENT (Epic 8-50533) WB	69	76	3	100 WATCHING THE DETECTIVES/ALISON ELVIS COSTELLO (Columbia 3-10696) 61	61	61	7
				66 WHEEL IN THE SKY JOURNEY (Columbia 3-10700) CPP	72	73	4				
				67 READY FOR THE TIMES TO GET BETTER CRYSTAL GAYLE (UA 1136) B-3	67	70	10				

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Ain't Gonna (White Angel/Hudson Bay — BMI) 60	Every Kinde (Island/Restless — BMI) 55	Love Is Like (Sweet/W.B. — ASCAP) 29	Thank You (Lucky/Special Songs — BMI) 11
All The Way (Sherlyn — BMI) 92	Falling (Carrhern — BMI) 99	Love Is (Stigwood/Gibb/Unichappell — BMI) 43	That's Your (Stoned Individual — BMI) 58
A Lover's (Eden Music/Progressive Music — BMI) 77	Fantasy (Sagittfire Music — BMI) 37	Make You (Muscle Shoals — BMI) 49	The Circle (Moose Music — CAPAC) 50
Always (Almo/Rondor — ASCAP) 44	Feels So Good (Gates — BMI) 21	Mama Let Him (Andora Music — ASCAP) 72	The Closer (Scarab/Ensign — BMI) 5
Baby Hold On (GRA-Jonca — BMI) 25	Fiashlight (Ricks/Maldiz — BMI) 15	More Than (Stigwood/Unichappell — BMI) 40	The Groove Line (Almo/Tincabell — ASCAP) 90
Baker Street (Hudson Bay — BMI) 76	Follow You (Gerling/Run It — BMI) 98	Movin' Out (JoeIsongs — BMI) 30	The Name Of (Countless Songs — BMI) 69
Because The Night (Ramrod Music) 56	Fooling Yourself (Almo/Stylian Songs — ASCAP) 23	Music, Harmony (Starrin Pub./Rick's — BMI) 80	This Time (House Of Gold/Windchime — BMI) 35
Before My Heart (Salimaker/Chappell — ASCAP) 16	Good-bye Girl (WB-Kipa Hulu — ASCAP) 9	Never Get (Blendingwell — ASCAP) 81	Thunder Island (Painless Music — BMI) 36
Bluer Than Blue (Springcreek/ Let There Be — ASCAP) 88	Heartless (Andorra — ASCAP) 62	Night Fever (Stigwood/Unichappell — BMI) 1	Too Much (Homewood House — BMI) 26
Bombs Away (Ice Nine — BMI) 63	Hot Legs (Riva Music — ASCAP) 57	Ocean Of Thoughts (Groovesville — BMI/ Conquistador — ASCAP) 93	Tumblin' Dice (Colgems-EMI) 84
Boogie Shoes (Shellyn — BMI) 59	I Can't (JEC — BMI) 79	Oh What A Night (Sa-vette — BMI) 89	Two Doors (Velvet Apple — BMI) 32
Can't Smile (Dick James — BMI) 2	I Could Heve (Unichappell/Begonia/Fedora — BMI) 97	On Broadway (Screen Gems — BMI) 34	Two Out (Edward B. Marks/Neverland — BMI) 54
Cheeseburger (Coral Reefer/Outer Banics — BMI) 85	If I Can't (Stigwood/Unichappell — BMI) 4	Our Love (Jay Enterprises/Chappell — ASCAP) 27	Watching The (Plangent Vision — BMI) 100
Count On (Bright Moments/Diamond Back — BMI) 17	I Go Crazy (Web IV — BMI) 45	Ready For The (Aunt Polly — BMI) 67	We'll Never Have (Dawnbreaker Music — BMI) 14
Dance Across (Sherlyn/Harrick — BMI) 82	I Want To (Cherry Lane — ASCAP) 87	Rocket Ride (Kiss/Kick-A-Rock/Steady — ASCAP) 46	Werewolves (Polite — ASCAP/Zevon — BMI) 28
Dance With (Sherlyn/Decibel — BMI) 42	I Want You (Heavy Music — BMI) 91	Running On (Swallow Turn — ASCAP) 7	What's Your Name (Duchess/Get Loose — BMI) 64
Deacon Blues (ABC/Dunhill — ASCAP) 48	I Will Be (Intersong/Tinobe/Midsong/Intern Inc. — ASCAP) 61	Shadow Dancing (Stigwood/Unichappell — BMI) 41	Wheel In The (Weed High Nightmere — BMI) 66
Disco (Six Strings/Golden Fleece — BMI) 24	Imaginary Lover (Low Sal — BMI) 22	Since You Been (Island Music — BMI) 75	Which Way (Warner-Tamerlane/May Twelfth/Dutchess — BMI) 53
Don't Cost (Nick-O-Val — ASCAP) 68	I'm Gonna (Fox Fanfare/Mocidor — BMI) 31	Sometimes (Welbeck — ASCAP/ATV/ Mann & Wel — BMI) 83	With A Little Luck (MPL Comm./ATV — BMI) 13
Do You (Hudson Bay — BMI) 47	Isn't It Always Love (Sky Harbor — BMI) 94	Stay (American Broadcast — ASCAP/High Seas — BMI) 86	Yank Me, Crank Me (Magician — ASCAP) 65
Do You Wanna (Clokus — BMI) 96	It's A Heartache (PI-Gem — BMI) 38	Stayin' Alive (Stigwood/Unichappell — BMI) 10	You Belong To Me (Snug & C'est — ASCAP) 71
Dust In The Wind (Don Kirshner — BMI) 3	Jack And Jill (Radiola — ASCAP) 6	Sweet, Sweet (Sterling/Ardison Street — ASCAP) 52	You Got That (Duchess/Get Loose — BMI) 73
Ebony Eyes (Glenwood/Ciger — ASCAP) 12	Lady Love (Mighty Three — BMI) 51	Sweet Talkin' (UA/Jet — BMI) 18	You'll Love (Blair/Hotel — BMI) 74
Ego (Jodrell/Leeds — ASCAP) 39	Lay Down Sally (Stigwood/Unichappell — BMI) 8	Take A Chance (Artwork/Polar — ASCAP) 78	You're The Love (Dawnbreaker/Oaktree — BMI) 95
Emotion (Barry Gibb/Fiamm/Stigwood/ Unichappell — BMI) 20	Let Me (Lucky Three/Henry Sucmay — BMI) 70		You're The One (Stigwood/John Farrerensign — BMI) 19
	Let's All Chant (Sumac Music — BMI) 33		

Gov. Regulations Decried At NAB Annual Convention

by Cookie Amerson

LAS VEGAS — The elimination of needless government regulations which restrict broadcasters was a recurring theme at the recent 56th annual National Association of Broadcasters meeting here as new FCC chairman Charles D. Ferris and former California Gov. Ronald Reagan addressed luncheon crowds at the largest-ever NAB gathering.

Ferris, in his first speech to U.S. broadcasters, vowed to stand behind FCC rules, but said that needless regulations should be eliminated. Ferris told broadcasters he prefers a "policy of zero-based regulation" and promised he would not overstep his authority by intervening in individual programming decisions.

Ferris also said there would be a simplification of FCC regulations so that "you won't have to be an attorney to understand them."

Reagan was applauded several times by the Las Vegas Convention Center luncheon crowd when he broached the subject of over-regulation. Urging broadcasters to fight for the free enterprise system and against government intrusion into business, Reagan criticized the government for the amount of costly regulations leveled on broadcasters.

Broadcasters should speak out against unnecessary regulations without fear that their voices will go unheard, Reagan said, "because I'm sure that you recall that one woman got prayer out of the public schools in the United States."

Ferris' speech also included his thoughts on minority ownership of stations. More needs to be done, he said, to include minorities and women in the broadcast industry, not only as station employees, but also as owners and operations of stations

(continued on page 22)



GREASY GOLD — John Travolta and Olivia Newton-John received gold records recently when their single "You're The One That I Want" from the soundtrack of "Grease" on RSO Records was certified gold by the RIAA. The single was certified gold within two weeks of its release. The complete "Grease" soundtrack will ship this month. Pictured (l-r) are: Olivia; Al Coury, RSO president, and Travolta.

UA's Distributed Labels Expecting Little Change

LOS ANGELES — Following the announced sale of United Artists Records to label president Artie Mogull and former ABC Records chairman Jerry Rubinstein, the state of UA's distributed labels ranges from "unknown at present" to "status quo," according to executives at those companies.

While most said they had yet to sit down with Mogull and actually discuss their deals, they added that they expected little to change in spite of last week's announcement (**Cash Box**, April 15).

Before the intent to sell the record division was made official April 7 by United Artists Corp., Don Arden, president of Jet Records, said he had no intention of staying with UA and that he was negotiating with several major labels for distribution of Jet Records in the U.S.

Nick Alberano, executive vice-president

(continued on page 44)

Alexenburg Leaves CBS To Start MCA-Distributed Label

LOS ANGELES — Ron Alexenburg resigned his CBS Records post as senior vice president and general manager of Epic/Portrait/Associated Labels last week to form a new record company to be distributed by MCA Distributing Company.

The new label will be headquartered in New York City, will have its own complete staff and will function as an autonomous label separate from MCA Records, according to MCA's statement. Alexenburg will be president and chief executive officer of the, as yet, unnamed label.

Sid Sheinberg, president and chief operating officer of MCA inc., said MCA's funding commitment to the new company guarantees Alexenburg the unlimited opportunity to make the new company a major force in the record industry. This long-term commitment by MCA results in no artists being beyond the resources of Alexenburg and the new company, MCA's statement said.

Bruce Lundvall, president of CBS Records Division, said, "Ron Alexenburg has left an important mark on CBS



Ron Alexenburg

Records. We will miss Ron's energy, enthusiasm, and leadership, and we wish him well in his new and exciting responsibilities." CBS has not named a replacement for Alexenburg.

"There is no more talented a record executive than Ron Alexenburg," Sheinberg said. "He has demonstrated, throughout a

(continued on page 46)

CBS Price Changes Eliciting Mixed Reaction From Dealers

by Ken Terry

NEW YORK — The nation's racks, one-stops and retailers generally felt that the recent CBS wholesale price changes were equitable, but some dealers expressed resentment about the overall rise in industry wholesale prices (see accompanying story).

CBS announced last week that effective May 1, it will increase the selling prices to its accounts on all product (with the exception of singles, Masterworks, Odyssey and mid-price lines), and will at the same time institute a new pricing policy. (Specific price

changes are detailed in the accompanying chart.)

Under the new CBS Records policy, qualifying accounts that cause the redistribution of its product to three or more physically separate retail locations will all be billed at the same base price, which is \$4.08 for \$7.98 list albums, tapes and cassettes. Dealer price will be \$4.37.

To subdistributors that redistribute product only to non-affiliated retailers (those in which they have no ownership or other financial interest, or those that are not under common ownership or control), CBS will offer a functional discount of two percent from the base price.

To those accounts that sell to both af-

(continued on page 58)

Uncertainty Expressed By Chain Retailers In Wake Of Wholesale Price Increases

by Mark Mehler

NEW YORK — The nation's major record retailers are taking varying approaches to the spate of recent wholesale pricing increases by the large manufacturers.

In the wake of CBS' long-awaited announcement of a wholesale hike (see accompanying story), **Cash Box** queried about 20 retail chain executives about the future of retail pricing. Their answers generally indicated some uncertainty, as well as the feeling that the major manufac-

turers are making windfall profits at their expense. Some U.S. retailers have already raised their shelf and sale prices across the board, while most continue to study the effects of higher unit costs before taking any action.

Retail Prices Up At Disc

An example of a retail chain that has reacted strongly to higher costs is Disc Records, which includes about 40 stores, mainly in the midwest and southwest. Chain president John Cohen noted that Disc's

current shelf price on \$7.98 list merchandise from WEA, Capitol and Polygram is \$6.98, with a regular advertised sale price of \$5.98. This is \$1 above the chain's prices prior to the recent WEA wholesale pricing increase (**Cash Box**, February 4). Disc has not yet raised its retail prices on CBS product, but Cohen indicated that would be accomplished shortly.

"We have to do it to make a profit. Why should we be heroes? It takes 22-25% (margin) for us. As far as our competition, they operate under the same basic retail rules: heat, rent, utilities, wages. Either they raise prices too, or go bankrupt."

Cohen predicted that list prices would go to \$9.98 sometime in 1979, foregoing \$8.98 altogether.

"The record companies are paying millions of dollars to artists today, and the price war escalation is causing all this. In the long run, I don't think the higher retail prices will hurt the industry, because the consumers will go along. But there are still guys looking for that fountain of gold, and they're giving away records. They make consumers think \$5.98 for an album is a high price for something they could buy at \$2.99. We have to educate our customers."

Inflationary Pressures

Other large chains have similarly hiked their retail prices, in response to the wholesale hikes and to a slew of inflationary pressures, including higher energy costs, Social Security hikes, and minimum wage

(continued on page 23)

Monteiro Named To Cash Box Marketing Post

LOS ANGELES — Stan Monteiro has joined **Cash Box** as a marketing and sales representative, it has been announced by Mel Albert, **Cash Box** general manager. Monteiro most recently was vice president of promotion and artist relations at United Artists Records.

Commenting on the appointment, Albert said, "We at **Cash Box** are extremely excited about having Stan join our team. He is an industry veteran with uncompromising principles that have gained him respect throughout the industry. His contribution to the future of **Cash Box** will be far-reaching."

Monteiro formerly served as vice president of national promotion for Columbia Records in New York before joining UA in April of 1977. He began his career in the music industry in 1956 at Records, Inc. in Boston where he was a salesman and promotion manager.

In 1960 Monteiro became a disc jockey at WILD and was later named music and program director at the station. He joined Mercury Records as a promotion manager in 1962 and later became national promotion administrator for RCA Records. In 1971 Monteiro left his job as director of promotion for Metromedia Records to become a co-founder and marketing executive at Grunt Records where he worked for a year before joining Epic Records as director of national promotion.



PLATINUM FOR CRYSTAL — UA recording artist Crystal Gayle recently received a platinum award for her current LP, "You Must Believe In Magic." Pictured at a party in New York are (l-r): Allen Reynolds, her producer; Jerry Seabolt, UA's director of country promotion; Gayle; and Gene Armond, head of east coast promotion for the label.

Indies React With Dismay To Expected Departure Of UA

by Peter Hartz

LOS ANGELES — Although there has been no official announcement of domestic distribution plans by United Artists Records in wake of the sale of the label by United Artists Corporation to Artie Mogull and Jerry Rubinstein, it is widely assumed that UA will leave the fold of independently distributed labels.

The sale of UA was reportedly financed by Capitol Industries-EMI Inc. in exchange for foreign distribution rights, and Capitol is also expected to distribute UA domestically. If so, the departure would represent the second major loss of the year for independents following A&M Records' announcement in February that it intends to switch to branch distribution in the western U.S.

Most of the independent distributors surveyed felt the departure of UA would be a significant blow to their operations because of the profitability of the UA line. Many also said that it is becoming increasingly difficult for pure distributors to remain financially solvent.

Diversification and consolidation of operations are seen by many indies as protective measures in an eroding market. With size playing an important role in survival, larger indies capable of representing many lines over wider territories are considered the most stable.

Although no major labels are expected to shift from branch distribution back to the indies in the near future to offset the loss of UA, many of the indies surveyed remain confident of their ability to offer unique services to independent manufacturers.

Pickwick Records Readies New Jazz Line For Autumn

MINNEAPOLIS — The Pickwick Records Division is planning to launch a new jazz line, similar to its successful Quintessence classical label.

Bob Newmark, general manager of the records division, told **Cash Box** that the jazz line was still in the preliminary stages of development, but that it would hopefully be ready by this fall. "There is a wealth of jazz material available in the catalogs that we have access to," Newmark noted. "We have not yet picked out the particular product, however." Among the major label catalogs available for sub-licensing by Pickwick is RCA's Camden Jazz line.

Gene Norman is currently doing A&R work for the new Pickwick label.



FOREIGNER WELCOME — Atlantic recording group Foreigner recently arrived in Japan, the initial overseas stop in its "Around The World In 42 Days" tour. Upcoming stops include Hong Kong, Australia, Holland, Germany and England. The worldwide tour marks Foreigner's first performances outside the U.S. Pictured (l-r) in Japan are: Ian McDonald and Mick Jones of Foreigner; Tetsu Aoyagi, executive director of Warner Pioneer Corp.; Bob Greenberg, vice president/west coast general manager, Atlantic Records; Bud Prager, manager of the group; Lou Gramm, Ed Gagliardi and Al Greenwood of Foreigner; John David Kalodner, west coast A&R director, Atlantic; and Dennis Elliott of Foreigner.

'Severe Loss'

"It is a severe loss," said Milt Salstone of M.S. Distributing which handles the UA line in several major markets. "UA was a substantial percentage of our business. I hope that somebody else gets very bright and goes independent."

George Port, secretary of Pickwick International, felt the departure of UA from independent distribution would be regrettable and a mistake by the new owners. "We wish them godspeed and good luck because we have had a good relationship with them, but we wish they had not done it," he said. "We think that everybody loses when we see this sort of thing occur. What has made this an exciting and viable industry is that people with talent have been able to get their product to the marketplace. As we see more and more concentration of labels affiliating with vertically integrated distributors, that flexibility is being lost. That can hurt the product."

"UA is a good line. We feel, if handled properly from a distribution point of view, that it is a profitable line. It was for us. Given the good current stuff and the strong catalog material, we think that independent distribution is in a position to foster and nurture the line."

'Positive About Future'

"We are positive about the future of independent distribution. There will always be companies that will recognize the kinds of things that independent distribution can give."

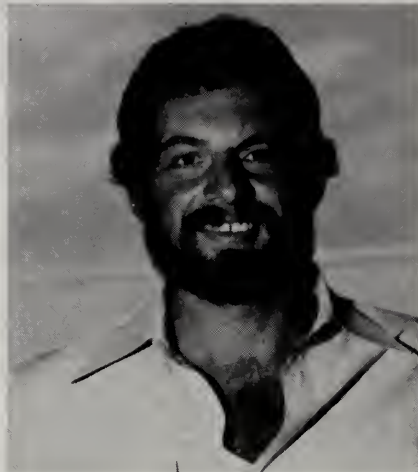
George Souvall, general manager of Alta Distributing, stressed that there had been no official announcement of the distribution changes by UA. However, assuming the departure of UA in light of the disclosure of the sale, Souvall called the decision a significant loss.

"Coming on top of the departure of A&M, it has reduced our distribution capability by about 50 percent," he said. "Fortunately, we are not a pure distributor. We also have

(continued on page 23)

RIAA Report Cites 1977 Work In Areas Affecting Industry

LOS ANGELES — The Recording Industry Association of America in 1977 was heavily involved in several issues of central importance to the industry including copyright revisions, battling record piracy, counterfeiting and copyright infringement as well as its most widely-known activity of gold and platinum record certifications.



Gary Davis

Davis Named To VP Post At ABC

LOS ANGELES — Gary Davis has been appointed vice president of marketing at ABC Records. Davis previously was vice president of sales and promotion at the label.

Davis, who will be responsible for all areas of marketing and creative services, will also continue to direct ABC's promotion and sales divisions.

Barry Grieff, former vice president of marketing and creative services for ABC, has left the label. Grieff has not yet announced his plans for the future.

Announcing Davis' appointment, ABC president Steve Diener said, "This fusion of these departments under the clear heading of marketing is designed to emphasize the direction and effort ABC employs in the development of its artist roster from the release of its product all the way through the marketing and career development phases."

Anger Still At Polydor

NEW YORK — Contrary to recently published reports, Harry Anger will remain as vice president of marketing for Polydor Records.

This information is outlined in its 1977 annual report released last week by the RIAA to show the industry what efforts it has made over the past year to benefit the record business.

The largest section in the report summarizes the association's involvement with copyright revisions in anticipation of the enactment of the new copyright law which went into effect Jan. 1, 1978. Included in this segment of the report were the steps taken by the RIAA in its long-standing support of performance copyright legislation and its views on compulsory license reporting requirements.

Another major portion described efforts to combat unauthorized duplication of sound recordings. "Although great strides were made legislatively and judicially," the report said, "it felt at times like putting one's finger in the dike to stem a flow."

"For example," RIAA stated, "while the piracy of records seemed on the decline, there was a noticeable rise in counterfeiting." The report lists many of the problems faced by the industry in trying to fight such practices and states, "Added to these woes were increasing reports of inaction among some federal prosecutors in bringing to trial numerous cases of alleged infringement."

It noted that during 1977, Montana and Missouri became the 47th and 48th states to enact anti-piracy laws and cited some important cases involving pirates.

(continued on page 51)

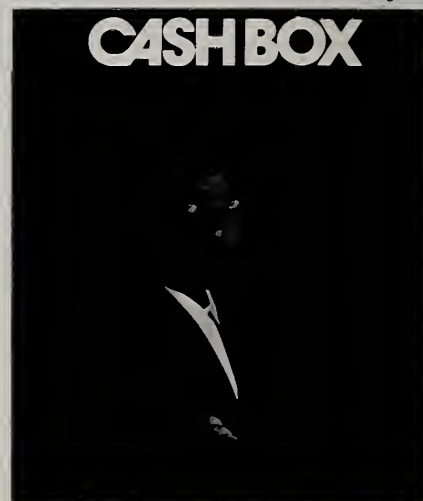
Martinez Tapped As RCA's V.P. Of Finance, Int'l

NEW YORK — Arthur Martinez has been appointed to the newly-created position of division vice president of finance and international for RCA Records.

In his new job, Martinez will assume full responsibility for supervising and directing RCA Records' international operations, and will continue heading the finance department for the record division.

Martinez was appointed division vice president of finance for the label in 1973. He came to RCA Records from RCA Corp., where he was director of financial analysis for the corporate financial staff that provided analysis for the record operation, as well as for RCA Global Communications, NBC, and Random House.

(continued on page 51)



Columbia recording artist Billy Joel has soared to worldwide prominence with the release of his double-platinum LP, "The Stranger." The album, produced by Phil Ramone, holds a firm number four on the **Cash Box** Top 200 Albums chart, and has been in the Top 10 for 12 consecutive weeks. "Just The Way You Are" became the album's first gold-certified single, and "Movin' Out" currently occupies the number 30 position on the **Cash Box** Singles chart.

The development of Joel's career as a songwriter and musician can be traced through his four albums for the label, "Piano Man" (his first gold album), "Streetlife Serenade," "Turnstiles," and "The Stranger." Last month Joel completed a 56-date tour of the United States and Canada, and is now in the midst of an extensive tour of Europe, Australia, and Japan.

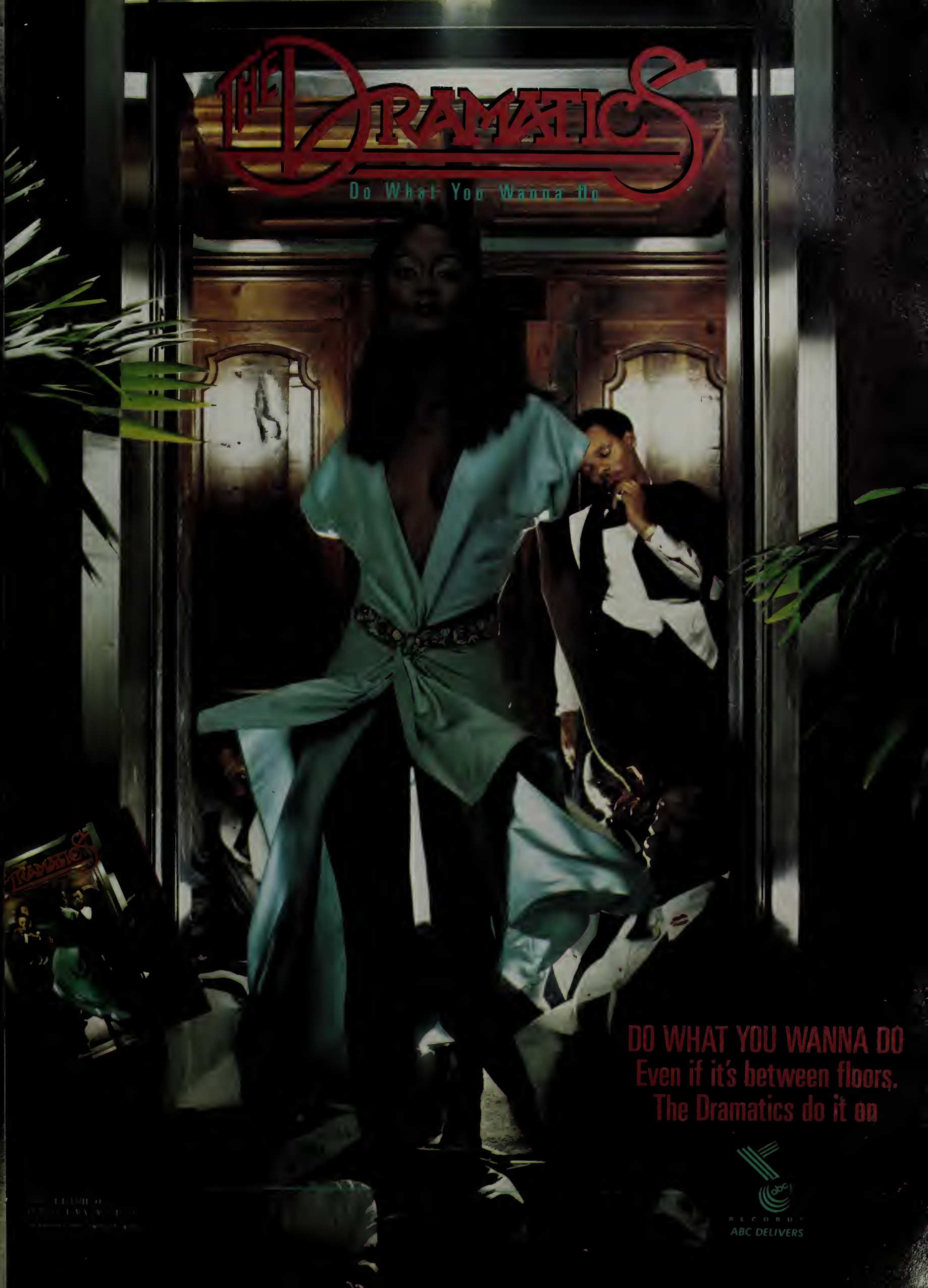
After years of persevering creative inspiration, Billy Joel has become an artist of multi-faceted global success.

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THE DRAMATICS

Do What You Wanna Do



DO WHAT YOU WANNA DO
Even if it's between floors.
The Dramatics do it on



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THE BAND

THE
LAST
WALTZ



"The most prestigious lineup of rock talent ever to assemble for a single event."

ROBERT HILBURN, LOS ANGELES TIMES

"*The Last Waltz* is always a bittersweet affair; there is the joy of completion and the poignancy of the coda."

LES LEDBETTER, NEW YORK TIMES

"It was in many ways a swan song for an entire generation of rock. *The Last Waltz* was the last of the sixties events, one that will eventually seem as important as the Beatles' first appearance on the Ed Sullivan show or Woodstock..."

—PETER GODDARD, TORONTO STAR

Warner Bros. Records is proud to present The Band, on record, in their final concert appearance at San Francisco's Winterland on Thanksgiving Day, 1976, accompanied by a majestic group of musicians.

Joining The Band — **Rick Danko, Levon Helm, Garth Hudson, Richard Manuel and Robbie Robertson** — in concert and on this special album are these distinguished guest performers:

Eric Clapton	Ringo Starr	Emmylou Harris
Neil Diamond	Neil Young	Ronnie Hawkins
Bob Dylan	Paul Butterfield	The Staples
Joni Mitchell	Bobby Charles	Muddy Waters
Van Morrison	Dr. John	Ron Wood

A deluxe three-record set on Warner Bros. Records, *The Last Waltz*, featuring the live concert and five additional songs — "The Last Waltz Suite."

THE BAND
THE LAST WALTZ
LIVE AT WINTERLAND
SAN FRANCISCO, CALIFORNIA
NOVEMBER 21, 1976

United Artists 





Joe Sample

Joe Sample, keyboard player for the Crusaders, is hardly a new name to a large and devoted jazz audience. But after 25 years with the group, Sample has finally released his debut solo album, "Rainbow Seeker," making his name not only new, but widely appreciated, among a whole new generation of listeners.

Why did Sample wait 25 years to make his own record? "One of my main goals has always been to make the group successful," he explains, "and if there was ever mention of a solo project, then everybody would say, 'See, they're not going to stay together.' And that's precisely what I didn't want to happen. Also, I didn't feel the market was ready. But then about a year ago, I got the fever, and I knew it was time."

One of the factors that encouraged Sample to go ahead with the project, he says, was the heavy radio airplay given to "It Happens Every Day," one of his own compositions from the Crusaders' last album, "Free As The Wind." In addition, Sample says, he was encouraged by the chart successes of such melodic jazz composers as Chuck Mangione, Noel Pointer and Al DiMeola.

When he was ready to record, Sample had a definite idea of the album's musical direction. "I knew that the piano had to be right up there in the forefront," Sample says, "because a lot of horns, for instance, would have tended to dominate it. I also knew I wanted to include an acoustical sound where the listener could get into the music just as it was played, with no overdubs."

While stepping out on his own has been an "exciting" experience for Sample, he believes he couldn't have perfected his virtuosity without his years in the group. "When you're one-fifth of a musical output," Sample asserts, "you have to listen more closely to what the others are doing. That means you have to interpret more, be more accustomed to different styles, and be more versatile."

Besides his work with the Crusaders, Sample has distinguished himself on numerous session dates, including Steely Dan's "Aja" album, Joni Mitchell's "Court And Spark" and recent albums by Marvin Gaye and Michael Franks. The session work was invaluable, Sample says, because "it taught me how to put together an album. It taught me about the politics of the business, and how to get financially established on an independent basis."

One result has been Crusaders Productions. Located in Hollywood, the company has produced Ray Barretto's album, "In The Eye Of The Beholder," and Sample's "Rainbow Seeker." The firm's most recent project is B.B. King's forthcoming album, "Midnight Believer." In addition, the Crusaders plan to have their next group album out and released by June.

Sample's own personal projects include some direct-to-disc solo albums, concentrating on more "traditional things." He will also be with the Crusaders when they go on tour in mid-May, adding, as he puts it, "a built-in second drawer act" to the group.



Dara Sedaka

What can one say about a girl in ninth grade who has toured internationally and appeared on television with her pop star father and has just released her first single as a solo artist? If she's Dara Sedaka, one can say that she is one of the most poised, level-headed and talented 14-year-old performers ever to hit the music world.

"I know show business from the inside," says the newest member of the RSO roster. "I've seen that it's not all fun and games. But I'm taking my shot — if it happens, great. If not, I'll do something else."

Dara first got serious about recording after her father Neil's 1976 television special. Dara sang on the program and the response was overwhelming. A short while later she went into the studio with producer David Foster and recorded "My Guy," her new single.

Since her father and Freddy Gershon, president of the Stigwood Group, are old friends, it was a natural for the single to be taken to RSO for consideration. It was taken in to RSO Records president Al Coury, who liked it enough to sign Dara to her first record contract.

It is no surprise that Dara turned to music at such an early age. Her mother/manager says she was "brought up thinking music instead of dolls."

"I think it's wonderful that Dara has chosen to follow in her father's footsteps," says Leba Sedaka. "But, knowing the disappointments that come up, I'm also terrified."

Dara says she always enjoyed having a famous father. "His fame never hurt me and I never resented it. In fact, it's always been exciting. I love his music and I've certainly learned a lot about drive and perseverance from him. I wouldn't change places with anybody."

Despite the time her new career takes up, Dara remains a good student. She explained that she was able to do the publicity tour only because she did a term paper early so she would be free during spring break. "She works hard in school," echoes her mother.

Surveying the current music scene, Dara says the success of Leif Garrett, Debby Boone and Shaun Cassidy influenced her decision to try a recording career. But her favorite artists to listen to include Stevie Wonder, Frank Zappa and the Babys.

The young singer, who also writes songs, has an exciting future ahead of her, but only two things are certain at this point. She is going to stay in school, and at some point she will collaborate on a project with her father. Pressed further on her plans, Dara replies, "I want to take things one step at a time."

Tribute Benefits Kids

NEW YORK — The proceeds of a special broadcast tribute to Lynyrd Skynyrd have been donated by the King Biscuit Flower Hour to the Van Zant-Gaines Memorium Trust. Thus far, the trust fund has raised more than \$50,000 for the education of the three children involved.

KSHE & KSLQ Lead St. Louis Music Stations, Survey Finds

by Joey Berlin

LOS ANGELES — Major St. Louis AM and FM stations comprise a highly competitive, active radio marketplace that serves record manufacturers as an important test market, according to a recent **Cash Box** survey. While all sources felt that KMOX-AM, owned by CBS, is the dominant force in the local ratings, they also agree that its non-musical format attracts older listeners who buy fewer records — leaving most of the record buying audience wide open to stations like KSHE and KSLQ.

"KMOX has monster numbers, but it's a station that really has a 50-plus appeal," says Ed Newsome, general manager at KSD-AM. "There are 35 to 40 other stations here in town that are fighting it out for the 12 to 49 age group."

AORs

The leading AOR station in St. Louis is KSHE-FM. "They're the ones who can break a hard-rock band like Styx or REO Speedwagon in St. Louis," reports J.D. Mandelker, manager of Streetside Records. In the fall ARBs, KSHE scored a 7.9 metro share, just behind the top 40 leader, KSLQ-FM. In the March Media Trends, KSHE was the top music station, with a 9.9 share.

Springsteen Talks At NARAS Lunch

NEW YORK — Bruce Springsteen, who has been busy in the studio for several months, made a rare public appearance last week at a membership luncheon of the New York chapter of the National Academy of Recording Arts and Sciences, at Manhattan's Storytown club.

Springsteen, who was introduced by John Hammond, the man who signed him to Columbia Records, recalled the first time he met Hammond. At the time, he said, he had thought his then-manager, Mike Appel, was kidding when he told him he was going to audition for Hammond, who had signed so many great artists to Columbia. But the meeting took place as scheduled, and Hammond was immediately attracted to the young folksinger's music.

Paying tribute to his mentor, Springsteen added, "John has been in the music business so long that he never forgot what comes first — music."

According to CBS sources, Springsteen's new album should be out by the second week in May. A tour is planned for Springsteen and his band, starting in June and continuing through the summer.

The other speaker at the luncheon was Hammond, who was introduced to the packed club by NARAS president George Simon. Hammond thanked Ben Selvin, who was present, for giving him his first job at CBS. He recounted the early development of the LP, and recalled that, back in the 1920s and '30s, classical artists used to command royalties of five to ten percent, while pop artists were usually paid a flat fee.

In response to a question about whether or not bigness was limiting the opportunities for new artists and favoring superstar acts, Hammond replied, "The record business is, for its size, probably the most competitive in the country." Citing the number of thriving labels, Hammond added, "Your real beef in the exposure of artists is not with the record labels, but with radio and TV, which do nothing on their own."

Hammond, who still serves CBS in a consultant capacity, is author of "John Hammond On Record."

Sinatra Concert Set

LOS ANGELES — Frank Sinatra will perform at the Universal Amphitheatre in Los Angeles this summer July 31-August 6.

"The ratings services show us to be very strong 18-34 and we're second to KSLQ in teens," says KSHE general manager Shelley Grafman. "As a free-form progressive AOR station, we do very little research. We also do relatively little concert promoting, with the exception being our annual November anniversary concert."

KSHE is owned by Century Broadcasting in Chicago, which also owns other AORS KWST, KMEL and WABX. It is supported by a wide range of sponsors, from record companies to auto dealers to beer manufacturers, and also does its own television advertising. The station is currently running 30-second spots featuring rock music, local landmarks and its call letters, but overall it relies on traditional listeners who are loyal to the station.

"It takes a bomb to move the listenership," comments one observer familiar with the St. Louis radio market. "Listeners may switch around some, but over the long haul they return to their old stand-bys — and for rock 'n' rollers that's KSHE."

KADI-FM is the #2 AOR station in the St. Louis market. Owned by Communications Fund, Inc., KADI also has an AM outlet with the same format, and the two stations simulcast on weekends and weekday mornings. KADI consulted until recently with Lee Abrams, and program and music director Pete Parisi indicates the station profited from the association.

"We are a soft AOR station," notes Parisi, "and Lee Abrams showed us a lot of good things in that area. Now we do a good amount of research on our own, using call back cards, in-store and phone research and, most importantly, conceptual research which we do with the help of Southern Illinois University. Still, we do less research than KSLQ, but we do more than KSHE."

KADI is probably the most involved of any St. Louis station in the local concert scene, broadcasting two or three live concerts each month. Among the recent featured artists were Elvis Costello and Aztec Two-Step.

Parisi points out that KADI actually has more people listening to the station each week than KSHE, although KSHE holds its listeners longer. One retail observer explains that this statistic is due to KADI's "inconsistent programming. They don't give new records enough play for people to get into them, just enough to turn listeners off."

Black Stations

Perhaps the fiercest radio competition
(continued on page 24)

Peisinger Named To Marketing Post At Polygram Inc.

NEW YORK — Jon Peisinger has been appointed vice president of marketing development for Polygram Distribution Inc.

In his new position, Peisinger will head up Polygram Distribution's newly-established marketing department, with a team of managers to coordinate marketing developments with each Polygram-distributed label. Peisinger will also be responsible for creating and implementing merchandising programs for the distribution company.

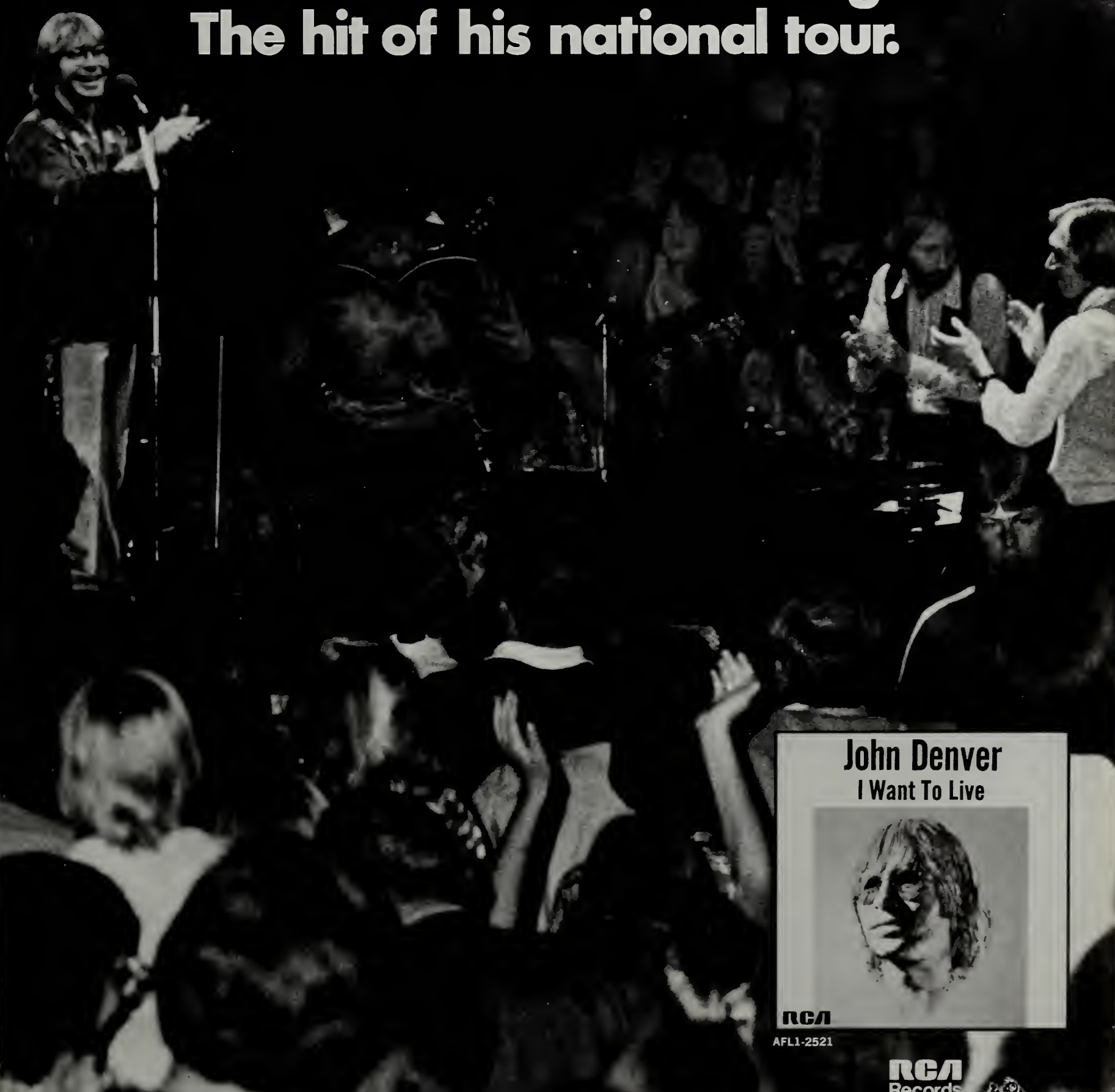
Peisinger will report to Jack Kiernan, vice president of sales for Polygram Distribution.

Since last August, Peisinger has been eastern regional director of Polygram Distribution. Prior to joining the company, he was director of national sales for Arista, and was previously affiliated with Elektra/Asylum as regional marketing director.

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John Denver
I Want To Live



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- MAC McANALLY Ariola "No Problem Here"
- JOHN KAY Mercury "All in Good Time"
- HOO DOO RHYTHM DEVILS Fantasy "All Kidding Aside"
- SMITTY A&M "Smitty"
- GARFIELD Capricorn "Out There Tonight"
- HARMONY Phonogram International "Harmony"

■ SINGLES

- DONNY LOWERY Elektra "He Can Be An Angel"
- BRENDA LEE Elektra "Could It Be Love I Found Tonight"
- ROBERT BYRNE Mercury "Learning to Live Without You"

■ AND RECORDED AT WISHBONE

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- BILL BRANDON Prelude "We Fell In Love While Dancing"



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Silvers Sheppard Levy Jasper

Silvers Named At GRT — Howard Silvers has been named vice president of sales for GRT Record Group. With the company for eight years, he was formerly national sales manager, GRT Record Division.

Sheppard To CTI — CTI Records has announced the appointment of Bunky Sheppard as vice president. Prior to joining CTI, he was with Motown for 5 years where he held the positions of vice president/R&B promotion for 1 year and national promotion director for 4 years.

Levy Promoted At GRT — Jim Levy has been named vice president, business affairs for GRT Corporation. He was manager of business affairs for GRT Music Tapes and joined the company in 1973 as manager of direct marketing. He was formerly manager of corporate development for a division of Time, Inc., and was managing director of Time-Life Audio, a division of Time-Life Books.

Grossi Promoted At Jem — Robert Grossi has been named sales manager for Jem Records. He has been with Jem Records for three years as a salesman. He was previously involved in television commercial advertising at Videocon, Inc. in Boston.

Jasper Appointed At E/P/A — Epic/Portrait/Associated Labels has announced the appointment of Carol Jasper to manager, national secondary promotion, E/P/A. She joined CBS Records in 1973 as advertising coordinator. In 1975 she became national singles sales manager for E/P/A, the position she has held until her current move.

Scobey Appointed At Wishbone — Wishbone, Inc. announced the appointment of Lola Scobey as vice president of Wishbone. She was formerly Nashville editor of *Cash Box* and a free-lance magazine writer. She is author of the book, "Dolly, Daughter of the South," a biography of Dolly Parton now in its second printing.

Kapner Joins MCA — Suzan Kapner has been appointed director of creative services for MCA Music's west coast office. Prior to MCA, she was associate professional manager for Peer-Southern Organization.



Scobey Kapner Tavares La Russo

Rothstein To Sweet City — Sweet City Records has announced the appointment of Joel Rothstein as midwest tertiary promotion. In his duties he will work with radio stations where there are major college campuses.

Tavares Appointed At CBS — CBS Records International Latin American operations has announced that George Tavares has been appointed to manager, business affairs for Latin American operations in Coral Gables, Florida. He joined CBS in 1976 as manager, area desk west, CBS Records International.

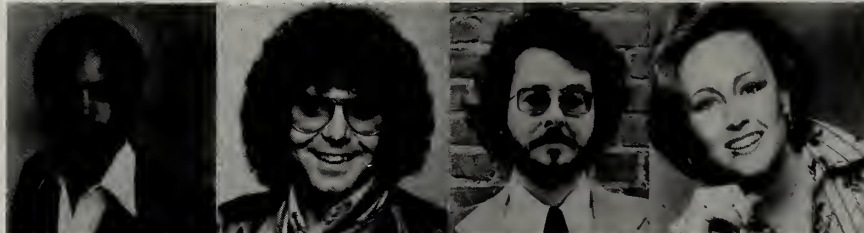
Salsoul Names La Russo — Salsoul Records has announced the appointment of Glen La Russo as international product manager with Salsoul Records. He comes to Salsoul from Polydor Records, Incorporated, where he was international product manager based in New York, overseeing all product licensed outside the United States.

Rogers & Cowan Names Hervey — Rogers & Cowan, Inc. Public Relations, has announced that Ramon Hervey II has been promoted to west coast music manager. Prior to joining Rogers & Cowan, he served as a writer/publicist for Motown Records based in Los Angeles. He initially joined Rogers & Cowan in February, 1977, and has worked as a publicist on the west coast for the past year.

Shepherd Joins Avalon — Roger Shepherd, former vice president of the David Forest Company, has joined Avalon Attractions. Prior to his work at Fun Productions, he owned and operated Shepherd Studios, a Sacramento design and advertising agency.

Capricorn Appoints Pettigrew — Capricorn Records has announced the appointment of Jim Pettigrew as director of tour publicity. His previous publicity affiliations have included work with Atlanta record labels, the Great Southeast Music Hall and the Alex Cooley Organization.

Casablanca Taps Walner — Casablanca Record and FilmWorks has announced the selection of Jan Walner as local southern California promotion representative. She was formerly local promotion person for Private Stock Records.



Hervey Shepherd Pettigrew Walner

Finn Resigns — Sue Finn, vice president of David Forest's Fun Productions and manager of Elvin Bishop, has resigned both positions to develop new projects. She will announce her new plans in the near future.

Appointments At Big Sound — Big Sound Records announced the promotion of Joseph Mooney to vice president of financial affairs. He had been acting in the capacity of financial advisor prior to his appointment. Also the promotion of Benji Gant to director of merchandising and promotion has been announced. He was formerly liaison to retail accounts for

(continued on page 46)

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Columbia Broadens Its Jazz Roster While Maintaining Commercial Base

by Charles Paikert

NEW YORK — A recent spate of jazz artist signings by Columbia Records, including recording contracts with Bobby Hutcherson, Ronnie Foster, and Cedar Walton, as well as a production deal with Ralph MacDonald, indicate "an unprecedented outreach" for the labels' jazz/progressive division, according to Dr. George Butler, vice president of jazz/progressive A&R for Columbia Records.

"My main thrust since I've been here," said Butler, who headed the Blue Note label before joining CBS in 1977, "has been to bring a broad musical spectrum to the label. I'm pleased that with the artists we've signed thus far, we've come closer to achieving that goal."

The musicians recently signed by Columbia have included a disparate mixture of established acts and new, virtually unknown artists. Besides Hutcherson, Foster, and Walton, the label has also acquired such established artists as Percy and Jimmy Heath, Lonnie Liston Smith, Willie Bobo, and Stephane Grappelli.

Emphasis On Youth

Butler, however, has also emphasized youth in his roster expansion program. Accordingly, Columbia has signed Rodney Franklin, a 19-year-old pianist from San Francisco; Hillary Schmidt, a young woman soprano sax and flute player; Jaroslav Jakobovic, a reed player from Czechoslovakia; and Arthur Blythe, an avant-garde saxophonist from New York City.

Another indication of Columbia's commitment to its jazz roster, according to Butler, has been the meticulous attention given to production, pre-production plan-

ning and promotion. As an example, Butler cited MacDonald's four-album production deal, as well as the signing of respected producers Dale Oehler and Byron Olson to work on individual projects.

Both Butler and Jim Fishel, manager of east coast jazz/progressive A&R, stressed the importance of pre-production planning. "Before any of our artists go in the studio," Fishel commented, "George, Vernon Slaughter, our director of marketing, Bruce Lundvall, and myself talk the project over, so it's plotted out before they go in. 99% of the time we will not let them go in and produce themselves."

Better Planning

Fishel noted a change from the days "when jazz artists would go in the studio with a head arrangement and just blow.

(continued on page 46)

Smith Appointed As V.P. Of WCI

NEW YORK — Roger R. Smith, Warner Communications Incorporated's director of investor relations, has been elected a vice president of the company. He will continue to serve in his present capacity at WCI.

Commenting on this appointment, Steven J. Ross, chairman of WCI, said, "We are pleased to recognize Roger Smith's contributions to WCI by his election as a vice president. The combination of his financial background and the knowledge of our businesses which he has acquired since joining WCI make him a valued corporate executive."

East Coastings/Points West

EAST COASTINGS — WELL, WHY NOT? — There's a Country Music Hall of Fame, there's an on-again, off-again Jazz Museum, so what about a museum to enshrine the musicians who made rock great? Great idea, right? Well, a group of women up in Dover, New Hampshire are doing something about it. They've been legally incorporated as a non-profit organization called The Museum Of Contemporary Music, Inc., and right now they're trying to drum up financial support from record companies and promoters. If all goes well, they hope to open a New York City site by 1980.

DISCO 60 — The "60 Minutes" cameras have invaded the world of disco, and the segment will be shown some time in late April or early May. **Dan Rather** handles report duties, and



he followed the making of a disco record from studio production to retail sales. Among the artists spotlighted are **Peter Brown** and **Desiree**, whose record, "Goodbar Won't Ya Take Me Home Tonight," was test-played at Manhattan discos Studio 54 and New York, New York. Also up before a national audience will be WNEW-FM's own **Tom Morra** and **John Ferrara**, producer of the "Goodbar" record.

ON BROADWAY — Starting uptown, on the corner of 74th, there's the majestic Beacon Theatre. A "ban" on "hard rock" was imposed last year, but, fortunately, **Little Feat** was booked and no fuss was made. The group's New York audience proved to be ultra-fanatics, and included among them were **James Taylor**, **Carly Simon**, and **Phoebe Snow**. James and Phoebe, along with **John Hall**, who opened the show, jammed with **Lowell George** and company for a rousing encore . . . Downtown, "On The 20th Century," the new **Cy Coleman** musical, continues to draw long box office lines. The show itself is a visual treat, as well as an aural extravaganza, featuring outstanding performances by **John Collum** and **Madeline Kahn**, last seen in **Mel Brooks'** "High Anxiety." . . . Finally, **George Benson** comes to the Belasco Theatre for five days, May 3-7. The dates will make the New York debut of Benson's self-designed guitar, made in conjunction with the Ibanez guitar company, which will soon begin marketing "George Benson Model" axes.

NAMES IN THE NEWS — What's that again, **Ringo**? In a recent interview, Ringo claimed his old bar-band pal, **John Lennon**, was "recording." No verification, however . . . Looks like the **Temptations** will be reuniting soon with some cohorts from the Motown days, producers **Holland and Holland** . . . **Mitch Ryder**, the blue-eyed C.C. Rider from Detroit City, is on the comeback trail, now gigging in western Canada . . . Speaking of comebacks, **Brenda Lee** has signed with Elektra/Asylum, and is recording an album at Muscle Shoals . . . **Etta James** will be a featured guest of the **Average White Band** for their May 2 Avery Fisher gig . . . **Tony Dow** and **Jerry Mathers** were spotted at a Miami Beach supper club performing in the play, "Boeing Boeing" . . . **Dave Edmunds** and **Nick Lowe** have been booked into the Bottom Line . . . Speaking of that famed, dreaded, loved, and hated New York nightspot, a familiar figure will be missing. Yes, the imposing presence of **Jaz Mason** will no longer be there to ward off gate-crashers. Jaz has taken a gig as staff songwriter for United Artists Publishing Company . . . Finally, a portent of things to come — the first bar-coded album has passed across our desks, and it's by **Buddy DeFranco**, on Classic Jazz Records.

WHERE HAVE YOU HEARD THAT VOICE? — **Roscoe**, the legendary New York FM disc jockey, is working on an album project for CBS Records, under the auspices of **Dr. George Butler**. The album will feature music and a spoken word track by Roscoe. Although no longer a staple feature of the Big Apple FM dial, Roscoe is doing a Sunday afternoon show for WBLS-FM, and commutes to Paris every week, where he does a weekly show for Europe 1 radio.

THOR? WOULDN'T YOU BE THOR AFTER SMASHING A CEMENT BLOCK? — When new Midsong Recording artist **Thor** goes on the road this week, rock fans might do well to bring some popcorn. Apparently, the golden-haired Canadian strongman has an act to rival the Ringling Brothers. He uses two water-cooled ion lasers, reportedly worth \$10,000 a piece, that project images on the stage, as well as a laser helmet and a laser hammer than both project beams. For an encore, Thor is chained to a custom-designed torture rack with a "several hundred pound" cement block strapped to his chest. The cement is drilled through with a jackhammer, and then Thor breaks steel chains for a dramatic finale. Rock and roll.

DISCO — DATO — Emuir Deodato, the Brazilian composer/arranger whose "Theme From 2001" opened up the jazz/fusion door ever-wider, dropped by the CB office with a copy of latest album, "Love Island." The album is his first for Warner Brothers, and his first outing, in fact, since he left MCA two years ago. In that time he sailed to the Bahamas, built a house in East Hampton, and did studio work. Now he's back with a disco sound, and some feisty opinions on the subject. "All disco music is stolen from Brazilian music, you see," Deodato exclaims, "so that when I'm doing 'a disco thing,' I'm really only using the American formula for disco music. I like to think of my music as accessible. It's only commercial once it sells."

POINTS WEST — BEATLES ARE BACK — In the news, that is. Japanese tycoon **Rocky Aoki** has made a formal bid to buy the Aintree race track outside Liverpool, home of England's famous horse race The Grand National, and is said to have offered the former Beatles at least \$50 million to get together and play there. The race track had been in poor financial shape for some years and the owners put it up for sale because of falling profits. Aoki, who is prepared to pay around \$5 million for the track, plans to turn the site into an en-



RODEN SIGNS — Jazz rocker **Jess Roden** has signed a North American recording contract with **Island Records, Inc.** Pictured at the signing (l-r) are: **Charley Nuccio**, president of the label; **Roden**; and his manager, **Fred Heller**.

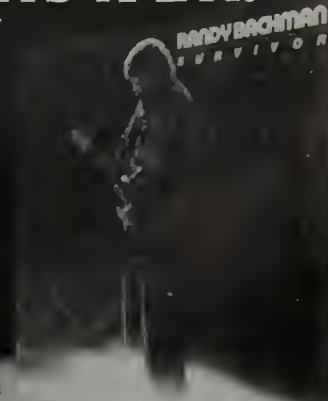
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IN THE LAST TWELVE
MONTHS AND HAS SOLD
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OF THE FINEST LP'S
YOU'LL EVER HEAR?...

(continued on page 24)

"Luck once again rewards those who wait for the call. Now he can look back and smile to himself as he recalls the memories, the casualties, the friends, won and lost. He can thank the Lord, for he is truly blessed. He is indeed a 'Survivor.'" **RANDY BACHMAN.**



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PD-1-6141

Chicago Chooses Dacus As Group's Singer/Guitarist

LOS ANGELES — Columbia recording group Chicago has announced that singer/guitarist Donnie Dacus will replace the band's former guitarist Terry Kath, who died in an accidental shooting incident last January.

Dacus, a 26-year-old from Texas, has previously played with Stephen Stills and Boz Scaggs and has also recently been cast for one of three leading male roles in the film version of "Hair." Stills has recorded six songs written by Dacus, including "Turn Back The Pages."

Chicago is currently getting ready to record a new album at Criterion studios in Miami before beginning a summer tour. Concerts are already scheduled in August at the Greek Theatre in Los Angeles and at Central Park in New York.

Chicago has sold approximately 20 million albums in the U.S. according to CBS, which reports that sales have generated \$60 million dollars. All of the band's 11 albums have been certified platinum by the RIAA.

London Gives Pickwick Atlanta Distribution

NEW YORK — London Records and the distribution division of Pickwick last week finalized the deal transferring the London line to Pickwick's Atlanta branch. (*Cash Box*, April 15). Pickwick will now distribute London in Atlanta, Nashville, Memphis, and Charlotte, all out of the Atlanta Branch.

London is already distributed by Pickwick in Miami, St. Louis, and Minneapolis.



Pictured (l-r) are: Richard Bibby, MCA vice president of marketing; Lorine Mendell, national secondary promotion director; Sammy Vargas, regional promotion manager; Paul Lambert, national promotion director; Denise Moncel, regional promotion manager; Leon Tsilis, regional promotion manager; Wayne McManner, regional promotion manager, and Stan Bly, MCA vice president/promotion.

MCA Restructures Promotion Dept. With Adoption Of Regional System

by Jeff Crossan

LOS ANGELES — MCA Records has restructured its promotion department and adopted a new regional promotion strategy with the creation of four regional manager posts and the appointment of a new national promotion director and a new national secondary singles director.

The label, which previously directed all promotional activities from its main offices here, has established four geographic districts which will be under the direction of the newly named regional promotion managers. The regional managers will report to MCA vice president of national promotion Stan Bly.

Paul Lambert, former national singles

promotion director, has been named to the new national promotion director post while Lorine Mendel, who previously was local promotion manager in Atlanta, has been promoted to director of national secondary singles.

Four former local promotion managers have been appointed to the new regional posts.

Sammy Vargas, who previously handled local promotion responsibilities in New York, has been appointed regional promotion manager of the new east coast district which spans the New York, Philadelphia, Boston, Baltimore and Washington, D.C. areas.

Former Detroit promotion manager Denise Moncel has been named manager of the midwest district which covers Cleveland, Cincinnati, Detroit, Chicago and Minneapolis.

The new southeast region, which contains Nashville, Memphis, Atlanta, Charlotte, Miami and Little Rock, has been placed under the direction of Leon Tsilis, who will be headquartered in Nashville.

Wayne McManners has been appointed regional promotion manager of the southwest district. McManners, who will be based in Houston, will be responsible for promotion activities on much of the west coast as well as in the Dallas and New Orleans areas.

The establishment of the regional manager posts will localize executive responsibilities, according to Bly, who said the four regional managers "will serve the same function as a national director on a miniature scale."

"They will be setting up local conference calls with the local promotion staff," he said. "Before they just had a little local area to worry about, but now they will be managers of a territory."

The new regional system, Bly said, will expedite communications in the promotion department because "the regional managers will be able to give direction to the local people much quicker. In this business, communication is so important," he said, "but it is impossible sometimes to have everything nailed down tight from just one national office."

Bly said he plans to keep in touch with the regional managers by telephone on a weekly basis. And every three weeks he will coordinate a conference call with both the local and regional staffs.

The new system should swing into effect, Bly said, by the end of April. "We have already had a meeting here in Los Angeles with the four new regional people to run down the parameters," he said. "There is quite a bit of area to cover and they will have to learn to work closely with the regional salesmen."

Bly also announced that new local promotion staffers will be hired to fill the vacancies created by the promotions.

Radio City Venue To Remain Open

NEW YORK — Radio City Music Hall will stay open for at least one more year, according to reports in New York City's daily newspapers.

Resolving a last-minute cliffhanger, trustees of New York State's Urban Development Corp. agreed to provide up to \$1.8 million in state economic development funds to keep the Rockefeller-owned Music Hall in business until April 12, 1979.

At the end of this time, the Music Hall may be placed under a nonprofit state subsidy while a feasibility study is made of building a high-rise office tower over the hall. Under one proposal, profits from office rents would be used to sustain the Music Hall in the future.

Trugman To Fill Re-election Post For Gov. Brown

LOS ANGELES — Richard S. Trugman, vice chairman of Casablanca Record & FilmWorks, has been appointed finance chairman for the re-election campaign of Gov. Edmund G. Brown Jr. of California.

Trugman, who will be responsible for handling all campaign finances, will direct various fund-raising activities. Trugman's estimated goal for the June primary is more than \$1.4 million.

Upon the announcement of his appoint-



Richard Trugman

ment, Trugman said, "I am very honored by the governor's confidence in me for this very important task and I look forward to the entertainment industry's continued support of Governor Brown. In the brief time that I have been with the campaign, I have found that Californians, for the most part, are supportive of the governor and I anticipate achieving the goals set forth for the campaign."

RCA Records 1st Quarter Earnings More Than Double

NEW YORK — RCA Records' first quarter earnings more than doubled over last year, according to RCA Corp. president Edgar Griffiths.

Overall, the corporation reported record first quarter earnings of \$54.9 million, a 13% increase over the previous year's period. First quarter sales for RCA Corp. climbed 10% to a record \$1.5 billion.

RCA does not, as a matter of policy, break down the dollar figures for its divisions. RCA Records officials declined further comment on Griffiths' statements.

Chic Debut Gets Gold

NEW YORK — "Dance, Dance, Dance (Yowsah, Yowsah, Yowsah)," the debut single by Atlantic recording group Chic, has been certified gold by the RIAA.

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Multi-Faceted E/A Campaign Is Crucial In Breaking Zevon

by Dale Kawashima

LOS ANGELES — From the involvement of fellow label artist Jackson Browne to the extensive "Excitable Boy" campaign by Elektra/Asylum, Warren Zevon has been the recipient of total record company support.

"There are very few moments in this business when all things point to a major breakthrough for an artist," said Joe Smith, E/A chairman of the board. "All of that was in place for Warren Zevon, and I think that E/A people can take justifiable pride in their quick reactions."

"I think we've added another brilliant name to the roster whose longevity and growth should be considerable."



WHERE'S THE POT ROAST, WARREN? — Elektra/Asylum recording artist Warren Zevon (c) was greeted backstage following his recent three-night stand at the Roxy in Los Angeles by E/A execs Mel Posner, vice chairman (l), and Steve Wax, president.

With the fast rising success of the single "Werewolves Of London" along with the LP "Excitable Boy," Zevon and E/A are beginning to enjoy the fruits of the multi-faceted campaign initiated by the E/A staff last December. However, key momentum and exposure for Zevon had already been established with the help of Jackson Browne and Linda Ronstadt.

Valuable Association

Howard Burke, Zevon's manager, explains why his client's association with Browne and Ronstadt has been so valuable. "There has been a great deal of assistance, cooperation and participation between Ronstadt, and of course, Browne. Linda has recorded three of Warren's songs and as a result has provided widespread market exposure for him. As for Jackson, his involvement has been a very direct, crucial factor."

"As one of E/A's most important acts, Jackson could assure that the label would maintain its support for Warren. So you might say that in addition to producing both albums, he was also semi-managing him. Also, Jackson gave early exposure to 'Werewolves Of London' by performing the tune in concert long before Warren had recorded it."

Once Zevon had recorded "Werewolves" and the rest of "Excitable Boy," the E/A staff then began to plan its strategy to promote, merchandise and market the album.

Kenny Buttice, E/A vice president of record promotion, authorized his national promotion staff to canvass the top FM stations in the country with "Excitable Boy"

(continued on page 51)



O'HARA ON DINAH — Chrysalis recording artist Mary O'Hara recently taped a segment of the Dinah Shore Show to be aired on April 24. Pictured (l-r) are: Phyllis Diller; Bob Arvon; Dinah Shore; Billy Preston and O'Hara.

NAB Session Focuses On AM Stereo Expenses

LAS VEGAS — With the advent of AM stereo just around the corner, an NAB session entitled "Getting Ready for AM Stereo" gave station owners some insight into what conversion to stereo would cost them in dollars, personnel and equipment maintenance.

Speakers for that session included Harold Kassens, chairman of the national AM stereophonic radio committee, and Chris Payne of the NAB, who was the moderator. Kassens told the overflowing room of radio people that the FCC will probably propose rulemaking by July. He predicted that some systems will be in operation by the beginning of next year.

The FCC is presently testing five systems from Magnavox, Motorola, Belar, Harris and Kahn.

Payne explained that the cost of installing an AM stereo may be a drawback for some with the initial cost of converting a transmitter at approximately \$10,000.

There is the possibility, Payne said, that AM stereo in a car may be better than FM with the cost of the car radio also being less. Payne also told the gathering that AM stereo would work on any equipment but that the quality would depend on many variables.

Questions were fielded by the panelists and the discussion ended with Payne stating that, "AM stereo can be as good as FM but it may be very demanding in cost."

Gov. Regulations Decried At NAB Annual Convention

(continued from page 9)

Ferris told the gathering that if they hired minorities they wouldn't have to worry about changing their programming to meet the needs of minority listeners because "these changes will come automatically."

"I will not only vigorously enforce the hiring of minorities and women in broadcasting position" Ferris said, "but I will also see that they are holding broadcast licenses."

Approximately 6,000 U.S. broadcasters attended the NAB meet which featured the world's largest display of broadcast equipment, valued at more than \$150 million. More than 300 exhibits were on display.

Other speakers included author Alex Haley, Sen. Howard Cannon, Sen. Paul Laxalt, Nevada Congressman James Santini and NAB president Vincent Wasiliewski.

The NAB is scheduled to hold a programming meeting in Chicago in August.

Research, Ratings Discussed At NAB Convention

LAS VEGAS — With radio research currently a subject of much debate, it was not surprising that the NAB session "Research Means More Than Just Ratings" drew an overflow crowd.

John Dimling, NAB research director, was moderator of the panel which was comprised of John Sack, general manager of station KOB in Albuquerque; Steve Casey, research director at KHJ in Los Angeles; and Charles Murdock, president and part-owner of WLW in Cincinnati.

Sack started the session off by telling the crowd that if they were relying on ARB to do their research, they were missing the boat. Sack said ARB "is simply a headcount. It's information after the fact whereas audience research, if done properly, can tell you if your audience likes your personalities, music, news or what have you. Research can tell you in what areas you need to make a programming change but not how to do it. In order to follow through with information you have received from your research, you must have qualified programming personnel. Research can tell you what not to do, but not what to do. Audience research can let you know how your audience perceives your station."

Sack went on to say that, "Good market research from companies like the Frank Maggott company or the Research Group can aid your station in bridging the gap of the big 'what if.' In other words, before you ask yourself, 'What if I make a particular programming change?,' research can give you that answer."

Effective Research

Murdock told conventioners they must use audience research "to find out what ARB is really telling you." Murdock then asked, "Why pay eight million dollars for a radio station and still not know all that affects the diaries in your area? A recently initiated audience measurement firm, Ram Research, operated by Jack McCoy, distributes more diaries in an area than Arbitron does, so I reiterate that you must know what Arbitron is really telling us."

Murdock discussed a recent research survey his station had done that concluded that television was by far the best way to advertise his station. "Here again research would be able to tell you if you are spending your outside station advertising dollars correctly. When you do decide to place TV ads, you should first check TV ratings in accordance with the segment of the audience you are trying to reach. For example the afternoon soap operas have a very high rating for women in the 25 to 49 age group. So if these are the demographics you are after, TV ratings can give you that information. Nothing should be left to chance. Know everything that is happening around you."

Paul Casey addressed the broadcasters saying, "Radio competition is at an all-time high and with this fact in mind we cannot afford the luxury of being without research."

Casey said seeing a station that changed formats five times in four years "would certainly let you know that there was little research done there. All stations must do some research. Even gut feel is an informal way of researching. But your main programming research is music research."

"In a recent study we conducted we found that your audience more frequently will switch stations when they hear a bad record than for any other reason," he continued. "At KHJ we maintain a panel of 700 listeners that the station polls on a weekly basis. The information we receive is then fed into a computer where we get our results. We feel that our call out research can help the station get better in touch with our potential listeners as well as keeping what we have."

ANSWER:

IT'S THE MARSHALL TUCKER BAND WHOSE BRAND NEW ALBUM "TOGETHER FOREVER" SHIPS NEXT WEEK. WATCH FOR IT ON CAPRICORN RECORDS, MACON, GEORGIA.



DREGS JOIN SANTANA — Capricorn recording artists Dixie Dregs jammed with Santana during their recent show at the Fox Theatre in Atlanta in support of their "What If" album. Pictured (l-r) are: Carlos Santana and Steve Morse and Allen Sloan of the Dregs.

UA's Departure Dismays Indies

(continued from page 10)

one-stop and rack operations. Our business will improve this year regardless of the departure.

"UA's leaving is another chapter in a very large book. It is now increasingly difficult for pure indie distributors to survive unless they are in major markets like L.A., Chicago or New York. But the business continues to grow and we continue to grow with it one way or another.

"We did an excellent job with 20th Century this year and we continue to have London, Chrysalis, Mushroom and Butterfly, among many others, and these people will continue to grow. The only way that small labels can become majors is through independent distribution. They cannot become majors with someone else controlling them. There is still room for good independent labels."

Possible Partnership

Harvey Korman, vice president, general manager and co-owner of Pika Corporation in Ohio, said, "I guess Mogull was up against the wall and had nowhere else to turn. I feel he should have called his distributors when he was looking for money; I believe the distributors themselves would have backed him. They could have formed a partnership and come up with the money.

"The United Artists line accounted for approximately 15-18 percent of our product. I know there are some independents that have been terribly hurt by this transaction. It is going to put some indies out of business," Korman said.

"I believe the independently distributed manufacturers must now take a stand and pick their top 12 or 13 indies and enlarge their territories and markets in order to keep them stable. If the manufacturers will give the independent distributors additional territories and markets, our situation will remain healthy."

"I'm sad," said Tom Schlesinger, general manager of Arc-Jay-Kay Distributing. "I don't have much more to say because I don't know UA's plans. Artie called me and said he wanted to be a gentleman and notify me but he said he did not know for certain yet what will happen. I imagine we will lose the line." **Strong Country Line**

Hutch Carlock, the owner of Music City Distributing in Nashville, said, "We will be very sorry to lose the line. With Crystal Gayle and Kenny Rogers and other acts, UA has been a really good selling line for us.

"I don't foresee any other labels splitting away from branch distribution at the present time. That doesn't seem to be the trend at all. In fact, as much as I hate to say it, it seems to be going the other way."

Because of the lack of official announcement at press time, many indies are uncertain of what will happen with the UA product which they are currently carrying.

"I don't have much excess," said Nevin St. Romaine, Denver manager for Western Merchandisers. "I have no idea what will be done with it at this point because I have not heard from UA. I'll just keep on doing business as usual."

Uncertainty Expressed By Chain Retailers In Wake Of Wholesale Pricing Increases

(continued from page 9)

increases. Joe Bressi of the 66-unit Camelot chain noted that his prices have risen more than 50 cents in the past few months as a result of all these factors.

"Now with CBS, we're going to have to do something," said Bressi. "We may have to raise our prices again, or do more direct buying. At this point, we're simply sifting it all out, and we'll be coming out with an entirely new market strategy."

Tom Roos, sales manager of the Record Bar chain, noted that in response to manufacturer increases, Record Bar has upped the shelf price of some product from \$6.49 to \$6.99 (on \$7.98 list items). Roos explained that this increase was within the chain's policy of trying to keep retail hikes below the next higher dollar mark.

"Right now we're preparing to take a survey of our stores and the competition on future pricing," Roos told **Cash Box**. "We're still staying loose and flexible."

The 1812 Overture chain in Milwaukee, which raised its prices about 22 cents on WEA product last winter, and Record and Tape Collector in Baltimore, which raised its overall shelf prices 20-30 cents, are two other retail operations that have reacted quickly to cost pressures.

Sitting Tight

Other retailers, however, are sitting tight. Linda Stelling of the Harvard Coop in Boston said the Coop will consider a price increase in September. The Coop's present shelf price of \$5.99 and sale price of \$4.99 (on \$7.98 product) are only a few cents higher than its prices at this time last year.

"The increases (for us) have actually worked out to be a price decrease," Stelling explained, "because we were considered a pure retailer before and paid a premium price, and now we're qualifying for a lot of programs as a multi-unit store that doesn't have resale but does redistribute . . ."

George Levy, president of the Sam Goody chain, said his prices vary from store to store and market to market. While overall sale prices at Goody have risen about 30-40 cents in the past year, a major factor in that increase was the demise of the lowball Jimmy's Music World chain last August. Jimmy's, with its \$2.99 specials, had forced Goody to lower its prices to meet the competition.

Lew Kwiker, president of the seven-store Music Stop chain in Detroit, said he has not changed his prices since the WEA price announcement in January. However, Kwiker noted that his low advertised price on \$6.98 list items is currently \$3.99. Last fall, Music Stop was shaking up the market with weekly \$2.99 specials.

'Bite The Bullet'

Several retailers asserted that they planned to "bite the bullet" and absorb the wholesale price increases, rather than risk decreasing their unit sales by upping over-the-counter prices.

John Houghton of the Licorice Pizza chain in California said he felt the wholesale increases would probably have to be passed on to the consumer "eventually. But we are not planning anything in the near future," he added.

Lou Fogelman, president of the Music Plus chain, said that he was hesitant to up his prices because the consumer has already had to face a list price hike to \$7.98. "Asking the customer to take two increases that close together is a little scary," Fogelman said. "That's one of the reasons we're biting the bullet . . . I think the price of records can be increased to the customer, but you can't keep hitting him over the head. You have to do it gradually . . ."

Fogelman and other Southern California retailers are so concerned with the effect on their customers, that they have actually

lowered prices since WEA's January policy change.

Lee Hartstone's giant Warehouse chain, for example, lowered its \$7.98 sale price to \$4.47 shortly after the WEA increase. These retail price decisions, however, are apparently related to the Los Angeles market's highly-competitive nature.

More Hikes To Come?

Still, the overall consensus, even among those retailers who have not raised their prices, is that across-the-board retail hikes must come. Allan Dulberger of the 1812 Overture chain voiced the opinion that most major retailers would be raising prices about 20-30 cents over the next few months. However, Dulberger expressed the fear of many U.S. record retailers when he called for lower list prices on albums by new or "marginal acts."

Lamented Tom Roos of Record Bar, "For the long run, higher retail (and list) prices won't hurt, but it does have to stop somewhere. There has to be a point where the consumer will not buy a record. He will certainly not take a shot at a new artist at \$6.99 or \$7.99. The consumer in me is worried about all this . . ."

Along with increases in retail prices, most U.S. retailers fear a \$1 list price hike within 12 months. Said Dulberger, "I wouldn't be surprised if, by year-end, major artists like The Who, Pink Floyd, or McCartney come out with \$8.98 albums."

George Levy of Sam Goody foresaw a "high possibility" that a "good deal of hit product will go out at \$8.98 this year." And Ira Heilicher of Great American Music Co. said that he "definitely" foresaw a higher list price because "manufacturers are going to take what they think they can get \$8.98 for and go get it."

Grover Sayre, director of retail operations for Pickwick, which operates over 300 Musicland and Discount Records outlets, noted that it is far too soon to discuss an \$8.98 catalog list price. "I think the public accepts the \$7.98 list, but we should not lay an \$8.98 on them too soon."

Many retailers across the country, beset by higher unit costs, and worried about the effect of higher retail prices on their customers, are trying to beef up profit margins through the promotion of mid-line and cutout product.

John Cohen said he was excited by the new mid-line product unveiled by MCA, but noted that "cutouts seem to be drying up for us," mainly because of the problems in getting top-notch cutout LPs.

Linda Stollinger of the Coop mentioned that her classical budget lines have picked up noticeably over the past few months. Ken Dobin, buyer for the Waxie Maxie chain in Washington, D.C., also expects bigger mid-line and budget LP sales as a direct result of higher front-line prices.

Other retailers said the wholesale in-

creases had prompted them to invest much heavier in budget and cutout merchandise. "We haven't been as active as we should be in these areas," said Tom Roos. "I hope we'll get more into cutouts and stay with them longer. It gives us the opportunity to offer our customers something cheaper." Several retailers, however, cited the difficulty in stocking quality cutouts. Browsers who sift through the cutout bins without finding any good items are not likely to return to that section of the store, opined the retailers.

Likewise, the equalization of tape and LP wholesale prices has spurred tape sales at most retail outlets queried Allan Dulberger reported a 10% increase in tape sales, and projected a far "greater influx" of tape volume over the next 10 years. Stelling noted that The Coop's tape sales have been steadily escalating, despite the fact that Boston is a notoriously slow tape market. George Levy of Sam Goody suggested that, in addition to higher LP prices, the tremendous amount of equipment on the market has helped spark his tape sales.

Catalog Dealers Fare Best

The retailers who will be hit hardest by the recent manufacturer increases, then, are those who are most heavily stocked with Top 200 product. "The retailers who don't have the selection and continue to deep discount will probably be in for the biggest squeeze of all," concluded Ira Heilicher, who said he was waiting to turn his remaining 30-day inventory before making any "value judgments" on future pricing. Heilicher cited the strong "psychological barrier of \$5 or \$6," and suggested that full-line stores, featuring wide selections of musical categories, would have the best chances of withstanding cost pressures.

Lou Fogelman added that even as a full-line retailer, Music Plus always depends on first-line goods. "The rest is a little gravy here and there," he asserted.

Fogelman concluded that he didn't want to have to increase his business through higher prices, but preferred to sell more units. "I have no qualms that the \$8.98 list will (sell)," he said. "But the customer can't absorb it all so rapidly. To ask them to take an additional increase (in retail prices) in between list price hikes has me a little worried."

Mort Burnett of Record and Tape Collector summed up the overall feeling about higher prices: "People haven't stopped smoking, and cigarettes went up. They still drive cars, and cars went up. Shoes cost \$75, if you want a good pair. Eventually, if you've got a piece of product, you'll sell it."

Buffett Album Gold

LOS ANGELES — "Son Of A Son Of A Sailor," Jimmy Buffett's latest album for ABC Records, has been certified gold by the RIAA less than a month after its release.

RETAIL PRICE GRAPH

\$7.98 List LPs

	Current		Same Time Last Year	
	Sale	Shelf	Sale	Shelf
Disc Records	\$5.98	\$6.98	\$4.99	\$5.98
Rose Records	\$4.89	\$6.35	\$4.89	\$6.35
Music Plus	\$4.59	\$4.99	\$4.59	\$4.99
Record & Tape Collector	—	\$6.79	—	\$6.49
1812 Overture	\$4.89	\$6.29	\$4.89	\$5.98
Camelot	\$4.99-\$5.50	\$6.99	\$4.50	\$6.49
Record Bar	\$4.99	\$6.99	\$4.99	\$6.49-\$6.99
Sam Goody	\$5.39	—	\$4.99	—
Coop	\$4.99	\$5.99	\$4.89	\$5.99
Warehouse	\$4.47-\$4.77	\$5.97	\$4.47-\$4.77	\$5.97
Tower	\$4.99	\$5.99	\$4.99	\$5.99
Licorice Pizza	\$4.69	\$5.69	\$4.69	\$5.69
Great American Music Co.	\$4.99	\$5.98	\$4.99	\$5.98
Music Stop	\$4.49	\$4.99	\$4.49	\$4.99

KSHE & KSLQ Lead St. Louis Music Stations, Survey Finds

(continued from page 14)

under the Gateway Arch is among the stations catering to black audiences. KATZ-AM and KKSS-FM are the two top black stations, and WESL-AM in East St. Louis is another rival. According to the stations themselves, KATZ employs a modern contemporary black format, KKSS uses an AOB (album oriented black) format and WESL is free-flowing R&B.

Most recent ratings surveys show the two leaders neck and neck, but many feel that the ratings services do not accurately reflect the strength of black stations. "Ratings surveys are not made for black radio," says KATZ general manager Doug Eason. "We only get a certain segment of the general market, and many of our listeners don't respond to surveys."

KATZ is described as "a black KSLQ that plays the hell out of singles" by Streetside's Mandelker. Eason says the station "stays primarily on Top 40 black records, top album cuts and white records that cross. At different times we try and program for different audiences, such as housewives on weekdays."

KATZ has been a factor in St. Louis radio for some 25 years and is owned by Laclede Broadcasting Co. Eason says the station is proud of its history and this sentiment is reflected in their motto, "the one with the hits, the one with the roots."

On the other hand, KKSS has just completed a sweeping overhaul of its staff and a format adjustment.

"We were very disco oriented, which tended to erode our black audience," says Al Ramirez, KKSS operations manager since the end of February. "So we changed our music policy to what we call AOB, playing basically album cuts, but also playing singles that are prereleases off albums."

"Judging from reactions on the street, we're looking for a reasonable jump in the new ARBs. Last time KATZ beat us in women and we beat them in men, so our new battle plan is to beat them in women without blowing off any of our men."

Many observers believe that KKSS is moving forward since the station was overhauled and may well move up in the ratings to challenge KSHE and KSLQ in market share.

"KKSS is a station that has grown considerably in recent weeks," says KSHE's Grafman. KADI's Parisi goes even further, stating that "with the percentage of blacks in this city (approximately one third of the population) and them being the only black station on the FM dial, they have a gold mine."

WESL has also experienced turmoil within the station recently, which accounts for its low ratings in recent surveys, according to program director Jim Gates. The station, owned by St. Louis Broadcasting, draws 80 percent of its listeners from the black community.

"As far as black radio goes," says Gates, "KATZ and KKSS are tied, and they both beat us in almost every area. But for some reason we usually seem to beat them in women."

All three R&B stations have their own research methods. KATZ does a request show on the air to track listener response, as well as random call outs and communication with top black stations across the country. KKSS does a mix of passive and active research, while keeping close tabs on what is going on in Chicago as a parallel market. WESL does its research through local retailers.

Top 40 Monopoly

St. Louis has one Top 40 station, KSLQ-FM, owned by Downe Communications, which recently purchased it from Bartell Broadcasting. With no direct Top 40 competition since KXOK-AM switched to an adult contemporary mix of singles and

golden oldies, KSLQ is able to program one of the most progressive Top 40s in the nation.

"KSLQ may be Top 40, but it is a very good station when it comes to having a widespread sound," notes Grafman, whose station vies with KSLQ for top ranking among St. Louis' music stations. "They're a highly respected station."

Program director Bill Bailey thinks the Gateway City supports only one Top 40 largely because of the relatively high median age of its population.

"The city is getting older," says Bailey. "School enrollment is down as a result of the end of the post-war baby boom, which had a great effect on this market. With the median age here being about 30 or 31, most of our time buys are aimed at adults — and we're the Top 40 station."

Bailey believes radio listeners are doing a lot of sampling now because of the changes at a number of stations, in what was recently known as a stable market. Along with KXOK and KKSS, KCFM has gone from easy listening to automated adult contemporary.

A spokesman for KXOK was reached during the survey, but he declined to comment on St. Louis radio. "We're in a state of change here," said station general manager Philip Trammell, "and I don't feel that I should discuss our situation at this point."

Another station that consistently fares well in the ratings is KSD-AM, an adult contemporary pop player owned by Pulitzer Broadcasting.

"We leave the 18-24s to the AORs," says KSD general manager Ed Newsome. "There's no way a station like ours can appeal to them without alienating the 25-44s. We're more in competition with KMOX and WIL, the country station."

The Country Station

WIL-AM and FM, owned by Lin Broadcasting, are the St. Louis country stations. Combined, which is how they sell most of their advertising, the two stations rate #2 in the market share behind KMOX. WIL is the largest country station in the eight-state area its signal reaches.

KEZK is the leading beautiful music station in the area. It consistently fares well in the ratings, but because of its format it has little importance to the music industry.

Test Market

A common response among those questioned about the market's general characteristics was that St. Louis is an excellent test market for record companies.

"The community has all kinds of industry, making it diversified, while it maintains an unusual solidarity among the populace," notes CBS regional vice president and KMOX general manager Robert Hyland. "The two combined make St. Louis the ideal test market."

"This is a very, very healthy area for new music," says KADI's Parisi. "We get a lot of attention from record companies because they know they have a good chance of breaking something out of the middle of the country — things can spread in either direction."

Without exception, the respondents indicated St. Louis is a highly competitive, vibrant radio market, with progressive and conservative elements balancing each other to give the listening audience, as well as ad buyers, a full spectrum of sounds to choose from.

Sayer Singled Out In Canada's Juno Awards

LOS ANGELES — Leo Sayer's "When I Need You" single on Warner Bros. Records recently won the International Best Selling Single award in Canada's nationwide Juno competition in Toronto.

(continued from page 18)

entertainment complex. He has heard no reply from any of the ex-Beatles, but claims to be "a personal friend of John and Yoko Lennon." Despite the formidable amount offered to John, Paul, George and Ringo, there is no reason to suspect they would accept it, having turned down similarly staggering offers in the recent past from the likes of promoter **Bill Sargent** and Saturday Night Live's **Lorne Michaels**. . . **Ahmet Ertegun**, chairman of the board of Atlantic Records and president of the New York Cosmos soccer team, spoke at a luncheon April 7 at the Beverly Wilshire Hotel honoring **Pele**, the world's most popular athlete, who is officially retiring this year. Ertegun is credited with helping advance the popularity of soccer in America by leaps and bounds by helping foot the bill to bring Pele to the U.S. to play.

BETTE GETS GOLD . . . FOR REAL — **Bette Midler** is planning a major tour of Europe this fall and to guard against problems caused by rising and falling currencies, her promoters have agreed to pay her performing fees in gold bullion, reportedly the first time a performing artist has received financial payment in gold. **Aaron Russo**, her manager, said, "In these times, when all currencies are suspect, as evidenced by the turbulence in the foreign exchange markets, I feel it is my fiduciary responsibility to protect my client, and not knowing what the value of any currency will be six months from now, it seems to me the only way to prevent Ms. Midler from taking a possible financial loss is through payment in a precious metal, and gold has proven itself throughout history to be the only true store of value" . . .



SOUL TRAIN TRIO — Herb Alpert and Hugh Masekela will make their first TV appearance on "Soul Train" on April 22 in support of their A&M LP "Herb Alpert/Hugh Masekela." Pictured (l-r) are: Alpert; Don Cornelius of Soul Train and Masekela.

An upcoming segment of **Don Kirshner's Rock Concert**, which airs May 20 in L.A. and New York City, features the **Sylvers** and the **Sex Pistols**. The Sylvers, currently on tour with **Tom Jones**, have now gotten into safety pins themselves, but only carry them to avoid a possibly embarrassing situation should Tom's pants split . . . Columbia's **Les Dudek**, **Mike Finnigan** and **Jim Krieger**, who each have solo LPs out on the label, are touring and playing together as the **Dudek, Finnigan, Krieger Band** (or DFK band). The trio will headline the Santa Monica Civic here May 13 and is the center of what is said to be the biggest commitment to a new act yet made by the label.

KISS UNMASKED? — Because of the "special thanks to (Kiss member) **Gene Simmons**" which appears in the credits of **Van Halen's** debut album, Warner Bros.

reportedly has been receiving letters from at least three continents with Kiss fans swearing **Van Halen** bassist **Michael Anthony** is, in reality, Gene Simmons without his Kiss makeup. (Come to think of it, I never have seen a shot of the two together.) Some Kiss fans have even gone as far as to send in photos of Anthony painted up Kiss-style to prove their theories. Warners, however, insists it is only a theory, if an interesting one at that. The liner note credit was given to Simmons because of the support he voiced for Van Halen before the group was signed . . . Last week, East Coastings brought you the news that **Dolly Parton** kicks off a concert tour May 5 in Charleston, W. Va. This week, Points West brings the big news that opening the show for Dolly is **Andrew Gold**. An unusual pairing, but perhaps this is part of Dolly's strategy for attracting a more pop-oriented audience . . . Meanwhile, Dolly has been in Capitol's Studio A here working on her next RCA album. While in the studio helping out on the album, **Jeff Baxter** wandered next door to Studio B, where he heard some interesting sounds. He liked what he heard so much, Baxter asked if he could play at the session. But, since all that was being done was final mixing, it was beyond the point where he could contribute. The band, by the way, is a newly-signed Capitol act.

ALBUM ALLEY — **Bob Seger** has finally finished final mixing of his new album for Capitol, which should be out in the first or second week of May, finally . . . The title of the new **Tom Petty & The Heartbreakers** album has been changed from "Terminal Romance" to "You're Going To Get It." Postponed since last Feb. 14 for various reasons, the album is now expected in early May . . . May also is now the target date for **Bruce Springsteen's** long-awaited album . . . Former **Eagle Randy Meisner**, who is featured on the soundtrack from the **Irv Azoff** film "FM," has his first solo LP finished and it should be released shortly . . . **Nancy Wilson** has been working in Capitol Studio A with a full orchestra on her next Capitol album. It will mark something of a celebration for Nancy as her 25th year as a recording artist . . . **Demis Roussos**, the European singing star whose overseas record sales are estimated at 30 million units, has his first album for Phonogram scheduled for release this week . . . Australian singer **Billy Thorpe**, who recently returned from a three-week tour down under, is working on a new album. When he returned from the tour, he found many newly recorded versions of his songs by the **Osmonds**, **Kerry Chater** and **Brian Cadd**, among others .

SHORT TAKES — **Crosby, Stills & Nash** get a star on Hollywood Boulevard's Walk of Fame June 21 . . . **Todd Rundgren** has been signed by Marquee International Films to do the soundtrack to the company's new film "Simon," which is described as a "rock fantasy motion picture" . . . **Willie Nelson's** new album "Stardust," an album of 10 American pop standard tunes, has been completed . . . **Teresa Brewer** and her manager-husband **Bob Thiele** have recorded her just-completed Carnegie Hall concert under their Frankenstein Productions aegis. **Dizzy Gillespie** and **Stephane Grappelli** appear on the LP . . . Roulette Records has retained **Phil Willen Marketing** for marketing of its new **Alan Freed** albums . . . **Dirk Hamilton's** "Mouth Full Of Suck" from his new E/A album "Meet Me At The Cruz" has been retitled "They Got No Life Of Their Own" and released as a single. Hamilton is set for several west coast dates, including April 19 at the Whisky followed a week later with a stint at the Roxy . . . **Steve Goodman's** "Videotape" is the first single from his "Say It In Private" album, not the second as indicated here last week . . . Mercury's **John Kay** and **Proctor & Bergman** may perform on the same bill soon at the Roxy.

LADIES OF THE COUNTRY — Country songstresses **Emmylou Harris**, **Crystal Gayle**, **Mary Kay Place** and **Katy Moffatt** are profiled in the April 17 issue of *Newsweek*. Emmylou says her Hot Band plays with "a rock 'n' roll sort of attitude," and that "it's probably a good thing, because country shows don't pay enough to maintain a band of the caliber I have." And newcomer Katy discusses her overnight success in being signed to Columbia after **Billy Sherrill** heard her sing for just 15 minutes at a CBS convention . . . Concert promoter **John Bauer** says the recent spate of rock and roll movies is helping him in the concert business. "The kids hear the music, and they want to see those recording artists in person. It's good for the act, the promoter and the record company. And certainly it's good for the kids," Bauer says . . . Oops Dept. — In last week's issue, a photo of Motown group **High Inergy** (incorrectly spelled Energy) was reversed in production, causing the identifications to be reversed. Next time we promise to get it write .

randy lewis

PROMOTION IN MOTION

PROMOTION MARCHES ON — The company may be in a state of ultimate flux, but United Artists' 14 promotion field staffers and headquarters personnel are still hard at work trying to deliver a pop hit to the new owners.

According to one promotion exec at UA, it looks to be Gerry Rafferty's "City To City" album. "With all the things that have been going on here," the source said, "at least our promotion people are still able to smell a hit. It will be a long time, if ever, before we have another ELO record. It's been a long time between pop hits here. I know the new owners would love to walk in and see things happening right away."

In addition to Rafferty, the new pop albums by Tim Weisberg and Ellen McIlwaine are UA's current work records. Weisberg, now managed by Irv Azoff, will be touring with Renaissance and Jimmy Buffett, while the McIlwaine album, according to UA, has now moved out from its southeast base. The new Crystal Gayle LP, "When I Dream," was completed last week, and the label has high hopes of maintaining the momentum created by her previous hit. Finally, the reported 80% trimming of the artist roster "will allow us to better promote the good product we have," the promotion man asserted.

Charlie Minor last week moved into the UA offices in California and is working with the UA promotion staff prior to his expected appointment as promotion head. No personnel changes had reportedly been made as of the middle of last week, but some cutbacks are expected, as promotion and merchandising people will probably be working out of Capitol, reportedly the new UA distributor.

"This is something for the money people," the promotion source concluded. "We only know what we read. But there is one good thing about having a potential hit: It takes our minds off all that."

ON THE STREET — Miles Siegel moves from national LP slot at RCA to head of promotion for Duie/Geller in Atlanta . . . Sammy Vargas upped from New York to regional spot at MCA. Sammy says he was assured by Stan Bly that the travel would not detract from his "fun" . . . Father Tom (Morrera) now contributing a guest baseball column to Barry Goodman's *Liner Notes* . . . Ray Anderson, RCA's promotion vp, has been recuperating at home from a nagging illness . . . *Between The Ears* asks the musical question, "Who will be next to salute Burkhart/Abrams?" You're a riot, Mark . . . MCA, Robert Stigwood, and Joseph Papp will present a two-day run of Andrew Lloyd Webber's "Variations" at New York's Newman Theatre. The two shows, to be held April 26-27, will be for the benefit of society people and record biz folk, with proceeds going to the Public Theatre . . . King Biscuit Flower Hour donated proceeds of its special Lynyrd Skynyrd tribute to the Van Zant-Gaines Memorial Trust. The trust, which now totals about \$50,000, will be used to educate the children of the deceased band members . . . Jane Dershewitz moves from WEA branch job to promotion slot at Warners in New York . . . Issy Sanchez, Atlantic's national disco promotion director, will be programming music for the New York Cosmos' home games this year. The music will be drawn from the WEA catalog, with new tapes prepared every other game, for airing at halftime, pre-game and post-game . . . B.B. King's new LP, "Midnight Believer," is the subject of an intensive radio and retail promotion . . . Mike Abramson, RCA's new national promotion director, describes his function: "Rotation is visibility, visibility is promotion, promotion is marketing, and marketing is advertising. Every record we get played is an advertisement for that record. We're looking for the same kind of repetition."

mark mehler



GIBB AT WALK-A-THON — Andy Gibb was on hand to help launch the March of Dimes third annual Superwalk sponsored by radio station KFRC in the Bay Area on April 1. The event raised \$667,000 to help fight birth defects.

Memorial Trust. The trust, which now totals about \$50,000, will be used to educate the children of the deceased band members . . . Jane Dershewitz moves from WEA branch job to promotion slot at Warners in New York . . . Issy Sanchez, Atlantic's national disco promotion director, will be programming music for the New York Cosmos' home games this year. The music will be drawn from the WEA catalog, with new tapes prepared every other game, for airing at halftime, pre-game and post-game . . . B.B. King's new LP, "Midnight Believer," is the subject of an intensive radio and retail promotion . . . Mike Abramson, RCA's new national promotion director, describes his function: "Rotation is visibility, visibility is promotion, promotion is marketing, and marketing is advertising. Every record we get played is an advertisement for that record. We're looking for the same kind of repetition."



WMMS GOLD RUSH — Radio station WMMS-FM in Cleveland recently was presented a gold record in recognition of their help in breaking Phonogram/Mercury recording group Rush. Pictured standing (l-r) are: Doc Remer, local promotion manager for Phonogram/Mercury; Jeff Kinzbach, WMMS air personality; Dan Garlinkel, promotion director for WMMS; Steve Lushback, WMMS production director, and Al Koski, air personality. Shown seated (l-r) are: Kid Leo, WMMS music director, and John Gorman, WMMS program director.

Conflict Of Interest, Payola Charges Levelled At Perkins

DETROIT — Al Perkins, WJLB morning DJ and one of the most powerful figures in R&B radio, has been accused of using his hit-making power to enhance his own business interests as a concert promoter and personal manager in a story in the April 10 Detroit News. Among the charges aimed at Perkins are allegations that he plugged concerts produced by a firm owned by his wife on his program and placed records by the Sins Of Satan, a group he manages, at the top of his albums and singles lists.

Station documents reportedly show Perkins failed to list some records he played on the station's airplay log, as required by WJLB's in-house control measures. It was also reported that Perkins has been relieved of his music director duties, pending further investigation.

The News investigation also revealed that a former CBS Records promotion man, Eugene "Speedy" Brown, has filed a deposition stating that he was the "go-between between CBS executives and area disc jockeys who received money and special favors in return for radio play of records." These special favors allegedly in-

cluded free performances by CBS artists at shows promoted by Perkins.

Brown went on to say in the deposition that, "I'm the one who gives DJs the money." Brown was fired in 1976 and is suing CBS for allegedly "blacklisting him."

A spokesman for CBS Records called Brown's claims "completely false and of his own fabrication."

Perkins also has denied Brown's allegations, saying he never dealt with Brown, "other than when he had artists appearing here." Perkins says he never has had a group appear for him for nothing, and insists he became a personal manager for "community service."

The News story indicated further that neither Perkins nor his wife have a state license to promote concerts or manage acts. Violations of the license regulations are a misdemeanor.

WJLB station manager Norman Miller said he was aware that Perkins had outside business interests, but he was not aware that Perkins was violating station guidelines. Sources close to the station indicate Perkins has complete authority at the station. "He is JLB," said one former DJ. "He runs the place."

The FCC is currently conducting a closed door investigation of such conflict of interest and payola charges in the broadcast industry. FCC attorney Lawrence Bernstein, who is heading the investigation, said none of the information contained in the News story leaked from the FCC, but would not comment further on the investigation or any possible indictments.



CHAKA'S BIRTHDAY — Following a recent concert at the Mill Run Theatre in Chicago, Chaka Kahn and Rufus celebrated Chaka's birthday along with Chaka's grandmother and daughter. Pictured (l-r) are: Chaka's grandmother; Richard Calhoun of Rufus holding Chaka's daughter; Chaka and E. Rodney Jones, program director of WVON, Chicago.

Looking Ahead

- 101 TURN UP THE MUSIC**
(The Nine Music/Big Band Music — ASCAP)
SAMMY HAGAR (Capitol P-4550)
- 102 WHERE HAVE YOU BEEN ALL MY LIFE**
(Fourth of July Music — BMI)
FOTOMAKER (Atlantic 3471)
- 103 GIVE A LITTLE**
(High Sierra — BMI/All Rite — ASCAP)
ROBERT JOHN (Ariola 7693)
- 104 OH HOW HAPPY**
(Stone Agate Music Div. — BMI)
SKYLINERS (RCA/Tortoise Inter. YB 11243)
- 105 I LOVE HER, SHE LOVES ME**
(NRBQ — ASCAP)
NRBQ (Mercury 554)
- 106 NUMBER ONE**
(Novalene Music — BMI)
ELOISE LAWS (ABC 12341)
- 107 I'LL BE WAITING**
(Light Music — BMI)
SANTANA (Columbia 3-10677)
- 108 WEEKEND LOVER**
(Featherbed Music Co./Desiderata Music Co./Unichappell Music Co. — BMI)
ODYSSEY (RCA PB 11245)
- 109 LET'S PUT OUR LOVE BACK TOGETHER**
(Screen Gems-EMI — BMI)
MICKY DENNE/KEN GOLD (MCA 40879)
- 110 ALMOST SUMMER**
(Duchess Music Corp./New Executive Music — BMI)
CELEBRATION FEATURING MIKE LOVE (MCA-40891)

STATION BREAKS

Nick Alexander departs as MD of KLIF, Dallas to program G100, Mobile. New MD at KLIF is Lynn Carnley. Carolyn Metheny has been upped to assistant PD at KAAY/KEZQ, Little Rock. Carolyn has been promotion director at the station. New MD at KYOK, Houston is Rich Roberts who replaces George Fraiser. Hurt Porter replaces Bill Milligan at KYOK. Ed Poole joins KLOS, Los Angeles as an account executive.

PD Jim Smith at WOKY, Milwaukee has also assumed the MD chores from Pat McKay. Richard Steele is out as PD at WJPC, Chicago. Dale Dorman, who recently departed WRKO, Boston, has joined WVBF, Boston to do weekends, WSNL, Augusta has changed format from country to R&B. New PD is Jimmy Byrd who requests R&B product from all labels. Address at the station is P.O. Box 1454, Augusta, Georgia 30903.

A BIG "Welcome Home" to Meredith Lilson who re-joins 10Q, Los Angeles as director of music operations and research

after spending several months in Spain. Also at 10Q, Andy Barber is now doing weekends, coming from KING, Seattle. WGOK, Mobile is looking for a new person who could also handle parttime airshift. They're looking preferably for a lady. Tapes and resumes to Chris Turner, P.O. Box 1425, Mobile, Alabama 36601.

Randy Davis is the new MD at KEEL, Shreveport. Gary Young to morning drive at KOKY, Little Rock (from WDRQ, Detroit). Jack Regan has given up the MD chores at 96KX, Denver. New PD at WAIR, Winston/Salem is Bob Elliot (from WDAK, Columbus). Tom McKay now doing morning drive at KWST, Los Angeles. Jim O'Hare has joined KSTT, Davenport to handle PD gig.

Answer to last week's trivia quiz: Wind in the Willows. This Week: What 1966 group composed of four Spaniards and a German scored a top five hit with a tune written by two Australians.

Until next week . . .

scott anderson & ken kirkwood

FM ALBUM CHART

TW	LW	WKS	Actv. Reg.	TITLE	ARTIST	LABEL	CB LP Chart Pos.	PRIME CUTS
1	1	6	N	Earth	Jefferson Starship	Grunt	7*	Count On Me, All Nite Long, Love Too Good, Skateboard
2	5	2	N	London Town	Wings	Capitol	8*	Various
3	3	5	N	Champagne Jam	ARS	Polydor	21*	Imaginary Lover, I'm Not Gonna, Title
4	2	12	N	Excitable Boy	Warren Zevon	Asylum	18*	Werewolves, Johnny Strikes Up, Title
5	4	16	N	Running On Empty	Jackson Browne	Asylum	5	You Love The Thunder, Title
6	7	20	N	Slowhand	Eric Clapton	RSO	3	Cocaine, The Core
7	11	3	N	... And Then There Were Three...	Genesis	Atlantic	34*	Follow You, Ballad Of Big, Motherlode
8	12	12	N	Infinity	Journey	Columbia	25	Lights, Wheel, Winds Of March, La Do Da
9	8	8	N	Waiting For Columbus	Little Feat	WB	13	Oh Atlanta, Feats Don't Fail, Time Loves A Hero
10	6	4	N	Son Of A Son Of A Sailor	Jimmy Buffett	ABC	15*	Cheeseburger, Cowboy, Title
11	9	6	N	Double Fun	Robert Palmer	Island	31*	Every Kinda People, Overwhelm Me, You're Gonna Get
12	10	28	N	The Stranger	Billy Joel	Columbia	4	Italian Rest., Just The Way, Movin' Out
13	18	27	N	Aja	Steely Dan	ABC	10	Black Cow, Deacon, Josie, Home
14	17	8	N	Van Halen	Van Halen	WB	26*	You Really Got Me, Ice Cream Man, Race With The Devil
15	13	3	N	This Years Model	Elvis Costello	Columbia	77*	No Action, Little Triggers, Lip Service, Radio
16	34	2	N	Magazine	Heart	Mushroom	86*	Heartless, Mother Earth Blues, Title
17	14	3	N	Lines	Charlie	Janus	91*	Watching TV, She Loves To Be, L.A. Dreamer
18	24	2	N	You Can Tune A Piano...	REO Speedwagon	Epic	129*	Roll With The Changes, Tuna Trot
19	29	3	N	Easter	Patti Smith	Arista	57*	Because The Night, Till Victory, Privilege
20	16	7	N	Watch	Manfred Mann	WB	120	Circles, Martha's Madman, Mighty Quinn
21	15	24	N	Point Of Know Return	Kansas	Kirshner	6*	Dust, Paradox, Title
22	20	11	N	Heaven Help The Fool	Bob Weir	Arista	85	Easy To Slip, Bombs Away
23	—	—	N	Heavy Horses	Jethro Tull	Chrysalis	95*	Mouse Police, Moths
24	19	2	1,4,5	Pure Pop For Now People	Nick Lowe	Columbia	141*	So It Goes, Breaking Glass, Marie Provost
25	23	25	1,2,5	Eddie Money	Eddie Money	Columbia	48	Two Tickets, Hold On, Jealousy
26	35	4	1,3,5	City To City	Gerry Rafferty	UA	182	Baker Street, Home And Dry, Stealin' Time
27	21	10	1,3	Starlight Dancer	Kayak	Janus	103	I Want You, Do You Care, Title
28	27	23	1,2,3,5	Street Survivors	Lynyrd Skynyrd	MCA	39	That Smell, You Got That Right
29	31	6	1,3,5	At Yankee Stadium	NRBQ	Mercury	—	I Love Her, She Loves Me
30	32	13	3,4,5	Cats On The Coast	Sea Level	Capricorn	117	You're Secret, Storm Warning
31	30	3	N	Cats Under The Stars	Jerry Garcia	Arista	124*	Rubin, Gomorrah, Title
32	28	2	1,3	One-Eyed Jack	Garland Jeffreys	A&M	169	Title
33	36	5	N	A Song For All Seasons	Renaissance	Sire	87	Opening Out, Northern Lights, Back Home
34	—	18	1,3	Bat Out Of Hell	Meat Loaf	Epic	43	Paradise, Words, Two Out Of Three, Title
35	22	28	1,2,3,5	French Kiss	Bob Welch	Capitol	11	Ebony Eyes, Hot Love, Mystery Train
36	26	26	1,2,5	Foot Loose & Fancy Free	Rod Stewart	WB	22	Hot Legs, You're Insane, Only Joking
37	—	22	1,2,3,4	News Of The World	Queen	Elektra	16	It's Late, Spread Your Wings
38	—	22	1,2,5	Out Of The Blue	ELO	Jet	41	Sweet Talkin' Woman, Mr. Blue Sky
39	—	19	1,3,4	The Grand Illusion	Styx	A&M	14	Fooling Yourself, Miss America
40	—	12	1,2,3,4	Weekend In L.A.	George Benson	WB	9	On Broadway

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

- NORTHEAST REGION** — WNEW-FM (New York), WLIR-FM (Long Island), WGRQ-FM (Buffalo), WBAB-FM (Long Island), WNRW-FM (Westchester), WOUR-FM (Utica), WMMR-FM (Philadelphia), WIOQ-FM (Philadelphia), WYDD-FM (Pittsburgh), WSAN-FM (Allentown), WCCC-FM (Hartford), WPLR-FM (New Haven), WBCN-FM (Boston), WBLM-FM (Maine), WHFS-FM (Washington)
- SOUTHEAST REGION** — WKLS-FM (Atlanta), WINZ-FM (Miami), WAIV-FM (Jacksonville), WORJ-FM (Orlando), WQXM-FM (Tampa), WNOR-FM (Norfolk), WRNO-FM (New Orleans)
- MIDWEST REGION** — WXRT-FM (Chicago), WKQX-FM (Chicago), WJKL-FM (Chicago), WABX-FM (Detroit), WWWW-FM (Detroit), WLAV-FM (Grand Rapids), WMMS-FM (Cleveland), M-105-FM (Cleveland), WLVO-FM

- (Columbus), WZMF-FM (Milwaukee), WVUD-FM (Dayton), KSHE-FM (St. Louis), KADI-FM (St. Louis), KWKI-FM (Kansas City)
- CENTRAL REGION** — KFWD-FM (Dallas), KZEW-FM (Dallas), KLLO-FM (Houston), KPFT-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), KMET-FM (Los Angeles), KNAC-FM (Long Beach), KSJO-FM (San Jose), KOME-FM (San Jose), KSAN-FM (San Francisco), KMEL-FM (San Francisco), KZAM-FM (Seattle), KREM-FM (Spokane), KINK-FM (Portland), KZEL-FM (Eugene)

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OTHER _____



WHA-KOO IN NEW YORK — ABC recording group Wha-Koo performed at My Father's Place in New York recently to support their new "Berkshire" LP. Shown backstage (l-r) after the show are: Thom O'hair, national tour coordinator, ABC; Mickey Wallich, regional pop promotion, ABC; Dave Herman, WNEW-FM; Larry Kleinman, music director, WLIR-FM; Wha-Koo members and Marion Somerstein, east coast publicity director, ABC.

MOST ADDED FM LPs



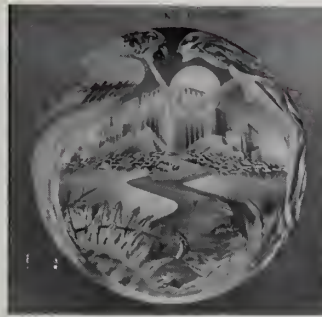
JETHRO TULL
Heavy Horses
Chrysalis
(31 stations)



VARIOUS ARTISTS
FM
MCA
(29 stations)



CARLY SIMON
Boys In The Trees
Elektra
(22 stations)



LES DUDEK
Ghost Town Parade
Columbia
(21 stations)



THE BAND
The Last Waltz
Warner Brothers
(15 stations)

WNEW-FM — NEW YORK — Tom Morrera
Les Dudek
Proctor And Bergman
Lisa Burns
Stanky Brown
Scarlet Rivera
Bryn Haworth
Richie Furay
Al DiMeola
Todd Rundgren
The Paley Brothers
The Last Waltz (soundtrack)
FM (soundtrack)
WLIR-FM — LONG ISLAND — Denis McNamara/Larry Kleinman
Steve Hackett
Brian Auger And Julie Tippetts
Stanley Clarke
The Ian Thomas Band
Dixie Dregs
Les Dudek
England Dan & John Ford Coley
Ian Dury
Rainbow
Al DiMeola
Todd Rundgren
FM (soundtrack)
The Last Waltz (soundtrack)
WRNW-FM — WESTCHESTER — Donna Lemiszki
Henry Gross
Carly Simon
Tower Of Power
Gerry Rafferty
Dickey Betts And Great Southern
The Godz
FM (soundtrack)
WBAB-FM — LONG ISLAND — Bernie Bernard
Randy Bachman
Les Dudek
The Amazing Rhythm Aces
Todd Rundgren
Stanky Brown
The Climax Blues Band
Wondergap
Richard Torrance
The Last Waltz (soundtrack)
FM (soundtrack)
WJKL-FM — Chicago — Tom Marker/Wally Leisering
Al DiMeola
Les Dudek
Rainbow
Billy Swan
The Isley Brothers
Eddie Hinton
Billy Falcon's Burning Rose
Richie Furay
Jethro Tull
Saul Broudy
Todd Rundgren
Ron Carter
Flora Purim
Randy Bachman
The Last Waltz (soundtrack)
FM (soundtrack)
WKQX-FM — CHICAGO — Bob King
Todd Rundgren
Carly Simon
FM (soundtrack)
WXRT-FM — CHICAGO — Bob Gelms
.38 Special
Graham Parker
Randy Bachman
Frankie Miller
Elvis Costello
Steve Hackett
Jethro Tull
The Isley Brothers
Heart
Rainbow
Dickey Betts And Great Southern
Al DiMeola
KMET-FM — LOS ANGELES — Jack Snyder
FM (soundtrack)
The Last Waltz (soundtrack)
KWST-FM — LOS ANGELES — Paul Sullivan
Jethro Tull
FM (soundtrack)
KNAC-FM — LONG BEACH — Bill Clay
Television
Les Dudek
Henry Gross
Rainbow
Frankie Miller
FM (soundtrack)
WIOQ-FM — PHILADELPHIA — Helen Leicht
Jethro Tull
Carly Simon
Les Dudek

Richie Furay
Dixie Dregs
John Miles
Steve Hackett
Frankie Miller
Henry Gross
Todd Rundgren
The Last Waltz (soundtrack)
FM (soundtrack)
WMRR-FM — PHILADELPHIA — Jerry Stevens
Jethro Tull
Les Dudek
The Ian Thomas Band
Garland Jeffreys
Melanie
FM (soundtrack)
WYSP-FM — PHILADELPHIA — Stephen Johnson
Garland Jeffreys
.38 Special
Airwaves
Steve Hackett
Trigger
FM (soundtrack)
WABX-FM — DETROIT — Joe Krause
Jethro Tull
Gerry Rafferty
FM (soundtrack)
KMEL-FM — SAN FRANCISCO — Mark Cooper
Jethro Tull
Frankie Miller
FM (soundtrack)
Carly Simon (45)
KSAN-FM — SAN FRANCISCO — Beverly Wilshire
Stanley Clarke
The Isley Brothers
Charlie
Les Dudak
WHFS-FM — WASHINGTON, D.C. — Dave Einstein
Bonnie Bramlett
Richie Furay
Brian Eno
Jethro Tull
Steve Hackett
The Tim Weisberg Band
Jeremy Steig
FM (soundtrack)
The Rocky Horror Picture Show (soundtrack)
WBCN-FM — BOSTON — John Brodey
Jethro Tull
Les Dudek
The Sutherland Brothers
Brian Auger And Julie Tippetts
Dickey Betts And Great Southern
Airwaves
Trigger
FM (soundtrack)
KZEW-FM — DALLAS — Mike Hedges
Todd Rundgren
Al DiMeola
The Climax Blues Band
Carly Simon
Stanley Clarke
Les Dudek
The Last Waltz (soundtrack)
KADI-FM — ST. LOUIS — Pete Parisl
Morningstar
Gale Force
Les Dudek
The Sutherland Brothers
Richie Furay
Carly Simon
British Lions
FM (soundtrack)
Michael Johnson (45)
KSHE-FM — ST. LOUIS — Ted Habeck
Jethro Tull
Flame
The Ian Thomas Band
WYDD-FM — PITTSBURGH — Steve Downes/Jack Robinson
Carly Simon
Airwaves
REO Speedwagon
British Lions
The Ian Thomas Band
Jethro Tull
FM (soundtrack)
KLLOL-FM — HOUSTON — Sandy Mathis/Jackie McCauley
The Climax Blues Band
Carly Simon
Heart
The Last Waltz (soundtrack)
FM (soundtrack)
KPFT-FM — HOUSTON — Scott Brneman
Al DiMeola
David LaFlamme
The Ian Thomas Band

John Miles
Spyro Gyra
Brian Eno
Brian Auger And Julie Tippetts
Mac McAnally
Craig Nuttycombe
Screamin' Jay Hawkins
WMMS-FM — CLEVELAND — John Gorman
Airwaves
David Johansen
Frankie Miller
Todd Rundgren
The Last Waltz (soundtrack)
FM (soundtrack)
WKLS-FM — ATLANTA — Keith Allen
Stanley Clarke
Jethro Tull
Carly Simon
WZMF-FM — MILWAUKEE — Joe Santoro/Joe Benson
Dixie Dregs
Al DiMeola
Henry Gross
Carly Simon
Les Dudek
Dickey Betts And Great Southern
The Ian Thomas Band
Randy Bachman
Rainbow
KBPI-FM — DENVER — Jean Valdez
FM (soundtrack)
KAZY-FM — DENVER — Chris Kane
Jethro Tull
The Patti Smith Group
.38 Special
Charlie
KZAM-FM — SEATTLE — Jon Kertzer
Stanley Clarke
The Climax Blues Band
Carly Simon
Richie Furay
Al DiMeola
Todd Rundgren
Ron Carter
Auracle
Les Dudek
Jethro Tull
Steve Hackett
David "Fat Head" Newman
The Last Waltz (soundtrack)
WINZ-FM — MIAMI — DAVE SOUZA
Carly Simon
Jethro Tull
John Miles
Les Dudek
REO Speedwagon
Elvis Costello
The Jerry Garcia Band
Steve Hackett
Richie Furay
Dickey Betts And Great Southern
U.K.
KWKI-FM — KANSAS CITY — Melissa Levine
The Ian Thomas Band
Jethro Tull
Richard Torrance
KOME-FM — SAN JOSE — Dana Jang
Jethro Tull
Les Dudek
Rainbow
Heart (45)
Hot Tuna
The Ian Thomas Band
Tower Of Power
Renaissance
Elton John (45)
KSJO-FM — SAN JOSE — Paul Wells
Frankie Miller
John Miles
Les Dudek
Gerry Rafferty
Jethro Tull
Benny Mardones
Todd Rundgren
The Climax Blues Band
Randy Bachman
Colosseum II
Trigger
The Last Waltz (soundtrack)
FM (soundtrack)
WRNO-FM — NEW ORLEANS — Sam Roberts
Walter Egan
Wings
Jethro Tull
Jimmy Buffett
Renaissance
KREM-FM — SPOKANE — Don Adair
Jethro Tull
REO Speedwagon
The Sutherland Brothers

The Jerry Garcia Band
KINK-FM — PORTLAND — Mike Bailey
The Jerry Garcia Band
The Ian Thomas Band
WLVO-FM — COLUMBUS — Tom Teuber/Steve Runner
Jethro Tull
Carly Simon
Gerry Rafferty
Meat Loaf
FM (soundtrack)
Elton John (45)
WVUD-FM — DAYTON — Dave Luczak
Jethro Tull
Carly Simon
Richie Furay
Les Dudek
.38 Special
Dixie Dregs
WNOR-FM — NORFOLK — Ron Reger
Heart
Carly Simon
Nantucket
Wet Willie
WCCC-FM — HARTFORD — Bill Nosal
Richie Furay
Tower Of Power
Gerry Rafferty
Heart
REO Speedwagon
The Climax Blues Band
The Patti Smith Group
The Jerry Garcia Band
Marc Jordan
Benny Mardones
The Last Waltz (soundtrack)
FM (soundtrack)
WSAN-FM — ALLENTOWN — Rick Harvey
David Bowie (Peter And The Wolf)
Gerry Rafferty
Jethro Tull
Rainbow
The Homelown Band
Ellen McIlwaine
The Ian Thomas Band
British Lions
WLAV-FM — GRAND RAPIDS — Doc Donovan
Gene Cotton
Henry Gross
Stanley Clarke
Garland Jeffreys
The Isley Brothers
Elvis Costello
Dixie Dregs
The Hounds
The Ian Thomas Band
Steve Hackett
Frankie Miller
Dickey Betts And Great Southern
Phil Keagy
David LaFlamme
Jethro Tull
Richie Furay
Hot Tuna
Carly Simon
Michael Nesmith
Les Dudek
Al DiMeola
Rainbow
Heart (45)
Earth, Wind & Fire (45)
Van Halen (45)
Terrence Boylen (45)
Gerry Rafferty (45)
Hotel (45)
WOUR-FM — UTICA — Tom Starr
Jethro Tull
Carly Simon
Russ Ballard (45)
WBLM-FM — MAINE — Jose Diaz
Dickey Betts And Great Southern
The Isley Brothers
Bryn Haworth
Randy Bachman
The Ian Thomas Band
REO Speedwagon
Jethro Tull
Stanley Clarke
The Last Waltz (soundtrack)
FM (soundtrack)
WOXM-FM — TAMPA — Mike Lyons
Carly Simon
Airwaves
Heart
Jethro Tull
FM (soundtrack)
KZEL-FM — EUGENE — Stan Garrett
Carly Simon
Trigger

(continued on page 51)

REGIONAL PROGRAMMING GUIDE

northeast

WTRY — ALBANY/TROY — JEFF RYAN, MD — PICK: ANDY GIBB
4-1 — KC & The Sunshine Band. JUMPS: 27 To 14 — Chuck Mangione, 21 To 9 — Parliament, 17 To 13 — Jefferson Starship, 14 To 5 — Trammms, 13 To 7 — England Dan & J.F. Coley, 8 To 4 — Natalie Cole, Ex To 30 — Bonnie Tyler, Ex To 29 — Player, Ex To 28 — Warren Zevon. ADDS: George Benson, Andy Gibb, Abba, Peter Brown, Michael Love

WGUY — BANGOR — MARK LAWRENCE, MD — PICK: TRAVOLTA/JOHN
1-1 — Kansas. JUMPS: 28 To 25 — Wet Willie, 26 To 23 — Tavares, 22 To 11 — Travolta/John, 19 To 12 — Warren Zevon, 18 To 15 — Jefferson Starship, 13 To 11 — ELO, 8 To 6 — England Dan & J.F. Coley, Ex To 30 — Carly Simon, Ex To 29 — Mathis/Williams, Ex To 28 — Eddie Money, Ex To 26 — Andy Gibb. ADDS: Seals & Crofts, Dolly Parton, Billy Joel

WRKO — BOSTON — RICH WOODWARD, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 29 To 25 — Player, 28 To 24 — Patti Smith, 27 To 23 — Travolta/John, 26 To 21 — Warren Zevon, 23 To 20 — England Dan & J.F. Coley, 22 To 19 — Trammms, 21 To 15 — Chuck Mangione, 18 To 13 — Flack/Hathaway, 14 To 11 — Jefferson Starship, 13 To 7 — David Gates, 12 To 9 — Tavares, 10 To 8 — Natalie Cole

WKBW — BUFFALO — JON SUMMERS, MD — PICK: NONE
1-1 — Barry Manilow. JUMPS: 28 To 24 — Meat Loaf, 26 To 18 — Mathis/Williams, 20 To 12 — Flack/Hathaway, 12 To 7 — Heatwave

WDRG — HARTFORD — JIM ENGLISH, MD — PICK: MATHIS/WILLIAMS
2-1 — Bee Gees — Fever. JUMPS: 29 To 19 — Flack/Hathaway, 27 To 20 — Wings, 25 To 17 — Billy Joel, 20 To 15 — Lou Rawls, 18 To 12 — Natalie Cole, 14 To 11 — Yvonne Elliman, 13 To 10 — Parliament, 12 To 9 — ELO, 7 To 5 — Eric Clapton, 4 To 2 — Kansas, Ex To 22 — Mathis/Williams. ADDS: Andy Gibb

WAVZ — NEW HAVEN — CURT HANSON, MD — PICK: NONE
2-1 — Yvonne Elliman. JUMPS: 28 To 20 — Travolta/John, 24 To 10 — Wings, 8 To 2 — Mathis/Williams. ADDS: 31 — Barry Manilow, 30 — Carly Simon, 29 — ARS, 26 — Andy Gibb

WABC — NEW YORK — SONIA JONES, MD — PICK: NONE
1-1 — Bee Gees. JUMPS: 30 To 29 — England Dan & J.F. Coley, 23 To 19 — Jackson Browne, 17 To 14 — Bob Welch, 14 To 12 — Parliament, 13 To 6 — Flack/Hathaway. ADDS: 18 — Wings, 13 — Peter Brown

99X — NEW YORK — ROXY MYZAL, MD — PICK: NONE
1-1 — Bee Gees — Alive, Fever. JUMPS: 30 To 23 — Warren Zevon, 29 To 20 — Billy Joel, 28 To 19 — Mathis/Williams, 25 To 22 — George Benson, 24 To 21 — David Gates, 22 To 18 — Peter Brown, 20 To 17 — Travolta/John, 19 To 16 — Wings, 18 To 15 — Flack/Hathaway, 15 To 12 — Trammms, 13 To 11 — Bob Welch, 11 To 8 — Natalie Cole, 9 To 6 — Kansas. ADDS: 30 — ARS, 29 — Meat Loaf

WBLS — NEW YORK — WANDA RAMOS-CHARRES, MD — PICK: SIDE EFFECT
3-1 — Evelyn C. King. JUMPS: 15 To 2 — Peter Brown, 3 To 1 — Evelyn C. King, Ex To 20 — Dorothy Moore, Ex To 18 — Heatwave, Ex To 7 — Robert Palmer, Ex To 4 — O'Jays. ADDS: Side Effect, Imperials, Trini Lopez, Debby Boone

WFIL — PHILADELPHIA — GEOFF RICHARDS, MD — PICK: WINGS
3-1 — David Gates. JUMPS: 24 To 12 — Wings, 23 To 19 — Travolta/John, 18 To 13 — Mathis/Williams, 12 To 8 — LeBlanc & Carr, Ex To 20 — Bonnie Tyler. ADDS: Jacky Ward, Player, Barry Manilow, John Denver

WIFI — PHILADELPHIA — JEFF ROBINS, MD — PICK: WINGS
1-1 — Bee Gees — Fever. JUMPS: 26 To 23 — Wings, 25 To 22 — Warren Zevon, 21 To 18 — Jefferson Starship, 14 To 11 — ELO, 6 To 3 — Yvonne Elliman. ADDS: 30 — Mathis/Williams, ARS

WPRO — PROVIDENCE — DONNA SEXTON, MD — PICK: LINDA RONSTADT
1-1 — Bee Gees — Fever. JUMPS: 30 To 25 — Michael Zager, 29 To 24 — Styx, 28 To 23 — Bonnie Tyler, 27 To 22 — Travolta/John, 26 To 21 — Player, 25 To 18 — Flack/Hathaway, 24 To 20 — Jefferson Starship, 22 To 17 — ARS, 21 To 16 — Wings, 18 To 12 — Tavares, 16 To 12 — Chuck Mangione, 14 To 10 — Jackson Browne, 12 To 8 — Andrew Gold, Ex To 29 — Mathis/Williams, Ex To 28 — Dolly Parton, Ex To 27 — Billy Joel, Ex To 26 — Carly Simon. ADDS: Andy Gibb, Abba, Eddie Money, Linda Ronstadt

WPRO-FM — PROVIDENCE — GARY BERKOWITZ, MD — PICK: WARREN ZEVON
2-1 — Kansas. JUMPS: 28 To 25 — Player, 26 To 22 — Billy Joel, 24 To 21 — Sweet, 22 To 17 — Flack/Hathaway, 18 To 16 — Andrew Gold, 16 To 14 — Travolta/John, 14 To 12 — Lou Rawls, 13 To 11 — David Gates, 7 To 4 — Trammms, 4 To 2 — Natalie Cole, Ex To 29 — Andy Gibb, Ex To 28 — Patti Smith, Ex To 27 — Carly Simon, Ex To 26 — Eddie Money, Ex To 24 — Chuck Mangione. ADDS: Bonnie Tyler, ARS

WBBF — ROCHESTER — TOM NAST, MD — PICK: MATHIS/WILLIAMS
3-1 — Kansas. JUMPS: 30 To 27 — Rubicon, 27 To 17 — Wings, 24 To 12 — Billy Joel, 21 To 16 — Travolta/John, Ex To 28 — Warren Zevon, Ex To 24 — Trammms. ADDS: Mathis/Williams

WTLB — UTICA — JIM REITZ, MD — PICK: GEORGE BENSON
1-1 — Kansas. JUMPS: 28 To 22 — Trammms, 25 To 14 — Wings, 20 To 16 — Jefferson Starship, 17 To 11 — Flack/Hathaway, 16 To 10 — Billy Joel, 8 To 5 — Parliament, Ex To 30 — Andy Gibb, Ex To 29 — Mathis/Williams, Ex To 28 — Elton John, Ex To 27 — Warren Zevon. ADDS: Steely Dan, George Benson, Michael Johnson

southeast

WANS — ANDERSON — BILL McCOWN, MD — PICK: HEATWAVE
2-1 — Flack/Hathaway. JUMPS: 21 To 18 — Bee Gees — More, 20 To 16 — Sweet, 18 To 13 — Mathis/Williams, 16 To 9 — Warren Zevon, 15 To 11 — ARS, 13 To 8 — Chuck Mangione, 11 To 7 — KC & The Sunshine Band, 8 To 6 — Andrew Gold, 6 To 4 — Jackson Browne, Ex To 33 — Meat Loaf, Ex To 30 — Robert Palmer, Ex To 28 — George Benson. ADDS: 32 — Heatwave, 31 — Eddie Money, Andy Gibb, Carly Smith, Patti Smith

WISE — ASHVILLE — RAY WILLIAMS, PD & MD — PICK: ABBA
3-1 — Jackson Browne. JUMPS: 24 To 20 — Warren Zevon, 22 To 19 — Wings, 19 To 15 — Flack/Hathaway, 11 To 8 — Chuck Mangione, Ex To 31 — Wet Willie, Ex To 30 — Sweet. ADDS: 29 — Andy Gibb, Patti Smith Group, George Benson, Captain & Tennille

WRFC — ATHENS — KELLY McCOY, MD — PICK: MEAT LOAF
4-1 — Parliament. JUMPS: 34 To 30 — Steely Dan, 32 To 27 — Wet Willie, 29 To 22 — Travolta/John, 26 To 21 — Wings, 23 To 18 — Eddie Money, 22 To 16 — George Benson, 20 To 14 — Enchantment, 16 To 11 — Warren Zevon, 14 To 9 — England Dan & J.F. Coley, 12 To 8 — E,W&F, 8 To 3 — Flack/Hathaway, 4 To 1 — Parliament, Ex To 35 — Michael Johnson, Ex To 34 — Andy Gibb, Ex To 32 — Elton John, Ex To 26 — Trammms. ADDS: Patti Smith Group, Meat Loaf, Abba, Sweet, Gerry Rafferty

Z93 — ATLANTA — DALE O'BRIEN, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 29 To 23 — Trammms, 25 To 20 — Jefferson Starship, 23 To 17 — Travolta/John, 14 To 9 — Eddie Money, 12 To 8 — Flack/Hathaway, 10 To 7 — ELO, Ex To 29 — Andy Gibb, Ex To 28 — Mathis/Williams, Ex To 27 — Bonnie Tyler. ADDS: Carly Simon, Abba, Paul Davis

WQXI — ATLANTA — GARY CORRY, PD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 28 To 21 — Rubicon, 26 To 23 — Shaun Cassidy, 25 To 15 — Travolta/John, 24 To 20 — Trammms, 21 To 17 — Gene Cotton, 20 To 13 — Wings, 16 To 4 — Mathis/Williams, Ex To 29 — Player, Ex To 28 — Warren Zevon, Ex To 27 — Bonnie Tyler, Ex To 26 — Eddie Money. ADDS: 30 — Patti Smith, Michael Zager, Gerry Rafferty, Andy Gibb, Abba

WAUG — AUGUSTA — STEVE YORK, MD — PICK: NONE
3-1 — Parliament. JUMPS: 25 To 22 — Travolta/John, 22 To 19 — Wings, 18 To 13 — ELO, 14 To 10 — Sea Level, 13 To 9 — Andrew Gold, 11 To 9 — Warren Zevon, 10 To 7 — ARS, 7 To 4 — Chuck Mangione, Ex To 30 — Elton John, Ex To 29 — Andy Gibb. ADDS: Abba, Gerry Rafferty

WCAO — BALTIMORE — ALAN SMITH, MD — PICK: ABBA
3-1 — Flack/Hathaway. JUMPS: 18 To 9 — Wings, 16 To 14 — Gene Cotton, 12 To 8 — Player, 10 To 6 — Jackson Browne, 6 To 3 — Yvonne Elliman, Ex To 30 — Andy Gibb, Ex To 29 — Bonnie Tyler, Ex To 28 — Robert Palmer. ADDS: Carly Simon, Abba

WERC — BIRMINGHAM — WALT BROWN, MD — PICK: BONNIE TYLER
4-1 — Parliament. JUMPS: 27 To 21 — Wings, 24 To 17 — Travolta/John, 20 To 15 — Warren Zevon, 13 To 13 — ARS, 16 To 11 — Gene Cotton, 14 To 10 — ELO, 8 To 6 — Bee Gees — More, Ex To 30 — Angel, Ex To 27 — Trammms, Ex To 26 — Andy Gibb. ADDS: Bonnie Tyler, Jefferson Starship, Chuck Mangione, Mathis/Williams

WKXX — BIRMINGHAM — JOHN SHOMBY, MD — PICK: GERRY RAFFERTY
2-1 — David Gates. JUMPS: 29 To 23 — Mathis/Williams, 24 To 20 — Warren Zevon, 21 To 18 — Eddie

Money, Ex To 30 — Elton John, Ex To 28 — Bonnie Tyler, Ex To 26 — Trammms. ADDS: Kayak, Seals & Crofts

WAYS — CHARLOTTE — SCOTT SLADE, MD — PICK: BONNIE TYLER
1-1 — Natalie Cole. JUMPS: 26 To 22 — Jefferson Starship, 24 To 20 — Andrew Gold, 20 To 14 — Parliament, 15 To 9 — Raydio, 8 To 6 — Yvonne Elliman, Ex To 27 — Pat Travers, Ex To 26 — Andy Gibb, Ex To 25 — Wings, Ex To 18 — Travolta/John. ADDS: Bonnie Tyler, Jimmy Buffett, Eric Clapton

WMFJ — DAYTONA BEACH — JOHN SCOTT, PD & MD — PICK: NONE
4-1 — Yvonne Elliman. JUMPS: 28 To 19 — Wings, 21 To 18 — Eddie Money, 10 To 7 — Chuck Mangione, 6 To 3 — Flack/Hathaway, 5 To 2 — Barry Manilow, 4 To 1 — Yvonne Elliman, Ex To 38 — Mathis/Williams, Ex To 37 — Mary MacGregor, Ex To 36 — Robert John, Ex To 35 — Andy Gibb. ADDS: 40 — Jimmy "Bo" Horne, Billy Joel, Continental Miniatures, Michael Johnson, Styx

WFLB — FAYETTEVILLE — LARRY CANNON, MD — PICK: CARLY SIMON
2-1 — Bee Gees — Fever. JUMPS: 35 To 24 — Heatwave, 34 To 29 — Dolly Parton, 33 To 28 — Warren Zevon, 31 To 27 — Bonnie Tyler, 27 To 19 — Travolta/John, 25 To 21 — Player, 26 To 22 — Billy Joel, 22 To 16 — Wings, 21 To 14 — Jefferson Starship, 17 To 11 — Barry White, 13 To 5 — Chuck Mangione, 7 To 4 — Sweet, Ex To 34 — Peter Brown, Ex To 33 — Seals & Crofts, Ex To 32 — Andy Gibb. ADDS: 35 — Heart, Carly Simon, Mike Love, Abba, Samantha Sang

WAPE — JACKSONVILLE — PAUL SEBASTIAN, MD — PICKS: BONNIE TYLER, EDDIE MONEY
1-1 — Bee Gees — Fever. JUMPS: 20 To 16 — Warren Zevon, 18 To 12 — Wings, 17 To 14 — ARS, 12 To 10 — Parliament, 11 To 9 — Bee Gees — More, 10 To 6 — England Dan & J.F. Coley, Ex To 20 — Michael Zager, Ex To 19 — Jefferson Starship, Ex To 18 — Andy Gibb, Ex To 17 — Flack/Hathaway. ADDS: Mathis/Williams

WRJZ — KNOXVILLE — TIM EDWARDS, MD — PICK: CARLY SIMON
2-1 — Barry Manilow. JUMPS: 23 To 20 — Jefferson Starship, 22 To 19 — Wings, 21 To 18 — Natalie Cole, 20 To 17 — Eddie Money, 19 To 16 — ARS, 16 To 13 — Flack/Hathaway, 13 To 10 — Dolly Parton, 12 To 8 — Yvonne Elliman, 10 To 7 — Jackson Browne, Ex To 24 — Sweet, Ex To 23 — Bee Gees — More, Ex To 22 — Travolta/John, Ex To 21 — Warren Zevon. ADDS: Andy Gibb, Trammms, Michael Johnson

Y100 — MIAMI — COLLENE CASSIDY, MD — PICK: GEORGE BENSON
1-1 — Natalie Cole. JUMPS: 24 To 21 — Flack/Hathaway, 17 To 14 — Michael Zager, 16 To 13 — George Benson, 14 To 11 — Lou Rawls, 5 To 2 — Jimmy "Bo" Horne. ADDS: 30 — Mathis/Williams

96X — MIAMI — JACK FORSYTHE, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 29 To 20 — Mathis/Williams, 23 To 19 — David Gates, 21 To 15 — Wings, 17 To 12 — Flack/Hathaway, 13 To 10 — Eric Clapton, 12 To 8 — Lou Rawls, 11 To 3 — George Benson, Ex To 21 — Andy Gibb. ADDS: 30 — Bonnie Tyler, 29 — Warren Zevon, 28 — Travolta/John

WMAK — NASHVILLE — COYOTE McCLOUD, MD — PICK: WARREN ZEVON
4-1 — Chuck Mangione. JUMPS: 28 To 23 — Travolta/John, 27 To 21 — Bonnie Tyler, 25 To 20 — Wings, 23 To 18 — Dolly Parton, 19 To 15 — Player, 17 To 12 — Flack/Hathaway, 8 To 3 — Jackson Browne, 6 To 2 — Yvonne Elliman, Ex To 30 — Wet Willie, Ex To 29 — Styx, Ex To 26 — Mathis/Williams. ADDS: Warren Zevon, George Benson

WKIX — RALEIGH — RON MCKAY, MD — PICK: ANDY GIBB
1-1 — Bee Gees — Fever. JUMPS: 30 To 27 — Travolta/John, 29 To 26 — Wings, 28 To 20 — Shaun Cassidy, 26 To 23 — Chuck Mangione, 20 To 17 — Jefferson Starship, 19 To 11 — Mathis/Williams, 17 To 13 — Stargard, 16 To 12 — ARS, 10 To 4 — Flack/Hathaway, 8 To 3 — Parliament, Ex To 30 — Wet Willie, Ex To 29 — Trammms, Ex To 28 — Warren Zevon. ADDS: Andy Gibb, Steely Dan, Bonnie Tyler, George Benson

Q-94 — RICHMOND — TIM "COSMO" WATTS, MD — PICK: ANDY GIBB
12-1 — Raydio. JUMPS: 16 To 9 — Parliament, 15 To 8 — Player, 14 To 7 — Yvonne Elliman, 9 To 4 — Natalie Cole, 7 To 3 — ELO, Ex To 30 — George Benson. ADDS: Andy Gibb, Steely Dan, Bonnie Tyler, Mathis/Williams, Trammms

WSGA — SAVANNAH — JIM LEWIS, MD — PICK: BONNIE TYLER
1-1 — Parliament. JUMPS: 30 To 27 — Mathis/Williams, 29 To 26 — Andy Gibb, 27 To 21 — Trammms, 17 To 13 — Chuck Mangione, 13 To 8 — Flack/Hathaway

WPGC — WASHINGTON — JIM ELLIOT, PD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 28 To 22 — Travolta/John, 26 To 17 — Warren Zevon, 17 To 9 — Wings, 16 To 12 — Mathis/Williams, 14 To 10 — Chuck Mangione, 7 To 3 — Bee Gees — Woman, Ex To 30 — Bonnie Tyler, Ex To 29 — Peter Brown, Ex To 24 — Andy Gibb. ADDS: George Benson

WAIR — WINSTON/SALEM — BOB SCARBROUGH, MD — PICK: WINGS
1-1 — Flack/Hathaway. JUMPS: 22 To 17 — E,W&F, 20 To 16 — Eddie Money, 17 To 15 — Moonlighters, 16 To 14 — Hotel, 14 To 9 — Parliament, 13 To 10 — Chuck Mangione, 10 To 4 — Sweet, 9 To 6 — Lou Rawls, 7 To 5 — Gene Cotton. ADDS: 30 — Wet Willie, 29 — Dolly Parton, 28 — ARS, 27 — Mathis/Williams, 26 — Trammms

southwest

Z97 — DALLAS FT. WORTH — GARY MACK, MD — PICK: KANSAS
1-1 — Kansas. JUMPS: 24 To 19 — Jefferson Starship, 23 To 20 — LeBlanc & Carr, 21 To 17 — Natalie Cole, 15 To 8 — Jackson Browne, 11 To 7 — Andrew Gold, 7 To 5 — England Dan & J.F. Coley, 5 To 3 — David Gates. ADDS: 25 — Atlanta Rhythm Section, 22 — Chuck Mangione

KNUS — DALLAS — MIKE SELDEN, MD — PICK: WINGS
1-1 — Bee Gees — Fever. JUMPS: 25 To 11 — Wings, 16 To 5 — ELO, 15 To 12 — Natalie Cole, 12 To 6 — England Dan & J.F. Coley, 9 To 7 — David Gates, 7 To 4 — Yvonne Elliman, 5 To 3 — Chuck Mangione. ADDS: 38 — Hotel, 37 — Meat Loaf, 36 — Linda Ronstadt, 35 — Bonnie Tyler, 34 — Abba, Barry White, Eruption, Angel

KELP — EL PASO — TIM PAGE, MD — PICK: BONNIE TYLER
1-1 — England Dan & J.F. Coley. JUMPS: 23 To 19 — Tavares, 22 To 18 — Heart, 20 To 16 — Chuck Mangione, 19 To 15 — Jefferson Starship, 18 To 13 — Flack/Hathaway, 15 To 11 — Andrew Gold, 13 To 9 — Wings, 12 To 8 — Natalie Cole, 8 To 5 — Atlanta Rhythm Section, Ex To 25 — Robert Palmer, Ex To 24 — Player

KINT — EL PASO — RICH WOOD, MD — PICK: MATHIS/WILLIAMS
3-1 — Yvonne Elliman. JUMPS: 28 To 25 — Wings, 26 To 23 — Flack/Hathaway, 25 To 20 — Jefferson Starship, 24 To 18 — Chuck Mangione, 23 To 17 — Raydio, 20 To 16 — Styx, 18 To 11 — Natalie Cole, 12 To 7 — Bee Gees — More. ADDS: Mathis/Williams, Gene Cotton, Heart

KILT — HOUSTON — BILL YOUNG, PD & MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 40 To 21 — Bonnie Tyler, 37 To 29 — Gene Cotton, 34 To 26 — ARS, 35 To 28 — Billy Joel, 31 To 25 — Flack/Hathaway, 28 To 18 — Travolta/John, 25 To 15 — Chuck Mangione, 20 To 16 — Jefferson Starship, 18 To 14 — Dolly Parton, 17 To 12 — Wings, 12 To 5 — George Benson, Ex To 39 — Trammms, Ex To 34 — Eddie Money. ADDS: 40 — Styx, 37 — England Dan & J.F. Coley, Andy Gibb, Linda Ronstadt

KRBE — HOUSTON — CLAY GISH, PD & MD — PICK: GEORGE BENSON
1-1 — Bee Gees — Fever. JUMPS: 30 To 23 — Bonnie Tyler, 29 To 21 — Atlanta Rhythm Section, 26 To 22 — Peter Brown, 24 To 16 — Dolly Parton, 23 To 15 — Travolta/John, 18 To 13 — Wings, 15 To 12 — Yvonne Elliman, 13 To 8 — George Benson, 10 To 5 — Heatwave, Ex To 39 — Styx, Ex To 34 — Elton John, Ex To 30 — Sweet. ADDS: 33 — Jefferson Starship, 29 — Trammms, 28 — Flack/Hathaway, 24 — Chuck Mangione, Patti Smith

WHBQ — MEMPHIS — HARRIETT LAPIDES, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 17 To 12 — Yvonne Elliman, 10 To 8 — George Benson, Ex To 26 — Wings, Ex To 21 — Travolta/John. ADDS: Chuck Mangione, Warren Zevon, Mike Love & Celebration

WNOE — NEW ORLEANS — MARC SOMMERS, MD — PICK: NONE
3-1 — Trammms. JUMPS: 38 To 34 — Player, 36 To 33 — Rubicon, 35 To 29 — Wings, 30 To 24 — Bonnie Tyler, 28 To 23 — Natalie Cole, 25 To 21 — Dolly Parton, 24 To 20 — England Dan & J.F. Coley, 22 To 18 — Jefferson Starship, 21 To 16 — Travolta/John, 20 To 17 — Andrew Gold, 19 To 15 — Bob Welch, 18 To 14 — Eddie Money, 17 To 13 — Jackson Browne, 13 To 10 — Eric Clapton, 11 To 8 — Kansas, 10 To 7 — Jay Ferguson, 7 To 3 — Yvonne Elliman, Ex To 39 — Peter Brown, Ex To 38 — Wet Willie, Ex To 37 — Allan Clarke, Ex To 31 — Andy Gibb. ADDS: Chuck Mangione, Abba, Robert Palmer, Michael Zager, Genesis, Kansas

WTIX — NEW ORLEANS — TERRY YOUNG, MD — PICK: BILLY JOEL
3-1 — Eric Clapton. JUMPS: 40 To 33 — Peter Brown, 39 To 24 — E,W&F, 38 To 22 — Warren Zevon, 32 To 29 — Rubicon, 24 To 17 — England Dan & J.F. Coley, Ex To 36 — Travolta/John, Ex To 34 — Wings, Ex To 26 — Billy Joel, Ex To 25 — George Benson. ADDS: 40 — Angel, 39 — Michael Zager, 38 — Barry White, 37 — Mathis/Williams, 21 — Jefferson Starship, Patti Smith Group, Carly Simon

REGIONAL PROGRAMMING GUIDE

WKY — OKLAHOMA CITY — SANDY JONES, MD — PICK: ANDY GIBB
1-1 — Bee Gees — Fever. JUMPS: 20 To 17 — Gene Cotton, 14 To 11 — Andrew Gold, Ex To 20 — Jefferson Starship, Ex To 19 — Flack/Hathaway. ADDS: Andy Gibb, Billy Joel

KSLQ — ST. LOUIS — SHERRY TOENNIES, MD — PICK: NONE
1-1 — Bee Gees. JUMPS: 28 To 22 — George Benson, 23 To 15 — Wings, 18 To 13 — Mathis/Williams, 15 To 11 — Jefferson Starship. ADDS: 33 — Patti Smith Group, 32 — Jimmy Buffett

KXOK — ST. LOUIS — LEE DOUGLAS, MD & PD — PICK: FLACK/HATHAWAY
2-1 — Raydio. JUMPS: 31 To 24 — Wings, 30 To 25 — Jefferson Starship, 27 To 17 — Mathis/Williams, 22 To 15 — Flack/Hathaway, 20 To 14 — Andrew Gold, 14 To 10 — Lou Rawls, 11 To 6 — Yvonne Elliman, 8 To 5 — David Gates. ADDS: 38 — Bonnie Tyler, 37 — Warren Zevon, 36 — Travolta/John, 34 — Raydio, Abba, Carly Simon, Bee Gees — More, Styx

KTFX — TULSA — STEVE OWENS, MD — PICK: NONE
1-1 — Sweet. JUMPS: 34 To 30 — Travolta/John, 33 To 29 — Trampms, 25 To 20 — Bonnie Tyler, 22 To 18 — Warren Zevon, 21 To 16 — Tavares, 15 To 11 — England Dan & J.F. Coley, 14 To 10 — Jefferson Starship, 6 To 3 — Yvonne Elliman, Ex To 39 — Steely Dan, Ex To 28 — Michael Zager. ADDS: 40 — Patti Smith, 37 — Carly Simon, 36 — Barry Manilow, 35 — Allan Clarke

midwest

WCUE — AKRON — CRAIG JOHNS, MD — PICK: CARLY SIMON, LINDA RONSTADT
1-1 — Bee Gees. JUMPS: 27 To 21 — Jefferson Starship, 20 To 15 — Mathis/Williams, 4 To 2 — Parliament, Ex To 40 — Bonnie Tyler, Ex To 39 — Angel, Ex To 38 — George Benson. ADDS: Andy Gibb, Linda Ronstadt, Carly Simon, Sweet, Journey, Rush, Kiss

WLS — CHICAGO — ALLAN BURNS, MD — PICK: NONE
1-1 — Samantha Sang. JUMPS: 32 To 23 — Jackson Browne, 13 To 9 — Kansas, 17 To 12 — Yvonne Elliman, 8 To 6 — Parliament. ADDS: 29 — Shaun Cassidy

WMET — CHICAGO — GARY PRICE, PD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 30 To 24 — Andy Gibb, 25 To 19 — David Gates, 21 To 17 — Wings, 11 To 8 — Kansas. ADDS: 30 — Eddie Money, 29 — Chuck Mangione, 27 — Mathis/Williams

Q102 — CINCINNATI — MARK ELLIOT, MD — PICK: AEROSMITH
3-1 — Barry Manilow. JUMPS: 25 To 21 — Bee Gees — More, 22 To 18 — Elton John, 18 To 10 — Travolta/John, Ex To 27 — ARS. ADDS: Linda Ronstadt, Flack/Hathaway, Billy Joel, Aerosmith

WSAI — CINCINNATI — C.C. MATHEWS, MD — PICK: WINGS
1-1 — Bee Gees — Fever. JUMPS: 27 To 20 — Wings, 25 To 21 — ARS, 18 To 14 — Eddie Money, 17 To 13 — Paul Davis, 16 To 12 — ELO

WZZP — CLEVELAND — BEAU RAINES, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 32 To 28 — Jefferson Starship, 29 To 25 — Angel, 27 To 24 — Chuck Mangione, 26 To 19 — Travolta/John, 23 To 20 — Michael Zager, 22 To 16 — Wings, 18 To 14 — Andrew Gold, 16 To 13 — Kiss, 10 To 7 — Styx, Ex To 35 — Heart, Ex To 34 — Hotel, Ex To 33 — Patti Smith, Ex To 30 — Steely Dan. ADDS: Andy Gibb, Genesis

WNCI — COLUMBUS — STEVE EDWARDS, MD — PICK: FLACK/HATHAWAY
4-1 — Paul Davis. JUMPS: 11 To 7 — Flack/Hathaway, 8 To 5 — Natalie Cole, 6 To 4 — Kansas, 4 To 1 — Paul Davis. ADDS: 21 — Chuck Mangione, 19 — David Gates, 17 — Wings

WING — DAYTON — KEN WARREN, MD — PICK: BONNIE TYLER
1-1 — Bee Gees — Fever. JUMPS: 36 To 29 — Bonnie Tyler, 9 To 2 — Eddie Money. ADDS: 30 — Kayak, 26 — Barry Manilow

KMGK — DES MOINES — MIKE STONE, MD — PICK: NONE
2-1 — Bee Gees — Fever. JUMPS: 29 To 25 — Flack/Hathaway, 26 To 20 — Jefferson Starship, 22 To 18 — Andrew Gold, 21 To 15 — ELO, 20 To 13 — Chuck Mangione, 16 To 11 — Natalie Cole, 12 To 9 — Jackson Browne, 15 To 8 — Dolly Parton, 13 To 7 — Gene Cotton, Ex To 30 — Travolta/John. ADDS: Andy Gibb, Abba, Elton John, Wet Willie, Steely Dan, Sweet

KIOA — DES MOINES — GARY STEVENS, MD — PICK: NONE
1-1 — Barry Manilow. JUMPS: 25 To 20 — Flack/Hathaway, 24 To 12 — Andrew Gold, 20 To 16 — Carpenters, 18 To 14 — LeBlanc & Carr, 17 To 13 — ELO, 14 To 11 — Samantha Sang, 13 To 7 — Dolly Parton, 11 To 6 — Bob Welch, 5 To 3 — Raydio, 4 To 2 — David Gates. ADDS: 25 — Atlanta Rhythm Section, 24 — Travolta/John, 21 — Jefferson Starship, 17 — Chuck Mangione

CKLW — DETROIT — ROSALIE TROMBLEY, MD — PICK: PAUL DAVIS
4-1 — Mathis/Williams. JUMPS: 29 To 22 — Travolta/John, 28 To 17 — Warren Zevon, 17 To 10 — David Gates, 14 To 7 — Wings, 7 To 5 — Paul Davis, 4 To 1 — Mathis/Williams, Ex To 30 — Elton John, Ex To 29 — Andy Gibb. ADDS: O'Jays, Carly Simon

WDRQ — DETROIT — LAURIE DARWIN, MD — PICK: NONE
2-1 — Samantha Sang. JUMPS: 28 To 25 — Warren Zevon, 26 To 23 — Elton John, 25 To 18 — Billy Joel, 23 To 20 — Jefferson Starship, 21 To 17 — Wings, 15 To 12 — J. Ferguson, 14 To 11 — Paul Davis. ADDS: 33 — Andy Gibb — Shadow, 32 — Bee Gees — More, 31 — Atlanta Rhythm Section

KFMD — DUBUQUE — STEVE SESTERHENN, MD — PICK: ANDY GIBB
3-1 — Yvonne Elliman. JUMPS: 24 To 14 — Travolta/John, 21 To 13 — Wings, 15 To 10 — Chuck Mangione, 6 To 3 — Jackson Browne, Ex To 24 — E,W&F, Ex To 23 — Eddie Money. ADDS: Andy Gibb, Wet Willie

WDBQ — DUBUQUE — CHUCK BAILEY, MD — PICK: ABBA
1-1 — Barry Manilow. JUMPS: 29 To 26 — Wings, 27 To 20 — Player, 26 To 21 — Chuck Mangione, 25 To 19 — Styx, 23 To 18 — Dolly Parton, 21 To 15 — Gordon Lightfoot, 14 To 12 — Jackson Browne, 13 To 11 — Andrew Gold, Ex To 28 — Warren Zevon, Ex To 27 — Flack/Hathaway, Ex To 24 — Travolta/John. ADDS: Steely Dan, Sweet, Mathis/Williams, Mary MacGregor, Seals & Crofts, Abba, Andy Gibb

Z96 — GRAND RAPIDS — JAY MICHAELS, MD — PICK: ABBA
9-1 — Yvonne Elliman. JUMPS: 30 To 24 — Travolta/John, 26 To 22 — Warren Zevon, 25 To 20 — Trampms, 24 To 18 — Atlanta Rhythm Section, 22 To 16 — Wings, 20 To 15 — Gene Cotton, 18 To 13 — Flack/Hathaway, 13 To 10 — Andrew Gold, 12 To 8 — Jackson Browne, 9 To 1 — Yvonne Elliman. ADDS: 30 — Billy Joel, 29 — Jefferson Starship, 25 — Mathis/Williams

KEIN — GREAT FALLS — JOHN WALTON, MD — PICK: ABBA
3-1 — Yvonne Elliman. JUMPS: 30 To 24 — Travolta/John, 24 To 20 — Rubicon, 25 To 19 — Wings, 20 To 17 — Flack/Hathaway, 19 To 16 — Atlanta Rhythm Section, 18 To 14 — Jefferson Starship, 16 To 11 — Chuck Mangione, 9 To 4 — Gene Cotton. ADDS: Seals & Crofts, Mathis/Williams, Andy Gibb

WNDE — INDIANAPOLIS — JEFF LUCIFER, MD — PICK: EDDIE MONEY
1-1 — Bee Gees — Fever. JUMPS: 27 To 22 — LeBlanc & Carr, 24 To 20 — Jefferson Starship, 17 To 10 — Flack/Hathaway, 12 To 8 — England Dan & J.F. Coley

KBEQ — KANSAS CITY — KIM WELCH, MD — PICK: PARLIAMENT
1-1 — Bee Gees — Fever. JUMPS: 30 To 27 — REO Speedwagon, 28 To 23 — Warren Zevon, 27 To 22 — Shaun Cassidy, 25 To 20 — Trampms, 24 To 21 — Flack/Hathaway, 22 To 17 — Jefferson Starship, 21 To 18 — Atlanta Rhythm Section, 20 To 16 — Bob Welch, 19 To 15 — Wings, 16 To 11 — Natalie Cole, 15 To 13 — Lou Rawls, 12 To 9 — Chuck Mangione, 11 To 7 — Yvonne Elliman, 6 To 3 — Raydio. ADDS: 30 — Ted Nugent, 29 — Andy Gibb, 28 — Parliament

WAKY — LOUISVILLE — BOB MOODY, MD — PICK: ART GARFUNKEL
1-1 — Barry Manilow. JUMPS: 28 To 20 — Andy Gibb, 22 To 12 — Travolta/John, 16 To 13 — Raydio, 13 To 9 — Lou Rawls, 11 To 5 — Flack/Hathaway, 8 To 6 — Gene Cotton, 7 To 3 — Bob Welch, 6 To 4 — Kiss. ADDS: 29 — Billy Joel, 28 — Mathis/Williams

WKLO — LOUISVILLE — BO BRADY, MD — PICK: GEORGE BENSON
1-1 — Heatwave. JUMPS: 23 To 20 — Eruption, 20 To 15 — Gene Cotton, 13 To 10 — Natalie Cole, 9 To 6 — Jackson Browne, Ex To 25 — Michael Zager, Ex To 24 — Trampms. ADDS: John Denver, Wet Willie, Kenny Loggins, George Benson, Andy Gibb, Salsoul Orchestra

WISM — MADISON — R.J. REYNOLDS, MD — PICK: ANDY GIBB
1-1 — Bee Gees — Fever. JUMPS: 29 To 25 — Sweet, 28 To 22 — Jefferson Starship, 22 To 18 — Atlanta Rhythm Section, 20 To 15 — Chuck Mangione, 18 To 14 — England Dan & J.F. Coley, 14 To 11 — Natalie Cole, 12 To 9 — Andrew Gold, 8 To 5 — Yvonne Elliman, 4 To 2 — Bob Welch. ADDS: Andy Gibb, Captain & Tennille, Bonnie Tyler, Player

KRIB — MASON CITY — BOB SCOTT, MD — PICK: ANDY GIBB
1-1 — Barry Manilow. JUMPS: 28 To 21 — Player, 27 To 22 — Chuck Mangione, 23 To 17 — Atlanta Rhythm Section, 20 To 16 — Lou Rawls, 12 To 7 — England Dan & J.F. Coley, 10 To 6 — Yvonne Elliman, 8 To 5 — Andrew Gold. ADDS: Andy Gibb, Bonnie Tyler, Mathis/Williams, George Benson

WOKY — MILWAUKEE — JIM SMITH, PD & MD — PICK: NONE

1-1 — Barry Manilow. JUMPS: 32 To 27 — Shaun Cassidy, 35 To 21 — Travolta/John, 34 To 22 — David Gates, 30 To 23 — Wings, 29 To 24 — Atlanta Rhythm Section, 23 To 19 — Flack/Hathaway, 21 To 17 — Lou Rawls, 19 To 14 — Chuck Mangione, 14 To 6 — Raydio, 5 To 2 — Yvonne Elliman. ADDS: 32 — Trampms, 28 — Sweet, Warren Zevon, Player

KDWB — MINNEAPOLIS — DAVE THOMPSON, MD — PICK: NONE
4-1 — Bee Gees — Fever. JUMPS: 26 To 23 — Atlanta Rhythm Section, 22 To 17 — Andrew Gold, 19 To 16 — Billy Joel, 15 To 12 — Jackson Browne. ADDS: 29 — Andy Gibb, 27 — Styx, 22 — Raydio

KSTP — MINNEAPOLIS — GREG AUSHAN, MD — PICK: NONE
1-1 — Barry Manilow. JUMPS: 23 To 18 — Wings, 22 To 20 — Gene Cotton, 20 To 15 — Billy Joel, 17 To 14 — Jefferson Starship, 15 To 11 — Jackson Browne, 12 To 9 — Andrew Gold, 10 To 7 — Chuck Mangione

WOW — OMAHA — ROGER DAVIS, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 26 To 17 — Wings, 19 To 12 — Gordon Lightfoot, 18 To 9 — Natalie Cole, 17 To 8 — Andrew Gold, 14 To 7 — Samantha Sang. ADDS: 25 — Flack/Hathaway, Michael Johnson, Art Garfunkel, Andy Gibb

WIRL — PEORIA — LEE MALCOM, MD — PICK: RAYDIO
3-1 — Bob Welch. JUMPS: 25 To 18 — Wings, 24 To 17 — ARS, 23 To 16 — Andrew Gold, 21 To 14 — Jefferson Starship, 19 To 13 — Gene Cotton, 15 To 9 — Jackson Browne, 13 To 8 — ELO, 11 To 6 — Raydio

WPEZ — PITTSBURGH — TOM MORGAN, PD — PICK: BILLY FALCON
1-1 — Bee Gees — Fever. JUMPS: 40 To 35 — Meat Loaf, 38 To 29 — Jefferson Starship, 37 To 34 — Tavares, 34 To 31 — ELO, 31 To 28 — Kiss, 29 To 24 — Sweet, 27 To 23 — Jackson Browne, 26 To 22 — Parliament, 22 To 18 — Warren Zevon, 16 To 13 — England Dan & J.F. Coley, 13 To 8 — Flack/Hathaway. ADDS: Patti Smith, Bonnie Tyler, Wet Willie, Shaun Cassidy, Abba

13Q — PITTSBURGH — PATTI SULLIVAN, MD — PICK: WINGS
4-1 — Eric Clapton. JUMPS: 30 To 26 — Skyliners, 29 To 25 — Styx, 28 To 18 — Wings, 27 To 23 — Trampms, 25 To 22 — Michael Zager, 22 To 19 — Atlanta Rhythm Section, 18 To 15 — Warren Zevon, 12 To 7 — Flack/Hathaway, 11 To 8 — Raydio, 8 To 5 — England Dan & J.F. Coley, Ex To 27 — Sweet, Ex To 24 — Jefferson Starship. ADDS: 29 — Andy Gibb, 28 — Billy Joel

WSPT — STEVENS POINT — PAT MARTIN, MD — PICK: NONE
2-1 — Andrew Gold. JUMPS: 25 To 21 — Patti Smith, 24 To 20 — Travolta/John, 22 To 18 — Wings, 20 To 11 — Warren Zevon, 19 To 12 — Dolly Parton, 18 To 14 — Jefferson Starship, 17 To 13 — Flack/Hathaway, 9 To 4 — Billy Joel, 8 To 3 — Yvonne Elliman. ADDS: Andy Gibb, Captain & Tennille, Michael Johnson, Heart

WKWK — WHEELING — JIM ROBERTS, PD — PICK: MATHIS/WILLIAMS
1-1 — Bee Gees — Fever. JUMPS: 39 To 33 — Wet Willie, 36 To 32 — Player, 35 To 30 — Rubicon, 33 To 27 — Wings, 24 To 20 — Flack/Hathaway, 22 To 18 — Jefferson Starship, 21 To 16 — Lou Rawls, Ex To 40 — Peter Brown, Ex To 29 — Bonnie Tyler, Ex To 38 — Andy Gibb, Ex To 37 — Elton John, Ex To 35 — George Benson. ADDS: Mathis/Williams, Sweet, Billy Joel, Michael Zager

KLEO — WICHITA — BOB LAWRENCE, MD — PICK: MIKE FINNIGAN
1-1 — Queen. JUMPS: 26 To 18 — England Dan & J.F. Coley, 20 To 14 — KC & Sunshine Band, 19 To 11 — Gene Cotton, 12 To 5 — Andrew Gold, 10 To 8 — Abba. ADDS: 30 — Wings, 29 — Heart, 26 — Jackson Browne, 23 — Chuck Mangione

west

KERN — BAKERSFIELD — PETE SHANNON, MD — PICK: ANDY GIBB
2-1 — Bob Welch. JUMPS: 28 To 22 — Travolta/John, 27 To 20 — Bee Gees — More, 22 To 18 — Flack/Hathaway, 21 To 17 — Styx, 19 To 15 — Jefferson Starship, 16 To 12 — Jackson Browne, 13 To 10 — Gene Cotton, Ex To 29 — Elton John, Ex To 28 — Player, Ex To 25 — Warren Zevon. ADDS: Andy Gibb, Eddie Money, Carly Simon, Bonnie Tyler

KAFY — BAKERSFIELD — RICH IRWIN, MD & PD — PICK: ANDY GIBB
1-1 — Kansas. JUMPS: 25 To 14 — Wings, 24 To 21 — Jefferson Starship, 22 To 19 — Flack/Hathaway, 21 To 18 — ARS, 16 To 12 — Jackson Browne, 12 To 9 — Bee Gees — More, 4 To 2 — David Gates, Ex To 30 — Bonnie Tyler, Ex To 28 — Rubicon, Ex To 27 — Player

KTLK — DENVER — RANDY JAY, MD — PICK: RANDY EDELMAN
3-1 — Bob Welch. JUMPS: 30 To 27 — Wings, 29 To 26 — ARS, 28 To 25 — Eddie Money, 16 To 14 — England Dan & J.F. Coley, 11 To 7 — David Gates, 3 To 1 — Bob Welch, Ex To 30 — Billy Joel, Ex To 29 — Chuck Mangione

KIMN — DENVER — ED GREENE, PD — PICK: BILLY JOEL
1-1 — Bee Gees — Fever. JUMPS: 26 To 22 — Jefferson Starship, 24 To 20 — David Gates, 20 To 17 — Jackson Browne, 18 To 15 — Yvonne Elliman, 17 To 14 — Styx, 15 To 12 — Andrew Gold, 13 To 9 — Gene Cotton, 8 To 5 — Kansas, 6 To 3 — ELO, Ex To 30 — Natalie Cole, Ex To 29 — Bonnie Tyler. ADDS: Billy Joel

KRTH — LOS ANGELES — BOB HAMILTON, PD & MD — PICK: ANDY GIBB
1-1 — Bee Gees — Fever. JUMPS: 29 To 26 — Carly Simon, 28 To 25 — Andy Gibb, 27 To 23 — Mathis/Williams, 26 To 22 — Bonnie Tyler, 24 To 20 — Warren Zevon, 22 To 18 — Travolta/John, 19 To 13 — Wings, 17 To 15 — Jefferson Starship, 15 To 11 — Trampms

KHJ — LOS ANGELES — STEVE CASEY, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 27 To 22 — Gene Cotton, 26 To 19 — David Gates, 24 To 21 — Trampms, 22 To 13 — Wings, 17 To 15 — England Dan & J.F. Coley, 16 To 14 — Jay Ferguson, 13 To 7 — Kansas, 10 To 8 — ELO

KGW — PORTLAND — TERRY DANNER, MD — PICK: NONE
5-1 — Yvonne Elliman. JUMPS: 29 To 24 — ARS, 28 To 19 — E,W&F, 23 To 20 — ELO, 22 To 15 — Styx, 19 To 14 — Gene Cotton, 16 To 13 — Rubicon, 14 To 9 — Heatwave, 12 To 6 — Chuck Mangione, Ex To 30 — Wings, Ex To 29 — Billy Joel, Ex To 26 — Bee Gees — More. ADDS: Natalie Cole, Flack/Hathaway, Warren Zevon, Rod Stewart

KPAM — PORTLAND — MICHAEL O'BRIEN, MD & PD — PICK: BONNIE TYLER
2-1 — Raydio. ADDS: Andy Gibb, Trampms, Mathis/Williams, George Benson, Steely Dan, Carly Simon

KNDE — SACRAMENTO — MARK DRISCOLL, PD & MD — PICK: JIMMY BUFFETT
1-1 — Bee Gees — Fever. JUMPS: 24 To 11 — Trampms, 20 To 16 — Steely Dan, 18 To 15 — Travolta/John, 17 To 12 — Wings, 15 To 13 — Eddie Money, 13 To 3 — George Benson, Ex To 29 — Chuck Mangione, Ex To 27 — Bill LaBounty, Ex To 23 — Little Feat, Ex To 21 — Andy Gibb, Ex To 17 — Mathis/Williams, Ex To 5 — Yvonne Elliman. ADDS: Michael Johnson, Gerry Rafferty, Continental Miniatures, Carly Simon, Queen

KCPX — SALT LAKE CITY — GARY WALDRON, MD & PD — PICK: BILLY JOEL
2-1 — Barry Manilow. JUMPS: 28 To 23 — ARS, 24 To 21 — Rubicon, 23 To 20 — Wet Willie, 21 To 18 — Wings, 20 To 16 — Chuck Mangione, 17 To 15 — Warren Zevon, 16 To 14 — Jefferson Starship, 14 To 12 — Jackson Browne, 13 To 11 — Bonnie Tyler, 10 To 7 — Bonnie Tyler, 4 To 2 — Yvonne Elliman, Ex To 30 — Captain & Tennille, Ex To 28 — Eddie Money, Ex To 27 — Flack/Hathaway, Ex To 25 — Trampms, Ex To 22 — Andy Gibb

KRSP — SALT LAKE CITY — LORRAINE WINNEGAR, MD — PICK: CARLY SIMON
4-1 — Yvonne Elliman. JUMPS: 27 To 24 — Elton John, 26 To 22 — Travolta/John, 24 To 21 — Flack/Hathaway, 29 To 20 — Rubicon, 22 To 17 — Wings, 18 To 15 — Billy Joel, 16 To 13 — Chuck Mangione, 8 To 5 — E,W&F, 6 To 3 — England Dan & J.F. Coley, 5 To 2 — Gene Cotton

B100 — SAN DIEGO — GENE KNIGHT, MD — PICK: FLACK/HATHAWAY
1-1 — Kansas. JUMPS: 27 To 18 — Patti Smith Group, 25 To 13 — E,W&F, 19 To 7 — Wings, 13 To 8 — David Gates, 6 To 3 — Yvonne Elliman, Ex To 22 — Steely Dan. ADDS: 29 — Rod Stewart

KCBQ — SAN DIEGO — NINA GOMEZ, MD — PICK: BONNIE TYLER
1-1 — Bee Gees — Fever. JUMPS: 34 To 28 — Travolta/John, 32 To 25 — George Benson, 28 To 22 — Wings, 27 To 19 — Flack/Hathaway, 24 To 20 — Stargard, 21 To 15 — David Gates, 12 To 10 — Parliament, 10 To 8 — ELO, 8 To 6 — Bob Welch. ADDS: 35 — Carly Simon, 33 — Warren Zevon, 32 — Patti Smith, 31 — Chuck Mangione, 26 — Mathis/Williams

KFRS — SAN FRANCISCO — DAVE SHOLIN, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 29 To 26 — Chuck Mangione, 25 To 21 — Warren Zevon, 24 To 19 — Wings, 22 To 19 — David Gates, 20 To 17 — Trampms, 18 To 13 — Travolta/John, 12 To 7 — George Benson, 9 To 4 — Bee Gees — More, Ex To 30 — Heart, Ex To 25 — Mathis/Williams, Ex To 22 — Andy Gibb. ADDS: Carly Simon, Wings — Enough

KAY — SAN FRANCISCO — STEVE JORDAN, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 25 To 20 — Journey, 21 To 17 — George Benson, 13 To 9 — Jefferson

(continued on page 51)

REGIONAL ACTION

EAST

- Most Added**
1. SHADOW DANCING — Andy Gibb — RSO
 2. IMAGINARY LOVER — Atlanta Rhythm Section — Polydor
 3. ON BROADWAY — George Benson — Warner Bros.
 4. TOO MUCH, TOO LITTLE, TOO LATE — Johnny Mathis/Deniece Williams — Columbia
- Most Active**
1. YOU'RE THE ONE THAT I WANT — John Travolta/Olivia Newton-John — RSO
 2. WITH A LITTLE LUCK — Wings — Capitol
 3. WEREWOLVES OF LONDON — Warren Zevon — Elektra
 4. TOO MUCH, TOO LITTLE, TOO LATE — Johnny Mathis/Deniece Williams — Columbia

SOUTHEAST

- Most Added**
1. TAKE A CHANCE — Abba — Atlantic
 2. SHADOW DANCING — Andy Gibb — RSO
 3. IT'S A HEARTACHE — Bonnie Tyler — RCA
 4. TOO MUCH, TOO LITTLE, TOO LATE — Johnny Mathis/Deniece Williams — Columbia
- Most Active**
1. WITH A LITTLE LUCK — Wings — Capitol
 2. WEREWOLVES OF LONDON — Warren Zevon — Elektra
 3. TOO MUCH, TOO LITTLE, TOO LATE — Johnny Mathis/Deniece Williams — Columbia
 4. SHADOW DANCING — Andy Gibb — RSO

SOUTHWEST

- Most Added**
1. YOU BELONG TO ME — Carly Simon — Elektra
 2. BECAUSE THE NIGHT — Patti Smith — Arista
 3. TAKE A CHANCE — Abba — Atlantic
 4. IT'S A HEARTACHE — Bonnie Tyler — RCA
- Most Active**
1. COUNT ON ME — Jefferson Starship — Grunt
 2. WITH A LITTLE LUCK — Wings — Capitol
 3. IT'S A HEARTACHE — Bonnie Tyler — RCA
 4. ON BROADWAY — George Benson — Warner Bros.

MIDWEST

- Most Added**
1. SHADOW DANCING — Andy Gibb — RSO
 2. TOO MUCH, TOO LITTLE, TOO LATE — Johnny Mathis/Deniece Williams — Columbia
 3. MAKE ME FEEL LOVE AGAIN — Wet Willie — Epic
 4. MOVIN' OUT (ANTHONY'S SONG) — Billy Joel — Columbia
- Most Active**
1. WITH A LITTLE LUCK — Wings — Capitol
 2. THE CLOSER I GET TO YOU — Roberta Flack/Donny Hathaway — Atlantic
 3. COUNT ON ME — Jefferson Starship — Grunt
 4. THANK YOU FOR BEING A FRIEND — Andrew Gold — Asylum

WEST

- Most Added**
1. YOU BELONG TO ME — Carly Simon — Elektra
 2. SHADOW DANCING — Andy Gibb — RSO
 3. WEREWOLVES OF LONDON — Warren Zevon — Elektra
 4. TOO MUCH, TOO LITTLE, TOO LATE — Johnny Mathis/Deniece Williams — Columbia
- Most Active**
1. WITH A LITTLE LUCK — Wings — Capitol
 2. IMAGINARY LOVER — Atlanta Rhythm Section — Polydor
 3. YOU'RE THE ONE THAT I WANT — John Travolta/Olivia Newton-John — RSO
 4. COUNT ON ME — Jefferson Starship — Grunt

MOST ADDED RECORDS

1. SHADOW DANCING — ANDY GIBB — RSO
KILT, WKLO, WZZP, WQXI, WDRQ, WDRQ, Q94, KTAC, KPAM, KYA, KBEQ, KDWB, KERN, 13Q WISM, WOW, WKY.
2. YOU BELONG TO ME — CARLY SIMON — ELEKTRA
KFRC, CKLW, KILT, Z93, KXOK, KCBQ, WCAO, WTIK, KCPX, KERN, KJRB, KNDE.
3. TOO MUCH, TOO LITTLE, TOO LATE — JOHNNY MATHIS & DENIECE WILLIAMS — COLUMBIA
WRKO, WMET, Y100, Q94, WBBF, KCPX, WTIK, WAKY, WAPE, WIFI, KPAM, KCBQ, KYA.
4. IT'S A HEARTACHE — BONNIE TYLER — RCA
WPEZ, KXOK, KNUS, 96X, WPRO-FM, Q94, KTLK, KERN, WAYS, WISM.
5. WEREWOLVES OF LONDON — WARREN ZEVON — ELEKTRA
WOKY, KTLK, KGW, KTAC, WMAK, WHBQ, 96X, KXOK, KCBQ.
6. FEELS SO GOOD — CHUCK MANGIONE — A&M
KIOA, KLEO, WHBQ, WNCI, WMET, WNOE, KRBE, KCBQ.
7. TAKE A CHANCE — ABBA — ATLANTIC
WQXI, Z93, WCAO, WPEZ, WNOE, KXOK, KNUS.
8. ON BROADWAY — GEORGE BENSON — WARNER BROS.
WPGC, WMAK, WKLO, KXOK, KPAM, KING.
9. MOVIN' OUT (ANTHONY'S SONG) — BILLY JOEL — COLUMBIA
KING, Q102, 13Q, KIMN, WAKY, WKY.
10. IMAGINARY LOVER — ATLANTA RHYTHM SECTION — POLYDOR
KYA, WIFI, 99X WPRO-FM WDRQ, KIOA.
11. BECAUSE THE NIGHT — PATTI SMITH — ARISTA
WPEZ, WTIK, KSLO, KRBE, KCBQ.
12. YOU'RE THE ONE THAT I WANT — JOHN TRAVOLTA/OLIVIA NEWTON-JOHN — RSO
KXOK, 96X KTLK, KIOA, KJR.
13. THE CLOSER I GET TO YOU — ROBERTA FLACK & DONNY HATHAWAY — ATLANTIC
Q102, KRBE, KGW, KJR, WOW.
14. BAKER STREET — GERRY RAFFERTY — UNITED ARTISTS
WQXI, KNDE, KJRB, KCPX.
15. DISCO INFERNO — TRAMMPS — ATLANTIC
KPAM, KRBE, Q94, WOKY.

RADIO ACTIVE SINGLES

1. WITH A LITTLE LUCK — WINGS — CAPITOL
CKLW 14-7, WFIL 24-12, WRKO 17-10, WPGC 17-9, WQXI 20-13, KHJ 22-13, KFRC 24-19, WHBQ ex-26, KILT 17-12, WMET 21-17, WZZP 22-16, WIFI 26-23, KSTP 23-18, 13Q 28-18, KSLQ 23-15, KRBE 18-13, KRTH 19-13, KNUS 25-11, KYA ex-21, KING 25-17, 96X 21-15, 99X 19-16, WDRQ 21-17, WOKY 30-23, WSAI 27-20, WCAO 18-9, KTLK 30-27, WNOE 35-29, WTIK ex-34, KXOK 31-24, KING 25-17, KJR 23-18, KGW ex-30, B100 19-7, WOW 26-17, KCPX 21-18, KBEQ 19-15, WDRQ 27-20, WMAK 25-20, KJRB 25-16, WAYS ex-25, WAPE 18-12, WISM ex-28, KCBQ 28-22, KNDE 17-12, KERN 17-11.
2. THE CLOSER I GET TO YOU — ROBERTA FLACK/DONNY HATHAWAY — ATLANTIC
WABC 13-8, WRKO 18-13, KFRC 10-8, KILT 31-25, Z93 12-8, WPEZ 13-8, 99X 18-15, WKBW 20-12, KSTP ex-23, WPRO-FM 22-17, 13Q 12-7, WKY ex-19, WDRQ 29-19, WMAK 17-12, 96X 17-12, KXOK 22-15, KING 24-18, WOKY 23-19, WNOE 17-10, WAKY 11-5, WKLO 17-4, KTAC 24-20, KBEQ 24-21, KIOA 25-20, KCPX ex-27, WAPE ex-17, WNCI 11-7, KCBQ 27-19, KNDE 10-6, KERN 22-18, KJRB 24-19.
3. YOU'RE THE ONE THAT I WANT — OLIVIA NEWTON-JOHN/JOHN TRAVOLTA — RSO
CKLW 20-22, WFIL 23-19, WRKO 27-23, WPGC 28-22, WQXI 25-15, KFRC 18-13, WHBQ ex-21, KILT 28-18, 99X 20-17, Z93 23-17, WZZP 26-19, KRTH 22-18, KRBE 23-15, WOKY 35-21, Q102 18-10, WNOE 21-16, WTIK ex-36, WAKY 22-12, WMAK 28-23, KING ex-25, WPRO-FM 16-14, WAYS ex-18, WBBF 21-16, KCPX 26-17, KNDE 18-15, KJRB ex-29, WISM ex-29, KCBQ 34-28.
4. COUNT ON ME — JEFFERSON STARSHIP — GRUNT
WRKO 14-11, KILT 20-16, Z93 25-20, WZZP 32-28, KSTP 17-14, WIFI 21-18, KRTH 17-15, WDRQ 23-20, KSLQ 15-11, 13Q ex-24, WNOE 24-20, WKY ex-20, WNOE 22-18, KING 22-14, KXOK 30-25, KJR ex-25, KBEQ 22-17, WAYS 26-22, KCPX 14-16, KJRB 27-21, WAPE ex-19, KERN 19-15, WISM 28-22.
5. IF I CAN'T HAVE YOU — YVONNE ELLIMAN — RSO
WLS 17-12, KHJ 11-6, WHBQ 17-12, WCAO 6-3, WIFI 6-3, WNOE 7-3, KING 10-4, KRBE 15-12, KNUS 7-4, WMAK 6-2, KGW 5-1, WOKY 5-2, KXOK 11-6, WDRQ 14-11, KTLK 20-11, KJR 17-12, KIMN 18-15, B100 6-3, KCPX 4-2, KBEQ 11-7, WAYS 8-6, WISM 8-5, KNDE ex-5.
6. WEREWOLVES OF LONDON — WARREN ZEVON — ELEKTRA
CKLW 28-17, WRKO 26-21, WPGC 26-17, WQXI ex-28, KFRC 25-21, WZZP 19-11, WPEZ 22-18, WIFI 25-22, KRTH 24-20, 99X 30-23, WDRQ 28-25, 13Q 18-15, WNOE 37-32, WTIK 38-22, WPRO-FM 27-20, KBEQ 28-23, KCPX 17-15, WAPE 20-16, WBBF ex-28, WISM ex-30, KERN ex-25, KJRB 29-22.

SECONDARY RADIO ACTIVE

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

1. WITH A LITTLE LUCK — WINGS — CAPITOL
Jumps: WPRO 21-16, WAVZ 24-10, WTLB 25-14, Z96 22-16, WKWK 33-27, WIRL 25-18, KRIB ex-29, WSPT 22-18, KEIN 25-19, WDBQ 29-26, WRJZ 22-19, WFLB 22-16, WMFJ 28-19, KFMD 21-13, WKIX 29-26, WISE 22-19, WRFC 26-21, WERC 27-21, WAIR 26-21, WAUG 22-19, WANS 26-20, KAFY 25-14, KRSP 22-17, KSLY 25-18, KINT 28-25, KERP 13-9.
2. YOU'RE THE ONE THAT I WANT — OLIVIA NEWTON-JOHN/JOHN TRAVOLTA — RSO
Adds: KAFY, KERP. Jumps: WPRO 27-22, WAVZ 28-20, WTLB 21-12, WBEC ex-28, WGUY 22-11, Z96 30-24, WKWK 37-31, WIRL 27-23, KRIB ex-26, WDBQ ex-24, KMGK ex-30, KFMD 24-14, WRJZ ex-22, WFLB 27-19, WKIX 30-27, WRFC 28-22, WERC 24-17, WAIR 28-23, WAUG 25-22, WANS 29-23, KYTE ex-28, KSLY 23-15, KTFX 34-30.
3. COUNT ON ME — JEFFERSON STARSHIP — GRUNT
Adds: WERC, Z96. Jumps: WTRY 17-13, WPRO 24-20, WTLB 20-16, WBEC 29-19, WGUY 18-15, WKWK 22-18, WIRL 21-14, WSPT 18-14, KEIN 18-14, WDBQ 28-25, KMGK 26-20, WCUE 27-21, WRJZ 23-20, WFLB 21-14, WKIX 20-17, WAIR 27-24, WANS 23-19, KAFY 24-21, KSLY 8-5, KINT 25-20, KERP 19-15, Z97 24-19, KTFX 14-10.
4. TOO MUCH, TOO LITTLE, TOO LATE — JOHNNY MATHIS/DENIECE WILLIAMS — COLUMBIA
Adds: KRSP, KINT, WAIR, WERC, WDBQ, KEIN, KRIB, WKWK, Z96. Jumps: WPRO ex-29, WAVZ 8-2, WTLB ex-29, WGUY ex-29, WSPT ex-27, WCUE 20-15, WFLB 10-3, WMFJ ex-38, WSGA 30-27, WKIX 19-11, WKXX 29-23, WRFC ex-31, WANS 18-13, KSLY ex-22.
5. WEREWOLVES OF LONDON — WARREN ZEVON — ELEKTRA
Adds: KERP, KYTE, KAFY, WBEC. Jumps: WTRY ex-28, WTLB ex-27, WGUY 19-12, Z96 26-22, WSPT 20-11, WDBQ ex-28, WRJZ ex-21, WFLB 32-28, WKIX ex-28, WISE 24-20, WKXX 24-20, WRFC 16-11, WERC 20-15, WAIR 15-7, WAUG 11-8, WANS 16-9, KSLY 31-24, KTFX 22-18.
6. FEELS SO GOOD — CHUCK MANGIONE — A&M
Adds: WERC, Z97, KAFY. Jumps: WTRY 27-14, WPRO 16-12, KEIN 16-11, WDBQ 26-21, KMGK 20-13, WFLB 13-5, WMFJ 10-7, KFMD 15-10, WSGA 17-13, WKIX 26-23, WISE 11-8, WAIR 13-10, WAUG 7-4, WANS 13-8, KRSP 16-13, KINT 24-18, KERP 20-16.
7. IMAGINARY LOVER — ATLANTA RHYTHM SECTION — POLYDOR
Adds: WAVZ, WAIR, Z97. Jumps: WPRO 22-17, Z96 24-18, WIRL 24-17, KRIB 23-17, KEIN 19-16, WRJZ 19-16, WFLB 20-12, WKIX 19-11, WERC 19-13, WAUG 10-7, WANS 15-11, KAFY 21-18, KRSP 14-11, KYTE ex-26, KSLY 20-16, KERP 8-5.

REGIONAL ALBUM ACTION

Northeast

1. GENESIS
2. JOHNNY MATHIS
3. ELVIS COSTELLO
4. ROBERT PALMER
5. OUTLAWS
6. PATTI SMITH GROUP
7. "AMERICAN HOT WAX"
8. JETHRO TULL
9. ATLANTA RHYTHM SECTION
10. VAN HALEN

Baltimore Washington

1. ROBERT PALMER
2. ISLEY BROTHERS
3. PATTI SMITH GROUP
4. HEART
5. HEATWAVE
6. ATLANTA RHYTHM SECTION
7. GENESIS
8. ELVIS COSTELLO
9. CHARLIE
10. JOHNNY MATHIS

Southeast

1. ATLANTA RHYTHM SECTION
2. ISLEY BROTHERS
3. VAN HALEN
4. JOHNNY MATHIS
5. "AMERICAN HOT WAX"
6. AVERAGE WHITE BAND
7. HEATWAVE
8. HEART
9. CHARLIE
10. GENESIS

South Central

1. ATLANTA RHYTHM SECTION
2. JOHNNY MATHIS
3. GENESIS
4. VAN HALEN
5. HEATWAVE
6. PATTI SMITH GROUP
7. AVERAGE WHITE BAND
8. ELVIS COSTELLO
9. ISLEY BROTHERS
10. ROBERT PALMER

Midwest

1. ATLANTA RHYTHM SECTION
2. OUTLAWS
3. VAN HALEN
4. JOHNNY MATHIS
5. GENESIS
6. ISLEY BROTHERS
7. HEATWAVE
8. AVERAGE WHITE BAND
9. ROBERT PALMER
10. ELVIS COSTELLO

West/ Northwest

1. ELVIS COSTELLO
2. PATTI SMITH GROUP
3. ATLANTA RHYTHM SECTION
4. GENESIS
5. VAN HALEN
6. ISLEY BROTHERS
7. HEATWAVE
8. ROBERT PALMER
9. HEART
10. JOHNNY MATHIS

Denver/ Phoenix

1. VAN HALEN
2. ATLANTA RHYTHM SECTION
3. HEATWAVE
4. OUTLAWS
5. GENESIS
6. AVERAGE WHITE BAND
7. JETHRO TULL
8. CAROLE KING
9. ELVIS COSTELLO
10. PATTI SMITH GROUP

North Central

1. WINGS
2. JIMMY BUFFETT
3. ATLANTA RHYTHM SECTION
4. ELVIS PRESLEY
5. KENNY ROGERS/
DOTTIE WEST
6. ENGLAND DAN/
JOHN FORD COLEY
7. OUTLAWS
8. CAROLE KING
9. AVERAGE WHITE BAND
10. JOHNNY MATHIS

National Breakouts

1. ATLANTA RHYTHM SECTION
2. GENESIS
3. VAN HALEN
4. JOHNNY MATHIS
5. ISLEY BROTHERS
6. ELVIS COSTELLO
7. HEATWAVE
8. OUTLAWS

9. PATTI SMITH GROUP
10. ROBERT PALMER
11. AVERAGE WHITE BAND
12. HEART
13. JETHRO TULL
14. "AMERICAN HOT WAX"
15. CHARLIE

TOP TEN ACCOUNT REPORTS

Record Factory — S.F.

1. "SATURDAY NIGHT FEVER"
2. KANSAS
3. JACKSON BROWNE
4. GEORGE BENSON
5. JEFFERSON STARSHIP
6. JOURNEY
7. NATALIE COLE
8. ERIC CLAPTON
9. WARREN ZEVON
10. STEELY DAN

Bee Gee — Albany

1. "SATURDAY NIGHT FEVER"
2. BILLY JOEL
3. BARRY MANILOW
4. JACKSON BROWNE
5. ERIC CLAPTON
6. STEELY DAN
7. FLEETWOOD MAC
8. QUEEN
9. ROD STEWART
10. STYX

Radio Doctors — Milwaukee

1. HEART
2. JETHRO TULL
3. REO SPEEDWAGON
4. ISLEY BROTHERS
5. CHUCK MANGIONE
6. STEELY DAN
7. WINGS
8. "SATURDAY NIGHT FEVER"
9. GENESIS
10. GEORGE BENSON

Licorice Pizza — Los Angeles

1. "SATURDAY NIGHT FEVER"
2. WINGS
3. GENESIS
4. ERIC CLAPTON
5. WARREN ZEVON
6. EDDIE MONEY
7. JACKSON BROWNE
8. ELVIS COSTELLO
9. HEATWAVE
10. KANSAS

Disc — Texas

1. "SATURDAY NIGHT FEVER"
2. WINGS
3. JACKSON BROWNE
4. GENESIS
5. VAN HALEN
6. JIMMY BUFFETT
7. BILLY JOEL
8. BARRY MANILOW
9. ERIC CLAPTON
10. JOURNEY

Jerry's — Philadelphia

1. HEATWAVE
2. ISLEY BROTHERS
3. O'JAYS
4. "SATURDAY NIGHT FEVER"
5. STEELY DAN
6. RUFUS
7. LITTLE FEAT
8. BOOTSY
9. NATALIE COLE
10. BARRY MANILOW

Aura Sound — Memphis

1. LITTLE FEAT
2. JACKSON BROWNE
3. "SATURDAY NIGHT FEVER"
4. STEELY DAN
5. ERIC CLAPTON
6. BILLY JOEL
7. BOB WELCH
8. STYX
9. WINGS
10. WARREN ZEVON

Oz — Atlanta

1. "SATURDAY NIGHT FEVER"
2. WINGS
3. ARS
4. JIMMY BUFFETT
5. JEFFERSON STARSHIP
6. JACKSON BROWNE
7. GEORGE BENSON
8. CHUCK MANGIONE
9. KANSAS
10. JOHNNY MATHIS

Mile Hi One Stop — Denver

1. "SATURDAY NIGHT FEVER"
2. QUEEN
3. ERIC CLAPTON
4. JACKSON BROWNE
5. BILLY JOEL
6. JIMMY BUFFETT
7. KANSAS
8. STEELY DAN
9. JEFFERSON STARSHIP
10. STYX

Odyssey — Santa Cruz

1. "SATURDAY NIGHT FEVER"
2. ERIC CLAPTON
3. WINGS
4. WARREN ZEVON
5. LITTLE FEAT
6. KANSAS
7. VAN HALEN
8. JOURNEY
9. JACKSON BROWNE
10. STEELY DAN

Camelot — National

1. "SATURDAY NIGHT FEVER"
2. JIMMY BUFFETT
3. WINGS
4. JACKSON BROWNE
5. BARRY MANILOW
6. KANSAS
7. ARS
8. ERIC CLAPTON
9. BILLY JOEL
10. OUTLAWS

Waxie Maxie — Washington

1. "SATURDAY NIGHT FEVER"
2. ISLEY BROTHERS
3. RAYDIO
4. JEFFERSON STARSHIP
5. WINGS
6. BOOTSY
7. WARREN ZEVON
8. KANSAS
9. GEORGE BENSON
10. BILLY JOEL

Sounds Unlimited — Chicago

1. "SATURDAY NIGHT FEVER"
2. ERIC CLAPTON
3. KANSAS
4. BARRY MANILOW
5. BILLY JOEL
6. JACKSON BROWNE
7. JEFFERSON STARSHIP
8. QUEEN
9. JIMMY BUFFETT
10. ROBERT PALMER

Tiger — Detroit

1. GEORGE BENSON
2. BOOTSY
3. RUFUS
4. GROVER WASHINGTON
5. PARLIAMENT
6. "SATURDAY NIGHT FEVER"
7. NATALIE COLE
8. ROBERTA FLACK
9. ENCHANTMENT
10. ASHFORD & SIMPSON

Mid-America — Chicago

1. RUFUS
2. ISLEY BROTHERS
3. "SATURDAY NIGHT FEVER"
4. BOOTSY
5. JOHNNY MATHIS
6. HEATWAVE
7. RICHARD PRYOR
8. ENCHANTMENT
9. EDDIE KENDRICKS
10. SMOKEY ROBINSON

Tape City — New Orleans

1. "SATURDAY NIGHT FEVER"
2. E,W&F
3. DONNA SUMMER
4. JEFFERSON STARSHIP
5. PARLIAMENT
6. SANTA ESMERALDA 2
7. STEELY DAN
8. NATALIE COLE
9. VILLAGE PEOPLE
10. ISLEY BROTHERS

Music Millenium — Portland

1. JIMMY BUFFETT
2. STEELY DAN
3. ARS
4. LITTLE FEAT
5. "SATURDAY NIGHT FEVER"
6. ERIC CLAPTON
7. JEFFERSON STARSHIP
8. ROBERT PALMER
9. LEROY HUTSON
10. WINGS

Disco Mat — New York

1. "SATURDAY NIGHT FEVER"
2. WINGS
3. MEAT LOAF
4. JOURNEY
5. STYX
6. JEFFERSON STARSHIP
7. CHUCK MANGIONE
8. ELVIS COSTELLO
9. GARLAND JEFFRIES
10. JOHNNY MATHIS

Tower — Sacramento

1. "SATURDAY NIGHT FEVER"
2. ERIC CLAPTON
3. JACKSON BROWNE
4. JIMMY BUFFETT
5. STEELY DAN
6. WARREN ZEVON
7. JEFFERSON STARSHIP
8. BILLY JOEL
9. HEATWAVE
10. HEART

Western Merch — Amarillo

1. "SATURDAY NIGHT FEVER"
2. JIMMY BUFFETT
3. BARRY MANILOW
4. WAYLON & WILLIE
5. KENNY ROGERS
6. KANSAS
7. QUEEN
8. FLEETWOOD MAC
9. SAMANTHA SANG
10. STYX

Harvard Coop — Boston

1. "SATURDAY NIGHT FEVER"
2. BILLY JOEL
3. PATTI SMITH GROUP
4. JACKSON BROWNE
5. ELVIS COSTELLO
6. ERIC CLAPTON
7. STEELY DAN
8. WINGS
9. KANSAS
10. GEORGE BENSON

Inner Sanctum — Austin

1. ELVIS COSTELLO
2. PATTI SMITH GROUP
3. GENESIS
4. WARREN ZEVON
5. LITTLE FEAT
6. JACKSON BROWNE
7. WINGS
8. BOB MARLEY
9. LOU REED
10. JOURNEY

Music Stop — Detroit

1. "SATURDAY NIGHT FEVER"
2. ERIC CLAPTON
3. JOURNEY
4. JACKSON BROWNE
5. ROD STEWART
6. STYX
7. WINGS
8. KANSAS
9. BILLY JOEL
10. VAN HALEN

Record Bar — National

1. "SATURDAY NIGHT FEVER"
2. JIMMY BUFFETT
3. KANSAS
4. JACKSON BROWNE
5. BILLY JOEL
6. WINGS
7. ARS
8. ROD STEWART
9. FLEETWOOD MAC
10. GEORGE BENSON

Tower — Seattle

1. "SATURDAY NIGHT FEVER"
2. JIMMY BUFFETT
3. HEART
4. BILLY JOEL
5. JACKSON BROWNE
6. CHUCK MANGIONE
7. GEORGE BENSON
8. BARRY MANILOW
9. ERIC CLAPTON
10. STEELY DAN

Specs — Miami

1. "SATURDAY NIGHT FEVER"
2. JIMMY BUFFETT
3. ERIC CLAPTON
4. WINGS
5. BARRY MANILOW
6. JEFFERSON STARSHIP
7. BILLY JOEL
8. ART GARFUNKEL
9. KANSAS
10. QUEEN

King Karol — New York

1. "SATURDAY NIGHT FEVER"
2. BILLY JOEL
3. GEORGE BENSON
4. ROD STEWART
5. GENESIS
6. E,W&F
7. USA-EUROPEAN CONNECTION
8. ERIC CLAPTON
9. MEAT LOAF
10. STYX

Korvettes — National

1. "SATURDAY NIGHT FEVER"
2. BARRY MANILOW
3. JACKSON BROWNE
4. ERIC CLAPTON
5. WINGS
6. BILLY JOEL
7. JEFFERSON STARSHIP
8. STEELY DAN
9. QUEEN
10. GEORGE BENSON

Harmony House — New Jersey

1. "SATURDAY NIGHT FEVER"
2. BARRY MANILOW
3. BILLY JOEL
4. MEAT LOAF
5. ERIC CLAPTON
6. KANSAS
7. GEORGE BENSON
8. JACKSON BROWNE
9. BOB WELCH
10. ROBERTA FLACK

Discount — St. Louis

1. "SATURDAY NIGHT FEVER"
2. ERIC CLAPTON
3. WINGS
4. BARRY MANILOW
5. JOURNEY
6. CHUCK MANGIONE
7. BILLY JOEL
8. KANSAS
9. JEFFERSON STARSHIP
10. JIMMY BUFFETT

TOP 40 ALBUMS

	Weeks On 4/15 Chart		Weeks On 4/15 Chart
1 WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB 3139)	1 12	21 EASY LIVING SONNIE ROLLINS (Milestone M-9080)	20 12
2 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	3 25	22 BURCHFIELD NINES MICHAEL FRANKS (Warner Bros. BSK 3167)	27 2
3 LIVE AT THE BIJOU GROVER WASHINGTON JR. (Kudu KUX-3637 MZ)	5 11	23 VOYAGER DEXTER WANSEL (Phil. International JZ 34985)	26 3
4 HOLD ON NOEL POINTER (United Artists UA-LA 848H)	5 11	24 WHERE GO THE BOATS JOHN HANDY (Warner Bros. BSK 3170)	25 4
5 LET'S DO IT ROY AYERS (Polydor PD-1-6126)	7 8	25 THAT'S WHAT SHE SAID FLORA PURIM (Milestone M-9081)	29 3
6 THE MAD HATTER CHICK COREA (Polydor PD-1-6130)	8 7	26 MODERN MAN STANLEY CLARKE (Nemperor/CBS JZ 35303)	— 1
7 SAY IT WITH SILENCE HUBERT LAWS (Columbia JC 35022)	10 4	27 STARBOOTY UBIQUITY (Elektra/Asylum 6E-120)	24 6
8 RAINBOW SEEKER JOE SAMPLE (ABC AA-1050)	4 11	28 SPINOZZA DAVID SPINOZZA (A&M SP 4677)	33 4
9 THE PATH RALPH MacDONALD (Marlin 2210)	6 9	29 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	28 11
10 LOVE WILL FIND A WAY PHAROAH SANDERS (Arista AB 4161)	11 8	30 ENIGMATIC OCEAN JEAN-LUC PONTY (Atlantic SD 19110)	19 31
11 WEST SIDE HIGHWAY STANLEY TURRENTINE (Fantasy F-9548)	9 7	31 RUBY, RUBY GATO BARBIERI (A&M SP 4655)	22 27
12 FUNK IN A MASON JAR HARVEY MASON (Arista AB 4157)	12 10	32 PEG LEG RON CARTER (Milestone M-9082)	— 1
13 HERB ALPERT & HUGH MASEKELA (Horizon/A&M SP-728)	14 10	33 WAVES TERJE RYPDAL (ECM 1-1110)	34 5
14 LOVE ISLAND DEODATO (Warner Bros. BSK 3132)	21 4	34 AL JARREAU LIVE IN EUROPE/LOOK TO THE RAINBOW (Warner Bros. WB 2BZ 3052)	32 42
15 HEADS BOB JAMES (Columbia/Tappan Zee JC 34896)	15 22	35 INNER VOICES McCOY TYNER (Milestone M-9079)	31 11
16 JUST FAMILY DEE DEE BRIDGEWATER (Elektra 6E-119)	16 7	36 DEER WAN KENNY WHEELER (ECM-1-1102)	38 2
17 ACTION BLACKBYRDS (Fantasy F-9535)	17 29	37 HAVANA CANDY PATTI AUSTIN (CTI 7-5006)	37 23
18 LENNY WHITE PRESENTS THE ADVENTURES OF ASTRAL PIRATES (Elektra 6E-121)	18 7	38 TIGHTROPE STEVE KAHN (Columbia JC 34857)	36 21
19 TEQUILA MOCKINGBIRD RAMSEY LEWIS (Columbia JC 35018)	13 20	39 MULTIPLICATION ERIC GALE (Columbia JC 34938)	39 19
20 LOVELAND LONNIE LISTON SMITH (Columbia JC 35332)	30 2	40 FRIENDS AND STRANGERS RONNIE LAWS (UA BNLA 730)	40 20

ON JAZZ

It is unlikely that any storm could destroy as many people on Long Island as **Al Gray** and **Jimmy Forrest** did during a couple of nights at Sonny's Place in Seaford, New York. Trombonist Gray and tenorman Forrest are among the most communicative jazzmen, and each was raving about an album recorded for Columbia, with a nine-piece band playing arrangements by **Ernie Wilkins**. The album was finished more than a year ago. Columbia has been known to can jazz product (witness the **Bud Powell-Don Byas** collaboration, recorded 17 years ago and still unreleased!), but Gray and Forrest are working, touring and promoting the great jazz tradition. Let us hope that CBS doesn't hold this one 17 years.

Chick Corea kicking off a world tour in London. Five horns and four strings are in the new Corea group. The tour will continue through Europe and on to the Far East, wrapping up in Hawaii on June 13. The band will record following the tour, and an LP will be issued on Polydor in September.

The collective **Black Artists Ensemble** with guests **Frank Foster**, **Clifford Jordan** and **George Coleman** will honor **Duke Ellington** in a birthday tribute April 22 at Town Hall in New York. **Slide Hampton** will conduct.

Inner City/Classic Jazz arrives with a pair of interesting LPs: **Cecil Taylor's** "Air Above Mountains" on Inner City, and "**Buddy DeFranco**" on Classic Jazz.

Maynard Ferguson will produce his next Columbia LP. The album will be recorded in New York in May for September release.

Eumir Deodato will appear at the Palladium Theatre April 21. This will be Deodato's first New York appearance in

some time. The concert will feature music from his initial Warner Brothers LP, "Love Island."

James Moody's latest Vanguard, "Beyond This World," features arrangements by **Tom McIntosh** and four new Moody compositions.

Veteran bluesman **Clarence "Gatemouth" Brown** finally has his first American LP. The album titled, "Blackjack," is on a new label called Music Is Medicine. Let's hope the album is a smash so that ABC will consider an album of his brilliant Peacock sides.

"Good Vibes For Kurt Weill" is the title of a new Monmouth-Evergreen release by **Warren Chiasson** and his group, which includes **Chuck Wayne**, **Karl May**, **Ronnie Bedford** and **Ray Mantilla**.

RIP Harold "Money" Johnson, 60, formerly with the **Duke Ellington** band and many other great bands of the '30s, '40s, and '50s. It is sad, also, to report the death at age 52 of **Jean Dawkins**, owner of Newark's Key Club, one of the nation's oldest jazz clubs.

bob porter

RCA Bluebird Set To Release Four Big Band Albums

LOS ANGELES — RCA Records is releasing four re-issue recordings by Glenn Miller, Benny Goodman, Artie Shaw and Tommy Dorsey on the Bluebird label. Each of the LPs continues a series begun when the Bluebird logo was re-introduced by RCA in 1975.



COLUMBIA BOWS TAPPAN ZEE — Columbia Records recently held a reception to introduce Bob James and artists on his Tappan Zee label to representatives of radio stations, retail stores, and the press. Pictured at the reception are (l-r): LeBaron Taylor, vice president of CBS Records black music marketing; artists Allen Harris, Wilbet Longmire, and Mark Colby; producer Jay Chattaway; artist Steve Khan; Joe Jorgensen, engineer; Bob James; Dr. George Butler, vice president of jazz/progressive A&R for Columbia Records; Vernon Slaughter, director of jazz/progressive marketing for CBS Records; and Jack Craig, senior vice president and general manager of marketing for CBS Records.

JAZZ ALBUM PICKS

CASINO — **Al DiMeola** — Columbia JC 35277 — Producer: **Al DiMeola** — List: 7.98

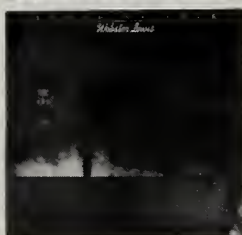
On his third album since leaving Return To Forever, Al Di fronts a powerhouse quartet consisting of Steve Gadd, Barry Miles, Anthony Jackson and Mingo Lewis. His spectacular guitar work is accented nicely by contagious Afro-Latin rhythms. Of DiMeola's six compositions included here, "Chasin' The Voodoo" and "Fantasia Suite For Two Guitars" have the most programming possibilities. A four star performance.

CONCRETE JUNGLE — **David Newman** — Prestige 10104 — Producers: **Orrin Keepnews** and **William Fischer** — List: 7.98

Over the past two decades, Newman has built a solid reputation as one of the finest blues-based sax players around. On his latest LP, he returns to more of a mainstream groove and is joined by veterans like Idris Muhammad, Abe LaBoriel and Bill Summers. A gifted performer, Newman puts his all into songs by Stevie Wonder ("Knocks Me Off My Feet") and Bob Marley (the title track) and his own "Sun Seeds."

TOUCH MY LOVE — **Webster Lewis** — Epic JE 35017 — Producer: **Webster Lewis** — List: 7.98

Lewis is an extremely complex musician, schooled in the classical tradition, and his newest LP reflects his early influences. Here he skillfully blends a variety of styles into a unified musical statement, with the help of Randy Brecker, Cornell Dupree and David Sandborn. "Touch My Love" is an important work by an underrated performer.



THE COMPLETE ARTIE SHAW VOL 3 — RCA Bluebird 5556 — List: 9.98

This double album essentially chronicles a year in the life of Artie Shaw. The 32 titles include some of the greatest big band swing of all time, ranging from Shaw's return from Mexico to one of his biggest hits ("Frenesi") to the first Gramercy Five recordings. Another exceptional package in this series.

MEMPHIS SLIM — USA — Pearl 10 — List: 7.98

An even dozen from Slim and his House Rockers, circa 1954. The album celebrates Slim's first association with guitarist Matt Murphy. Until that meeting, Slim felt that his piano and a couple of saxes were sufficient to deliver the message, but Murphy's playing here frequently overshadows the leader. Solid, skillful urban blues of timeless quality.


ARIGATO — **Hank Jones** — Progressive 7004 — Producer: **Gus Statiras** — List: 7.98

Jones has been a major rediscovery in the past few years. LPs on Galaxy, Muse and the Japanese East Wind label have demonstrated that his improvisational skills have, if anything, improved through the years. Splendid piano is the key ingredient here, and Jones is equally at home with standards or jazz tunes. One of his very best records.

THE
MAN
WITH
THE
MIDAS
TOUCH

W A Y L O N





The Outlaws — Gold and Platinum
Ol' Waylon — Gold and Platinum
Waylon and Willie — Gold and Platinum
Dreaming My Dreams — Gold
Waylon Live — Gold
Are You Ready For The Country — Gold

RCA
Records



THE LAST WALTZ — The Band — Warner Bros. 3WS 3146 — Producer: Robbie Robertson — List: 14.98

As this vinyl documentation of the group's farewell concert clearly shows, The Band has one of the most impressive bodies of work of any group of the rock era. While it is difficult to single out any of the 30 songs on this triple LP, the Richard Manuel-Van Morrison duet on "Tura Lura Lural" is especially touching. The extensive lineup of the world's greatest music figures here attests to the high esteem in which The Band is held by its peers. An indispensable work.

ALMIGHTY FIRE — Aretha Franklin — Atlantic SD 19161 — Producer: Curtis Mayfield — List: 7.98

The First Lady of Soul is back with her second album with producer (and lead guitarist) Mayfield, and the resulting LP ranks with any she has done, firmly reestablishing her nickname/title. As she's been doing since she was a little girl singing in her father's church, Aretha belted out a full range of heavenly sounds that only she can do justice. While each song has its own beauty, the stunning vocals on the title track stand out.

MODERN MAN — Stanley Clarke — Nemperor JZ 35303 — Producer: Stanley Clarke — List: 7.98

Fasten your seat belts and hold on tight. Stanley Clarke's latest effort takes the listener on an extraterrestrial trip to the furthest reaches of the imagination. The bass player also displays his finest vocals to date on this LP, which features guest appearances by Jeff Beck and Dee Dee Bridgewater. From the soaring "Opening (Statement)" through "Rock 'n' Roll Jelly" to "Closing (Statement)," Clarke has created modern music for jazz and AOR formats.

HERMIT OF MINK HOLLOW — Todd Rundgren — Bearsville BRK 6981 — Producer: Todd Rundgren — List: 7.98

Just when it seemed that Utopia was on the verge of achieving a musical identity, its leader has taken a sabbatical to create a self-played and self-produced effort that is never perfect. Moods range from rockers to thought-provoking slower offerings, but "You Cried Wolf," a potential 45 hit, is the LP's high point. AOR acceptance is already strong in many major markets.

LOVE IS THE STUFF — Henry Gross — Lifesong JZ 35280 — Producers: Terry Cashman and Tommy West — List: 7.98

Gross' latest offering is a catholic album, in that every track covers some specific aspect of popular music. This universality of musical moods does not, however, signal a lack of artistic direction, but rather an individual who's totally at home in a variety of genres and adroit enough to pull them all off. "Only The Beautiful" has what it takes to be a pop hit, and other selections fit every format from AOR to MOR.

LONG LIVE ROCK 'N' ROLL — Rainbow — Polydor PD-1-6143 — Producer: Martin Birch — List: 7.98

Beginning with its heavy metal title track salute to rock, this album is Rainbow's most consistent, electrifying work. While still predominantly driven by Ritchie Blackmore's thrashing guitar licks, Ronnie James Dio's presence as an arresting vocalist and surprisingly gifted lyricist is unmistakable. The title song, "Kill The King" and "Sensitive To Light" are surefire winners in the AOR sweepstakes.

ZARAGON — John Miles — Arista AB-4176 — Producer: Rupert Holmes — List: 7.98

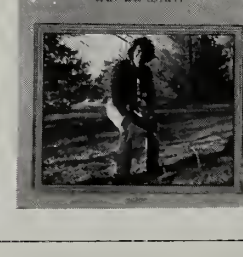
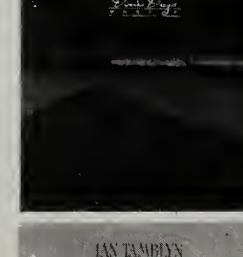
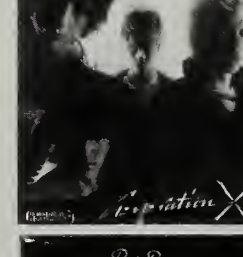
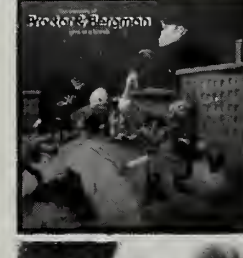
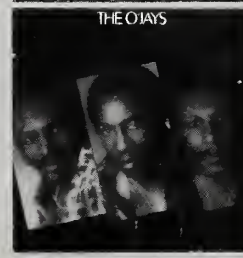
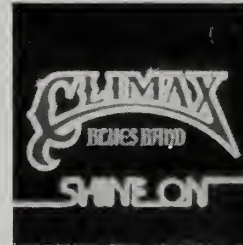
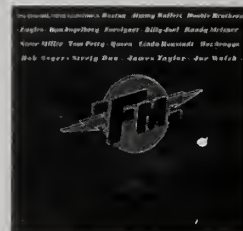
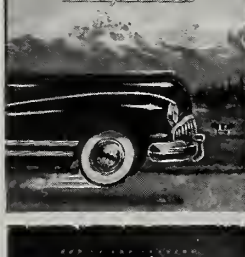
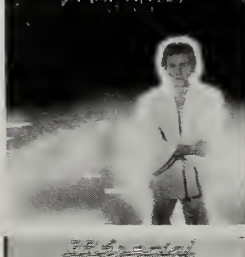
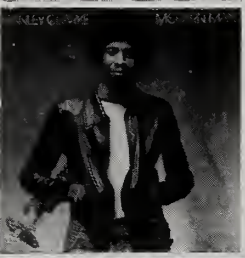
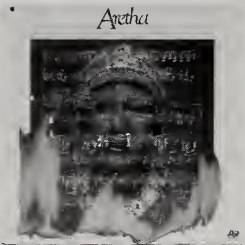
With his third album, Miles has concocted a consistent, assured effort that spotlights the richly melodic, finely tailored ballads that have been his forte. Miles' polished, expressive tenor is best suited for ballads, but his shouting, rocking voice on "Borderline" is also effective. Meticulously and colorfully produced, "Zaragon" should fare well in the top 40 and easy listening markets, and the album's more ambitious, lengthier tracks should also receive AOR attention.

SPECIAL DELIVERY — 38 Special — A&M SP-4684 — Producer: Dan Hartman — List: 7.98

Driven by two drummers and dual lead guitarists, this Jacksonville sextet has developed into a mature, muscular hard rock outfit. With its second effort, 38 Special executes an extensive array of southern flavored power chords, but more importantly, this album consistently documents the group's potent songwriting and arranging skills. Spurred on by Donnie Van Zant's lead vocals, "Special Delivery" should be a favorite on AOR and pop stations.

GET TO THE FEELING — Pleasure — Fantasy F-9550 — Producer: Wayne Henderson — List: 7.98

A collection of original tunes, this album is a good blend of upbeat funky jams and soft ballads. The eight-member group is handsomely produced by "Big Daddy" Henderson, who even does a short solo on "Your Love Means Life (Memories)." There is solid potential for a number of singles here, making this LP a pleasure for R&B programmers. Pop crossover is also a good bet.



FM (Soundtrack) — Various Artists — MCA 2-12000 — Producers: Various — List: 13.98

This is what AOR is all about; the two-LP set could be called FM radio's greatest hits. Universal's "FM" features perhaps the definitive collection of rock 'n' roll songs, gathered from the works of such luminaries as the Eagles, Steve Miller, Queen, Boz Scaggs, Bob Seger and the Doobie Brothers. Added bonuses are new live tracks from Linda Ronstadt and Jimmy Buffett and original studio cuts by Joe Walsh, Randy Meisner and Steely Dan, who wrote the stunning title track.

SHINE ON — The Climax Blues Band — Sire SRK 6056 — Producers: Climax and Peter Henderson — List: 7.98

After nearly a decade of battling for chart acceptance, The Climax Blues Band finally scored a hit single with last year's "Couldn't Get It Right." The group's latest album is a gloriously extended of that same full-tilt funk sound which pop formats are currently thirsting for. "Mistress Moonshine" and "The Gospel Singer" are AOR picks, and there are plenty of potential singles on this pleasant, yet challenging, effort.

SO FULL OF LOVE — The O'Jays — Philadelphia International JZ 35355 — Producers: Various — List: 7.98

This collection is chock full of beautiful, meaningful and identifiable music and will certainly be another positive addition to the group's discography. Their distinctive sound just keeps getting better, from the tender "Sing My Heart Out" to the thumping "Strokety Stroke." The single, "Use Ta Be My Girl," has already dented some tin ears but keep listening: "Cry Together" and "This Time Baby" could be sleepers. For a variety of pop and R&B formats.

LOVE IN A SLEEPER — Silver Convention — Midsong MCA-3038 — Producer: Michael Kunze — List: 7.98

On its first MCA, this German trio has created a more varied, sophisticated work without sacrificing its catchy, uncomplicated disco feeling of such earlier hits as "Fly Robin Fly" and "Get Up And Boogie." This effort consists of aggressive, syncopated numbers such as "Breakfast In Bed," while also including more typical, pleasant dance tunes such as "Spend The Night With Me." Suitable for a variety of playlists.

JUST FLY — Pure Prairie League — RCA AFL1-2590 — Producer: Alan Abrahams — List: 7.98

This veteran country-flavored rock outfit has long demonstrated its ability to create pleasant acoustic ballads, but it's the group's explosive, driving rock numbers which make its seventh RCA effort a winner. Powered by the lead guitar riffs of Larry Goshorn and Billy Hinds' kinetic drumming, this album contains several fiery tracks well suited for AOR play, with pop potential as well.

GIVE US A BREAK — Proctor & Bergman — Mercury SRM-1-3719 — Producers: Proctor & Bergman — List: 7.98

On their third album as a team outside of the Firesign Theatre, Proctor and Bergman continue their former group's tradition of producing intelligent, multi-layered comedy that takes a totally unorthodox view of the world around us. Among the more hilarious segments are one featuring a standup comic addressing a session of the United Nations and an ad for a new car, "Carumba." Something to lighten up any format.

GENERATION X — Chrysalis CHR 1169 — Producers: Martin Ruscant and Phil Weinman — List: 7.98

Generation X is one of the punk rock contenders to fill the spot at the top of the punk rock heap left by the Sex Pistols. The British quartet's performance is supercharged, and with the band's youthful exuberance and energy, the lyrics reinforce its pro-youth stance. Generation X's anti-hypocrisy philosophy can be seen in the choice of John Lennon's "Gimme Some Truth," the only song not written by the group. Billy Idol's lead vocals are exceptionally strong. For AOR and adventurous top 40 programmers.

WHAT IF — Dixie Dregs — Capricorn CPN-0203 — Producer: Ken Scott — List: 7.98

They're called the Dixie Dregs, but don't let the name fool you. If these guys are dregs, then Jimmy Carter's a heekee. The quintet as an instrumental group that can handle different tempos and styles with equal ease, as demonstrated on their second LP. The mellow title track and the classical-flavored "Little Kids" are standouts. Watch for this one to break out of the southeast, where the AOR stations should jump on it.

IAN TAMBLYN — Cream CR 1007 — Producer: Ted Gerow — List: 7.98

Ian Tambllyn is similar in many respects to Bruce Cockburn, another Canadian artist in the folk genre who has been unable thus far to dent the American marketplace, despite the quality of his music. Tambllyn's first American release is a tuneful package of thoughtful songs that displays a real feel for intelligent pop music. "Spadina Strut" and "Take Me Home" are two of the LP's strongest cuts, suitable for a variety of playlists.

The Boy

PAUL CACIA

The Girl

JANINE CAMEO

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ALX: 1700

COUNTRY

Variable Pricing For Country Product Now Commonplace

by Bob Campbell

NASHVILLE — A whirlwind of price changes for single unit records is sweeping through the country music industry. Many companies are holding at the now standard price of \$6.98, one company has switched completely to \$7.98 and some labels are waist deep in variable pricing. Also, some companies have dug back in their catalogs and raised prices on albums by artists whose popularity has mushroomed recently.

Country music has split its seams lately and moved up a notch or two in the industry through increased television exposure, increased airplay and a refinement in the music itself. And executives are now trying to decide if the public will pay as much for country product as it will for pop music. This shift and experimentation in pricing has caused a certain amount of confusion among industry personnel here concerning their label's pricing policy.

Even record stores are not immune to the flux in pricing. A check on two major record stores here reveals a difference in the suggested retail price of certain albums from the price that is indicated by the record company. And in one record bin, two albums by a well-known artist stacked together bear different suggested retail prices. Dicky Lane, assistant manager and buyer for one of the two Discount Records Store here, said pricing had indeed become more complicated recently.

'Real Confusing'

"It has gotten real confusing because we get records from different places, and the prices are different," Lane said. "Some are billed \$6.98 and some are billed \$7.98. And we are getting notices of change on some albums. Sometimes we get the same record, the same day from two sources, and the price is entirely different. So we are having a real hard time with prices."

Volunteer Jam's Spinoffs Moving In All Directions

NASHVILLE — Because of its immense popularity and growing reputation after four years as the major southern concert, the annual Charlie Daniels Band Volunteer Jam held here in Municipal Auditorium is being marketed through radio, recordings and motion pictures.

This year's six-hour jam, which was recorded live, was condensed into a 90-minute King Biscuit Flower Hour Special broadcast April 9 over 250 syndicated stations. The program featured performances by Wet Willie, Sea Level, The Winters Brothers Band, Grinderswitch, Stillwater, Black Oak's Jim Dandy Mangrum, Papa John Creach and the CDB. A one-hour documentary produced by NBC's affiliate local WSM-TV, which filmed this year's jam, was shown locally April 8. The documentary also included interviews with Daniels and his manager, Joe Sullivan.

Epic's live album, "Volunteer Jam III And IV," is scheduled for a May release. This two-record set includes performances by members of The Marshall Tucker Band, Willie Nelson, Bonnie Bramlett and Mylon LeFevre.

Film bookings for the "Volunteer Jam" movie, the first full-length southern rock motion picture, are at an all-time high, according to Jerry Adams, president of Good Vibrations, Inc., the company which produced the film. "The picture was filmed at the second jam, and its historical significance and entertainment value increase annually," Adams said.

Elektra/Asylum is the only company which has switched its entire country line to \$7.98, but United Artists, RCA and CBS/Epic are pricing according to the popularity of their artists.

Basically, United Artists holds a \$6.98 line on its country albums. However, Kenny Rogers and Crystal Gayle command a \$7.98 price tag. And the new Kenny Rogers/Dottie West duet album, "Every Time Two Fools Collide," carries a \$7.98 price. Also, United Artists has reset prices on three Gayle albums. "We Must Believe In Magic," "Somebody Loves You" and "Crystal" are now priced at \$7.98. Rogers' "Lucille" album is now at \$7.98. Lynn Schultz, operations manager for United Artists, Nashville, believes mass artist appeal is the key to pricing.

"Variable pricing is here in country music and will remain forevermore," Schultz said. "It simply boils down to what the company thinks an artist can command. I think that if an artist has mass appeal or crossover potential, then the price will be \$7.98. Within the past year, the country market has changed and expanded, and this is one of the results."

Waylon And Willie Up

Basically, RCA's country catalog stands at \$6.98, but this year RCA raised the prices on Waylon Jennings' most current albums,

(continued on page 44)

Hickory Promotes Acuff

NASHVILLE — Roy Acuff, Jr. has been appointed national promotion director for Hickory Records. Acuff Jr. will succeed longtime employee Don Powell, who is returning to his hometown of Alamogordo, New Mex. as music director of radio station KPSS. Rose said Acuff Jr. will direct all activities of Hickory Records promotions, and he is well experienced with the music business.

"I am very happy to make this announcement as Roy Jr. has been a vital part of our organization since 1964," Rose said. "He thoroughly understands all phases of national promotion work."



Roy Acuff, Jr.

White House Reception To Honor CMA Board

NASHVILLE — The board of directors of the Country Music Association will be the guests of President and Mrs. Jimmy Carter at a special White House reception and concert, to be held April 17. The concert, which will feature RCA's Tom T. Hall and MCA's Loretta Lynn and Conway Twitty, will be followed by a buffet-style dinner at the executive mansion.

The event will be held in conjunction with the CMA's second quarterly board meeting for 1978 in the nation's capital, April 18 and 19.

While in Washington, the CMA board will also be feted by WPIK/WXRA radio (Potomac Broadcasting) at a luncheon at the Hay Adams Hotel on April 18.

TOP 50 ALBUMS

	Weeks On 4/15 Chart		Weeks On 4/15 Chart
1	1 11	24	10
2	2 12	25	17
3	3 26	26	49
4	6 22	27	23
5	4 30	28	24
6	8 6	29	3
7	9 4	30	4
8	7 26	31	2
9	5 11	32	36
10	10 18	33	4
11	12 22	34	69
12	11 5	35	2
13	14 55	36	2
14	17 4	37	2
15	13 11	38	21
16	27 3	39	23
17	15 33	40	5
18	16 68	41	10
19	19 30	42	28
20	18 9	43	3
21	24 2	44	3
22	25 4	45	23
23	22 3	46	11
		47	33
		48	11
		49	55
		50	23
			19



DENVER PACKS 'EM IN — RCA's John Denver entertained 12,000 fans recently in Middle Tennessee State University's Murphy Center in Murfreesboro. Denver and his backup group played his esoteric songs of finding peace in the beauty of nature from a revolving center stage. Shown backstage following the concert are (l-r): Eddie Mascolo, regional promotion manager, RCA; Joe Galante, RCA director of Nashville operations; Tim Williams, Cash Box charts; Jim Sharp, Cash Box director of Nashville operations; Denver; Bob Campbell, Cash Box Nashville editor, Jerry Bradley, RCA vice president, Nashville operations; Dave Wheeler, RCA director of national country sales; and Jerry Flowers, RCA manager of artist development, Nashville.

Merle Haggard

His single just out, an instant smash hit

I'm Always On A Mountain When I Fall

MCA-40869

Produced by Hank Cochran



from Merle's soon to be released album

MCA RECORDS

CASH BOX TOP 100 COUNTRY

April 22, 1978

	Weeks On 4/15 Chart		Weeks On 4/15 Chart		Weeks On 4/15 Chart
1 HEARTS ON FIRE EDDIE RABBITT (Elektra E-45461)	3	10	34 BABY IT'S YOU JANIE FRICKE (Columbia 3-10895)	35	8
2 EVERY TIME TWO FOOLS COLLIDE KENNY ROGERS AND DOTTIE WEST (United Artists UA-XW1137)	4	10	35 GOTTA' QUIT LOOKIN' AT YOU BABY DAVE & SUGAR (RCA PB-11251)	49	3
3 IT'S ALL WRONG, BUT IT'S ALL RIGHT DOLLY PARTON (RCA PB-11240)	7	6	36 COWBOYS DON'T GET LUCKY ALL THE TIME GENE WATSON (Capitol P-4556)	50	3
4 SHE CAN PUT HER SHOES UNDER MY BED (ANYTIME) JOHNNY DUNCAN (Columbia 3-10694)	6	7	37 NIGHT TIME MAGIC LARRY GATLIN (Monument 45-249)	57	2
5 I CHEATED ON A GOOD WOMAN'S LOVE BILLY "CRASH" CRADDOCK (Capitol P-4545)	5	12	38 RIGHT OR WRONG MARY K. MILLER (Inergi I-306)	39	8
6 IT DON'T FEEL LIKE SINNIN' TO ME THE KENDALLS (Ovation OV 1106)	1	11	39 IF YOU'RE LOOKING FOR A FOOL FREDDY FENDER (ABC AB-12339)	42	7
7 I'M ALWAYS ON A MOUNTAIN WHEN I FALL MERLE HAGGARD (MCA 40869)	10	6	40 TWO MORE BOTTLES OF WINE EMMYLOU HARRIS (Warner Bros. WBS 8553)	63	2
8 I'VE GOT A WINNER IN YOU DON WILLIAMS (ABC AB-12332)	8	10	41 LOVIN' YOU BABY CONNIE SMITH (Monument 45-241)	38	9
9 SWEET, SWEET SMILE CARPENTERS (A&M 2008)	9	10	42 I LIKE LADIES IN LONG BLACK DRESSES BOBBY BORCHERS (Playboy ZS8 5827)	58	3
10 MAYBE BABY SUSIE ALLANSON (Warner/Curb WBS-8534)	11	8	43 I WISH I LOVED SOMEBODY ELSE TOM T. HALL (RCA PB-11253)	51	3
11 A LOVER'S QUESTION JACKY WARD (Mercury 55018)	2	12	44 SWEET LOVE FEELINGS JERRY REED (RCA PB-11232)	45	6
12 WE BELIEVE IN HAPPY ENDINGS JOHNNY RODRIGUEZ (Mercury 55020)	14	9	45 NOW YOU SEE 'EM, NOW YOU DON'T ROY HEAD (ABC AB-12346)	52	4
13 THE POWER OF POSITIVE DRINKIN' MICKEY GILLEY (Playboy ZS8-5826)	19	6	46 MAYBE I SHOULD'VE BEEN LISTENIN' RAYBURN ANTHONY (Polydor PD 14457)	47	6
14 DO YOU KNOW YOU ARE MY SUNSHINE THE STATLER BROTHERS (Mercury 55022)	20	6	47 RUNAWAY NARVEL FELTS (ABC AB-12338)	48	6
15 I'LL NEVER BE FREE JIM ED BROWN/HELEN CORNELIUS (RCA PB-11220)	17	8	48 ME AND THE I.R.S./GEORGIA IN A JUG JOHNNY PAYCHECK (Epic 8-50539)	69	2
16 UNCHAINED MELODY/SOFTLY, AS I LEAVE YOU ELVIS PRESLEY (RCA PB-11212)	21	5	49 I'VE GOT TO GO BILLIE JO SPEARS (United Artists UA-X1190-Y)	71	2
17 STARTING ALL OVER AGAIN DON GIBSON (ABC Hickory AH-54024)	18	11	50 I'LL BE TRUE TO YOU OAK RIDGE BOYS (ABC AB-12350)	77	2
18 IF YOU CAN TOUCH HER AT ALL WILLIE NELSON (RCA PB-11235)	23	6	51 SLOW AND EASY RANDY BARLOW (Republic REP-017)	60	4
19 WHISKEY TRIP GARY STEWART (RCA PB-11224)	25	7	52 READY FOR THE TIMES TO GET BETTER CRYSTAL GAYLE (United Artists UA-XW 1136)	13	11
20 COME ON IN JERRY LEE LEWIS (Mercury 55021)	24	7	53 LET ME BE YOUR BABY CHARLY McCLAIN (Epic 8-80525)	76	7
21 GEORGIA ON MY MIND WILLIE NELSON (Columbia 3-10704)	27	5	54 I WOULD LIKE TO SEE YOU AGAIN JOHNNY CASH (Columbia 3-10681)	22	11
22 NO, NO, NO (I'D RATHER BE FREE) REX ALLEN JR. (Warner Bros. WBS-8541)	28	5	55 BUCKET TO THE SOUTH AYA BARBER (Ranwood R-1083)	15	13
23 I'LL BE THERE (WHEN YOU GET LONELY) DAVID ROGERS (Republic 015)	26	9	56 DIRTY WORK STERLING WHIPPLE (Warner Bros. WBS 8552)	75	2
24 SOMEONE LOVES YOU HONEY CHARLEY PRIDE (RCA PB-11201)	12	11	57 HERE IN LOVE DOTTSY (RCA PB-11203)	29	11
25 RED WINE AND BLUE MEMORIES JOE STAMPLEY (Epic 8-50517)	30	6	58 THAT LUCKY OLD SUN NAT STUCKEY (MCA-40855)	59	7
26 DON'T EVER SAY GOOD-BYE T.G. SHEPPARD (Warner/Curb WBS 8525)	16	10	59 A SWEET LOVE SONG THE WORLD CAN SING DALE McBRIDE (Con Brio 131)	62	6
27 THIS IS THE LOVE SONNY JAMES (Columbia 3-10703)	31	6	60 LONG GONE BLUES CATES SISTERS (Caprice CA-2047)	61	6
28 I'M GONNA LOVE YOU ANYWAY CRISTY LANE (LS/GRT-156)	33	5	61 MAMAS DON'T LET YOUR BABIES GROW UP TO BE COWBOYS WAYLON JENNINGS & WILLIE NELSON (RCA PB-1198)	43	14
29 LAY DOWN SALLY ERIC CLAPTON (RSO 886)	34	6	62 WALK RIGHT BACK ANNE MURRAY (Capitol P-4527)	44	14
30 PUTTIN' IN OVERTIME AT HOME CHARLIE RICH (United Artists UA-X1193-Y)	41	3	63 RETURN TO ME MARTY ROBBINS (Columbia 3-10673)	55	13
31 AT THE END OF A RAINBOW JERRY WALLACE (BMA/WIG-8-006)	32	10	64 CASH ON THE BARRELHEAD RONNIE SESSIONS (MCA-40875)	72	5
32 BORN TO BE WITH YOU SANDY POSEY (Warner Bros. WBS 8540)	37	7	65 JUST OUT OF REACH MACK WHITE (Commercial CDC-00033)	70	5
33 FOUR LITTLE LETTERS STELLA PARTON (Elektra E-45468)	36	5	66 TWO DOORS DOWN ZELLA LEHR (RCA PB 11174)	56	17

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Lover's Question (The Time Square/Eden/Unichappell — BMI)	11	Here In Love (Pi-Gem Music Inc. — BMI)	57	Love'n' You Baby (Danor Music, Inc. — BMI)	41	Someone Loves You Honey (Music City — ASCAP) 24
A Month of Sundays (Window/Cary & Mr. Wilson — BMI)	80	I Can't Get Up (Dunbar Music — BMI)	91	Mamas Don't Let (Tree/Sugarplum — BMI)	61	Starting All Over (Muscle Shoals Sound — BMI)
A Sweet (Wiljex — ASCAP)	59	I Cheated On (Onhisown — BMI)	5	Maybe Baby (MPL Communications — BMI)	10	Sunshine Man (Tree Pub. — BMI)
At The End (Criterion — BMI)	31	I'd Like To See (Blackwood/Magic Castle — BMI)	73	Maybe I (Screen Gems-EMI — BMI)	46	Sweet Love (Vector — BMI)
Baby It's You (Sawgrass Music Pub. — BMI)	34	If There's One (Whitewing/Friends Of The General — BMI)	93	Me And The I.R.S. (Partner/Algee — BMI)	48	Sweet, Sweet (Sterling/Addison Street — ASCAP)
Born To Be With You (Edwin H. Morris — ASCAP)	32	If You're Looking (Crazy Cajun — BMI)	18	Memories Are (Monticlare — BMI)	75	That Lucky Old (Robbins Music Corp. — ASCAP)
Bucket To (Beechwood/Dickerson — BMI)	55	I Like Ladies In Long Black (Chappell — ASCAP)	42	Never Knew (Annextra Music — BMI)	84	The Grandest Lady (Music City Music — ASCAP)
Cash On The (Acuff-Rose — BMI)	64	I'll Be True (Golden West Melodies — BMI)	23	Night Time Magic (First Generation — BMI)	37	The Power (Singletree — BMI)
Come On (Prize/Starcast — ASCAP)	73	I'll Be There (Tree Pub. — BMI)	50	No, No (Hall Clement/Maple Hill/Vogue — BMI)	22	The Real Thing (Brim — SESAC)
Come On In (Tree — BMI)	20	I'm Always (ATV/Shade Tree — BMI)	7	Now You See (Tree — BMI)	45	The Rest Of My Life (Unart — BMI)
Country Lovin' (Silver Ball Music — ASCAP)	88	I'm Gonna Love (Ahab — BMI)	28	Only The Best (United Artists/Sorrell — ASCAP)	78	The Truth Is (Warner Tamerlane/Sweet Harmony — ASCAP)
Cowboys Don't Get Lucky (Doubleplay — BMI)	36	It Don't Feel Like Sinnin' (Tree — BMI)	6	Only You (Tro-Holis Music — BMI)	89	There's Nothing Like (Mandy Music — ASCAP)
Dirty Work (Tree Pub. — BMI)	56	It's A Heartache (Pi-Gem — BMI)	76	Puttin' In Overtime (Ben Peters — BMI)	30	This Is The (Bobby Goldsboro — ASCAP/ House of Gold — BMI)
Divers Do It (Warner-Tamberlane — BMI)	72	It's All Wrong (Velvet Apple — BMI)	3	Ready For Times To Get Better (Aunt Polly — BMI)	52	Three Nights A Week (Travis — BMI)
Do I Love . . . (Spanka — ASCAP)	68	It's Not Over (Almaric Music — BMI)	98	Red Wine (Algee — BMI)	25	To Love A (Wiljex — ASCAP)
Don't Ever Say (Lowball — ASCAP)	26	I've Got A Winner (Maplehill/Vogue — BMI)	8	Return To Me (Southern — ASCAP)	63	Too Many Nights (Deb Dave/Evil Eye — BMI)
Do You (American Cowboy — BMI)	14	I've Got To Go (Blackwood/ATV — BMI)	49	Right Or Wrong (Combine Music — BMI)	38	Two Doors Down (Owepaw — BMI)
Easy (Hall/Clement — BMI)	82	I Wish I Loved Somebody Else (Hall Note — BMI)	43	Rising Above It (April Music — ASCAP)	83	Two More Bottles (ABC-Dunhill — BMI)
Every Time Two (UA — ASCAP/Window — BMI)	2	I Would Like To See You Again (Gee-Whiz — BMI)	54	Runaway (Mole Hole/Belinda — BMI)	47	Unchained Melody (Frank — ASCAP)
Four Little Letters (Deb Dave/Briarpatch — BMI)	33	Just Out Of (Four Star — BMI)	65	Shady Rest (Hall/Clement — BMI)	74	Walk Right (Warner-Tamerlane — BMI)
Georgia On My (Peer International — BMI)	21	Lay Down (Stigwood/Unichappell — BMI)	29	She Can Put (Dandy Dittys Un'd — ASCAP/Super Songs Un'd — BMI)	4	Ways Of A (Cross Keys — ASCAP)
Gone To Alabama (Milene — ASCAP)	87	Let Me Be (Music City — ASCAP)	53	She Loves My Troubles (Screen Gems-EMI — BMI/Welbeck — ASCAP)	94	We Believe In (Hall Clement Music Pub. — BMI)
Gotta' Quit Lookin' At You (Jack & Bill — ASCAP)	35	Long Gone (Sabal — ASCAP)	60	Slow And Easy (Fr. Star/Taylor Made — BMI)	51	When My Angel (Ben Peters — BMI)
Halfway Out (Donnie-Do-Dad — BMI)	92	Loving Here (Chappell/Felt Swing — ASCAP)	69			Whiskey Trip (Screen Gems-EMI/Rose Bridge — BMI)
Hearts On Fire (Briarpatch/Ceb. Dave — BMI)	1					

45 / REVIEWS / LP

BILL ANDERSON (MCA MCA-40893)

I Can't Wait Any Longer (3:32) (Stallion Music Inc. — BMI) (Bill Anderson/Buddy Killen)
Anderson opens this tune whispering with a bubbling background sound, then really starts to perk with full production. Written by Bill and producer Buddy Killen.

MIKE LUNSFORD (Gusto SD 187)

The Reason Why I'm Here (3:23) (Twitty Bird Music Pub. — BMI) (Conway Twitty)
Strongest outing for Lunsford since "Honey Hungry" and excellent production by Tommy Hill. This tune catches you instantly and is easily recognized as written by Conway Twitty.

Singles To Watch

EDDY ARNOLD (RCA PH-11257)

Country Lovin' (3:05) (Silver Blue Music — ASCAP) (Bernstein/Adams)

HANK WILLIAMS JR. (Warner Bros. WBS 8564)

You Love The Thunder (3:29) (Swallow Turn Music — ASCAP) (Jackson Browne)

SAMMI SMITH (Elektra E-45476)

It Just Won't Feel Like Cheating (With You) (3:17) (Galleon Music Inc. — ASCAP) (James Vest/David Chamberlain)

EARL SCRUGGS REVUE (Columbia 3-10691)

The Cabin (3:14) (Baby Chick Music — BMI) (C. Moman/B. Emmons)

BELLAMY BROTHERS (Warner Bros. WBS 8558)

Slippin' Away (2:55) (Colgems-EMI Music Inc. — ASCAP) (Frank Saulino/Jim Valentini)

ALLEN REYNOLDS (Triple I IRDA 496)

Wrong Road Again (2:50) (Jack Music Inc. — BMI) (Allen Reynolds)

MUNDO EARWOOD (MPB MPB102)

When I Get You Alone (2:38) (United Artists Music — ASCAP) (Richard Leigh)

DEWAYNE ORENDER (Nu-Trayl WIG-NT-920)

Brother (3:02) (Acuff-Rose Pub. — BMI) (Dewayne Orender)

KEITH MANIFOLD (DJM DJUS-1035)

Ain't We Lucky, Babe (2:34) (Acuff-Rose Pub. — BMI) (Dallas Fraizer/Larry Lee)

JOHNNY FREE (Stop ST-505)

Elvira (2:35) (Acuff-Rose — BMI) (Dallas Fraizer)

GILBERT ORTEGA (Ortega GO-1051)

I Don't Believe I'll Fall In Love Today (2:48) (Central Song — BMI) (Howard)

TINA WELCH (Day-Dan WIG-816)

Keep An Eye Out For Charlie (2:16) (Lawday Music Corp. — BMI) (Lamar Morris)



ELVIS PRESLEY — He Walks Beside Me — RCA AFL1-2772 — Producer: Joan Deary — List: 7.98

Most of this material has appeared on other albums, but what does that matter when the singer is Elvis Presley. Possibly the greatest entertainer of the 20th century, the late Presley's records will continue to sell for years. This new album contains unreleased versions of "If I Can Dream" and "The Impossible Dream." Nine gospel songs, all sung with the special power and spirit of Presley, round out this LP. With a tasteful cover and material like "He Walks Beside Me," this record should sell like hotcakes.



JOHNNY CASH — I Would Like To See You Again — CBS KC-35313 — Producers: Larry Butler, Johnny Cash and Waylon Jennings — List: 6.98

After some 20 years as a top recording artist and entertainer, Johnny Cash qualifies as a true walking legend in country music — and he hasn't slowed down a bit on this album. Cash has gone back to former producer Larry Butler for the bulk of this uncluttered record. Waylon Jennings joins Cash for two duets, and "There Ain't No Good Chain Gang" rivals anything Waylon and Willie have done. Cash has included four of his own tunes, including, "Who's Gene Autry," a tribute to the western star.



CHARLIE RICH — I Still Believe In Love — United Artists UA-LA876-H — Producer: Larry Butler — List: 7.98

Recognized by music industry folks as an awesome talent — a man in full command of any type of music — Charlie Rich should emerge from a brief career slump with his new UA album. Under the production of Larry Butler, Rich's work takes on the gentle, pop-country sound which has propelled Kenny Rogers to the top of the country field. Fans and programmers should be pleased with the likes of "Wishful Thinking," "I Still Believe In Love" and "Puttin' In Overtime At Home."



DANNY DAVIS AND THE NASHVILLE BRASS — How I Love Them Ol' Songs — RCA APL1-2721 — Producer: Bob Ferguson — List: 6.98

On those rough days when you come home and just want to relax and not think for a while, this is the album you need. Danny Davis and his brass section record easy-listening, non-obtrusive music. However, they also inject their own spirit and personality into these well known songs. "How I Love Them Old Songs," "Somewhere My Love" and "(Hey, Won't You Play) Another Somebody Done Somebody Wrong Song" add the finishing touches to a well-balanced instrumental package.

This great album has already produced a top ten hit "IF I HAD A CHEATING HEART", and now his new single is the best of all...

'SHADY REST'

PD-14468

PD-1-6144



MEL STREET

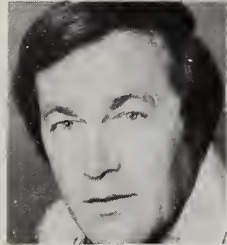


28 MUSIC SQUARE EAST SUITE 300 NASHVILLE, TENNESSEE 37203 615/244-4338

COUNTRY RADIO

THE COUNTRY MIKE

The purchase of Globe Broadcasting, including WDEE/Detroit, by Combined Communications, hasn't been finalized yet, but **Cash Box** did talk with **John Bayliss**, president of the radio division for Combined, about the latest developments. Bayliss says that no matter what happens, WDEE will remain a country station. Bayliss also confirmed recent rumors concerning personnel changes, although he didn't get specific. Official announcement of personnel changes will be made after the purchase has been completed. With the purchase of five stations from Globe, Combined now owns 13 radio stations in Phoenix (KTAR and KBBC), Los Angeles (KIIS AM & FM), San Diego (KSDO and KEZL), suburban New York (WWDJ), Cleveland (WWWE and WDOJ), Detroit (WDEE and WLDM) and Chicago (WVON and WGCI). Combined Communications also owns television stations in seven markets, two newspapers, and 14 outdoor advertising firms.



Ron Martin

PROGRAM DIRECTOR PROFILE . . . Ron Martin, PD for KGBS/Los Angeles, has been in radio since high school, when he worked for the school's 10 watt student station in High Point, North Carolina. Later, the commercial station in town hired him away to work for real money. After working in Augusta, Georgia for a while, Martin went to WPDQ/Jacksonville, Florida. In the 1960s, Martin went to work for the Storz chain as PD at WTIX/New Orleans for five years, and WHB/Kansas City for five years. Martin then went to Los Angeles, where he changed KLAC's format to country in 1969, and remained as PD for two years. He changed KGBS's format to country in 1974, after working at the station for 3 years.

KCKN/Kansas City needs a super production director with experience on 4-track equipment. Send samples of your best work to: **Chris Collier** . . . P.O. Box 1165 . . . Kansas City, Kansas . . . 66117.

Here's the new lineup at WVOJ/Jacksonville. . . **Tom Allen** 6-10; "Country" **Charlie** (and his Angels) 10-2; **Don Donahue** afternoons; **Judy Gayle** 6-midnight; and **Bill Bailey** all nights. The two new jocks at the station are Donahue from Jacksonville and Bailey from Philadelphia.

WHK/Cleveland ran a simulcast of the nationally televised "Largest Indoor Country Music Show In The World" last week to an enthusiastic audience.

Corky Mayberry, with KLAC/Los Angeles and formally with WMAQ/Chicago, is now consulting KRAM/Las Vegas. Mayberry is also performing a country syndicated show for Broadcast Programming International.

KUFO/Galveston needs help getting new releases from all major labels. Send the product to **MD Dave Mayberry** . . . Flagship Pier . . . Galveston, Texas . . . 77550.

Cash Box received a beautiful postcard from **Dianne Brennon**, MD at WBAM/Montgomery, who's vacationing in West Germany. She reports that the only country music is on the Armed Forces Radio Network. But she says she did find a **Don Williams** album for sale. She says the only problem was . . . it cost 17 dollars. He must really be popular over there.

As all of you very well know, most markets are going through a ratings period right now . . . so we thought we'd give you a rundown of some of the contests being conducted to help boost the numbers . . .

WINN/Louisville has one of the most aggressive contests this spring. It's called "A Piece Of The Country," being held in conjunction with one of the station's sponsors. The contest runs for five weeks, with a different prize each week. The first week, WINN will give away a trip for four to anywhere in the U.S. The second week, it's dinner for the winner and his or her 49 best friends at a local restaurant. The third week's prize is a week for two at Loretta Lynn's Dude Ranch plus a hundred dollars spending money. During the fourth week, WINN will buy the contest winner a lot at a local lake. The grand prize on the fifth week is a Jeep CJ-5 truck. Contestants are registered for the prizes on the phone and in person from the "WINN Wagon."

WVOJ/Jacksonville recently sent 60 people to Disney World in Orlando for the weekend to see **Eddie Rabbitt** and **Crystal Gayle**.

WDAF/Kansas City is going to be giving away two Jeeps with \$6,100 dollars in the glove compartment of each.

KCKN/Kansas City has sponsored a walk-a-thon to raise money for the March of Dimes . . . which included passports to Worlds of Fun, a local tourist attraction. KCKN also has a married couple living in an RV lifted 35 feet off the ground. The listener who guesses how long the couple remains in the RV (Between 4 and 6 weeks) will win the vehicle.

CFGM/Richmond Hill, Ontario will be giving away a \$200 watch, in a contest involving a local recording group. The station has recently given a listener a trip to Acapulco . . . and they'll be giving away two more trips to Mexico in the near future.

KLIC/Monroe, Louisiana recently started their "KLIC Country Club." They now have over 10,000 listening members.

WKDA/Nashville is sponsoring the "First Annual WKDA 50% Off Fair." They've rented out the Municipal Auditorium to hold some 500 booths for participating merchants. The

(continued on page 44)



FARGO VISITS KUZZ — Warner Bros.' **Donna Fargo**, with a recent #1 song, "Do I Love You (Yes In Every Way)," under her belt, visited with KUZZ personnel following her appearance in Bakersfield, Ca. Shown backstage (l-r) are: **Mike Horey**, KUZZ program director; **Fargo**; **Chris Becker**, KUZZ 7-midnight DJ; and **Dave Margolis**, all-night DJ.

MOST ADDED COUNTRY SINGLES

- ME AND THE I.R.S./GEORGIA IN A JUG — JOHNNY PAYCHECK — EPIC**
KGBS, KWJJ, KJJJ, KFDI, KYNN, WWOL, WINN, WPNX, WIRE, WNRS, WUNI, KHAK, KRMD, KERE, KNUZ, WXCL, WWOK, KVOO.
- I'VE GOT TO GO — BILLIE JO SPEARS — UNITED ARTISTS**
KAYO, KJJJ, WWVA, KFDI, WVOJ, WTSO, KHEY, KEBC, WKDA, WUBE, KIKK, KHAK, WXCL, WXOX, KVOO, WMC.
- I'LL BE TRUE TO YOU — OAK RIDGE BOYS — ABC**
KSON, WSHO, KDJW, KFDI, KYNN, WWOL, KCUB, KEBC, WHOO, WNRS, KIKK, KKYX, KWMT, KCKC, KXOL, WXOX.
- GOTTA QUIT LOOKIN' AT YOU BABY — DAVE & SUGAR — RCA**
WIL, WAME, KXLR, KCUB, KLAC, KHEY, WKDA, WJJD, WDEE, WUBE, KNEW, WXCL, WLOL, KXOL, WXOX.
- COWBOYS DON'T GET LUCKY ALL THE TIME — GENE WATSON — CAPITOL**
KGBS, WWVA, WYDE, WTSO, KLAC, KHEY, KFTN, WUBE, WUNI, KERE, WSDS, KWMT, WLOL, KXOL, KVOO.
- I'D LIKE TO SEE JESUS (ON THE MIDNIGHT SPECIAL) — TAMMY WYNETTE — EPIC**
KMPS, KFDI, WYDE, WHN, WTSO, WPNX, WIRE, WNRS, WBAM, WAXX, WWOK, WSDS, WLOL, WXOX, WMC.
- NIGHT TIME MAGIC — LARRY GATLIN — MONUMENT**
WIL, WINN, KXLR, WTSO, KFTN, WPNX, WJJD, KNEW, WWOK, WSDS, KCKC, KVOO, WMC, KSSS.
- PUTTIN' IN OVERTIME AT HOME — CHARLIE RICH — UNITED ARTISTS**
KWJJ, WYDE, KXLR, KHEY, KFTN, WHOO, WHK, WDEE, WUNI, KNEW, WDAF, WSLR, WXOX.
- SHADY REST — MEL STREET — POLYDOR**
WSHO, KDJW, KJJJ, KMPS, WYDE, KEBC, WPNX, WKDA, WNRS, WUNI, KKYX, KXOL, KSSS.
- RIISING ABOVE IT ALL — LYNN ANDERSON — COLUMBIA**
WSHO, KFDI, KYNN, WTSO, WPNX, WNRS, WBAM, WUBE, KKYX, WAXX, WSDS, KWMT, KRAK.

MOST ACTIVE COUNTRY SINGLES

- SHE CAN PUT HER SHOES UNDER MY BED (ANYTIME) — JOHNNY DUNCAN — COLUMBIA**
KLAC 22-17, WUNI 15-9, WBAM 17-10, KCKN 36-16, WDEE 26-18, WMNI 25-20, WHOO 31-26, WJJD ex-29, WIRE 27-18, WKDA 26-15, KEBC 23-16, KCUB 33-27, KXLR 28-16, WVOJ 10-4, WWVA 29-20, KJJJ 20-13, KDJW 17-7, WIL 24-14, KGBS 18-12, WMC 14-9, KRAK 44-32, WDAF ex-22, WLOL 12-6, KGA 21-14, WSDS 17-12, WWOK ex-19, WAXX 22-12, WXCL 21-16, KERE 24-17, KNEW 24-17, KHAK 25-17, KUZZ 28-22, KKYX 24-14, KSSS 14-8.
- NO, NO, NO (I'D RATHER BE FREE) — REX ALLEN JR. — WARNER BROS.**
KCKN ex-33, WMNI ex-40, WIRE ex-40, KFTN 35-29, KEBC 38-24, KHEY ex-48, KLAC, 52-44, KCUB ex-40, WTSO 28-20, KXLR 43-33, WVOJ 33-28, WYDE 39-29, KYNN 17-12, KMPS ex-28, KJJJ 39-33, KDJW 36-28, WIL 32-25, KWJJ ex-37, KGBS 41-35, WMC ex-30, WPIK 33-28, KXOL 29-20, WLOL 40-35, KGA ex-29, KWMT 37-29, WAXX ex-31, WXCL ex-33, KERE ex-29, KNEW ex-34, KRMD ex-36, KHAK ex-37, KUZZ 41-35, KSSS ex-25.
- I'M ALWAYS ON A MOUNTAIN WHEN I FALL — MERLE HAGGARD — MCA**
KIKK 26-20, WDEE 29-21, WMNI 29-24, WHOO 24-17, WIRE 25-17, WKDA 18-12, KEBC 31-22, KLAC 28-23, KCUB 30-22, WTSO 25-19, KXLR 27-17, WWOL 20-15, KENR 27-16, KMPS 22-17, KJJJ 27-22, KDJW 28-15, KOYN 23-13, KWJJ 27-20, KGBS 37-27, WMC 22-14, WBAP 38-28, KXOL ex-34, KRAK 34-24, WLOL 21-12, KGA 23-16, WAXX 17-9, WXCL 24-18, KNUZ 30-21, KERE 12-7, KNEW 26-19, KKYX ex-39, KSSS 17-10.
- IT'S ALL WRONG, BUT IT'S ALL RIGHT — DOLLY PARTON — RCA**
KLAC 19-6, WBAM 34-26, WDEE 20-13, WMNI 24-19, WNRS 22-12, WHOO 20-12, KIRE 22-14, KEBC 25-18, KLAC 26-18, KCUB 19-13, KXLR 26-15, WWVA 8-1, KDJW 15-8, WSHO 13-8, KSON 24-14, WMC 23-18, WBAP 15-7, WSLR 16-10, KXOL ex-29, KRAK 27-13, WLOL 19-9, KGA 20-12, KWMT 21-14, WSDS 19-13, WAXX 16-6, WXCL 20-13, KERE 15-8, KNEW 18-11, KHAK 28-20, KKYX ex-35, KSSS 13-6.

Gayle Visits Indiana

NASHVILLE — Agriculture Day in Indiana, normally a big event for Hoosiers, took on added significance this year when United Artists' **Crystal Gayle** visited the festivities in Indianapolis and took part in many of the activities.

Gayle toured the state capitol building with many grade-school youngsters, presided over a milking contest between media celebrities and tried her hand at sheep shearing.

She also visited WIRE radio's new mobile unit on location at the fair and talked with KIRE's "morning man" **Bill Robinson**.

Universal Hires Hart

NASHVILLE — **Larry Hart** has been appointed vice president and director of talent for Universal Management. In past years, Hart has represented such artists as MCA's **Loretta Lynn**, **Jeannie C. Riley** and **Ovation's The Kendalls**.



COFFEE WITH CAMPBELL — *Capitol's* **Glen Campbell** visited **Sammy Jackson** recently on his KLAC "Coffee With . . ." morning show in Los Angeles. **Campbell (l)** and **Jackson** are shown here with a good, hot cup of morning brew.

THE STATLER BROS.

Entertainers... On And Off The Record



Side A: Do You Know You Are My Sunshine* (2:12) • Yours Love (2:06)
The Best That I Can Do* (2:50) • You're The First (2:12) • Tomorrow Is Your Friend** (2:32)
The Official Historian On Shirley Jean Berrell (2:12)



SRM 1-5007

PRODUCED BY JERRY KENNEDY

*String Arrangement by D. Bergin, White**String Arrangement by Cam Maddox
Recording & Mixing Engineer Tom Spickman
Recorded & Mixed at US Recording Studios Inc., Nashville, Tennessee
Mastering: W. C. Rosten/Columbia Record Productions
Photography: Dreier & Conroy/Winggar

SRM 1-5007

This great hit record is from
The Statler Brothers latest smash album!

'Do You Know You Are My Sunshine'

MERCURY 55022

STATLER BROTHERS

Entertainers On and Off the Record!

RIAA CERTIFIED GOLD
The Best of the
Statler Brothers

SRM 1-1037



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COUNTRY

The Country Column

The new Hank Williams Museum, located a block off Music Row, opened here April 4 with a private preview attended by leading Nashville music executives, including Roy Acuff and Wesley Rose. Hank Williams, Jr. was on hand visiting with old friends and viewing many of the original clothes, boots, pistols and guitars housed in the museum. One room also contains the powder-blue Cadillac in which Williams died while en route to a New Year's Day performance in 1952 in Canton, Ohio. Speaking of Hank, Jr., he and his Bocephus/Bama Band are out on the road the entire month of April. He will end his tour April 29 in San Antonio, Tex.

For the third straight year, Mercury's The Statler Brothers have won the International Country Music Award for the best international group. The group recently entertained in Washington, D.C. for an Easter concert with the United States Air Force Concert Band and Orchestra. The Statlers are also drawing capacity crowds wherever they appear. For instance, a recent Louisville, Ky. appearance was sold out a full week in advance.



Hank Williams

Actress Sissy Spacek, an east Texas native who dabbled in folk music in New York before moving to Los Angeles and starring in films such as "Carrie," will portray Loretta Lynn in the film version of her autobiography, "Coal Miner's Daughter." Joe Sargent of Hollywood has been signed to direct the picture, which will begin filming in June and is tentatively scheduled for a spring 1979 release date.

Jeannie C. Riley, who raised a few eyebrows a few years back with "Harper Valley P.T.A.," will entertain the First Lady April 18 at a special luncheon in Washington, D.C. Mrs. Carter is being honored by Senator Howard Baker and ladies of Capitol Hill.

Warner Bros.' Rex Allen, Jr. is set to be the honorary fire marshall at the Apple Blossom Festival in Winchester, Va., May 4-6. Allen's new single, "No, No, No (I'd Rather Be Free)," is riding the #2 bullet spot this week on the CB Country Singles chart.

CBS' Willie Nelson celebrated his 45th birthday April 29 with his annual concert at LSU in Baton Rouge, La. Willie can't seem to do much wrong these days. For 11 straight weeks, he and buddy Waylon's "Waylon And Willie" album has perched at the top of the CB Album chart. And Willie has two singles riding up the chart. On RCA, "If You Can Touch Her At All" sits at #18 bullet, and "Georgia On My Mind" on CBS is right behind at #21 bullet.

Epic's Lynn Anderson recently departed on a three-week honeymoon cruise across the world.

Inergi's Mark K. Miller entertained April 8 at The Jack Benny Memorial Tennis Classic in Houston, Tex.

ABC's Don Williams will play Constitution Hall in Washington, D.C. April 29. This will be his last concert appearance in the United States before heading for London to tape his BBC television special.

Huey P. Meaux, producer for ABC's Freddy Fender, says Freddy had a hard time recently while taping "The First Annual Rock And Roll Sports Classic," a two-hour NBC-TV special in which participants competed with each other in various games. "Freddy was calling me names for getting him into that," Meaux said. "Freddy didn't think it was fair for a 41-year-old to have to compete with those kids. I told him he wasn't supposed to take the games seriously, but he was upset because he and that 'fat guy' from Sha Na Na always finished last."

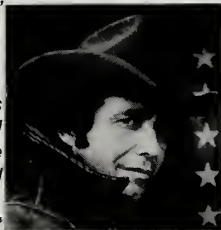
CBS' Janie Fricke was a recent guest DJ at WEEP in Pittsburgh, Pa. on the noon-1 p.m. show.

The Four Guys have been booked for a return engagement this year at the Tennessee Banker's Association, which is being held May 14 at The Rivermont in Memphis, Tenn. The Four Guys have recorded a new album soon to be released on the Fona/Churchill label titled, "You'll Never Know."

Henson Cargill is the voice you hear on Seven-Up's "Un-do it with Seven-Up" national TV/radio campaign.

MCA's Ronnie Sessions debuted his new band, Ambush, at Los Angeles' Palomino Club recently. The Palomino appearance kicked off a lengthy tour throughout California. Sessions' new single, "Cash On The Barrelhead," was originally recorded by Emmylou Harris and the late Gram Parsons.

CBS' Bobby Bare celebrated his April 7 birthday with a poker game for him and his buddies. CBS also reports that Bare has taken up jogging near his Hendersonville, Tenn. home. Bare's single, "Too Many Nights Alone," debuted at #90 on the CB Country Singles chart this week.



Bobby Bare

bob campbell

THE COUNTRY MIKE

(continued from page 42) merchants will sell their wares for a full 50% off to all those attending. Some of the merchandise being sold for half price includes stereo equipment, a couple of speed boats, and a couple of full size cars.

Those are just some of the contests being run during ARB this spring. If you have a good contest you'd like the world to know about, send us the details.

Dave Beadles, MD at KSSS/Colorado Springs, now takes music calls between 2-4 mountain time at 303-596-5000.

Cash Box will be on the road this weekend . . . in Amarillo, to see the annual KDJW "Free Country Concert" featuring Johnny Paycheck, Margo Smith, and Bobby Borchers. We'll have a complete report next week.

In the meantime . . . Cash Box still needs your pictures for this column. Please send black & white photos of all your station personnel, including your general manager and other station executives who may not be on the air, plus jocks, PDs and MDs to . . . COUNTRY MIKE . . . CASH BOX . . . 21 Music Circle East . . . Nashville, Tennessee . . . 37203.

country mike

Country Album Prices Differ

(continued from page 38)

including the platinum "Outlaws" package. And RCA also raised prices on two Willie Nelson albums. Jennings' "Ole Waylon," "The Ramblin' Man," "Dreaming My Dreams" and "Waylon, Live" are now at \$7.98, and Nelson's "Before His Time" and "Willie, Live" are at \$7.98. Elvis Presley, John Denver and Dolly Parton are also at the \$7.98 level. Dave Wheeler, RCA's director of sales, Nashville, said RCA would probably maintain its average price of \$6.98.

"We are at \$6.98 on all country product, and, to my knowledge, we will not change," Wheeler said. "In February, we raised the prices on Waylon's catalog and a couple of Willie's albums, but we will look at the competition before making any further adjustments. We will continue to keep the \$6.98 line on Ronnie Milsap."

CBS and Epic have long been advocates of variable pricing, but the great majority of their albums in the country field are priced at \$6.98. They have also raised prices on some of the older albums in their catalogs, including three of the last four Tammy Wynette albums. Johnny Cash's new album, "I Would Like To See You Again," is listed at \$7.98, and Willie Nelson's upcoming album, "Stardust," will be listed at the new price.

One Example

A stark example of variable pricing is the case of Larry Gatlin on Monument Records, distributed by Polygram, Inc. Virtually all of Monument's country product is \$6.98, with the exception of Gatlin. Tex Davis, Monument's national country promotion director, said Gatlin's popularity was the sole

reason behind the change to \$7.98.

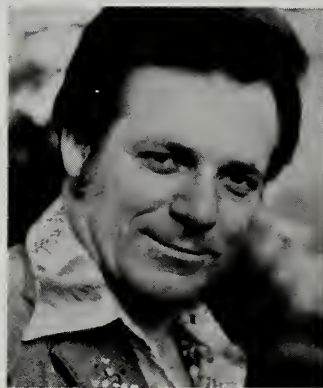
Mercury Records, which is also distributed by Polygram, has done precisely the same thing with The Statler Brothers. The Statler Brothers' new album, "Enter-tainers . . . On And Off The Record," is listed at \$7.98.

ABC, Playboy, Capitol, MCA, Hickory/ABC, Polydor and Warner Bros. all maintain a \$6.98 line on their country product.

Most of the smaller country labels here, including Ovation, Con Brio, Republic and Gusto/Starday, are holding the \$6.98 line, but they are watching the major labels very closely in terms of pricing.



RUSSELL SIGNS WITH POLYDOR — Veteran country artist Johnny Russell has recently signed with Polydor Records here. Pictured above at the signing (l-r) are: Jim Vienneau, Polydor's director of Nashville operations; Russell; and Jack Pride, Polydor's national country promotion director.



TOMMY O'DAY

"MEMORIES ARE MADE OF THIS"

(WIG-NT-919)

It only took 15 years & 33 releases to get here. With a lot of help we have arrived, and we like the feeling of being in all the national charts. With all the people who have helped in the past and with the new ones helping in the future we hope to stay around awhile.



DEWAYNE ORENDER

"BROTHER"

(WIG-NT-920)

Nu Trayl Records is proud to announce the signing of Dewayne Orender.

His first release is titled "Brother" and is already getting a lot of action at radio. If you are not already on it please give it a listen.

NU TRAYL RECORDS

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LATIN BEAT

TOP 20 ALBUMS

Miami Pop	Miami Salsa
1 A MIS 33 AÑOS JULIO IGLESIAS (Alhambra 38)	1 780 KILOS DE SALSA DIMENSION LATINA 78 (Top Hits 2025)
2 DEMOSIADO AMOR BASILIO (Zafiro 511)	2 #9 ROBERTO ROENA (International 924)
3 AMIGO ROBERTO CARLOS (Caytronics 1505)	3 ONLY THEY COULD HAVE MADE THIS ALBUM CRUZ/COLON (Vaya 66)
4 JUAN BAU #5 (Zafiro 512)	4 EL OSCAR DE LA SALSA OSCAR DE LEÓN (Top Hits 2026)
5 VOL #6 ALVAREZ GUEVES (Gema 5055)	5 LA RAZA LATINA ORCHESTRA HARLOW (Fania 00516)
6 MI CARTE LOLITA (Caytronics 1506)	6 SELECCIONES CLASICAS JOSE FAJARDO (Coco 141)
7 NO SE PUEDE MORIR POR DENTRO WILKINS (Velvet 1523)	7 ERUPCION ORCH. CIMARRON (Coco 138)
8 LOS LEMONES CONJUNTO IMPACTO	8 DE TODO UN POCO LOU PEREZ (Tico 1418)
9 NO CONTIGO NO SINTI EMIL JOSE (A1-6027)	9 BONITA SANTOS COLON (Fania 514)
10 PENSARES Y SENTIRES ALBERTO CORTEZ (Pronto 2025)	10 LLEGO MELON PACHECO/MELON (Vaya 70)
11 CANTA PARA USTED MARCÓ ANTONIO MUNIZ (Arcano 3392)	11 EL BAQUINE DO ANGELITOS NEGRO WILLIE COLON (Fania 506)
12 PERLA (Audio Latino)	12 ENCORE CHARANGA 76 (TR126)
13 REFLEXIONES YOLANDITA MONTE (Coco 129)	13 BILLO 77 1/2 BILLO CARACAS BOYS (Top Hits 2019)
14 EL SHOW DE ELIO ROCA (Miami)	14 FIREWORKS MACHITO (Coco 131)
15 EL ROMANTICA DE AMERICA NELSON NED (West Side Latino)	15 MI TIERRA Y YO CHEO FELICIANO (Vaya 69)
16 EL CANTOR RAPHAEL (Pronto 2026)	16 TODA LA ROSAS ISMAEL RIVERA (Tico 1415)
17 MI ALBUM DE RECUERDOS ALBERT HAMMOND (Caytronics 1507)	17 LOS DOS MOSQUETEROS PUPI/PACHECO (Vaya 63)
18 DUO KANTARES EL GROUP KANTARES (Alhambra 146)	18 MINTIENDO SE GANA MAS PAQUITO GUZMAN (Fania 1057)
19 ANGELICA MARIA (Pronto 1027)	19 CELIA & JOHNNY CELIA/PACHECO (Vaya 31)
20 NUNCA SUPE LA VERDAD DANNY DANIEL (Borinquen 1327)	20 TIME R. MARRERO & THE GROUP (Vaya 64)

From Zafiro Records (distributed by Coco) comes an album by one of Spain's biggest singing stars, **Massiel**. It is a compilation of some of her past hits and is called "Lomejor." Massiel is a top-selling artist in Europe and South America and a recent award winner in a music festival in Chile. She is also a composer, whose songs are being recorded by other artists.

The industry is talking about the sensational SRO dance **Cella Cruz** and **Larry Harlow** appeared at in the American Turner Hall in Cleveland. **Angel Morales** and **Luls Vega** were the promoters.

Mongo Santamaría has just finished his California tour capped off by an appearance at Concerts by the Sea. Mongo has dates in Montreal and Toronto in May.

Larry Harlow leaves on April 18 for a tour of Caracas, Carriacou (Dutch West Indies), Aruba and Puerto Rico. He'll be gone for at least three weeks.

Cella Cruz, **Willie Colon** and **Hector LaVoe** are booked into the Expo Center in Chicago on May 6.

Ralph Mercado and **Ray Aviles** will send a salsa package to Los Angeles and San Francisco. **Cheo Feliciano**, **Robert Roena** and **Bobby Rodriguez Y La Compania** will appear at a hall to be named in San Francisco on May 12 and the Hollywood Palladium on May 13.

One night after they arrived in New York, **Grupo Moncada**, a top group from Cuba, dropped by Mikell's to see **Ray Barretto** and his smokin' band tear it up for an hour and a half set. That same night (March 31), **George Benson** and **Chico Hamilton** also stopped by the club to see Barretto tear the place apart.

An innovation in Spanish television is the super production **Disco Live**, which features audience participation by dancing to the latest Latin American music hits.

This weekly show will be hosted by a new, fresh, young disc jockey named **Gregory Puello Diaz**, who will be interviewing and talking to guest stars from the Latin music scene.

To American viewers at home this show offers the current trends taking place in Latin dancing, and a first-hand knowledge of who the most recent stars are. To Latin homes it offers what American Bandstand has offered its audience for over 25 years.

Disco Live will be seen every Monday night from 11 p.m. to 12 midnight on channel "D" Manhattan cable TV.

Be sure to catch the latest in salsa on **Disco Live** with **Gregory P. Diaz**.

Diskomania Records, the American subsidiary label distributed by the Latin record company, **TR Records**, will be the subject of a segment of the CBS-TV program, "60 Minutes." Specifically, the piece will deal with the "birth" and marketing of a disco record, and will focus on the single, "Good-bay Won't Ya Take Me Home Tonight," produced by **John Ferrera**. **Stanley Cohen**, president of **TR Records**, is the executive producer of the record, by a group called **Desiree**.

Filming of the segment has been completed and will be shown during the month of April (the show is seen on Sunday nights at 7 p.m. EST).

ray terrace

Argentinian News

BUENOS AIRES — **Hector Antuna** has been appointed comptroller of **Discos CBS** by the company's general manager, **Heclo Cuomo**. **Alberto Ronconi** was named the commercial manager as part of the revamping of the structure. **Cuomo** reported to **Cash Box** that CBS has been extremely successful in the past months with Spanish chanter **Julio Iglesias** and local star **Daniel Magal**, and has optimism regarding the future, despite the irregular state of the market.

Buddy McCluskey of **Melograf** reports that his pubbery is now representing the **Beatles'** music, through **Northern Songs**. He has also the worldwide rights to one of the winners of the recent **Piariapolis** song contest, "La Piel Del Amor," and to the Australian entry in the **Vina del Mar** contest, "Where is Love," penned by **Grant Foster**.

Norberto Kaminsky, vice president of **Microfon**, traveled to the United States where he will stay during the next six months. **Kaminsky** will head the operations in Puerto Rico, the U.S. and Mexico in the near future and will also serve in Miami as the top A&R man for the Argentinian branch.

mlguel smirnoff

Latin Picks

TU SONIZISA — **Lorenzo Santamaría** — **Latin International 6920** — Producer: **Alfred Domenech**

This new release in the States comes with a strong support from **EMI** in Spain. This talented male vocalist has composed almost all the songs in this album of love and romantic ballads, which he sings superbly. Great backing of orchestra. Without any doubt this album of love songs should go high on all Latin charts all over Latin America.



LO NUEVO DE RICARDO CERATT — **Ricardo Ceratt** — **Latin International 5064**

After a couple of hits on the **International Label**, **Ricardo Ceratt** returns again with this beautiful album of 12 strong tunes originating with **EMI-Capitol Mexico**. All songs are composed by **Ricardo Ceratt**. Several songs are upbeat with a disco feel. Honorable mention goes to the horn section and female back-up chorus. Should go high on all Latin charts.



AMANECE — **Jose Augusto** — **Latin International-6609**

Multi-talented vocalist and composer **Jose Augusto** excels in this album of love songs in his own romantic way. The songs are beautifully arranged to his style. There is a great flute solo on one cut, no personnel listed on cover of album. Excellent string section, good vocals in backgrounds. The best songs are: "America Latina," "Desnudo Sin Tu Amor," "Cenicienta," "Amanece," "No Consigo Olvidarte" and "Nada Cambio."



SINGLES TO WATCH

LOS HIJOS DEL REY (Karen K-565)
La Mulatona (D.R.)

TEDDY TRINIDAD (International 8052)
Solo Sabemos Amar (2:57) (Baglioni-Verson Valdez, F. Ross)

CHEO FELICIANO (Vaya V-5140)
Brinda Por Me (4:07) (D.R.)

VALENTINA LEYVA (CBS 7936) (Mexico)
No Todos Los Hombres Son Iguales (2:44) (Vicente "Paysa" Maldonado)

DUETO ALMA NORTENA (CBS 7923) (Mexico)
Beslto Chlquito (2:03) (Pham) (David Lama)

MARIANA ROSALES (CBS 71615) (Mexico)
Neceslto Verte (2:51) (Epic) (Jose Lorenzo Morales)

SONORA WATUSY (Sultana CBS Mexico CM-331)
Salsa Caliente (2:52) (Juan Berriel)

DANIEL TORO (Microfon MS4546)
MI Mariposa Trlste (Julio Fontana-Casimiro Cobos)

LOS VIRTUOSOS De Cuco Valoy (Discolor 6062)
MI Rumbon (3:15) (Kubaney Publishing) (C. Valoy)

LA CRITICA (Top Hits 447)
Cruel Deslusion (D.A.R.)

TRINO MORA (Top Hits 451)
Virgen De Alma (Trino Mora)

LOS GATOS (CBS Inc. 11814-A) (Costa Rica)
No Aguanto Mas (3:10) (Rafael A. Mora)

LUIS GONZALEZ (Flor-Mex 167-1)
A MI Manera (D.R.)

COMBO LATINO (Epic 45227-A) (Costa Rica)
El Chapulln Colorado (Joaquin Bedoya)

Columbia Expands Jazz Base

(continued from page 18)

Although some fine music resulted from that," Fishel continued, "it started to get boring after a while, and people began to realize they needed a catch phrase to score. So while we haven't lost spontaneity in the studio, there's no doubt things are much better planned and organized now."

Butler added that "when an artist goes in the studio, we want to make sure and pair him with the right people." The anticipated result, Butler said, would be a product that can be "promoted in a competitive way."

Promotion was specifically cited by Butler and Fishel as one of the strongest areas of improvement in the jazz/progressive department. "One of the reasons for our success," Butler noted, "is that everyone in the company is committed to jazz. Promotion people from other departments are helping us with radio, as well as providing us with information."

What Is 'Progressive'?

The term "progressive," Butler added, has also been helpful in promoting jazz product. "It helps us appeal to a larger market," Butler said, "and, I think, makes the consumer think the music is not so esoteric."

The label has, however, also committed itself to less accessible jazz, Butler stressed, while keeping a heavily commercial roster. He cited the Contemporary Masters Series, which has already featured a recording of live bebop performances by Charlie Parker. Other bebop artists signed by the label include Dexter Gordon and Benny Golson.

In addition, Columbia plans to release albums by traditional blues singers Alberta

Ron Alexenburg Starts New Label

(continued from page 9)

highly successful career in the record industry, that he has the experience, the expertise and the vision necessary to meet the challenge of developing a firm that will play a leadership role in the industry. My colleagues join me in welcoming him to the MCA family."

Alexenburg commented, "Starting a new record company from scratch is an exciting and challenging prospect. I am looking forward to this venture with total confidence in its eventual success." He added that he felt "deep appreciation" to those at the CBS organization with whom he worked during the past 13 years.

The new company will operate, initially, out of MCA offices at 445 Park Ave.

Hunter and Helen Humes, as well as an album by Polish pianist Adam Makowicz, all specially produced by John Hammond.

"So you see," Butler said, "we're very concerned that we don't get locked into one kind of jazz."

UA's Distributed Labels Expecting Little Changes

(continued from page 9)

and general manager, west coast, at Roadshow Records, said, "As far as we are concerned, we are committed to stay with UA and with Artie, and as soon as he gets the details worked out, then we will be in business and we will be able to go ahead full steam."

"We are a pretty successful little label," Alberano said, "and we are constantly being approached by various companies to distribute our label. But we have had good success with Artie; Artie has treated us fairly and at this point we are going to stick with him."

Production On Hold

He did say, however, that all arrangements "haven't been resolved yet" and that since production at UA is on hold at present, new Roadshow product is being held for release until such time as all technicalities of the new deal are worked out. "It's a transition period that I imagine would take anywhere from another week to two weeks to settle," Alberano said.

David Chackler, president of Chalice Productions, with which UA has a production agreement, said he will not know the status of Chalice's deal with UA until he meets with Mogull and Rubenstein this week. He did say, however, he envisioned no major changes in the relationship between Chalice and United Artists Records because of the sale.

George Davis, president of Chi-Sound Records, said he, too, would be meeting with Mogull to "go over new directions for our company, if there are any. I have no specifics until I sit down with the president on what effect this will have on us, if any. But I doubt there will be any effect on us."

Peter Pasternak, general manager, U.S.A., of Magnet Records Ltd., said, "At this stage, everything with us is status quo. What I hear from London (Magnet's headquarters) is that everything is 'A-OK.' Artie has a tremendous belief in Magnet and in Chris Rea (a new Magnet artist). So at this point, everything is straight-ahead with us."

Manhattan Records could not be reached for comment.



Sheffield

Kelley

Marx

Lapoff

(continued from page 16)

Big Sound.

Sheffield Promoted At WEA — Paul Sheffield, WEA's Dallas regional sales manager for the past five years, has been appointed Dallas regional branch manager. He joined WEA at its inception in 1971 as a sales representative. Previously, he had been in sales for seven years with Big State. Also announced was the appointment of Larry Kelley as the Dallas regional sales manager. Prior to his joining WEA as a sales representative, he was a store manager for Budget Records and Tapes in Denver and Houston.

Marx To Solters & Roskin — Michelle Marx has joined the firm of Solters and Roskin Public Relations as account executive based in their west coast offices. Prior to S&R, she held similar duties with Levinson Assoc. P.R. and before that was an associate in Greedy Records supervising national promotion and publicity.

Lapoff Named At Polydor — Bob Lapoff has been appointed financial projects supervisor to the Polydor finance department. Prior to assuming his position at Polydor he worked in Polygram Audit and previous to that he was with Touche, Ross & Co., Certified Public Accountants.

Gordon Named At Polygram — Brent Gordon has been appointed branch manager for Polygram Distribution, Inc. in the Baltimore/Washington, D.C./Virginia territory. He comes to Polygram after five years with WEA distribution. Prior to joining WEA he held various positions with Schwartz Brothers, Inc.

Pollock Forms Firm — Sandy Pollock has left Barbara Best, Inc. to open the firm of Cries and Whispers, specializing in publicity for the entertainment industry. The new company is located at 9007 Rangely Avenue, Los Angeles, Calif. 90048. Prior to joining Barbara Best, Inc., she was associated with I.C.P.R. where she headed the music department for two years.

Auletta To Knott's — Robert Auletta has been appointed music coordinator for Knott's Berry Farm. He has written, arranged and directed musical productions for 20th Century-Fox's Marineland and has conducted the Cal-Arts Orchestra and has been conductor and arranger for a variety of club acts and for the Princess cruises to Mexico and Alaska.

Changes At Mecca — Mecca Artists, Inc. has announced the appointment of Jim Optner as vice president in charge of the contemporary artists. He was formerly with ATI for several years where he was responsible for booking and setting up the tours for several of ATI's artists. Also Ruth Inniss was made vice president in charge of the R&B artists. She will work closely with the artists' managers and the record companies regarding their bookings and their television appearances.

Ehrman To MCA — Michael Ehrman has joined the law department at MCA Records. Prior to joining MCA Records, he was an associate in the law firm of Strote and Whitehouse.

Kerman At Arista — Arista Records has announced the appointment of Ron Kerman as proofreader for the label. Prior to joining Arista, he had been a writer of industrial multimedia slide shows, a performer of his own songs, and a cameraman for NBC-TV.

Changes At Arbitron — Michael B. Levine has been appointed manager, Arbitron Radio, mid-Atlantic states region. He joined Arbitron in April, 1974 as account executive, eastern radio sales. Prior to joining Arbitron, he was director of information services at WRVR Radio, New York. Richard A. Greenhut has been named account executive for Arbitron's eastern radio station sales, working out of the New York office. He served most recently as an account executive for WKSW Radio, Cleveland, and WMGC Radio, Cleveland. Deborah Elefante has been promoted to eastern sales/service representative for the Arbitron radio station sales department. She joined the eastern sales department in 1977 as a sales secretary. Prior to that she served as legal assistant to a number of Cincinnati attorneys. Henry Laura has been promoted to account executive, Arbitron eastern advertiser/agency sales. He rejoined Arbitron in January as sales service representative after spending a year with NBC Network Radio as coordinator, network radio research.

Grundy To Bert-Co — Bert-Co Graphics has announced the appointment of Leslie Grundy as account executive. Prior to joining the firm, she spent one year in sales with Service Container.



EGOMANIA — The premiere showing of a film short promoting Elton John's new single "Ego" in Los Angeles recently drew approximately 100 people to a Westwood theatre. Pictured (l-r) are: the National Theatre prior to the premiere; Elton John arriving for the event; Elton introducing the film; and Cash Box editor-in-chief Dave Fulton and MCA recording

artist Tanya Tucker at the dinner following the showing. Shown in the bottom row of photos (l-r) are: John Reid, Elton's manager; Elton and Tucker; B.B. Dickerson of War; Fulton and Tucker; guests at the theatre party; and Carmel Maitland and MCA president J.K. Maitland. The premiere was held April 6.

RHYTHM AND BLUES

TOP 75 ALBUMS

	Weeks On 4/15 Chart		Weeks On 4/15 Chart
1 WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB 3139)	1 12	38 THE PATH RALPH MacDONALD (Marlin 2210)	38 8
2 SHOWDOWN THE ISLEY BROTHERS (T-Neck/Epic 34930)	25 2	39 DR. BUZZARD'S ORIGINAL SAVANNAH BAND MEETS KING PENETT RCA AFL-1-2402	30 12
3 SATURDAY NIGHT FEVER BEE GEES AND VARIOUS ARTISTS (RSO RS 4001)	2 17	40 WE CAME TO PLAY! TOWER OF POWER (Columbia JC 34906)	51 3
4 BOOTSY? PLAYER OF THE YEAR BOOTSY'S RUBBER BAND (Warner Bros. BSK 3093)	3 10	41 FEELIN' BITCHY MILLIE JACKSON (Polydor SP-1-6715)	41 32
5 CENTRAL HEATING HEATWAVE (Epic JE 35260)	32 2	42 HOLD ON NOEL POINTER (United Artists UA-LA848H)	40 9
6 STREET PLAYER RUFUS AND CHAKA KHAN (ABC AA-1049)	5 11	43 HERB ALPERT & HUGH MASEKELA (Horizon/A&M SP-728)	33 12
7 BLUE LIGHTS IN THE BASEMENT ROBERTA FLACK (Atlantic SD 19149)	4 17	44 ERUPTION (FEATURING PRECIOUS WILSON) (Ariola SW 50033)	48 7
8 FUNKTELECHY VS. THE PLACBO SYNDROME PARLIAMENT (Casablanca NBLP 7084)	6 20	45 UP THE YELLOW BRICK ROAD THE SALSOL ORCHESTRA (Salsoul SA 8500)	50 5
9 WARMER COMMUNICATIONS AVERAGE WHITE BAND (Atlantic SD 19162)	11 5	46 LOVELAND LONNIE LISTON SMITH (Columbia JC 35332)	54 2
10 ALL 'N ALL EARTH, WIND & FIRE (Columbia JC 34905)	7 21	47 LOVE WILL FIND A WAY PHAROAH SANDERS (Arista AB 4161)	47 6
11 RAYDIO (Arista AB 4163)	9 12	48 EMOTION SAMANTHA SANG (Private Stock PS 7009)	49 6
12 GOLDEN TIME OF DAY MAZE (Capitol ST-11710)	8 12	49 JUST FAMILY DEE DEE BRIDGEWATER (Elektra 6E-119)	46 7
13 STARGARD (MCA MCA-2321)	10 8	50 SAY IT WITH SILENCE HUBERT LAWS (Columbia JC 35022)	55 4
14 REACHING FOR THE SKY PEABO BRYSON (Capitol ST 11729)	12 12	51 AJA STEELY DAN (ABC AA-1006)	53 7
15 RIDING HIGH FAZE-O (She SH 740)	15 14	52 EVER READY JOHNNIE TAYLOR (Columbia JC 35340)	58 2
16 FANTASY LOVE AFFAIR PETER BROWN (Drive 104)	16 17	53 I HAD TO FALL IN LOVE JEAN TERRELL (A&M SP-4676)	56 6
17 THANKFUL NATALIE COLE (Capitol SW 11708)	13 22	54 JAM 1980's JAMES BROWN (Polydor PD-1-6140)	62 2
18 YOU LIGHT UP MY LIFE JOHNNY MATHIS (Columbia JC 35259)	23 5	55 MY MUSICAL BOUQUET LOVE UNLIMITED ORCHESTRA (20th Century T-554)	52 11
19 ONCE UPON A DREAM ENCHANTMENT (Roadshow/UA RALA 811-G)	17 15	56 PLEASURE PRINCIPLE PARLET (Casablanca NBLP 7094)	60 4
20 WE ALL KNOW WHO WE ARE CAMEO (Chocolate City/Casablanca CCLP 2004)	20 11	57 IF MY FRIENDS COULD SEE ME NOW LINDA CLIFFORD (Curtom CUK 5021)	64 2
21 LET'S DO IT ROY AYERS (Polydor PD-1-6126)	21 8	58 JOURNEY TO THE LIGHT BRAINSTORM (Tabu JZ 35327)	63 5
22 WHEN YOU HEAR LOU, YOU'VE HEARD IT ALL LOU RAWLS (Phila. Int'l./CBS JZ 35036)	14 21	59 SUPERNATURE CERRONE (Cotillion SD 5202)	59 20
23 CHIC (Atlantic SD 5202)	24 20	60 ACTING UP MARLENA SHAW (Columbia JC 35073)	65 3
24 SHOUT IT OUT! B.T. EXPRESS (Columbia JC 35078)	18 11	61 WEST SIDE HIGHWAY STANLEY TURRENTINE (Fantasy F-9548)	61 7
25 LIVE AT THE BIJOU GROVER WASHINGTON JR. (Kudu KUX-3637 MZ)	22 19	62 THE FORCE KOOL & THE GANG (De-Lite DSR-9501)	44 15
26 THERE'S NO GOOD IN GOODBYE MANHATTANS (Columbia 35252)	26 9	63 I CAN'T GO ON THIS WAY TYRONE DAVIS (Columbia JC 35304)	67 4
27 VINTAGE '78 EDDIE KENDRICKS (Arista 4170)	29 9	64 LET'S ALL CHANT THE MICHAEL ZAGER BAND (Private Stock PS 7013)	— 1
28 LET ME PARTY WITH YOU BUNNY SIGLER (Gold Mind GZS 7502)	26 13	65 MASTER FUNK WATSONIAN INSTITUTE (DJM DJLPA-13)	66 6
29 VOYAGER DEXTER WANSEL (Phila. Int'l. JZ 34985)	35 7	66 DAVID OLIVER (Mercury SRM 1183)	69 3
30 FLYING HIGH ON YOUR LOVE THE BAR-KAYS (Mercury SRM-1-1181)	28 23	67 MODERN MAN STANLEY CLARKE (Nemperor/CBS JZ 35303)	— 1
31 BARRY WHITE SINGS FOR SOMEONE YOU LOVE (20th Century T-543)	31 33	68 MANDRE TWO (Motown M7-900R1)	71 2
32 LOVE BREEZE SMOKEY ROBINSON (Tamil T7-359R1)	37 6	69 VOYAGE (Marlin 2213)	74 2
33 SEND IT ASHFORD & SIMPSON (Warner Bros. BS 3088)	27 29	70 ROMEO & JULIET ALEC R. COSTANDINOS AND THE SYNCOPHONIC ORCHESTRA (Casablanca NBLP 7086)	68 9
34 MACHO MAN THE VILLAGE PEOPLE (Casablanca NBLP 7096)	39 6	71 GALAXY WAR (MCA 3030)	34 22
35 MAGIC THE FLOATERS (ABC AA 1047)	43 3	72 TWO HOT FOR LOVE THP ORCHESTRA (Butterfly FLY 005)	70 15
36 SO FULL OF LOVE THE O'JAYS (Phila. Int'l. JZ 35355)	— 1	73 BRICK (Bang BLP-409)	57 34
37 ONCE UPON A TIME DONNA SUMMER (Casablanca NBLP 7078-2)	36 23	74 KAYA BOB MARLEY & THE WAILERS (Island ILPS 9517)	— 1
		75 SUNBURN SUN (Capitol ST-11723)	— 1

Outlets Examine The Factors Influencing Black Disc Sales

by Carita Spencer

LOS ANGELES — The availability of product, radio airplay and in-store play are factors that influence the sale of records by black artists, according to a recent **Cash Box** poll.

The survey of wholesale and retail outlets around the country also revealed that sales of black product are mixed as compared to a year ago, with the majority of those polled indicating that sales are currently running ahead of 1977. Those suggesting that sales have decreased or remain stable point to increased list prices and economics as contributing factors.

Findings

A tally of the top selling albums and singles at the outlets contacted found that George Benson's "Weekend In L.A." holds the number one album spot, followed by the latest releases from The Isley Brothers, Rufus and Chaka Kahn, Johnny Mathis and Enchantment. Of the singles, "Too Much, Too Little, Too Late" by Mathis and Deniece Williams was the best seller followed by Parliament's "Flash Light," Roberta Flack and Donny Hathaway's "The Closer I Get To You," The Isley's "Take Me To Next Phase" and "Bootsy" by Bootsy's Rubber Band.

'Moving Better'

Karen Thorn, advertising manager at City One Stop in Los Angeles, says that black product there is "definitely moving better," adding that, "crossover product like Enchantment and Stargard" are doing very well. According to Thorn, City services black and white accounts all over the western regions of the U.S. as well as some regions outside of the country.

"Product shipping to regions outside of the U.S. has increased, but black product is not really moving to those regions. Black accounts," she says, "are mainly in the Los Angeles area."

Town Hall is a one-stop in Brooklyn, New York, that specializes in black product. According to album buyer Joe Tortorelli, sales are up over last year, although profits are down, he says, because the base price on LPs and 45s is going up.

"Our cost for the product keeps going up," he says, "and there is only a certain limit that you can raise and still be competitive. Last year at this time we were selling box lots on \$6.98 albums for \$3.45. Now our base price on \$6.98 list is \$3.45 with most companies. In order to stay competitive, we can only go up a certain portion of whatever they are raising us. So we are selling more but making less on the product."

The store exports product to Belgium, Germany, France and England, and Tortorelli says the demand for black product is mostly in England and Germany, adding that there is an even greater demand for disco oriented product in these countries.

Marsha Price, buyer at Earnies One Stop in Chicago, says the recent demand for 12" disco product in the States is "hurting the single" because people would rather hear the extended versions of records. Price points out that Earnies has about 500 accounts in various parts of the country and that the majority of them are black. The majority of black product is successful in the western portions of the country, she says.

At Music People, a one stop in Oakland, Calif., Jason Blaine, part owner of the outlet, speculates that sales vary from month to month depending on the amount of new releases.

New Releases

"That's how it's been every year," he says. "Sales are strongest at the time of a lot of new releases. When there aren't too many, they slow down."

Indicating that sales are good at the pre-

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BAR-KAYS — A happy group, shown following their successful concert at the Chicago Stadium. Pictured, top row, is group member Frank Thompson. Center row (l-r) are group members Lloyd Smith and Winston Stewart; Charlie Fach, executive vice president, general manager of Phonogram/Mercury Records; Charles Allen, Harvey Henderson of the Bar-Kays; Rodney Jones; group member James Alexander and Bill Haywood, vice president of R&B product for Phonogram/Mercury. Bottom row (l-r): Larry Dobson of the group and Cecil Hale, national album promotion and publicity manager of R&B product.

THE RHYTHM SECTION

KOOL OUT — At the annual "Kool Jazz Festival," set for June 2-3 at the San Diego Stadium with Al Jarreau, Maze, L.T.D., The Duke Ellington Orchestra and Gladys Knight And The Pips, for openers! The O'Jays, Johnnie Taylor, Ashford & Simpson, Brick and the Voltage Brothers will perform the following evening. Crosse & Doppler Advertising has been retained to direct advertising, promotion and publicity for the event in conjunction with VIP Records in the Los Angeles area. Bill Mendell, creative director at the company, says that an extensive campaign involving print and electronic media is planned to coincide with "VIP Month" during May. In-store promotions will consist of specials on participating artists' product and possibly some in-store appearances. The festivities move to the Oakland Coliseum, July 28-29 where George Duke, Average White Band and Ronnie Laws will join the party, the latter two on the second eve . . . Meanwhile, back in Vegas, Gladys and company are involved in an extended engagement at the Aladdin. According to

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CASH BOX TOP 100 R&B

April 22, 1978

	Weeks On 4/15 Chart		Weeks On 4/15 Chart		Weeks On 4/15 Chart
1 TOO MUCH, TOO LITTLE, TOO LATE JOHNNY MATHIS/DENIECE WILLIAMS (Columbia 3-10693)	1	36 OH WHAT A NIGHT FOR DANCING BARRY WHITE (20th Century TC-2365)	44	70 WESTSIDE ENCOUNTER THE SALSOU! ORCHESTRA (Salsoul 572064)	78
2 THE CLOSER I GET TO YOU ROBERTA FLACK & DONNY HATHAWAY (Atlantic 3463)	2	37 IT'S ALL IN YOUR MIND SIDE EFFECT (Fantasy F-818)	43	71 CAUSE YOU'RE MINE NOW R.B. HUDMON (Cotillion/Atlantic 44232)	71
3 DANCE WITH ME PETER BROWN (Drive 6269)	4	38 AM I LOSING YOU MANHATTANS (Columbia 3-10674)	17	72 SHAME EVELYN "CHAMPAGNE" KING (RCA PB 11122)	82
4 ON BROADWAY GEORGE BENSON (Warner Bros. WBS 8542)	6	39 HEAVEN IS ONLY ONE STEP AWAY THE CONTROLLERS (Juana 3416)	28	73 NIGHT FEVER CAROL DOUGLAS (Midsong MCA-40860)	77
5 FLASH LIGHT PARLIAMENT (Casablanca NB909)	3	40 EVERYBODY DANCE CHIC (Atlantic 3436)	59	74 EMOTION SAMANTHA SANG (Private Stock PS 45-178)	49
6 BOOTZILLA BOOTSYS'S RUBBER BAND (Warner Bros. WBS 8512)	5	41 MS DAVID OLIVER (Mercury 543)	50	75 (THEME SONG FROM) WHICH WAY IS UP STARGARD (MCA 40825)	33
7 NIGHT FEVER BEE GEES (RSO 889)	8	42 BOOGIE SHOES KC & THE SUNSHINE BAND (TK-1025)	41	76 ATTITUDES THE BAR-KAYS (Mercury 550)	89
8 FANTASY EARTH, WIND & FIRE (Columbia 3-10688)	7	43 TRUST YOUR HEART BOBBY WOMACK (Columbia 3-10672)	46	77 AIN'T GONNA HURT NOBODY BRICK (Bang 735)	63
9 TAKE ME TO THE NEXT PHASE (PART 1) THE ISLEY BROTHERS (T-Neck/Epic ZS8-2272)	27	44 DAYLIGHT & DARKNESS SMOKEY ROBINSON (Tamlia/Motown T 54293F)	56	78 THE GHOST OF LOVE (PART 1) TAVARES (Capitol P-4544)	48
10 IT'S YOU THAT I NEED ENCHANTMENT (Roadshow/UA 19370)	10	45 CON FUNK SHUNIZEYA CON FUNK SHUN (Mercury 547)	53	79 DAN SWIT ME PATTI LABELLE (Epic 8-50510)	76
11 DON'T COST YOU NOTHING ASHFORD & SIMPSON (Warner Bros. WBS 8514)	11	46 YOU ARE, YOU ARE CURTIS MAYFIELD (Curton/Warner Bros. CMS 0135)	54	80 TOMORROW I MAY NOT FEEL THE SAME GENE CHANDLER (Chi-Sound/UA CH-XW 1168)	85
12 RIDING HIGH FAZE-O (She SH 8700)	20	47 LET ME PARTY WITH YOU (PART 1) (PARTY, PARTY, PARTY) BUNNY SIGLER (Gold Mind 4008)	19	81 RISKY CHANGES BIONIC BOOGIE (Polydor 14450)	81
13 LET'S ALL CHANT THE MICHAEL ZAGER BAND (Private Stock PS 184)	16	48 THIS TIME THEY TOLD THE TRUTH Z.Z. HILL (Columbia 3-10680)	47	82 MY FAVORITE FANTASY VAN MCCOY (MCA-40885)	—
14 I COULD HAVE LOVED YOU MOMENTS (Stang ST-5075)	14	49 WORKIN' TOGETHER MAZE FEATURING FRANKIE BEVERLY (Capitol 4531)	29	83 (LET'S GO) ALL THE WAY THE WHISPERS (Solar/RCA JH-11246)	—
15 ALL THE WAY LOVER MILLIE JACKSON (Spring SP 179)	15	50 SUPERNATURAL FEELING THE BLACKBYRDS (Fantasy F-819-A-S)	61	84 LET THE MUSIC PLAY DOROTHY MOORE (Malaco 1048)	—
16 GET ON UP (DISCO) TYRONE DAVIS (Columbia 3-10684)	22	51 L-O-V-E-U BRASS CONSTRUCTION (UA 19266)	30	85 BLACK WATER GOLD (PART 1) THE SUNSHINE BAND (TK 1026)	90
17 DO YOU LOVE SOMEBODY LUTHER INGRAM (Koko 728)	13	52 WAITING ON LOVE JOHNNY BRISTOL (Atlantic 3421)	67	86 LOOK UP WITH YOUR MIND LENNY WILLIAMS (ABC 12345)	91
18 OCEAN OF THOUGHTS AND DREAMS DRAMATICS (ABC 12331)	18	53 OUR LOVE NATALIE COLE (Capitol 4059)	45	87 SITTI'N ON A POOR MAN'S THRONE BOBBY BLAND (ABC AB-12330)	88
19 YOUR LOVE IS GOOD FOR ME DIANA ROSS (Motown M1436F)	21	54 KEEP ON DANCING JOHNNIE TAYLOR (Columbia 3-10709)	62	88 BABY, I JUST WANNA LOVE YOU JONELLE ALLEN (Alexander Street AL007)	92
20 I CAN'T STAND THE RAIN ERUPTION (Ariola 7686)	25	55 OLD MAN WITH YOUNG IDEAS ANN PEEBLES (Hi H-78509)	57	89 PLEASURE PRINCIPLE PARLET (Casablanca NB 919)	93
21 REACHING FOR THE SKY PEABO BRYSON (Capitol 4522)	9	56 DUKEY STICK GEORGE DUKE (Epic 8-50531)	68	90 WEEKEND LOVER ODYSSEY (RCA JH-11245)	—
22 THE GROOVE LINE HEATWAVE (Epic 8-50524)	32	57 LOVE IS THE BROTHERS JOHNSON (A&M 2015)	51	91 I AM YOUR WOMAN, SHE IS YOUR WIFE BARBARA MASON (Prelude PRL 71103)	—
23 STAY RUFUS/CHAKA KHAN (ABC 12349)	39	58 TWO HOT FOR LOVE THP ORCHESTRA (Butterfly CM 1206)	55	92 EYESIGHT JAMES BROWN (Polydor PD 14465)	96
24 DANCE ACROSS THE FLOOR JIMMY "BO" HORNE (Sunshine Sound/TK 1003)	31	59 TRUST ME MILT MATTHEWS (H&L 4692)	52	93 WHO'S GONNA LOVE ME THE IMPERIALS (Omni/Island OM 5501)	—
25 RUMOUR HAS IT DONNA SUMMER (Casablanca NB 916)	26	60 WE FELL IN LOVE WHILE DANCING BILL BRANDON (Prelude PRL 71102)	60	94 EVERY KINDA PEOPLE ROBERT PALMER (Island 100)	94
26 MISS BROADWAY BELLE EPOQUE (Big Tree BT-16109)	35	61 I FEEL GOOD AL GREEN (Hi/Cream H-78511)	70	95 YOU'VE BEEN A PART OF ME WEE GEE (Ju-Par 533AS)	95
27 USE TA BE MY GIRL THE O'JAYS (Phila. Int'l./CBS ZS8 3642)	40	62 LOVELY NIGHT FOR DANCING BILL WITHERS (Columbia 3-10702)	66	96 ALWAYS AND FOREVER HEATWAVE (Epic 50490)	64
28 NEVER GET ENOUGH OF YOUR LOVE L.T.D. (A&M 2005)	12	63 GIRL CALLIN' CHOCOLATE MILK (RCA PB 11222)	74	97 PEACEFUL JOURNEY FAT LARRY'S BAND (Stax/Fantasy STX-3204-A-M)	97
29 FREAKY DEAKY ROY AYERS UBIQUITY (Polydor 14451)	23	64 WHERE DID LOVE GO LEROY HUTSON (Curton CMS 0134)	65	98 OH HOW HAPPY THE SKYLINERS (Tortoise International/RCA YB-11243)	99
30 IT'S SERIOUS CAMEO (Chocolate City/Casablanca CC013)	37	65 STAYIN' ALIVE BEE GEES (RSO 885)	58	99 LE SPANK LE PAMPLEMOUSSE (AVI 154)	84
31 SLICK SUPERCHICK KOOL & THE GANG (De-Lite 1596)	38	66 TRY AND UNDERSTAND JAISUN (Jett-Sett JS-101)	80	100 YOU ARE THE REASON (I FEEL LIKE DANCING) 5th DIMENSION (Motown M1437F)	87
32 MAKIN' LOVE IS GOOD FOR YOU BROOK BENTON (Olde World OWR-1100)	36	67 HEY SENORITA WAR (MCA-40883)	75		
33 SHOUT IT OUT B.T. EXPRESS (Columbia/Roadshow 10649)	34	68 IF I CAN'T HAVE YOU YVONNE ELLIMAN (RSO 884)	73		
34 LOVE IS ALL YOU NEED HIGH INERGY (Gordy/Motown G-7157F)	24	69 LET'S GET FUNKIFIED BOILING POINT (Bullet BT-05)	79		
35 THE ONE AND ONLY GLADYS KNIGHT & THE PIPS (Buddah BDA 592)	42				

ALPHABETIZED TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSEES)

Ain't Gonna (Caliber/Good High — ASCAP) 77	Girl Callin' (Marsaint Music — BMI) 63	My Favorite Fantasy (Van McCoy/Warner Tamerlane — BMI) 82	The Ghost Of Love (Bull Pen — BMI) 78
All The Way (Sherlyn — BMI) 15	Heaven Is Only (Every Knight — BMI) 39	Never Get (Blendingwell — ASCAP) 28	The Groove Line (Almo/Tincabell — ASCAP) 22
Always (Almo/Rondor — ASCAP) 96	I Am Your Woman (Veedone/Tramar — BMI) 91	Night Fever (Stigwood/Unichappell — BMI) 7, 73	The One And Only (Famous — ASCAP/Ensign Music — BMI) 35
Am I Losing (Sumack/Scorpion — BMI) 38	I Can't Stand (Burlington — BMI) 20	Ocean Of (Groovesville — BMI/Conquistador — ASCAP) 18	This Time (Two Knight — BMI) 48
Attitudes (Bar-Kay/Warner Tamerlane Pub. — BMI) 76	I Could Have (Unichappell/Begonia/Fedora — BMI) 14	Oh How Happy (Stone Agate — BMI) 98	Tomorrow I (Carleen/Defranz Monique — ASCAP) 80
Baby, I Just (Alexander St. — ASCAP) 88	Hey Senorita (Farout Music — BMI) 67	Oh What (Sa-Vette — BMI) 36	Too Much, Too Little (Homewood House — BMI) 1
Black Water Gold — Part 1 (Su-Ma + Rogan — BMI) 85	I Feel Good (Al Green/Jec — BMI) 61	Old Man (Muscle Shoal Sound — BMI) 55	Trust Me (Boca Music Inc. — ASCAP) 59
Boogie Shoes (Shellyti — BMI) 42	If I Can't Have (Stigwood/Unichappell — BMI) 68	On Broadway (Screen Gems-EM! — BMI) 4	Trust Your Heart (Tracebob/Uniar! — BMI/Jobete — ASCAP) 43
Bootz'illa (Rubber Band — BMI) 6	It's All In Your (Relaxed/Happy Birthday — BMI) 37	Our Love (Jay Enterprises/Chappell — ASCAP) 53	Try And Understand (Mikim — BMI) 66
Cause You're (Uniar!/Sunshine Rabbitt — BMI) 71	It's Serious (Better Days Music — BMI) 30	Peaceful Journey (WMOT Music — BMI) 97	Two Hot For (Ample Parking — ASCAP) 58
Con Funk Shunizeya (Valie Joe — BMI) 45	It's You That (Desert Moon/Willow Girl — BMI) 10	Pleasure Principle (Ricks/Malbic — BMI) 89	Use Ta Be My (Mighty Three — BMI) 27
Dance Across (Sherlyn/arrick — BMI) 24	Keep On Dancing (Groovesville Music — BMI) 54	Reaching For (WB/PB — ASCAP) 21	Waiting On (Bashka — ASCAP) 52
Dance With Me (Sherlyn/Decibel — BMI) 3	Le Spank (Equinox — BMI) 99	Riding High (Play One/Unichappell — BMI) 12	Weekend Lover (Featherbed/Desiderate/Unichappell — BMI) 90
Dan Swit Me 79	Let Me Party (Lucky Three/Henry Suemay — BMI) 47	Risky Changes (Diamond Touch/Arista — ASCAP) 81	We Fell In (Songtailors/Dioco/Trumar — BMI) 60
Daylight & Darkness (Bertrain — ASCAP) 44	Let The Music Play (Two Knight — BMI) 84	Rumour Has It (Ricks/Say Yes — BMI) 25	West Side Encounter (G. Schirmer Inc./Chappell & Co. Inc. — ASCAP) 70
Don't Cost (Nick-O-Val — ASCAP) 11	Let's Get (Web IV/Brown Sugar/Funktified — BMI) 69	Shame (Dunbar/Mills & Mills — BMI) 72	Where Did Love Go (Andrask Music — BMI) 64
Do You Love (Kiondike — BMI) 17	(Let's Go) All The Way (Free Delivery — ASCAP/Wah Watson/Josel) 83	Shout It (Triple O/Bilee/B.T. — BMI) 33	Which Way (Warner-Tamerlane/May Twelfth/Dutchess — BMI) 75
Dukey St'ick (Mycenae — ASCAP) 56	Look Up (Screen Gems-EM!/Traco — BMI) 86	Sittin' On (Unichappell — BMI/Chappell — ASCAP) 87	Who's Gonna Love Me (All Of A Sudden/Brookside/Ceberg/Piedmont — ASCAP) 93
Emotion (Barry Glibb/Flamm/Stigwood/Unichappell — BMI) 74	Love Is (Kidada/Goulgris Music — BMI) 57	Slick Superchick (Delightful/Gang — BMI) 31	Workin' Together (Pecle — BMI) 49
Everybody Dance (Cotillion/Kreimers — BMI) 40	Love Is All (Jobete — ASCAP) 34	Stay (American Broadcasting — ASCAP/High Seas — BMI) 23	You Are The Reason (Jobete Music — ASCAP) 100
Every Kinda People (Island/Restless — BMI) 94	Lovely Night (Golden Withers — BMI) 62	Stayin' Alive (Stigwood/Unichappell — BMI) 65	You Are, You Are 46
Eyesight (Dynatone/Belinda/Unichappell — BMI) 92	L-O-V-E-U (Desert Rain/Big Boro — ASCAP) 51	Supernatural Feelings (Blackbyrd — BMI) 50	Your Love (Porchester + Sietu — BMI) 19
Fantasy (Sagglfire Music — BMI) 8	Makin' Love (Tennessee Swamp Fox — ASCAP) 32	Take Me To The Next (Bovina — ASCAP) 9	Your Love (Arche — BMI) 49
Flash Light (Ricks/Malbiz — BMI) 5	Miss Broadway (Prim Linea SDRM — ASCAP) 26	The Closer I Get (Scarab/Ensign — BMI) 2	You've Been A Part (Lenise Pub. — BMI) 95
Freaky Deaky 29	Ms (Eie' Corn/Relaxed — BMI) 41		
Get On Up 16			

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

WIGO — ATLANTA — PAUL CHILDS
#1 — George Benson
*Aretha Franklin
*Van McCoy
*Bobby Humphrey
*Chic
17 To 10 — Peter Brown
23 To 18 — Isley Brothers
31 To 25 — O'Jays

WWIN — BALTIMORE — DON BROOKS
#1 — Mathis/Williams
*Gladys Knight
*Whispers
*Dorothy Moore
LP Adds: Floaters, Van McCoy, Heatwave, O'Jays, Shotgun

WUFO — BUFFALO — BRYAN PITTS
#1 — Roy Ayers
*George Duke
*Kool & The Gang
*Lenny Williams
*Johnnie Taylor
*Metropolis
*Spro Gyra
*Whispers
*Rick James
13 To 9 — Bionic Boogie
25 To 7 — O'Jays
25 To 18 — Tyrone Davis
LP Adds: Johnnie Taylor, Tower Of Power, Isley Brothers

WVON — CHICAGO — E. RODNEY JONES
#1 — Flack/Hathaway
*Chic
*Dorothy Moore
*Isley Brothers
*Van McCoy
*Eddie Kendricks
*Chuck Mangione
*George Duke
LP To 7 — George Benson
17 To 12 — Cameo
19 To 14 — Belle Epoque
21 To 15 — Ann Peebles
22 To 16 — Moments
23 To 17 — Blackbyrds
24 To 11 — Rufus
25 To 18 — Kool & The Gang
29 To 19 — Jimmy Bo Horne
30 To 20 — THP Orchestra
31 To 23 — Albert King
LP Adds: Al Johnson, O'Jays, Billy Preston

WBMX — CHICAGO — ERNEST JAMES
LP Adds: Isley Brothers, Deodato
WABQ — CLEVELAND — MIKE PAYNE
#1 — Mathis/Williams
*Whispers
*Lenny Williams
*Ron Preyer
*Ubiquity
Hots: George Duke, Flack/Hathaway, Heatwave, George Benson, Isley Brothers, Peter Brown, Millie Jackson, L.T.D.
Extras: Al Johnson, Brown Sugar, Van McCoy, Charles Jackson, Lucy Hawkins, Chic

WUMO — CLEVELAND — LYNN TOLLIVER
#1 — Mathis/Williams
*Isley Brothers
*Michael Zager
*Bar-Kays
15 To 3 — George Duke
19 To 6 — Heatwave
23 To 17 — Dramatics
26 To 22 — Cameo
27 To 20 — Faze-O
28 To 18 — David Oliver
29 To 23 — Johnnie Taylor
31 To 25 — Diana Ross
34 To 27 — Luther Ingram
LP Adds: AWB, Tyrone Davis, Master Funk

WVKO — COLUMBUS — KEITH WILLIS
#1 — Mathis/Williams
*Voltage Brothers
*Mass Production
*Barbara Mason
*McCrarys
*Bar-Kays
13 To 6 — Bobby Bland
15 To 7 — Heatwave
16 To 8 — Isley Brothers
22 To 17 — George Duke
23 To 15 — Rufus
24 To 18 — Curtis Mayfield
27 To 22 — Bill Withers
28 To 21 — Barry White
29 To 23 — Cameo
30 To 26 — Mill Mathews
32 To 27 — Harvey Mason
33 To 28 — Johnnie Taylor
35 To 24 — O'Jays
37 To 32 — Steely Dan
38 To 29 — Jaisun
39 To 35 — Blackbyrds
40 To 34 — Whispers

WDAO — DAYTON — LANKFORD STEPHENS
#1 — Faze-O
8 — War
*Randy Brown
*Jaisun
*Wee Gee
*Bell Epoque
Hots: Mathis/Williams, George Benson, Gladys Knight, Side Effect, Brothers Johnson
Extras: THP Orchestra, Boiling Point, Gene Chandler, Chic, Ripple, Chocolate Milk, George Duke, O'Jays

WGPR — DETROIT — GEORGE WHITE
#1 — George Benson
*Roy Ayers
*Love Unlimited
17 To 10 — Lenny Williams
18 To 11 — Ann Peebles
31 To 25 — THP Orchestra
34 To 26 — Eruption
HB To 34 — Chocolate Milk
HB To 35 — Rhythm Heritage
LP Adds: Pharos Sanders, Deodato, Linda Clifford, Leroy Hutson, Madelaine
Extras: Herb & Hugh, Johnnie Bristol, Blackbyrds, Explorations, Kool & Gang, Michael Walden, Smokey Robinson

KDKO — DENVER — JIM O'BRIEN
#1 — Mathis/Williams

*Alpert/Masekela
*War
*Cuba Gooding
*Chic
*Rubicon
16 To 9 — E.W.&F
20 To 1 — Mathis/Williams
25 To 15 — Wild Cherry
27 To 16 — Smokey Robinson
28 To 6 — Heatwave
30 To 17 — Michael Zager
Ex To 24 — George Duke
HB To 21 — Kongas
HB To 24 — George Benson
LP Adds: Jean Tyrell, Ubiquity

WCKO — FT. LAUDERDALE — JOE FISHER
#1 — Flack/Hathaway
*Bob Marley
*Chi'Lites
*Bobby McClure
*Made In USA
*Wilson Williams
Gollie Alexander
Hots: Roy C, Tyrone Davis, Peter Brown, Raydio, Al Green, Bunny Sigler, KC & The Sunshine Band, George Benson
Extras: Al Johnson, Cheryl Barnes, Salsoul Orch, Fredrick Knight, Millie Jackson

WRBD — FT. LAUDERDALE — CHARLES MERRITT
#1 — Parliament
*Sunshine Band
*Chocolate Milk
*Al Green
*George Duke
*Wild Cherry
*Rudy March
*T-Connection
*Ronnie Dyson
*Parlet
*Wilson Williams
*Metropolis
*Salsoul Orch.
*Dionne
*3 Ounces Of Love
*O'Jays
*Mass Production
Hots: Natalie Cole, Raydio, Enchantment, Bootsy, Luther

KOKY — LITTLE ROCK — KELLY KARSON
#1 — Mathis/Williams
13 To 9 — Con Funk Shun
15 To 7 — Jimmy Bo Horne
16 To 10 — Faze-O
19 To 13 — Rufus
20 To 14 — O'Jays
LP Adds: O'Jays, Heatwave, Johnnie Tyler, Dramatics

KDAY — LOS ANGELES — STEVE WOODS
#1 — George Benson
*Linda Clifford
*O'Jays
*Etta James
8 To 1 — George Benson
11 To 7 — Michael Zager
13 To 8 — Brook Benton
19 To 6 — Isley Brothers
26 To 19 — Heatwave
HB To 22 — Dramatics
HB To 23 — Rufus
HB To 25 — Odyssey
LP Adds: Leon Haywood, Alpert/Masekela

KKTT — LOS ANGELES — DON MAC
*Harvey Mason
*Natalie Cole
*Eddie Kendricks
*Cuba Gooding
LP Adds: Dramatics, Mandre, McCrarys, Platinum Hook

KUTE — LOS ANGELES — LUCKY PIERRE
LP Adds: Tower Of Power, David Oliver, AWB
WDIA — MEMPHIS — JOHNNIE NEELY
#1 — Parliament
*Gladys Knight
*Kool & Gang
29 To 23 — Controllers
Ex To 3 — Isley Brothers
Ex To 24 — Moments
Ex To 25 — Belle Epoque
Ex To 26 — ZZ Hill
Ex To 27 — Jimmy Bo Horne
Ex To 28 — George Duke
LP Adds: Isley Brothers, Johnnie Taylor, Manchild
Extras: Johnnie Bristol, Chic, Yvonne Elliman, Bar-Kays, Smokey Robinson

WMBM — MIAMI CEDRICK ANDERSON
#1 — Bootsy Collins

*Rufus
*Heatwave
*James Brown
*K.C. & Sunshine Band
Hots: Tyrone Davis, George Benson, Mathis/Williams, Peier Brown, David Oliver
LP Adds: Jean Terrell, Smokey Robinson, Stargard, Tyrone Davis, Isley Brothers

WAMO — PITTSBURGH — DELL KING
#1 — Flack/Hathaway
*Delphonics
*O'Jays
*Johnnie Taylor
*Al Green
*Chocolate Milk
*Gladys Knight
10 To 5 — George Benson
13 To 6 — Peter Brown
14 To 7 — E.W.&F
16 To 9 — Kool & Gang
17 To 11 — Con Funk Shun
18 To 13 — L.T.D.
19 To 14 — Moments
20 To 12 — Millie Jackson
23 To 16 — Donna Summer
24 To 18 — High Inergy
26 To 20 — Controllers
27 To 22 — K.C. & Sunshine Band
28 To 21 — 5th Dimension
30 To 24 — Tyrone Davis
32 To 26 — Joneses
33 To 28 — Cameo
34 To 23 — Rufus
38 To 31 — Isley Brothers
39 To 30 — Heatwave
40 To 35 — Dee Dee Bridgewater
LP Adds: Jean Tyrell

KSOL — SAN FRANCISCO — J.J. JEFFRIES
#1 — Mathis/Williams
*Side Effect
*ZZ Hill
*Belle Epoque
*Leroy Hutson
*RB Hudmon
*Eruption
*Gladys Knight
11 To 7 — Faze-O
16 To 10 — Tyrone Davis
17 To 13 Dramatics
22 To 16 — Michael Zager
23 To 17 — Bill Brandon
LP Adds: THP Orch., Jimmy Bo Horne, Isley Bros., Con Funk Shun, Barry White, Curtis Mayfield, O'Jays

KKSS — ST. LOUIS — WALTER SUMMER
#1 — Flack/Hathaway
*Bar-Kays
*Jaisun
*Con Funk Shun
*Cameo
*Gladys Knight
*O'Jays
Hots: Mathis/Williams, Faze-O, Isley Brothers, Heatwave, Jimmy Bo Horne, Barry White
LP Adds: Hubert Laws, AWB

KATZ — ST. LOUIS — GARY STARR
#1 — Bootsy
*Chocolate Milk
*War
*Isley Brothers
*Ann Peebles
20 To 16 — L.T.D.
30 To 17 — Michael Zager
LP Adds: Dexter Wansel

WESL — ST. LOUIS — JIM GATES
#1 — Tyrone Davis
*R.B. Hudman
*Dee Dee Bridgewater
*Sun
*Blackbyrds
*Alpert/Masekela
Extras: Jaisun, Cameo, Miracles, Tower Of Power, Johnny Adams, Van McCoy, Barbara Mason, Detroit Emeralds, Major Lance
LP Adds: Bootsy, Parliament, George Benson, Maze, Faze-O, Flack/Hathaway, Smokey Robinson, Isley Brothers, Rufus, Saturday Night Fever

WVDM — SUMTER — BARBARA TAYLOR
#1 — Moments
*Boiling Point
Hots: Tyrone Davis, Chic, Mathis/Williams, Rufus, Walter Jackson, Isley Brothers, Jacksons, Barry White
LP Adds: Isley Brothers

WTMP — TAMPA — CHARLES EDWARDS
#1 — Parliament
*L.T.D.
*Rufus
*Eddie Boyd
*Barbara Mason
*Jaisun
*George Duke
*Bar-Kays
*Herman Kelly
*Foster Sylvers
*King Errison
*David Oliver
*Meco
*O'Jays
*Jimmy Bo Horne
Hots: Natalie Cole, Flack/Hathaway, Bootsy, Rance Allen, Barry White, Rare Gems Odyssey, Brass Construction, Mathis/Williams, Manhattans
LP Adds: Isley Brothers, KayGees, Heatwave, James Brown, Shirley Bassey, Johnny Mathis, Lonnie Liston Smith

K-100 — WASHINGTON — JOHN MOEN
#1 — Parliament
*O'Jays
*Odyssey
*Parlet
*Eruption
*Isley Brothers
*George Benson
*Maze
*Con Funk Shun
Hots: David Oliver, Parliament, Bootsy, Cameo, Heatwave, O'Jays, Mathis/Williams
LP Adds: O'Jays, Parlet, Isley Brothers, Bootsy, Raydio, Rufus, Heatwave

KOKY — LITTLE ROCK — KELLY KARSON
#1 — Mathis/Williams
13 To 9 — Con Funk Shun
15 To 7 — Jimmy Bo Horne
16 To 10 — Faze-O
19 To 13 — Rufus
20 To 14 — O'Jays
LP Adds: O'Jays, Heatwave, Johnnie Taylor, Dramatics

MOST ADDED R&B SINGLES

1. **USE TA BE MY GIRL — THE O'JAYS — PHILA. INT'L.**
WQMG, KKSS, WDAO, WAMO, WRBD, KOKY, WYBC, WJLB.
2. **MISS BROADWAY — BELLE EPOQUE — BIG TREE**
WLOK, WDAS, WDAO, WYBC, KSOL, WYLD.
3. **TRY AND UNDERSTAND — JAISUN — JETT-SETT**
KKSS, WDAO, WGIV, WRBD, WXVI, KKTT.
4. **MY FAVORITE FANTASY — VAN McCOY — MCA**
WESL, WABQ, KPRS, WJLB, WYLD.

MOST ADDED R&B LPs

1. **SHOWDOWN — THE ISLEY BROTHERS — T-NECK/EPIC**
KSOL, WNAT, WTLC, WKND, WSOK, WXVI, KPRS, WWDW, WOKB, WBMX, WESL, WDMA.
2. **CENTRAL HEATING — HEATWAVE — EPIC**
WXVI, KUTE, WNAT, WTLC, WSOK, KOKY, WEDR, WWIN.
3. **SO FULL OF LOVE — THE O'JAYS — PHILADELPHIA INTERNATIONAL**
KKTT, KUTE, KSOL, KOKY, WEDR, WMBM, WWIN.
4. **EVER READY — JOHNNIE TAYLOR — COLUMBIA**
KKTT, KMJQ, WSOK, WXVI, KOKY, WMBM, WDMA.

Ingram, Roy C, Z.Z. Hill
WQMG — GREENSBORO — BIG DADDY
#1 — Evelyn C. King
*O'Jays
*David Oliver
*Blackbyrds
*Isley Brothers
*Linda Clifford
10 To 6 — E.W.&F
12 To 7 — Cameo
21 To 18 — Peter Brown
28 To 23 — Heatwave
30 To 26 — George Duke
Extras: Gladys Knight, Donna Summer, Bobby Womack
KMJQ — HOUSTON — JACK PATTERSON
#1 — Mathis/Williams
*Curtis Mayfield
*Isley Brothers
*Heatwave
11 To 6 — Heatwave
12 To 5 Rufus
23 To 16 — Bobby Womack
26 To 8 — O'Jays
28 To 24 — Diana Ross
32 To 28 — Flack/Hathaway
33 To 19 — Roy Ayers
39 To 33 — Michael Walden
Ex To 4 — Isley Brothers
Ex To 13 — Heatwave
HB To 20 — Evelyn C. King
HB To 23 — BT Express
HB To 25 — Barry White
HB To 34 — Johnny Bristol
HB To 35 — Al Green
HB To 37 — Yvonne Elliman
HB To 40 — Cazz
LP Adds: Johnnie Taylor, Livin' Proof, Cuba Gooding
KPRS — KANSAS CITY — DELL RICE
#1 — Parliament
*Smokey Robinson
*Miracles
*Van McCoy
*Chocolate Milk
15 To 5 — Trammps
17 To 7 — Mathis/Williams
LP Adds: Isley Brothers

*Barbara Mandrell
Leon Haywood
*Ron Pryor
12 To 7 — Cameo
21 To 13 — David Oliver
34 To 25 — Kool & Gang
LP Adds: O'Jays, Johnnie Taylor
WEDR — MIAMI — JERRY RUSHIAN
#1 — Enchantment
*Walter Jackson
*Cory Wells
*Bobby McClure
*Odyssey
*Leon Haywood
*Gene Chandler
*Imperials
11 To 6 — ZZ Hill
13 To 8 — Mathis/Williams
LP Adds: O'Jays, Bob Marley, Heatwave, Tower Of Power
WXVI — MONTGOMERY — BILL BLACK
#1 — Mathis/Williams
*Gene Chandler
*Van McCoy
*T-Connection
*Jimmy Castor
7 To 1 — Mathis/Williams
16 To 12 — Luther Ingram
18 To 13 — Barry White
21 To 14 — Isley Brothers
Ex To 22 — Boiling Point
Ex To 27 — Donna Summer
Ex To 32 — Bar-Kays
LP Adds: Kool & Gang, Heatwave, Platinum Hook, J.G. Watson, Spro Gyra, Jimmy Smith, David Newman, Ron Carter
WYLD — NEW ORLEANS — MOSES CAGE
#1 — Lee Dorsey
*Cazz
*Van McCoy
*Belle Epoque
*Curtis Mayfield
*George Duke
WOKB — ORLANDO — LEE SHARP
#1 — Odyssey
*Grover Washington

*Bar-Kays
*Jaisun
*Con Funk Shun
*Cameo
*Gladys Knight
*O'Jays
Hots: Tyrone Davis, Chic, Mathis/Williams, Rufus, Walter Jackson, Isley Brothers, Jacksons, Barry White
LP Adds: Isley Brothers
WTMP — TAMPA — CHARLES EDWARDS
#1 — Parliament
*L.T.D.
*Rufus
*Eddie Boyd
*Barbara Mason
*Jaisun
*George Duke
*Bar-Kays
*Herman Kelly
*Foster Sylvers
*King Errison
*David Oliver
*Meco
*O'Jays
*Jimmy Bo Horne
Hots: Natalie Cole, Flack/Hathaway, Bootsy, Rance Allen, Barry White, Rare Gems Odyssey, Brass Construction, Mathis/Williams, Manhattans
LP Adds: Isley Brothers, KayGees, Heatwave, James Brown, Shirley Bassey, Johnny Mathis, Lonnie Liston Smith
K-100 — WASHINGTON — JOHN MOEN
#1 — Parliament
*O'Jays
*Odyssey
*Parlet
*Eruption
*Isley Brothers
*George Benson
*Maze
*Con Funk Shun
Hots: David Oliver, Parliament, Bootsy, Cameo, Heatwave, O'Jays, Mathis/Williams
LP Adds: O'Jays, Parlet, Isley Brothers, Bootsy, Raydio, Rufus, Heatwave
KOKY — LITTLE ROCK — KELLY KARSON
#1 — Mathis/Williams
13 To 9 — Con Funk Shun
15 To 7 — Jimmy Bo Horne
16 To 10 — Faze-O
19 To 13 — Rufus
20 To 14 — O'Jays
LP Adds: O'Jays, Heatwave, Johnnie Taylor, Dramatics

Outlets Examine The Factors Influencing Black Disc Sales

(continued from page 47)

sent time, Blaine said, records are still the number one entertainment buy. Recalling last year's price hike from \$6.98 to \$7.98 list, he comments: "It's a competitive business. You've got chains trying to sell for \$4.39 and the mom and pop stores who buy at \$4.40 trying to stay in competition."

"Money is an important factor," he concludes, "but people will always be buying music. At one time records weren't more than \$2.99, now George Benson's double album is \$12.98 list. Music will always be here and people will still buy the music even if single LPs go up to \$12.98 list price."

From a retail standpoint, Butch Truesdale, buyer for King James Records in Philadelphia, expressed a similar attitude, saying that the store is experiencing about a 45 percent increase in sales over last year, which he attributes to the number of new releases from Columbia.

"People want to buy the hottest items," Truesdale says. "At times, particularly when there isn't too much product on the market, consumers tend to be price conscious. The product is there now. They want them so they buy them."

Sales Factors

He went on to say that the availability of product, in-store play and radio airplay are influential factors that motivate sales. "If you have product, you can move it," he says; "if you don't, you can't." Truesdale adds that the latter can be the case when shipping dates for product do not correspond with airplay.

The store utilizes various types of merchandising displays — posters, mobiles and whatever is available — says Truesdale, who feels that once a consumer is in the store, all of these things can be incentive to purchase something.

The buyer at VIP Records' Los Angeles location on Crenshaw Boulevard had a different opinion, saying that there is a "price war" and that consumers are indeed price conscious. George Nakashige says that volume in the store has decreased and that sales are "off quite a bit from a year ago."

He continues that, "Eight months ago we went two bucks off the retail price. We sell \$7.98 list for \$5.98 and \$6.98 list for \$4.98. We used to sell \$6.98 for \$3.88 but now we are carrying about one-third of the product we used to have. Our amount of profit is still

the same but we have fewer customers."

In store merchandising at VIP consists of mobiles, wall displays, posters and window displays but Nakashige feels that in-store play is the main strength in motivating purchases.

"Sales in comparison to a year ago are not as good here because people are unemployed and not purchasing many records," says Carl Haneiph, salesman at Soul Shack Records in Washington, D.C. The store carries a lot of black product including jazz and Caribbean product, all which sell for \$1.99 off the regular list price except for specials when \$6.98 list go for \$3.99. Haneiph buys and handles the stock for the store and says that the store is getting into Caribbean product (reggae, calypso, African, Haitian) because there is definitely a market for it.

"There is a market for this product," he says, "and we are doing pretty good business with it. We import directly from the islands and we have the largest selection of Caribbean music anywhere in the metropolitan area."

Bad Records in Oak Park, Michigan is looking to expand in the near future as a result of a profitable year. Michael Washington, buyer and assistant manager at the store, explains that sales have increased this year because of their "good service, good prices and large selection of product." The \$7.98 list product sells for \$4.99 while eight track and cassettes are \$5.98. The store utilizes in-store merchandising (window displays and wall displays of oil paintings) but Washington feels that in-store play and in-store appearances motivate purchases more. The customers, he says, look forward to the latter activity and often call to inquire about upcoming appearances which are usually scheduled weekly.



BROWN GETS FUNKY — On a recent visit to New York, TK/Drive recording artist Peter Brown stopped by Studio 54 to present owner Steve Rubell and disc jockey Richie Kaczor with a gold copy of his 12-inch single, "Do You Wanna Get Funky With Me." Pictured (l-r) are: Brown; TK producer Cory Wade; Kaczor; Rubell; Janet Oseroff, director of publicity for TK; and Ray Caviano, vice president of special projects for TK.

Quincy Jones Single Set 'Kool' Radio Special For April Release by A&M Released By De-Lite

LOS ANGELES — For the first time in the history of Quincy Jones' 10 years at A&M Records, the label has decided to rush release the title tune to his upcoming album, "Sounds . . . And Stuff Like That," as a single prior to the LP's release date. The track, featuring vocal performances by Chaka Kahn and Ashford and Simpson generated such enthusiasm at the label that the company pushed up the release date to April 16, almost a month ahead of the scheduled release date of May 12.

Noting that Jones has always been a strong album artist at the label, Harold Childs, vice president/promotion for A&M, commented: "We feel that this release is going to establish Q as strongly in the single market as he is in the album market."

Natalie Cole Gets Gold

LOS ANGELES — "Our Love," the latest single by Capitol recording artist Natalie Cole, has been certified gold by the RIAA. The album was released Oct. 31, 1977.

NEW YORK — Bernie Block, vice president of sales and marketing for De-Lite Records, announced the releases of "History Of Kool & The Gang," a special 30 minute program on disc for promotion use to radio stations.

The album features interviews with the members of the group in addition to a cross section of their hits from 1969 to the present and is narrated by radio veteran Billy Taylor. The show is arranged to allow insertion of commercials, as well as give the stations the option of programming the special over several days time. It is not available to the general public.

The distribution of the "History" LP is being coordinated by Block and Bill Haywood, vice president of black product for Phonogram, Inc./Mercury Records, which markets the De-Lite label. The product will be distributed internationally as well and to all salesmen for Polygram distribution to bring them up to date on the group's history. The release of this LP coincides with the recently released "Kool & The Gang Spin Their Top Hits," a collection of the group's top singles throughout the years.

Concert Tribute Set For Malvina Reynolds

LOS ANGELES — Songwriter Malvina Reynolds, who died at age 77 last month, will be honored by a musical tribute at the Berkeley Community Theatre on May 18. Performers who have confirmed their appearance include Pete Seeger, Steve Goodman, Margie Adam, Rosalie Sorrels and Country Joe McDonald. Tickets are on sale at all B.A.S.S. outlets. Proceeds will go to People Against Nuclear Power, Women Against Rape, National Committee Against Repressive Legislation and INFACT.

CBS Supplies Grant For Bed-Stuy Studio

NEW YORK — John Storyk of Sugarloaf View is designing a new 2500 square-foot, single control recording studio in the Bedford-Stuyvesant area of Brooklyn. The project was made possible by a \$260,000 grant from CBS, Inc., which gave the money to the Bedford-Stuyvesant Development Corp. Altogether, CBS' grants to various community organizations in the city total over \$2 million.

When the studio is completed at the beginning of July, local talent will be employed for both engineering apprenticeships and artistic input.

S&S Signs Jones

NEW YORK — Thelma Jones, a Columbia recording artist, has signed a long-term personal management agreement with Sight & Sound Management Ltd. Bert de Coteaux is producing Jones' first record for the label.

THE RHYTHM SECTION

(continued from page 47)

a source who ventured there last weekend: "You'll need a crowbar to pry your way into the place!" . . . or a little magic?

WAR'S PATH — After the first week, the group's 20 city tour will continue April 20, at the Capitol Center in Largo, Maryland with subsequent dates through the third week in May. The single, "Hey Senorita," from their Galaxy LP was recently released and is #67 bullet on the R&B chart. . . The **O'Jays** will be on the tour path beginning May 11. Eddie, Sammy and Walter recently wrapped up rehearsals here in L.A., "warmed up" the Paramount Theatre in Seattle, April 16 and are "preparing to cook" at the Cave in Vancouver, Canada, April 17-22 before blazing the tour trail. . . The **Temptations** are currently in the midst of a major tour which takes them to the Holiday House in Pittsburgh, April 21-29 and Rosey's in New Orleans, May 4-7 with a new album scheduled for a June release. . . Additionally, **B.B. King**, a travelin' man, recently performed at the Great Southern Music Hall in Orlando, Florida. He'll take a break and let his new LP (released Friday) take its course. The disc is entitled "Midnight Believer," produced by **The Crusaders** and **Stu Levine**. The tour will commence in early June with dates in Atlanta and New York. . . Now this woman has been around and will be around at the Roxy, April 24 to kick off a tour in support of her new LP. **Etta James** is back with "Deep In The Night" on Warner Brothers, produced by Jerry Wexler. . . check her out.

THIS 'N' THAT—A&M recording artist **Hugh Masekela** was recently feted at the Pied Piper nightclub. He was given a Los Angeles Community Award plaque honoring him for his many contributions to the community as a musician, presented by Gertrude Gibson, entertainment editor for the *Los Angeles Sentinel*. This is the second time Masekela has received the award. . . Contrary to what some people think, **Billy Preston** (although recently signed to a three year, three album contract with Myrrh Records) is and will remain an A&M artist, according to a spokesman for the company. Preston will exclusively record gospel music for the Myrrh label. . . Chi Sound Records is rush-releasing a 12" version of "I Love Making Love To You," by **Madelaine** from her debut LP, "Who Is She . . . Madelaine" . . . Fantasy Records has released "That Larry Williams," by vocalist and producer **Larry Williams**. Williams will also be producing a number of artists on his Angel Town Sound label under the Fantasy umbrella — among them, **Martha Reeves** of the **Vandellas** fame.

RADIO RAP — **WUFO** in Buffalo, N.Y. is working on a contest in conjunction with Motown Records revolving around the "Evening Out" theme. A drawing will be held, April 19 and the winner will enjoy a night on the town with some of the station's air personalities. And if that isn't enough, the winner also gets a trip to Toronto, Canada. . . **WRAP** in Norfolk held a contest which involved local high schools, having the students write the station's call letters as many times as possible. Two million entries later, a local school principal called for a halt to the contest, saying that students were spending all of their class time writing WRAP instead of their schoolwork. . . **WTOY** in Roanoke, Virginia is in need of gospel product. Contact Donnie at (703) 343-5545. . . **WSNL** in Augusta, Georgia has changed their format from country to R&B/Top 40. P.D. Jimmy Byrd needs service from all companies. Send to: P.O. Box 1454, Augusta, Georgia 30903.

carla spencer

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JAGGER GETS TUFF — Mick Jagger and model Jerry Hall visited Sire recording artists Tuff Darts backstage after the group's recent performance at CBGB's Second Avenue Theatre. The band is currently on their first cross-country tour in support of their debut album, "Tuff Darts." Seen backstage after the show (l-r) are: Jeff Sulen and John Morelli of the group; Jagger; and Ms. Hall (with her back turned).

FM Adds

(continued from page 27)

Pleasure
Frankie Miller
Al DiMeola
Airwaves
John Miles
Randy Bachman
Les Dudek
Spyro Gyra

WPLR-FM — NEW HAVEN — Ed Michaelson

The Climax Blues Band
Todd Rundgren
Al DiMeola
Brian Auger And Julie Tippetts
Carole King
Les Dudek
Dirk Hamilton
Carly Simon
John Hall
Steve Hackett
Heart

The Last Waltz (soundtrack)

FM (soundtrack)

WGRQ-FM — BUFFALO — John Velchoff

Jethro Tull
Todd Rundgren
Carly Simon
Spyro Gyra
Meat Loaf
The Last Waltz (soundtrack)

FM (soundtrack)

KRST-FM — ALBUQUERQUE — Bill Stambaugh

Carly Simon
Richie Furay
Elvis Costello
Les Dudek
Dixie Dregs
Mac McAnally
Randy Bachman
Jethro Tull
FM (soundtrack)

KNCN-FM — CORPUS CHRISTI — Mando Camina

Jethro Tull
Elvis Costello
The Sutherland Brothers
Stanley Clarke
Dickey Betts And Great Southern
REO Speedwagon
Moxy

Martinez Tapped As RCA's V.P. Of Financing, Int'l

(continued from page 10)

Martinez further announced that Karl Kurz, division vice president of international operations, and Kelli Ross, newly-appointed division vice president of international creative affairs, will be reporting directly to him.

Robert Summer, president of RCA Records, said that Martinez is "eminently



Arthur Martinez

suited to the challenge of his new dual position" because of his strong relationships with RCA's licensees and foreign subsidiaries.

Martinez is a graduate of Brooklyn Poly Tech and has a Master of Business Administration degree from the Harvard Business School. He resides with his wife and two children in Connecticut.

Multi-Faceted E/A Campaign Is Crucial In Breaking Zevon

(continued from page 22)

test pressings, and every station which received the test pressing soon added it. As a result, by the time the album was released in late January it was already one of the most added records in the nation.

After attaining substantial airplay success on FM, "Werewolves" was decided on as the single choice because it had received the most positive reaction from the FM stations.

"FM reaction picked 'Werewolves,'" reported Buttice. "We waited to hear from those stations before we picked it."

For its merchandising campaign, 12"x24" banners, 2"x3" posters, mobiles, T-shirts and 'Ah-Ooh' buttons were all created by E/A to instill further interest in Zevon.

Zevon Theme

"The Zevon 'theme' lent itself to effective merchandising," said George Steele, E/A vice president of merchandising. "Besides all the store paraphernalia we've furnished, we also have created florentine silver bullets with 'Warren Zevon' engraved on them, in a plastic bag with an accompanying card that reads 'Only this silver bullet will stop the Werewolves Of London.'"

Of course, Zevon himself has established additional momentum by completing a nationwide, enthusiastically received tour. Although currently resting in Los Angeles, Zevon is planning another national tour which will begin in the northeast next month.

Motown's Gordy Cited By Business College

WELLESLEY, MASS — Berry Gordy Jr., president and chairman of Motown Industries, Inc., has been honored as a "distinguished entrepreneur" by Babson College. The business school inaugurated its "Academy Of Distinguished Entrepreneurs" last week with the induction of Gordy and four other major businessmen, including Ray Kroc of MacDonald's Corp. and Soichiro Honda, founder of Honda Motor Co.

Ayars Forms Company

LOS ANGELES — ASCAP member Bo Ayars has announced the formation of Bo Ayars Publishing Co., with offices at 6420 Wilshire Blvd., Suite 1010, Los Angeles, CA 90048.

RIAA Report Cites 1977 Work In Areas Affecting Industry

(continued from page 10)

"Although most defendants in criminal piracy and infringement cases continued to receive fines and suspended jail terms, the numbers actually sent to jail were rising," RIAA said.

One important development listed in the report was a Seattle, Washington case in which a federal court ruled that the duplication of copyrighted sound recordings for use in a background music system constitutes infringement of a record company's copyrights, and was also unfair competition with respect to recordings issued before records and tapes became eligible for federal copyrights.

Enforcement Up

The report also said enforcement of laws against piracy is on the upswing and said, "Systematic undercover investigations and subsequent raids turned up hundreds of thousands of pirated and counterfeit recordings with a street value running into the hundreds of millions of dollars.

"Rather than being gratified by the progress achieved by its anti-piracy program in 1977," RIAA said in its summary of 1977 piracy action, "the association seemed resolute on even further intensifying its anti-piracy efforts during 1978."

Record Awards

The number of records certified gold and platinum hit an all-time high in 1977, according to the report. Gold record awards were presented to 238 albums and singles in 1977, a 17% increase from the 204 gold records in 1976. Platinum record awards also increased more than 75% in 1977 to 71, compared to 41 given in 1976.

The report stated that the qualification for a gold or platinum award was amended by the board of directors in September to allow for the inclusion of 12-inch, or disco, singles. "The amended certification rule said that each 12-inch single would be counted as two units and added to the unit volume of the seven-inch discs containing the same tune," according to RIAA's statement.

Despite this revision, no 12-inch singles have yet been certified gold for sales of 500,000 copies, according to Henry Brief, executive director of the RIAA.

Market Expansion Plan

Its plans for market expansion were outlined in the report, led by the findings of its two-phase research program. "The principal objectives (of the project)," the association said, were "the retention of current buyers of records and tapes as they advanced in age, the expansion of purchases by marginal buyers, recapturing former buyers and developing new purchasers among non-buyers."

Phase I of the study reflected "an overall

optimism about the industry's future and production stability predicated on the belief within the industry that recordings are now an ingrained part of the culture; that they are no longer a discretionary item . . ." the report said.

Phase two of the project, which consists of consumer surveys, got underway in the fall of 1977, but the report on it was not expected until early 1978.

Postal Rates

The report cited RIAA's work in Washington in reference to various postal rate changes and steps it took to retain the best possible rate for mailed recordings. RIAA's traffic committee also embarked on a campaign in 1977 to achieve equal treatment from bus companies for shipments of records and tapes.

Brief said the fourth-class postal rate proposal is still in limbo and that the industry is still waiting for the postal service to set guidelines on packaging. But, he added, "We seem to have won our points in every instance" in correspondence with the postal service.

RIAA made an effort last year to focus attention on the new immigration law and federal agencies which, RIAA said, "appeared to pay no heed to the unique qualities or talents of foreign performers or producers."

Other significant activities in 1977 included the creation of a White House liaison committee and an electronic data processing committee "to consider the exchange of information for improving the efficiency and utilization of electronic data processing equipment and procedures."

Other Activities

At RIAA's annual meeting in Los Angeles March 6, 1977, members elected a new board of directors to serve until the 1979 annual meeting. The report also described, in brief, activities surrounding the "Centennial of Sound Recording" celebration in 1977, the RIAA's Ninth Cultural Awards Dinner honoring Sen. Hubert Humphrey, as well as tax matters related to the industry.

Brief would not comment on the \$3.3 billion industry sales predictions for 1977 made by CBS and WEA, saying RIAA figures will be out late in May.

The introduction to the RIAA report said it was prepared because, "Too often, people within the industry who are not directly involved in RIAA activities, and certainly the public itself, recognize RIAA only because of its involvement in certifying gold and platinum record awards.

"This is merely the tip of the iceberg, and we hope this report will acquaint the industry with many of the more important, far-reaching involvements of the association."

REGIONAL PROGRAMING GUIDE

(continued from page 29)

Starship, Ex To 21 — Wings, Ex To 19 — Chuck Mangione. ADDS: ARS, Andy Gibb, Mathis/Williams, Heart

KSLY — SAN LUIS OBISPO — JOHN TOBIN, MD — PICK: WALTER EGAN

1-1 — Yvonne Elliman, JUMPS: 32 To 29 — Patti Smith, 27 To 19 — Trampmps, 25 To 18 — Wings, 22 To 17 — Player, 20 To 16 — ARS, 19 To 14 — Elvis Costello, 18 To 13 — Raydio, 14 To 12 — Bob Weir, 11 To 7 — Flack/Hathaway, 8 To 5 — Jefferson Starship, 7 To 4 — Bee Gees — More, Ex To 25 — Wet Willie, Ex To 22 — Mathis/Williams, Ex To 20 — Tavares

KJR — SEATTLE — TRACY MITCHELL, MD — PICK: GERRY RAFFERTY

1-1 — Bee Gees — Fever, JUMPS: 25 To 21 — Bonnie Tyler, 23 To 18 — Wings, 19 To 16 — Billy Joel, 17 To 12 — Billy Joel, 15 To 13 — Styx, 14 To 9 — ELO, 13 To 10 — Raydio, 10 To 8 — England Dan & J.F. Coley, 5 To 2 — Kansas, Ex To 25 — Jefferson Starship, Ex To 24 — Heart, Ex To 23 — Steely Dan. ADDS: Travolta/John, Flack/Hathaway

KING — SEATTLE — BOB CONRAD, PD — PICK: WINGS

1-1 — Bob Welch, 25 To 17 — Wings, 24 To 18 — Flack/Hathaway, 22 To 14 — Jefferson Starship, 17 To 5 — Chuck Mangione, 15 To 10 — ELO, 10 To 4 — Yvonne Elliman, Ex To 25 — Travolta/John, Ex To 24 — ARS, Ex To 23 — Heart. ADDS: Sweet, Wet Willie, Billy Joel, George Benson

KJRB — SPOKANE — TOM HUTYLER, MD — PICK: ANDY GIBB

4-1 — Raydio, JUMPS: 25 To 16 — Wings, 24 To 15 — Flack/Hathaway, 23 To 18 — Bee Gees — More, 22 To 11 — Sweet, 20 To 15 — ARS, 17 To 12 — Steely Dan, 12 To 9 — E,W&F, 7 To 5 — Heatwave, 4 To 1 — Raydio, Ex To 29 — Travolta/John, Ex To 27 — Bonnie Tyler, Ex To 26 — Mathis/Williams, Ex To 20 — Andy Gibb. ADDS: Carly Simon, Gerry Rafferty

KTAC — TACOMA — RICK HANSON, PD — PICK: BONNIE TYLER

1-1 — Bee Gees — Fever, JUMPS: 27 To 22 — Bee Gees — More, 24 To 20 — Flack/Hathaway, 15 To 12 — Andrew Gold, 11 To 9 — England Dan & J.F. Coley, Ex To 29 — ARS, Ex To 28 — Billy Joel. ADDS: Andy Gibb, Warren Zevon

FEATURE PICKS

Coordinated by Peter Hartz

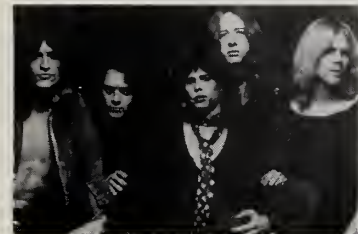
ABBA (Atlantic 3457)
Take A Chance On Me (3:30) (Artwork — ASCAP) (B. Andersson/B. Ulvaeus)

The vocal parts on this track from "Abba — The Album" are intricately arranged to produce a wall of sound and the result is an excellent example of Abba's unique brand of squeaky clean pop. The beat moves at a fast trot. Top 40 pick.



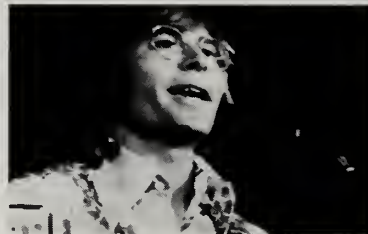
ROD STEWART (WB 8568)
I Was Only Joking (4:48) (Riva — ASCAP) (Stewart/Grainger)

Rod has that ability to laugh at himself and make us love him for it. This third single from "Foot Loose & Fancy Free" LP is a gentle ballad about growing and learning. Acoustic and electric guitar work is clean. Top 40 choice.



AEROSMITH (Columbia 3-10727)
Get It Up (3:48) (Daksel/Song & Dance/Vindaloo Productions — BMI) (S. Tyler/J. Perry)

The boys from Boston stand at attention for this racy rocker taken from the "Draw The Line" album. The dominating guitar work slides and grinds. Steve Tyler attacks his vocals with characteristic verve. Good hook. Pop and AOR pick.



JOHN DENVER (RCA JH-11267)
I Want To Live (3:45) (Cherry Lane — ASCAP) (J. Denver)

Denver sings of the aspirations of all children on this follow-up to "It Amazes Me." Strings provide emotional upswing from the piano passages and the drums finally kick-in for the finale. Suited to MOR and pop formats.

LEIF GARRETT (Atlantic 3476)
The Wanderer (2:40) (Rust Enterprises/Schwartz — ASCAP) (E. Maresca)

This remake of the classic song which was a hit for Dion in years gone by features Leif's engaging vocals and a straight and snappy arrangement. Backing vocals, tambourine and a sax solo add jump. Top 40 kid stuff.



ART GARFUNKEL (Columbia 3-10608)
Crying In My Sleep (3:58) (Canopy — ASCAP) (J. Webb)

Garfunkel has a way with ballads that few pop singers can match and this track from the "Watermark" LP shows him at his best. He delivers a moving message about a life of quiet desperation. Strong hook. Easy beat. Top 40 pick.



STEVE LAWRENCE (WB/Curb 717)
Take My Hand (4:02) (Unart/Piano Picker — BMI) (R. Edelman)

A sweeping ballad about starting love over again, this track, arranged and produced by Don Costa, has a pleasant and melodic chorus. Lawrence's vocals are particularly strong on the chorus. Nice jazz guitar touches. MOR and pop pick.



DARA SEDAKA (RSO 892)
My Guy (3:11) (Jobete — ASCAP) (W. Robinson)

Yes, Dara is Neil Sedaka's 14-year old daughter. Recently signed to RSO, this first offering is a classy re-make of the song which was a hit for Mary Wells in 1963. Strong backing vocals, horns, strings, piano solo and Dara's beyond-her-years ability make it work.

SINGLES TO WATCH

GARLAND JEFFREYS & PHOEBE SNOW (A&M 2030)
Reelin' (3:14) (Garland Jeffreys — ASCAP) (G. Jeffreys)

Oh, these two make nice music together. Taken from Jeffreys' "One-Eyed Jack" album, this love track is a tasty combination of vocal talents, easy jump beat and classy horn work. A favorite Top 40 playlist pick.

BILL QUATEMAN (RCA JH-11254)
Shot In The Dark (3:35) (Next Of Skin — BMI) (B. Quateman)

Quateman's singing is fine on this sophisticatedly arranged funk rocker. The drumming is crisp and embellished with additional percussion. The hook is strong. The sax work, keyboard string effects and backing vocals make this one a winner for Top 40 playlists.

BOB MARLEY & THE WAILERS (Island IS-099)
Is This Love (3:52) (Bob Marley/Almo — ASCAP) (R. Marley)

The reggae texture is simple and infectious on this love ballad taken from the new "Kaya" LP. Acoustic and electric guitar work and backing vocals are tastefully arranged. Marley's lead vocals are effectively delivered. Pop playlist material.

LITTLE FEAT (WB 8566)
Oh Atlanta (3:40) (Naked Snake — ASCAP) (B. Payne)

Already an FM favorite, this song taken off the "Waiting For Columbus" album features tight arrangements, excellent keyboard work and a powerful hook. This record should be the band's best effort to date in the Top 40 field.

JANE OLIVOR (Columbia 3-10724)
He's So Fine (3:23) (Bright Tunes — ASCAP) (R. Frank)

Ms. Olivor's version of this classic from the '60s is a well produced display of her smooth but powerful vocal talent. A sax solo broadens the chorus. Supported by an outstanding band, Olivor's flair for excellence should attract pop attention.

BILLY PAUL (Philadelphia Int'l/CBS ZS8 3645)
One Man's Junk (3:17) (Mighty Three — BMI) (K. Gamble/L. Huff)

So your lover let you go? Well, too bad for him and goodie goodie for me. Taken from "Only The Strong Survive" album, this R&B and pop tune has a smooth funky beat and bright, up sound. Natural feel to the singing. Good add.

STARGARD (MCA -40890)
Love Is So Easy (3:37) (Doctor Rock Inc. — ASCAP) (R. Runnells)

Another impressive single off its current LP, this seductive love song effectively spotlights the group's lead and harmony vocal talents, but also importantly contains a lovely, distinctive chorus. A fine R&B and Top 40 add.

SILVER CONVENTION (Midsong Int'l/MCA 40896)
Spend The Night With Me (4:26) (Midsong — ASCAP) (M. Bjoerklund/M. Forsey)

Taken from the "Love In A Sleeper" album, this is a highsteppin' number that is fun to listen and dance to. The melody is pleasant and the trade-off singing is effective. Guitar work is jazzy. Good add to pop and R&B playlists.

THE MIRACLES (Columbia 3-10706)
Mean Machine (3:10) (Grimora Publishing/April Inc. — ASCAP) (Griffin/Moore/Griffin)

This rhythmic, sexy dance track is a solid, infectious effort showcasing Billy Griffin's lead falsetto vocal. Supported by a funky bass and accompanied by an exciting horn chart and sax solo, this is a good R&B pick.

STARLAND VOCAL BAND (Windsong JH-11261)
Late Nite Radio (3:06) (Cherry Lane Co. — ASCAP) (B. Danoff/T. Danoff)

The title song from its newest album, this is a pleasant, attractive story about listening to and yearning for the joyful sounds of nocturnal broadcasts. Tasty, colorful harmonies also add to this tune's pop and MOR appeal.

THE BELLAMY BROTHERS (WB 8558)
Let's Give Love A Go (2:46) (Leads Corp/Patchwork — ASCAP) (D. Loggins/B. Woodley)

This catchy tune about rekindling a romance should be the group's best effort since their 1975 hit "Let Your Love Flow." Strong hook and vocals and snappy handclaps do the trick. Good add for pop, MOR and country playlists.

OAK RIDGE BOYS (ABC 1235)
I'll Be True To You (3:36) (Tree Publishing — BMI) (A. Rhody)

Taken from the "Y'All Come Back Saloon" album, this love lament has a pop playlist flavor. A clean arrangement of strings, excellent singing and nice pedal steel guitar work make this one a good add.

DOROTHY MOORE (Malaco/TK 1048)
Let The Music Play (3:47) (Two-Knight — BMI) (F. Knight)

Dorothy has the kind of voice that makes listeners want to smile. This tune about the joy of music has a funky dancing beat. The string and horn arrangements are complementary. Backing vocals are solid. Excellent R&B, pop add.

LINDA CLIFFORD (Curtom CMS 0138)
Runaway Love (3:28) (Andrask/Gemigo Publ. — BMI) (G. Askey)

A driving bass line and strong lead vocals highlight this first single from Linda's LP "If My Friends Could See Me Now." Reminiscent of Stevie Wonder's "As," this one ought to be a likely R&B playlist candidate.

KAPER (Le Bru MD 1002)
Daisy (3:20) (Krisala — BMI) (G. Brucker)

Greg Brucker and Steve Leonard, local Chicago musicians, pull all the pedals on this one and come up a winner. The guitar work is simple and emphatic. The lead vocals are soaring. Pop playlist material.

COIN MACHINE



NAMA PREXY IN WASHINGTON — G. Richard Schreiber (r), president of the National Automatic Merchandising Association, is pictured at a recent Washington reception honoring the new director of the U.S. Bureau Of The Mint, Stella B. Hackel (second from r). Also attending were under secretary of the Treasury Bette Anderson (l) and Roy Cahoon (second from l), former longtime assistant director of the U.S. Bureau Of The Mint.

D. Gottlieb & Company Realigns Its Distributor Network Based In Florida

CHICAGO — Following the recent death of Joe Mangone of All Coin Distributing in North Miami Beach, Florida, D. Gottlieb & Company's marketing chief Marshall Caras visited with many of the distributors in the state and announced a realignment of the factory's network.

The move was an effort to maintain continuity of sales, service and parts backup, Caras stated. Under the new arrangement many of Mangone's customers will be dealing directly with Gottlieb, until further arrangements are finalized. These accounts include Rowe-Miami, Belam-Florida (Miami), Rowe-Tampa, Southern

Music Distributors (Orlando and Jacksonville) and Rowe-Jacksonville, and each is equipped with well established service, parts and showroom facilities to serve the needs of operators in the state of Florida, according to Caras.

All of the firms will be supplied with samples of the new Gottlieb "Sinbad" solid-state 4-player pinball machine, Caras added.

Consistent with Gottlieb's policy of field backup, the factory's Dick Finger has already conducted a technical seminar for operators and distributor personnel in the Miami area.

Troubleshooting Is A Way Of Life For Atari's Fred McCord

SUNNYVALE, CA — While troubleshooting repair boards is quite a departure from doing kidney transplants in laboratory animals, it is characteristic of the diversified background of Atari's seminars manager Fred McCord. McCord has been with Atari for about three years, starting out in customer service at the Los Gatos facility and ultimately going the travel route to conduct Atari service schools in the field. In his first months of road travel he was lucky to get maybe two days a week at home. "We'd fly out on Sunday, do a week of Atari schools, return home on Friday and be out again on Sunday," he said.

This was a very rewarding period for him, though, and a time of personal growth since in the process of conducting the schools he was gaining considerable insight into the various aspects of teaching. The classes of the time dealt with the very basics of video equipment repair, focusing largely on the ball and paddle type games and some of the new driving games like "Tank."

Basic Terms

As the school program progressed, classes were held with more frequency and the subject matter tailored to the needs of the operator. "We also learned to speak in more basic terms," McCord said, "so that everyone in attendance could thoroughly understand what was being taught and receive the full benefits of the sessions."

In his present capacity at Atari, McCord still does manage to do some teaching but most of his time is spent scheduling and coordinating Atari seminars, both in the U.S. and abroad, and attending to the specifics of content and presentation. "Atari is currently expanding our service program, as well as our service staff, and also increasing our field service staff, the aim being to create more direct contact with operators and distributors," he noted.

McCord was born in Massachusetts but he grew up around the Philadelphia area, where he graduated from school. He also lived in Seattle for a while and it was there that he served as a surgical technician at the University of Washington Research Dept. doing, among other things, kidney transplants in laboratory animals.

He was with Fairchild Semiconductor for a little over eight years and during this time he learned a great deal about solid-state electronics. He also conducted seminars for Fairchild but they were of a non-technical nature; some of them management oriented.

What does McCord do in his off hours?

Xcor Int'l Sells Its Seeburg Division

CHICAGO — The Seeburg Products Division of Xcor International, Inc. has been sold to Seeburg Corporation, a company formed by Xcor's board chairman and president Louis J. Nicastro and his family.

The division manufactures coin-operated phonographs and vending equipment and is based at 1500 N. Dayton Street in Chicago. No changes in this structure are anticipated at the present time and the familiar, well established Seeburg logo will be maintained.

The terms of the sale include a cash purchase price, notes, preferred stock of the purchaser and the assumption of certain liabilities.

Xcor, whose corporate offices are located in suburban Oak Brook, Illinois, will continue to produce bottle and can vending machines, pinball games, hearing aids and musical instruments, as well as operate a theatre-in-the-round. Nicastro will remain as chairman and president of Xcor.



Fred McCord

First of all, he has a very heavy work schedule so "off hours," at present, are at a minimum. But on those rare occasions when he does have a little time to himself he likes to read, have a barbeque and maybe go off into the mountains "just to get away."

McCord, his wife Sharon and their son, Scott, 10, live in San Jose. They have a collie dog named Suka, a Siamese cat named Jess; and Louie, their treasured little gray cat "who actually looked like a dog when it was a kitten."

McCord's next big project is a series of Atari schools in Australia, which are on the planning board for the very near future.

Mirco Releases New 'Dawn Patrol'

PHOENIX — A heated air battle, complete with animated World War I biplanes and realistic sound effects, is the theme of the new single-player video upright game called "Dawn Patrol." The model is produced by the Mirco, Incorporated Games Division and is available through the firm's distributor network.

In playing the game, offensive and defensive action is applied as the player maneuvers an electronic plane into position for shooting down two enemy aircraft, while avoiding their line of fire. Two points are earned for each one downed and one point is subtracted every time the player's

(continued on page 54)



'Dawn Patrol'

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

- 1 WEREWOLVES OF LONDON WARREN ZEVON (Elektra 45472)
- 2 WITH A LITTLE LUCK WINGS (Capitol 4559)
- 3 YOU'RE THE ONE THAT I WANT OLIVIA NEWTON-JOHN/JOHN TRAVOLTA (RSO 891)
- 4 IT'S A HEARTACHE BONNIE TYLER (RCA PB 11249)
- 5 DEACON BLUES STEELY DAN (ABC 12353)
- 6 YOU GOT THAT RIGHT LYNRYD SKYNYRD (MCA 40888)
- 7 EGO ELTON JOHN (MCA 40892)
- 8 STRANDED IN A LIMOUSINE PAUL SIMON (Columbia 3-10711)
- 9 MOVIN' OUT (ANTHONY'S SONG) BILLY JOEL (Columbia 3-10708)
- 10 HEARTLESS HEART (Mushroom 7031)

TOP NEW COUNTRY SINGLES

- 1 THE POWER OF POSITIVE DRINKIN' MICKEY GILLEY (Playboy 5826)
- 2 IT'S ALL WRONG, BUT IT'S ALL RIGHT DOLLY PARTON (RCA PB 11240)
- 3 PUTTIN' IN OVERTIME AT HOME CHARLIE RICH (United Artists 1193)
- 4 I'M GONNA LOVE YOU ANYWAY CRISTY LANE (GRT 156)
- 5 NIGHT TIME MAGIC LARRY GATLIN (Monument 45-249)
- 6 FOUR LITTLE LETTERS STELLA PARTON (Elektra 45468)
- 7 TWO MORE BOTTLES OF WINE EMMYLOU HARRIS (Warner Bros. 8553)
- 8 GOTTA QUIT LOOKIN' AT YOU BABY DAVE & SUGAR (RCA PB-11251)
- 9 UNCHAINED MELODY/SOFTLY, AS I LEAVE YOU ELVIS PRESLEY (RCA PB 11212)
- 10 ME AND THE I.R.S. JOHNNY PAYCHECK (Epic 8-50539)

TOP NEW R&B SINGLES

- 1 THE GROOVELINE HEATWAVE (Epic 8-50524)
- 2 STAY RUFUS/CHAKA KHAN (ABC 12349)
- 3 KEEP ON DANCING JOHNNIE TAYLOR (Columbia 3-10709)
- 4 EVERYBODY DANCE CHIC (Atlantic 3436)
- 5 USE TA BE MY GIRL THE O'JAYS (Phil. Int'l. 3638)
- 6 TAKE ME TO THE NEXT PHASE THE ISLEY BROS. (T-Neck/Epic 2272)
- 7 DUKEY STICK GEORGE DUKE (Epic 8-50531)
- 8 LOVELY NIGHT FOR DANCING BILL WITHERS (Columbia 3-10702)
- 9 SUPERNATURAL FEELING THE BLACKBYRDS (Fantasy 819)
- 10 ATTITUDES THE BAR-KAYS (Mercury 550)

TOP NEW MOR SINGLES

- 1 WE'LL SING IN THE SUNSHINE HELEN REDDY (Capitol 4555)
- 2 BABY I'M YOURS DEBBY BOONE (Warner Bros. 8554)
- 3 YOU'RE THE LOVE SEALS & CROFTS (Warner Bros. 8551)
- 4 I'VE NEVER BEEN TO ME MARY MacGREGOR (Ariola 7677)
- 5 THE LAST OF THE ROMANTICS ENGELBERT HUMPERDINCK (Epic 8-50526)

COIN MACHINE

Mirco Releases New 'Dawn Patrol'

(continued from page 53)

aircraft is hit. High score extends playing time and this is especially significant in generating player interest, according to Mirco's president John Walsh, since it calls on the individual to exert quickness and skill to earn extra playing time.

Dawn Patrol is contained in an arcade style cabinet, measuring approximately 60 inches high, 24 inches wide and 27 inches deep.

1978 State Association Calendar

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.

June 8-10: Music Operators of Texas; annual conv.; La Quinta Royale; Corpus Christi, TX.

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.

Williams Exec Hits Pinball Myths On Network Television

CHICAGO — Michael Stroll, president of Williams Electronics, Inc., was interviewed by ABC-TV newsmen Tom Jarriel on a recently aired segment of the network television news, which explored the rapidly growing popularity of flipper games. The interview was conducted at Williams' manufacturing facility in Chicago and included a film segment of the factory's manufacturing line.

As a lead-in to the Stroll interview, Jarriel commented on the evolution of the pinball machine, from its "birth in the depression" through the various stages of development. He touched on the fact that the machines were unjustly labeled as gambling devices and banned in such major cities as New York and Chicago, while noting pinball's present status of widespread acceptance not only in public locations but in private homes and offices.

"Basically, what has happened is that people are understanding that pinball machines are not gambling devices," Stroll told Jarriel, "but purely devices of entertainment, which measure skill and reflexes with a certain amount of luck. In my opinion, there's been a total shifting away from the feeling that there's something shady about the machines."



Pictured above is the playfield assembly line at the Williams Electronics factory.

Slo-Poke Releases New Softball Batting Unit

AKRON, OHIO — "Slo-Poke," a new coin-operated softball machine designed for batting ranges, is available from Slo-Poke, Inc. here. The Unit holds 325 softballs and requires minimal maintenance. Applications for exclusive area licenses are now being accepted by the firm, which is located at 3914 W. Market Street, Akron, Ohio 44313.

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COIN MACHINE

CHICAGO CHATTER

The next scheduled AMOA service school will be held during the period of April 24-May 3, at the Best Western Chateau Motor Inn, in North Bergen, N.J. The 10-day course, with instructor **Don Miller** at the helm, will deal in schematics and the fundamentals of troubleshooting flipper games, applicable to electromechanical equipment. Registration is limited to 20 students and the registration fee is \$150 per person.

GOTTLIEB's MARKETING CHIEF **Marshall Caras** has no sooner returned from the biz trip to Florida when he was off again, this time to attend the FAMA convention at the Marriott Olympic Villas in Orlando. Before departing, he told us the new Gottlieb test fixture is being very well received in the field — and inquiries have been pouring in since the unit was introduced. As for "Sinbad" — it's doing as superbly as expected.

DOMESTIC SHIPMENTS OF Williams' new "Lucky Seven" solid-state pin have been in progress since last week and **Jack Mittel** notes that the machine's getting a good reception in the U.S. Factory's major service school program, which is forging ahead, has been a source of enlightenment on the new system for scores of tradesters in each of the cities covered thus far, as evidenced on-the-spot by Williams' instructors and in the great feedback the factory's been receiving since the series began.

ATTENTION PHONO OPS: "We'll Sing In The Sunshine," the **Gale Garnett** hit of the '60s, is back, in 1978 style, by **Helen Reddy** on Capitol — and **Gus Tartol** of Singer One Stop For Ops said it's a tailor-made jukebox hit. He noted that Ms. Reddy's version is very similar in style to the previous rendition — which is another plus for the record. Give it a listen.

BALLY MFG. CORP.'s field service manager **Bernie Powers** participated in the highly successful week-long, multi-factory, service school on pinball machines, which was sponsored by Advance Automatic Sales in San Francisco. He was also on hand at the FAMA convention in Florida, staying for the entire run of the show to assist visitors with service questions on electronic pins and conduct some informal sessions on the exhibit floor. Next stop will be Berlin, for the IMA show, April 26-28. Moving right along — Bally's **Jack O'Donnell** conducted an April 11 school at Laniel Dist. in Montreal, following which he was in Eldorado, Arkansas for a session at Jack's Amusement. Upcoming are two schools, May 2-3, at Sandler Dist. in Minneapolis and two schools at Robert Jones Int'l. in Dedham.

EASTERN FLASHES

The Robert Jones Int'l-Syracuse branch is enjoying much success with its recently instituted service school program, as we learned from the distrib's **Jack Shawcross**. It's an RJJ project all the way and it entails a series of regularly scheduled classes, held on the third Thursday of every month at the Syracuse premises, with distributor personnel serving as instructors. Four such schools have already taken place and the response has been more than gratifying, Jack said. Subject matter runs the gamut from electromechanical to solid-state; from games to phonographs to vending equipment; from the most elementary instruction and the basics, to the more advanced — the object being to provide an extra service for the operator and to give the fella in the field a little more confidence, as Jack so aptly put it. RJJ service staffers **Chuck Sawner**, **Steve Carlson** and **Franz Brunner** conducted an excellent session on electronic pins in March. The April session will include a refresh of the electronics course plus instruction on servicing Rock-Ola phonos and, in May, shop foreman **Colby Hunt** will assist in teaching, with some emphasis on vending equipment as part of the curriculum . . . On the subject of new equipment, Jack said it is literally flowing in, with new samples like Midway's "Extra Inning," Bally's "Mata Hari," Gottlieb's "Sinbad" and some impressive new Atari pieces, gracing the showroom floor.

SPOKE WITH R.H. Belam's **Bob Haim** just prior to his departure for the FAMA convention in Florida. He said business is "incredibly good" and he was looking forward to joining **Murray Kaye** and the distrib's Florida staff at their FAMA exhibit, where the new Seeburg "Celestia," along with some outstanding pins, some new Atari games and a variety of other new equipment, would be displayed. Bob, who will be traveling through the Caribbean and South America after the convention, told us that Belam-Florida has taken over the lease of the premises of the late Joe Mangone's All Coin Dist., which was located right next door, so they have some additional facilities and larger space out there.

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SCHOOL IN SESSION — More than 100 students turned out for a recent service school on Williams' current line of electronic pinball games. Sponsored by World Wide Distributors of Chicago, the sessions were held March 8 at the Holiday Inn in Elmhurst, Ill. The classes were conducted by the factory's Bob Prinzing, assisted by Paul Dussault. Williams' Leonard Nakielny was also present. In the top photo, participants are briefed on the play features and service advantages of the new solid-state system. In the bottom photo, service calls were put on a number of Williams' "Hot Tip" units so that operators and service personnel could learn to isolate and correct hypothetical technical problems.

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Make sure your check is enclosed

CLASSICAL

TOP FORTY CLASSICAL ALBUMS

1	HOROWITZ: Rachmaninoff Piano Concerto No. 3 Horowitz, New York Philharmonic (Ormandy) RCA CRL 1-2633 (8.98/1 LP)	1	6
2	WILLIAMS: Suites From Star Wars and Close Encounters Of The Third Kind Los Angeles Philharmonic (Mehta) London ZM 1001 (7.98/1 LP)	2	10
3	GREATEST HITS OF 1720 Philharmonia Virtuosi Of NY (Richard Kapp) Columbia MX 34544 (5.98/1 LP)	3	24
4	BOLLING: Suite For Flute & Jazz Piano Rampal, Bolling Columbia M33233 (7.98/1 LP)	5	76
5	OPERATIC DUETS: Sutherland And Pavarotti National Philharmonic Orchestra London OS 26449 (7.98/1 LP)	4	16
6	TOMITA: Kosmos RCA ARL-1-2616 (7.98/1 LP)	7	12
7	HOROWITZ: Golden Jubilee Recital 1977/1978 RCA ARL 1-2548 (7.98/1 LP)	6	16
8	VERDI: La Traviata Cotrubas, Domingo, Milnes, Bavaria State Orchestra & Chorus (Kleiber) DG 2707103 (17.96/2 LPs)	10	8
9	BEETHOVEN: Complete Symphonies Berlin Philharmonic (Von Karajan) DG 2740172 (63.84/8 LPs)	8	20
10	STRAVINSKY: The Rite Of Spring New York Philharmonic (Mehta) Columbia XW 34557 (Special List)	14	8
11	PACHELBEL: Kanon: Two Suites FASCH: Two Sinfonias and Concerto In D For Trumpet Andre, Pierlot, Chambon, Paillard Chamber Orchestra (Paillard) RCA FRL 1-5468 (7.98/1 LP)	9	76
12	CILEA: Adriana Lecouvreur Scotto, Philharmonic Orchestra (Levine) Columbia M3 34588 (23.98/3 LPs)	12	14
13	MARIA CALLAS SINGS "LA DIVINA" Angel SB3841 (15.98/2 LPs)	11	16
14	GERSHWIN: Porgy And Bess Sherwin M. Goldwin/Houston Grand Opera RCA ARL 3-2109 (23.94/3 LPs)	13	46
15	THE GREAT PAVAROTTI London OS 26510 (7.98/1 LP)	17	60
16	VERDI: I Due Foscari Ricciarelli, Carreras, Cappuccilli, Ramey; ORF Symphony Orchestra & Chorus (Gardelli) Philips 6700.105 (17.98/2 LPs)	18	6
17	TCHAIKOVSKY: Symphony No. 6 Chicago Symphony Orchestra (Solti) London CS7034 (5.98/1 LP)	15	20
18	BRAHMS: Violin Concerto In D Major Perlman, Chicago Symphony Orchestra (Giulini) Angel S-37286 (7.98/1 LP)	19	14
19	MAHLER: Symphony #9 Chicago Symphony Orchestra (Giulini) DG 2707 097 (15.96/2 LPs)	16	60
20	DONIZETTI: La Favorita Pavarotti, Cossotto, Bacquier, Ghiaurov, Cotrubas, Orchestra Teatro Comunale, Bologna (Bonyng) London OSA 13113 (23.94/3 LPs)	24	6
21	HOLST: The Planets Tomita RCA ARL 1-1919 (7.98/1 LP)	22	68
22	VERDI: Il Trovatore Sutherland, Horne, Pavarotti, Bonyng London OJA 13124 (23.94/3 LPs)	21	30
23	RAMPAL: JAPANESE MELODIES FOR FLUTE AND HARP Rampal, Laskine Columbia M 34568 (7.98/1 LP)	26	4
24	RAMPAL: Greatest Hits Rampal, Inoue Columbia M 34561 (7.98/1 LP)	25	12
25	DVORAK: Symphony No. 9 ("From The New World") Chicago Symphony Orchestra (Giulini) DG 2530 881 (8.98/1 LP)	—	2
26	RAMPAL AND LAGOYA IN CONCERT RCA ARL2-2631 (15.98/2 LPs)	27	6
27	RAMPAL: Favorite Encores Rampal, Tokyo Concert Orchestra (Yamaoka) Columbia M 34559 (7.98/1 LP)	30	8
28	NYIREGYHAZI PLAYS LISZT Desmar IPA 111 (7.98/1 LP)	35	4
29	PROKOFIEV: Ivan The Terrible Philharmonia Orchestra (Muti) Angel SB-3851 (15.98/2 LPs)	—	2
30	RAVEL: Bolero Chicago Symphony Orchestra (Solti) London CS 7033 (7.98/1 LP)	29	54
31	WILLIAMS: Close Encounters Of The Third Kind; Star Wars Gerhardt, National Philharmonic Orchestra RCA ARL 1-2698 (7.98/1 LP)	33	6
32	RENAISSANCE SUITE Early Music Consort Of London (Munrow) Angel S37449 (7.98/1 LP)	31	10
33	BACH: Cantatas — Vol. 18 Concentus Musicus Wien (Harnoncourt) Telefunken 26.35340 (15.96/2 LPs)	—	2
34	SEGOVIA: Reveries RCA ARL 1-2602 (7.98/1 LP)	32	8
35	SHUBERT: Symphony No. 9 "The Great" Chicago Symphony Orchestra (Giulini) DG 2530 882 (7.98/1 LP)	38	4
36	VERDI: Requiem Price, Baker, Luchetti, Nam, Solti RCA ARL2-2476 (7.98/1 LP)	23	24
37	SHOSTAKOVICH: The Nose Moscow Chamber Opera Orchestra (Rozhdestvensky) Columbia M2 34582 (15.96/2 LPs)	—	2
38	BACH: Brandenburg Concertos Bruggen, Bijisma, Leonhardt, Rippas ABC AB-67020 (24.00/2 LPs)	20	20
39	PUCCINI: Il Tabarro Scotto, Domingo, Wixell, Philharmonia Orchestra (Maazel) Columbia M 34570 (7.98/1 LP)	34	8
30	BEETHOVEN: 9 Symphonies Cleveland Orchestra (Szell) Columbia M7 X3028 (27.98/7 LPs)	36	14

CLASSICAL CLIPS

NEW YORK — While the Zubin Mehta/Los Angeles Philharmonic recording of "Suites From Star Wars and Close Encounters Of The Third Kind" continues to hold down the No. 2 spot on the **Cash Box** Classical Chart, Mehta and the LAPO set another record April 1 at Anaheim Stadium in Anaheim, California. Their concert on that date, featuring music from both of the **John Williams** movie soundtracks, attracted 25,184 people. According to a spokesman for the LAPO, this is the largest audience the orchestra has ever had.

Meanwhile, Williams conducted music from both of his scores April 15 in Marin, California. A 100-piece orchestra consisting of Bay Area musicians, called the Sounds Of Space Symphony Orchestra, was formed just for the purpose of performing Williams' music in this and three other west coast concerts. The conductor for the other performances was **Hugo Rinaldi**.

Besides the Williams scores, the concerts included works by **Franz Liszt**, **Richard Strauss** and **Johann Strauss** which have been used in outer-space adventure films. Laser effects and a multimedia light show were designed to enhance the musical themes.

SERKIN ON TV — Recently we reported that the concert at which RCA's "Rudolf Serkin On Television" was taped will be televised next season (**Cash Box**, April 8). Well, there's a footnote: Part of the concert was shown on PBS last week in conjunction with an interview between the eminent pianist and violinist **Isaac Stern**. Serkin spoke at some length about his early career, recalling his relationships with **Toscanini**, **Furtwangler**, and **Adolph Busch**. Others with whom Stern spoke about Serkin included **Claude Frank**, **Eugene Ormandy**, **Mstislav Rostropovich**, **Maria Casals Istomin** and **Alexander Schneider**.

DAVID AND THE WOLF — Rock 'n' roller **David Bowie** has made a recording with **Eugene Ormandy** and the Philadelphia Orchestra of **Prokofiev's** classic, "Peter And The Wolf" (see review below). Released on RCA Red Seal, the first 50,000 copies of the record are made of a special green vinyl to reinforce the idea that they are collector's items.

The album is being given a major "pop-type" merchandising campaign, which includes ads in *Rolling Stone*, *Stereo Review*,

and college publications in such major markets as Berkeley, Calif., Tempe, Ariz., Dallas, Ann Arbor and East Lansing, Mich., Pittsburgh, Boston and New York. A progressive radio campaign will include such markets as Philadelphia, New York, Los Angeles, San Francisco, Boston, Chicago and Seattle.

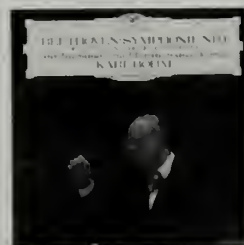
Meanwhile, RCA is releasing a suite from **Morton Gould's** score for the 9½-hour NBC-TV "Big Event" drama, "Holocaust," which began airing on April 16. RCA's album was produced by Charles Gerhardt. Ads for it are being taken in TV Guide on eight major markets.

MORE TUBE NEWS — "Live From Lincoln Center" begins its third season on PBS April 19 with a live telecast of the New York City Opera's production of **Gian Carlo Menotti's** three-act English language opera, "The Saint Of Bleecker Street." **Catherine Malfitano**, **Sandra Walker**, **Diana Sovidro**, **Enrico Di Giuseppe** and **Irwin Densen** have the leading roles. . . The Beacon Theatre in New York launches this spring's series of "coffee concerts" with a performance April 16 at 12 noon by cellist **Tshyoshi Tsutsumi** and pianist **William Aide**. . . Tenor **Walter Turnbull** makes his debut at Alice Tully Hall April 30. . . "The First Annual Evening Of Entertainment" for the benefit of the Boys Choir of Harlem will be held June 18 at Avery Fisher Hall. Last October, the 60-member group, conducted by **Walter Turnbull**, performed at the Guggenheim Museum for **Rosalynn Carter**.

NEW RECORDING INSTITUTE — The Aspen Music Festival will broaden its music school curriculum this summer by offering for the first time the Aspen Audio Recording Institute to those interested in audio recording or closely related areas.

ODDS 'N' ENDS — Composers Recordings, Inc. has raised its list price to \$7.95 "with the greatest reluctance," effective May 15. According to **Carter Harman**, the label's executive vice president, "Professional prices will increase by 50¢ per record. Terms will remain as before." CRI's latest release includes music by **Ezra Sims**, **Thomas Moore**, **Raoul Pleskow**, **Robert Helps**, **Arthur Shepherd**, **Robert Hall Lewis**, **Frank Ahrold**, **Henry Cowell** and **Paul Chihara**. . . In last week's **Cash Box**, the name of Philips' new Festivo line was misspelled, due to a typographical error. Sorry. **ken terry**

CLASSICAL ALBUM REVIEWS



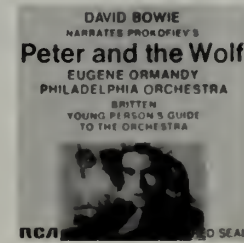
BEETHOVEN — Symphony No. 1; Fidelio Overture; Leonore Overture No. 3. — Vienna Philharmonic, Karl Bohm, conductor — DG 2530 958 — List: 8.98

This is the last of Karl Bohm's recordings of the Beethoven symphonies to be released as a single LP. (The complete set, DG 2530 448, has been available for some time.) Incisive and consistently well thought-out, it ranks among the best performances of this work. Even more impressive are Bohm's versions of the overtures: The Leonore is particularly brilliant and viscerally exciting.



PROKOFIEV — Sonata No. 7 In B-flat Minor; **TCHAIKOVSKY** — October, Op. 37a, No. 10, and Theme and Variations, Op. 19, No. 6; **RACHMANINOFF** — Etude Tableau In E-flat Minor; **Prelude In G Minor**; **SCRIABIN** — Etude Op. 42, No. 4; **BALAKIREV** — Islamey; — Paul Rutman, pianist — Columbia Odyssey Y 34634 — List 3.98

The debut album of this young Russian pianist supports the favorable reviews he has been receiving on tours through Europe and the U.S.S.R. His sound is precise and flexible enough for Prokofiev, big enough for Rachmaninoff and Balakirev, and lyrical enough for Tchaikovsky. His Scriabin lacks a certain quality of mystery, perhaps, but his rendition of Prokofiev's Sonata No. 7 is a tour de force.



PROKOFIEV — Peter And The Wolf; **BRITTEN** — Young Person's Guide To The Orchestra — David Bowie, narrator — Philadelphia Orchestra, Eugene Ormandy, conductor — RCA ARL 1-2743 — List 7.98

It's been years since Major Tom and Ziggy Stardust, but David Bowie still sounds like he came from Mars. He is also an excellent actor and displays deep affection for the story of Peter and the Wolf. His name alone should make this a crossover item, while Ormandy's scrupulous attention to detail in these commonly paired works will sell the classical audience.

CBS Price Changes Elicit Mixed Reaction From Retailers

(continued from page 9)

affiliated and non-affiliated stores, CBS will grant a discount off the base price in accordance with the following schedule: If 87.6% to 100% of their volume is sold to affiliated stores, they will receive a discount of one-quarter of one percent; between 62.6% and 87.5%, the discount is one-half of one percent; between 37.6% and 62.5%, it's one percent; from 12.6% to 37.5%, they receive one and one-half percent; and less than 12.6% (but with some sales to affiliated stores), the discount is one and three-quarters percent.

On April 7, CBS mailed to each of its customers an application for classification to qualify for the base price and also to enable CBS to determine the extent to which an account may be eligible to receive a functional discount. Periodic reviews will be made to assure that prices paid accurately reflect the proper proportion of purchases eligible for the functional discounts.

Price Reflects Service

According to CBS, the base price reflects cost savings realized in servicing the qualifying accounts, including savings realized in making consolidated shipments to one location. Such savings, a company statement said, are lost if CBS is requested to pick and pack orders for easy forwarding and/or making drop shipments to individual retail locations.

The fees will be four cents per unit for picking and packing, and seven cents per unit for picking, packing and shipping to individual retail locations. This fee applies to all disc and tape product, with the exception of singles, Masterworks, Odyssey and free goods offered on a program.

All billing to qualifying accounts will be at the base prices established for the particular account and all returns will be credited at those prices. Picking, packing and shipping to individual locations must be requested at the time an order is placed. The non-refundable fee will appear as a separate item on the invoices. The non-refundable fee will not be rebated to accounts on defective product.

Dealer Reaction

The CBS wholesale price hike is the

company's second within the past six months. Last October, CBS raised its sub-distributor price on \$7.98 list product to \$3.96 from \$3.84. That means that in the six-month period, the base wholesale price has risen 24 cents. During the same period, the dealer price rose from \$4.13 to \$4.24, and now to \$4.37. However, price on \$7.98 list tapes in both configurations has decreased three cents to \$4.37 for dealers.

Lew Kwiker, owner of the seven-store, Detroit-based Music Stop chain, said he liked the CBS approach to wholesale pricing. "What they clearly did — and nobody defined it quite as clearly — is they charged for services," he said. "The customer has the option of buying CBS' services — individualized packing, individualized shipping to separate locations. And you can do this on an order-by-order basis. But the account is not classified; the services are classified. And you buy services. It gives a great deal of flexibility."

The comment of George Levy, president of Sam Goody, was even more to the point: "The CBS hike is the most equitable one I've seen." However, regarding the shipping charges in the new CBS scheme, Levy said, "I don't think that we're going to go along with it." He would not comment any further.

Similarly, Allan Dulberger, owner of the Milwaukee-based 1812 Overture chain, felt that "making us pay for shipping just doesn't make any sense. Why should a defective record of theirs cost us money?" In his latter statement, he echoed the sentiments of Tom Keenan of Everybody's Records in Portland, who has tried to organize the retailers against paying freight on defectives and has called for improved quality control.

Appeal Planned In Catena vs. Capitol Case

LOS ANGELES — Rocco Catena, a former vice president of Capitol Industries-EMI, has decided to appeal the recent federal court decision which dismissed the \$120 million class action suit filed by Catena in 1971 against Capitol Records. Catena's suit alleged that Capitol overstated its earnings to boost the price of the label's stock.

Dulberger further said, "I don't completely agree with a CBS hike at this time. They're really not acting any differently than WEA did eight months ago. I still have bad feelings toward the WEA hike. The CBS hike is a little bit steeper than WEA for my concern because I have five retail stores, and I have a one-stop, and my one-stop sells to my chain stores. That comprises about 70% of my one-stop business and the CBS deal means that I'll be paying more for a \$7.98 disc than I am with WEA."

'Why Raise Prices Now?'

"Companies are boasting their biggest profits ever, so why are they raising prices? Their assumption of having to pay increased royalty payments to their artists as a reason for the hike has yet to become a reality."

Harold Okinow of Lieberman Enterprises, a leading rack jobber, had mixed

feelings about the new CBS pricing. "We like the fact that it recognizes the place that the rack jobber has in the industry as far as establishing the principle of functional discounts, but obviously we would like to see more of a spread. We can't be terribly angry with them because they didn't really go any further than they did, but obviously we would have liked to have seen 15 cents more."

Similarly, John Marmaduke of Western Merchandising would only say of the CBS plan that "their intentions were good . . . it (new policy) shows thorough research and I think, as with the other plans, time will hone the rough spots so it works a lot smoother."

Meanwhile, though, he noted that, with the low margin a rack has to operate with, "we're not in a position to absorb a price increase. Not when they come one on top of the other like they have been."

CBS RECORDS WHOLESALE PRICES

SUGGESTED LIST	DEALER PRICE	BASE PRICE	PRODUCT
			DISC
\$ 5.98	\$ 3.27	\$ 3.06	CL
6.98	3.82	3.57	KC, KCS, KE, KZ
7.98	4.37	4.08	BXN, JC, JE, JR, JZ, PC, PE, PR, PZ
8.98	4.92	4.59	BOS, FLS, JS, KOL, KOS, KSE, OL, OS, PS, S, KS 30000
9.98	5.47	5.10	B2N, C2, C2L, C2S, C2X, CXS, E2, JG, JEG, PG, PEG, PZG, PSG, SG, S2X
11.98	6.56	6.13	KC2, KE2, O2L, O2S, OSL
14.98	8.20	7.66	C3L
15.98	8.75	8.17	K4X
17.98	9.85	9.19	O3L, O3S
19.98	10.94	10.22	C4, C4L
			EIGHT TRACK TAPES
7.98	4.37	4.08	181-0, CA, EA, JCA, JEA, JRA, JZA, K18, N18, PCA, PEA, PRA, PZA, ZA
8.98	4.92	4.59	181-2, JSA, KSA, SA, SKA
9.98	5.47	5.10	182-0, 18B, C2A, EGA, GA, GAX, JGA, JAC, PGA, PAG, GAP
13.98	7.66	7.15	182-2
			CASSETTES
7.98	4.37	4.08	161-0, CT, ET, JCT, JET, JRT, JZT, K16, N16, PCT, PET, PRT, PZT, ZT
8.98	4.92	4.59	161-2, JST, KST, ST
9.98	5.47	5.10	162-0, 16B, C2T, EGT, GT, GTX, JGT, JTG, PGT, PTC, GTP
			SPECIALLY PRICED TAPES
9.98	5.47	5.10	CAX/CTX 32288
11.98	6.56	6.13	CAX/CTX 34404, EAX/ETX 35069, SAX/STX 32923



OFFICE PARTY — Capitol-EMI hosted a party recently to help celebrate the opening of the label's new office in Los Angeles. Pictured (l-r) in the top row of photos are: George Burns, radio consultant; EMI artist Kim Carnes; George Albert, Cash Box president and publisher; Sally Shattuck; Michael Johnson, EMI artist and J.J. Jordan, director of promotion; Bill Halverson, producer of EMI group Spellbound; Ralph Carter of Spellbound; Bhaskar Menon, chairman of the board and chief executive officer; Barry Flast and Bill Burgess of

Spellbound and Leslie Hill, director of group music EMI London; and Carnes; Jordan and Cash Box general manager Mel Albert. Shown in the bottom row of photos (l-r) are: Johnson; Carnes and Don Grierson, vice president of A&R; Bill Straw, director of business affairs; Jim Mazza, president and chief operating officer; Grierson and Jordan; and Mazza; Menon; M.G. Kelly of KTNQ in Los Angeles and Paul Cassidy, KTNQ general manager. The party was held March 31.

INTERNATIONAL

France Report

PARIS — The tragic death of singer-songwriter **Claude Francois** last month has resulted in numerous tribute records released on the French market and heightened interest in the artist's works. The demand is so high following his passing that stores' supplies have been exhausted and several plants are pressing nothing but Claude Francois albums.

In his 20 year career, Claude Francois was distributed by four major companies (Phonogram, Pathe Marconi, CBS, and Carrere) which combined sold more than 35 million records.

Claude Francois will also be remembered as the composer of the standard "My Way," which earned over three million francs for his own publishing company Jeune Musique. Prior to his death, the singer was just starting with EMI/Pathe Marconi to launch an international career with worldwide release of his latest single and album entitled "Magnolia For Ever," which was re-recorded in English and remixed in London. Claude Francois was a quintessential performer and he will be missed for a long time . . .

After an 8 year association with Sonopresse the legendary singer **Dalida** has concluded a new deal with Claude Carrere Records for distribution of her records and her label International Show in this country.

The singer will soon issue her first single under this new agreement, which will be a disco medley of her own standards entitled "Generation 78," with a promotional 12-inch issue of her record released for discos.

"The Man Machine" is the title of the new album by German group **Kraftwerk**, currently launched in the country in a big way by **Maxime Schmitt**, managing director of Capitol France distributed by Sonopresse. An extensive advertising, publicity and promotion campaign that involves over 25,000 huge posters covering Parisien walls, in store displays and numerous outdoor advertisements will coincide with the album release. A special party will be thrown for the press April 17 with band members being represented by miming automatons. "TransEuropeExpress" and "RadioActivity," their previous albums, both certified gold, are still selling well . . .



BING GOLD — While in Australia recently to conclude negotiations with Astor Records for a renewed licensing agreement, **Lou Cook**, vice president of MCA Records, accepted a gold record award marking the success of the five record set, "Musical Autobiography Of Bing Crosby." Pictured (l-r) are: **Rex Barry**, general manager of Astor Records; and **Cook**.

Capitol Launches Tower Label For R&B, Jazz Discs

LONDON — Capitol Records has announced the launch in England of a new label tagged Tower. With material culled from the main Capitol catalog, the Tower label will feature specialized material in the soul, R&B and jazz areas which will also be simultaneously released by Capitol in America. Commenting on the reasons for the new label, Capitol general manager **David Munns** said, "Capitol's R&B division in America, headed by **Larkin Arnold**, has expanded rapidly over the past two years and for reasons such as restrictive airplay on more specialized music in Britain, it has not always been feasible to release as much of this product as we would like. It has come to our attention that many albums not released here sell very well on import. To improve the situation it was decided to build an identity around a record series specializing in soul, R&B and jazz, and to tighten up on the British release date." An extensive advertising campaign is planned to launch the series along with dealer displays and incentives. First three releases on the new series will be albums by **Peabo Bryson**, **Sun** and **Raul De Souza**.

WEA Int'l. Overseas MDs Meet With Top Management In N.Y.

NEW YORK — WEA International recently held a three-day executive meeting in New York City at which the managing directors of WEA operations from around the world and top management of WEA International and the parent organization, Warner Communications Inc., discussed a variety of issues aimed at furthering the international exploitation of WEA product.

With WEA International recently posting 1977 revenues which were up 41 percent from the previous year, the mood of the bi-annual meeting held at the St. Regis Hotel was upbeat and optimistic. First quarter results for 1978 have also surpassed previous records. In addition to the managing directors of WEA's overseas companies, the meetings were attended by **David Horowitz**, office of the president, Warner Communications Inc; **Mo Ostin**, chairman of the board and president, Warner Bros. Records; **Stan Cornyn**, executive vice president, WB; **Joe Smith**, chairman of the board, Elektra/Asylum/Nonesuch Records; **Mel Posner**, vice chairman of E/A/N; **Steve Wax**, president of E/A/N; **Ahmet Ertegun**, chairman of the board of Atlantic Records; and **Jerry Greenberg**, president of Atlantic.

'Historic Meeting'

Nesuhi Ertegun, the president of WEA International, described the meeting as historic and further commented: "If ever there was proof of increasing international awareness on the part of the domestic WCI family, this meeting is it. The active participation of these U.S. record industry leaders re-enforced an indelible point. Each of our overseas managing directors knows that his company (and country) is of paramount importance to all of us, and that within both WCI and WEA International, everyone enjoys first-class citizenship."

The WEA International managing directors who attended the New York meeting were: **Paul Turner**, Australia; **Gunther Zitta**, Austria; **Ben Bunders**, Benelux; **Andre Midani**, Brazil; **Ken Middleton**, Canada; **John Fruin**, England; **Bernard de Bosson**, France; **Siegfried Loch**, Germany; **Paul Ewing**, Hong Kong, Singapore and Malaysia; **Pino Velona**, Italy; **Keith Bruce**,

Japan; **Tim Murdoch**, New Zealand; **Derek Hannan**, South Africa; and **Brigitta Peschko**, the managing director of WEA European coordinating office.

From WEA International, Burbank, were **Phil Rose**, executive vice president; **Barry Stanley**, vice president and treasurer; **Lee Mendell**, director of business affairs; **Wim Schut**, licensee liaison director. From WEA International, New York, were **Nesuhi Ertegun**, president, and **Jim Caradine**, director of operations.

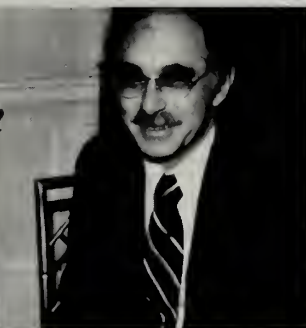
Video Road Show

Among the topics discussed, during the three days of morning and afternoon business sessions, were further centralization and synchronization of international release schedules, promotion and merchandising materials, film clips and tour planning. Plans were discussed for the WEA International 1978 Road Show, wherein top management of Warner Bros., Elektra and Atlantic will participate along with the individual WEA overseas companies in an around-the-world tour of video presentations and panel discussions on new product. A 1979 international convention was brought up for consideration.

Tour Support

A strengthened tour-support and promotional film fund was on the agenda, as well as increased support in the U.S. for visiting WEA acts from overseas. Strong anti-piracy measures were outlined by **Nesuhi Ertegun**, who is also a member of the IFPI board of directors. Another topic was the inter-company exchange of personnel training program. Technical subjects included WEA International's data-processing system, its numbering system and plans to increase the capacity of the recently established WEA International manufacturing and warehouse facilities in **Aldorf, Germany**.

The work sessions were preceded by the delegates' attendance of the New York Cosmos' opening game. (The 1977 national soccer champions, a WCI subsidiary, beat the Ft. Lauderdale Strikers, 7 to 0.) Among the social events was a dinner at the **Windows On The World Restaurant**, hosted by **Atlantic Records**.



WEA INTERNATIONAL MEETING — A three-day executive meeting recently held in New York brought together WEA managing directors from around the world and top management of WEA and parent organization, Warner Communications Inc. Pictured (l-r) in the top row are: **Pino Velona**, managing director of WEA Italy; **Keith Bruce**, managing director of Warner-Pioneer, Japan; **Mrs. John Fruin**; **Nesuhi Ertegun**, president of WEA International; **Bernard de Bosson**, managing director of WEA France; **John Fruin**, managing director of WEA England; and **Ken Middleton**, president of WEA Canada; **Bruce**; and **David H. Horowitz**, office of the president of Warner Communications Inc; **de Bosson**; **Siegfried**

Loch, managing director of WEA Germany; **Tim Murdoch**, managing director of WEA New Zealand; and **Mo Ostin**, chairman & president of Warner Bros. Records. Pictured (l-r) in the bottom row are: **Stan Cornyn**, executive vice president of Warner Bros. Records; **Ahmet Ertegun**, chairman of the board of Atlantic Records; and **Joe Smith**, chairman of the board of Elektra/Asylum/Nonesuch Records. **Horowitz**; **Nesuhi Ertegun**; and **Murdoch**; **Ed Silvers**, president of Warner Bros. Music; **Andre Midani**, managing director of WEA Brazil; **de Bosson**; **Nesuhi Ertegun**; and **Daniel Filipacchi**, president of WEA Filipacchi Music S.A., France.

INTERNATIONAL

CBS Records Canada Posts Record First Quarter Sales

by Kirk LaPointe

TORONTO — CBS Records Canada Ltd. has announced record-high sales and profits results from the first quarter period in 1978.

Arnold Gosewich, chairman and chief executive officer for CBS Canada, stated that consolidated sales for the company increased by more than 28 percent from the first-quarter period for 1977. "Particular strength was shown in CBS Records distribution, with a better than 28% surge in sales over the prior year," said Gosewich. "There was also a 20% sales increase in the company's A&A's retail division and an increase in custom factory sales of better than 28%," said Gosewich.

"All of the other divisions also showed creditable increases and these results were reflected in a healthier consolidated profit increase for the period."

During the period, CBS continued to receive more Canadian Recording Industry Association (CRIA) gold and platinum certifications, acquiring six gold, one platinum and one triple platinum award.

Among the six gold awards were two singles, "Boogie Nights" by Heatwave and "Black Betty" by Ram Jam. Four albums were certified gold: Billy Joel's "The Stranger," Santana's "Moonflower," Meat Loaf's "Bat Out Of Hell," and Joe Dassin's "Les Femmes De Ma Ville."

Two platinum awards received for CBS albums were for Neil Diamond's "I'm Glad You're Here With Me Tonight" and Billy Joel's "The Stranger" discs. Santana received a triple platinum award for the "Abraxas" LP of several years ago.

Awaiting CRIA gold certification in the coming month are Elvis Costello's "My Aim Is True" and Art Garfunkel's "Watermark." Paul Simon's "Greatest Hits, etc." LP is expected to be awarded a platinum disc.

Gosewich also said, "Our increased and innovative marketing campaigns to establish such artists as Meat Loaf and Elvis Costello contributed very much to these results, as did the exciting and productive Country Music and Goldrush sales campaigns," which featured strong in-store displays and time-buys nationwide.

"Our direction will continue to aggressively improve the already considerable market position of established CBS artists, as well as establish developing artists such as Eddie Money, Zon, Karla Bonoff and The Diodes."

Carlin Inks Pubberies

LONDON — U.K. pubbery Carlin Music has announced the acquisition of a number of new publishing firms for administration. Effective immediately, Blue Oyster Cult's Blue O'culs Music and Dr. Hook's Horse Hair Music will be handled by Carlin.



ELP RECEIVE GOLD FOR WORKS — Following a sold-out concert at Montreal's Forum, Atlantic recording artists Emerson Lake and Palmer received gold records for the "Works Vol. 1" album. Pictured (l-r) are: Emerson; Lake; and Palmer.

Record Output In Japan Decreases For February

TOKYO — According to the Japan Phonograph Record Association, the total output of the records in Japan for February has shown a decrease in volume of 13% and an 18% decrease in value in comparison with the previous month.

The total output the records in Feb. reached to 13.6 million copies, which although down in comparison with the previous month, represented a 5% increase from the same month of the previous year. This volume was valued at 11.3 billion yen (\$51.7 million) which was 18% lower than the previous month while 1% up from the same month of the previous year.

CRIA Issues Awards

TORONTO — The Canadian Recording Industry Association reports 16 certifications for the month of March.

Quintuple platinum album (500,000 units): "Saturday Night Fever" (various artists)/Polydor; Double platinum album: Roger Whittaker/"Roger Whittaker's Greatest Hits"/RCA; Platinum Albums include: Steely Dan/"Aja"/GRT; Trooper/"Knock 'Em Dead Kid"/MCA; Billy Joel/"The Stranger"/CBS; Neil Diamond/"Desiree"/CBS.

New gold albums (50,000 units) are: Eric Clapton/"Slowhand"/Polydor; Andy Gibb/"Flowing Rivers"/Polydor; Prism/"Prism"/GRT; Meat Loaf/"Bat Out of Hell"/CBS; Black Light Orchestra/"Once Upon A Time"/RCA; Dolly Parton/"Here You Come Again"/RCA.

The platinum single (150,000 units) is: Meco/"Star Wars Theme"/Quality.

Terry Blood (Records) Ltd.

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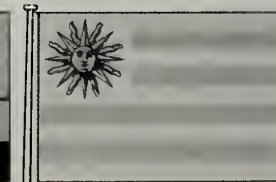
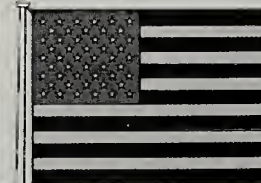
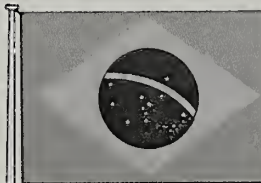
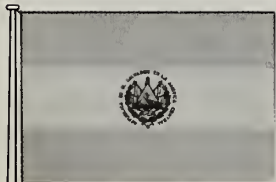
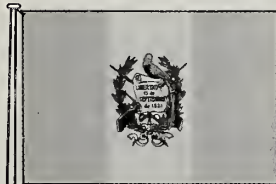
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CASH BOX TOP 100 ALBUMS

April 22, 1978

	Weeks On 4/15 Chart		Weeks On 4/15 Chart		Weeks On 4/15 Chart
1 SATURDAY NIGHT FEVER BEE GEES AND VARIOUS ARTISTS (RSO RS 4001)	1	21	35 WARMER COMMUNICATIONS AVERAGE WHITE BAND (Atlantic SD 19162)	40	5
2 EVEN NOW BARRY MANILOW (Arista AB 4164)	2	9	36 SIMPLE DREAMS LINDA RONSTADT (Asylum 6E-104)	25	32
3 SLOWHAND ERIC CLAPTON (RSO RS-1-3030)	3	21	37 RAYDIO (Arista AB 4163)	38	12
4 THE STRANGER BILLY JOEL (Columbia JC 34987)	4	27	38 BOOTSY? PLAYER OF THE YEAR BOOTSY'S RUBBER BAND (Warner Bros. BSK 3093)	35	10
5 RUNNING ON EMPTY JACKSON BROWNE (Asylum 6E-113)	5	17	39 STREET SURVIVORS LYNYRD SKYNYRD (MCA 3029)	29	25
6 POINT OF KNOW RETURN KANSAS (Kirshner/Epic JA 34929)	7	27	40 FUNKENTELECHY VS. THE PLACEBO SYNDROME PARLIAMENT (Casablanca NBLP 7084)	41	19
7 EARTH JEFFERSON STARSHIP (Grunt/RCA BXL 1-2515)	8	6	41 OUT OF THE BLUE ELECTRIC LIGHT ORCHESTRA (Jet/United Artists JTLA-823-L2)	42	22
8 LONDON TOWN WINGS (Capitol SW-11777)	20	2	42 YOU LIGHT UP MY LIFE JOHNNY MATHIS (Columbia JC 35259)	56	5
9 WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB3139)	6	12	43 BAT OUT OF HELL MEAT LOAF (Cleve. Intl./Epic PE 34974)	45	25
10 AJA STEELY DAN (ABC AB-1006)	9	28	44 THANKFUL NATALIE COLE (Capitol SW 11708)	39	20
11 FRENCH KISS BOB WELCH (Capitol SW 11663)	12	27	45 LIVE BARRY MANILOW (Arista AB 8500)	37	47
12 BLUE LIGHTS IN THE BASEMENT ROBERTA FLACK (Atlantic SD 19149)	11	18	46 WAYLON & WILLIE WAYLON JENNINGS & WILLIE NELSON (RCA AFL-1-2686)	43	12
13 WAITING FOR COLUMBUS LITTLE FEAT (Warner Bros. 2BS 3140)	14	8	47 TEN YEARS OF GOLD KENNY ROGERS (United Artists LA835-H)	46	14
14 THE GRAND ILLUSION STYX (A&M SP4637)	13	39	48 EDDIE MONEY (Columbia PC 34909)	53	25
15 SON OF A SON OF A SAILOR JIMMY BUFFETT (ABC AA-1046)	26	3	49 ALL THIS AND HEAVEN TOO ANDREW GOLD (Asylum 6E-116)	52	10
16 NEWS OF THE WORLD QUEEN (Elektra 6E-112)	10	22	50 HER GREATEST HITS CAROLE KING (Ode JE 34967)	61	4
17 RUMOURS FLEETWOOD MAC (Warner Bros. BSK 3010)	17	60	51 FOREIGNER (Atlantic SC 18215)	49	57
18 EXCITABLE BOY WARREN ZEVON (Asylum 6E-118)	23	10	52 FANTASY LOVE AFFAIR PETER BROWN (Drive 104)	55	15
19 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	24	27	53 ALIVE II KISS (Casablanca NBLP 7076-2)	51	32
20 FLOWING RIVERS ANDY GIBB (RSO RS-1-3019)	21	44	54 WHEN YOU HEAR LOU, YOU'VE HEARD IT ALL LOU RAWLS (Phil. Intl./CBS JZ 35036)	57	21
21 CHAMPAGNE JAM ATLANTA RHYTHM SECTION (Polydor PD-1-6134)	28	4	55 NIGHT FLIGHT YVONNE ELLIMAN (RSO RS-1-3031)	59	8
22 FOOT LOOSE AND FANCY FREE ROD STEWART (Warner Bros. BSK 3092)	16	23	56 HEAD EAST (A&M SP-4680)	62	8
23 ALL 'N ALL EARTH, WIND & FIRE (Columbia JC 34905)	19	21	57 EASTER PATTI SMITH GROUP (Arista AB4171)	73	3
24 STREET PLAYER RUFUS AND CHAKA KHAN (ABC AA-1049)	15	11	58 LET'S DO IT ROY AYERS (Polydor PD-1-6126)	63	8
25 INFINITY JOURNEY (Columbia JC 34912)	27	12	59 PLASTIC LETTERS BLONDIE (Chrysalis CHR 1166)	65	9
26 VAN HALEN (Warner Bros. BSK 3075)	31	9	60 THE RUTLES (Warner Bros. HS 3151)	70	6
27 BRING IT BACK ALIVE THE OUTLAWS (Arista AL 8300)	32	6	61 BORN LATE SHAUN CASSIDY (Warner/Curb BSK 3126)	66	32
28 EMOTION SAMANTHA SANG (Private Stock PS7009)	30	9	62 CHIC (Atlantic SD 19153)	64	19
29 DOUBLE LIVE GONZO TED NUGENT (Epic KE2-35069)	18	11	63 DRASTIC PLASTIC BE-BOP DELUXE (Harvest SW-11750)	67	8
30 HERE AT LAST... BEE GEES... LIVE (RSO 2-3901)	22	47	64 SHAUN CASSIDY (Warner/Curb BS 3067)	58	45
31 DOUBLE FUN ROBERT PALMER (Island ILPS 9576)	36	6	65 HOTEL CALIFORNIA EAGLES (Asylum 6E-103)	60	70
32 STARGARD (MCA MCA-2321)	34	8	66 GOLDEN TIME OF DAY MAZE FEATURING FRANKIE BEVERLY (Capitol ST-11710)	50	12
33 THE ALBUM ABBA (Atlantic SD 19164)	33	11	67 SOME THINGS DON'T COME EASY ENGLAND DAN & JOHN FORD COLEY (Big Tree BT 76006)	78	4
34 ... AND THEN THERE WERE THREE... GENESIS (Atlantic SD 19173)	47	2	68 WATERMARK ART GARFUNKEL (Columbia JC 34975)	44	13
			69 LONGER FUSE DAN HILL (20th Century T-547)	54	19
			70 ENDLESS WIRE GORDON LIGHTFOOT (Warner Bros. BSK 3149)	48	13
			71 BOOK OF DREAMS STEVE MILLER BAND (Capitol SO-11630)	68	48
			72 RAINBOW SEEKER JOE SAMPLE (ABC AA-1050)	72	10
			73 CLOSE ENCOUNTERS OF THE THIRD KIND ORIGINAL MOTION PICTURE SOUNDTRACK (Arista AL9500)	69	17
			74 ZAPPA IN NEW YORK FRANK ZAPPA (Discreet/W.B.S. 2D 2290)	85	4
			75 SINGER OF SONGS/TELLER OF TALES PAUL DAVIS (Bang BLP-410)	76	14
			76 I'M GLAD YOU'RE HERE WITH ME TONIGHT NEIL DIAMOND (Columbia JC 34900)	71	17
			77 THIS YEARS MODEL ELVIS COSTELLO (Columbia JC 35331)	109	2
			78 LIVE AT THE BIJOU GROVER WASHINGTON JR. (Kudu KUX-3637MZ)	75	18
			79 WHAT DO YOU WANT FROM LIVE THE TUBES (A&M SP-6003)	74	9
			80 QUARTER MOON IN A TEN CENT TOWN EMMYLOU HARRIS (Warner Bros. BSK 3141)	77	13
			81 HERE YOU COME AGAIN DOLLY PARTON (RCA APL 1-2544)	83	26
			82 MY AIM IS TRUE ELVIS COSTELLO (Columbia JC 35037)	79	22
			83 VOYAGER DEXTER WANSEL (Phila. Intl. JX 34985)	96	7
			84 REACHING FOR THE SKY PEABO BRYSON (Capitol ST 11729)	86	11
			85 HEAVEN HELP THE FOOL BOB WEIR (Arista AB 4155)	84	12
			86 MAGAZINE HEART (Mushroom MRS-5008)	—	1
			87 A SONG FOR ALL SEASONS RENAISSANCE (Sire SRK 6049)	92	5
			88 AMERICAN HOT WAX VARIOUS ARTISTS (A&M SP 6500)	100	4
			89 BOSTON (Epic JE 34188)	89	85
			90 BURCHFIELD NINES MICHAEL FRANKS (Warner Bros. BSK 3167)	101	5
			91 LINES CHARLIE (Janus JXS-7036)	105	3
			92 THEIR GREATEST HITS EAGLES (Asylum 6E-105)	90	110
			93 THE PATH RALPH MacDONALD (Marlin TK 2210)	97	9
			94 WEST SIDE HIGHWAY STANLEY TURRENTINE (Fantasy F-9548)	99	7
			95 HEAVY HORSES JETHRO TULL (Chrysalis CHR 1175)	—	1
			96 YOU LIGHT UP MY LIFE DEBBY BOONE (Warner/Curb BS-3118)	91	25
			97 PLAYER (RSO/Polydor RS-1-3026)	88	25
			98 EASTER ISLAND KRIS KRISTOFFERSON (Monument/Columbia JX 35310)	102	5
			99 SHOWDOWN ISLEY BROTHERS (T-Neck JZ 34930)	126	2
			100 RIDING HIGH FAZE-O (She/Atlantic SH740)	107	10

Cash Box Top Albums/101 to 200

April 22, 1978

		Weeks On Chart				Weeks On Chart				Weeks On Chart				
		4/15	Chart			4/15	Chart			4/15	Chart			
101	MACHO MAN VILLAGE PEOPLE (Casablanca NBLP 7096)	7.98	113	6	135	LEVEL HEADED SWEET (Capitol SKAO-11744)	7.98	142	10	169	ONE-EYED JACK GARLAND JEFFREYS (A&M SP-4681)	7.98	175	3
102	SEND IT ASHFORD & SIMPSON (Warner Bros. BS 3088)	6.98	106	28	136	BREEZIN' GEORGE BENSON (Warner Bros. BSK 3111)	7.98	139	27	170	LOVE ISLAND DEODATO (Warner Bros. BSK 3132)	7.98	173	4
103	STARLIGHT DANCER KAYAK (Janus JSX7034)	7.98	103	10	137	CASINO AL DIMEOLA (Columbia JC 35277)	7.98	—	1	171	SHOUT! B.T. EXPRESS (Roadshow/Columbia JC 35078)	7.98	152	11
104	DOUBLE DOSE HOT TUNA (Grunt CYL2-2545)	11.98	120	3	138	STAINED CLASS JUDAS PRIEST (Columbia JC 35296)	7.98	144	5	172	WHITE HOT ANGEL (Casablanca NBLP 7085)	7.98	159	13
105	MAGIC THE FLOATERS (ABC AA-1047)	7.98	119	3	139	FLEETWOOD MAC (Warner Bros. MSK 2281)	7.98	137	143	173	BRITISH LIONS (RSO RS-1-3032)	7.98	—	1
106	FOTOMAKER (Atlantic SD 19165)	7.98	111	6	140	HERB ALPERT & HUGH MASEKELA (Horizon/A&M SP-728)	7.98	134	13	174	JOURNEY TO THE LIGHT BRAINSTORM (Tabu/CBS JZ 35327)	7.98	174	5
107	KARLA BONOFF (Columbia PC34672)	6.98	110	31	141	PURE POP FOR NOW PEOPLE NICK LOWE (Columbia JC 35329)	7.98	160	2	175	ZUBIN MEHTA CONDUCTS SUITES FROM STAR WARS AND CLOSE ENCOUNTERS OF THE THIRD KIND L.A. PHILHARMONIC ORCHESTRA (London ZM 1001)	7.98	150	9
108	CENTRAL HEATING HEATWAVE (Epic JE 35260)	7.98	145	2	142	ONCE UPON A DREAM ENCHANTMENT (Roadshow/UA LA811-G)	6.98	114	13	176	LOVE WILL FIND A WAY PHAROAH SANDERS (Arista AB 4161)	7.98	180	4
109	SAY IT WITH SILENCE HUBERT LAWS (Columbia JC 35022)	7.98	122	6	143	LET ME PARTY WITH YOU BUNNY SIGLER (Gold Mind GZS 7502)	7.98	147	9	177	UP THE YELLOW BRICK ROAD THE SALSOL ORCHESTRA (Salsoul SA 8500)	7.98	181	2
110	BOYS IN THE TREES CARLY SIMON (Elektra 6E-128)	7.98	—	1	144	SO FULL OF LOVE THE O'JAYS (Phila. Intl. JZ 35355)	7.98	—	1	178	PART 3 KC & THE SUNSHINE BAND (TK 605)	7.98	156	79
111	STREET HASSLE LOU REED (Arista AB4169)	7.98	116	4	145	GREATEST HITS, ETC. PAUL SIMON (Columbia JC 35032)	7.98	117	22	179	VOYAGE (Marlin 2213)	7.98	185	2
112	LEIF GARRETT (Atlantic SD 19152)	7.98	104	18	146	THUNDER ISLAND JAY FERGUSON (Asylum 7E-1115)	6.98	121	12	180	LET'S ALL CHANT MICHAEL ZAGER BAND (Private Stock PS7013)	7.98	187	3
113	THE STORY OF STAR WARS (20th Century-Fox T-550)	7.98	87	20	147	GOIN' BANANAS SIDE EFFECT (Fantasy F-9537)	7.98	151	20	181	DOUBLE TROUBLE RICHARD TORRANCE (Capitol SW-11699)	7.98	186	2
114	BURNING THE BALLROOM DOWN AMAZING RHYTHM ACES (ABC AA-1063)	7.98	131	3	148	ALIENS HORSLIPS (DJM DJLPA-16)	6.98	136	11	182	CITY TO CITY GERRY RAFFERTY (United Artists LA840-G)	6.98	192	2
115	SAFETY IN NUMBERS CRACK THE SKY (Lifesong JZ35041)	7.98	118	11	149	THE HOUSE OF THE RISING SUN SANTA ESMERALDA 2 (Casablanca NBLP-7088)	7.98	115	10	183	SONGS IN THE KEY OF LIFE STEVIE WONDER (Tamil/Motown T13-340C2)	13.98	184	78
116	DOWN TWO THEN LEFT BOZ SCAGGS (Columbia JC 34729)	7.98	82	21	150	MODERN MAN STANLEY CLARKE (Nemperor JZ 35303)	7.98	—	1	184	GET TO THE FEELING PLEASURE (Fantasy F-9550)	7.98	—	1
117	CATS ON THE COAST SEA LEVEL (Capricorn CPN 0198)	7.98	81	14	151	EVERY TIME TWO FOOLS COLLIDE KENNY ROGERS & DOTTIE WEST (United Artists LA864-H)	7.98	170	2	185	JAM 1980's JAMES BROWN (Polydor PD-1-6140)	7.98	189	2
118	THE ROCKY HORROR PICTURE SHOW VARIOUS ARTISTS (Ode Sounds & Vision OSV-21653)	7.98	138	2	152	GREATEST HITS LINDA RONSTADT (Asylum 6E-106)	7.98	146	71	186	DISCO INFERNO THE TRAMMPS (Atlantic ATL 18211)	7.98	191	2
119	LONEWOLF MICHAEL MURPHEY (Epic JE 35013)	7.98	123	6	153	LOVELAND LONNIE LISTON SMITH (Columbia JC 35332)	7.98	167	2	187	COME INTO MY HEART USA-EUROPEAN CONNECTION (Marlin 2212)	7.98	193	3
120	WATCH MANFRED MANN'S EARTH BAND (Warner Bros. BSK 3157)	7.98	80	8	154	DRAW THE LINE AEROSMITH (Columbia JC 34856)	7.98	127	18	188	LOVE IS THE STUFF HENRY GROSS (Lifesong JZ 35280)	7.98	—	1
121	WE CAME TO PLAY TOWER OF POWER (Columbia JC 34906)	7.98	135	3	155	THIS ONE'S FOR YOU BARRY MANILOW (Arista AB 4090)	7.98	158	87	189	SILK DEGREES BOZ SCAGGS (Columbia JC 33920)	7.98	188	111
122	STAR WARS ORIGINAL SOUNDTRACK (20th Century 2T-541)	9.98	94	44	156	DREAMBOAT ANNIE HEART (Mushroom 5005)	7.98	157	108	190	NIGHT MOVES BOB SEGER (Capitol ST 1157)	6.98	190	77
123	LET'S GET SMALL STEVE MARTIN (Warner Bros. BSK 3090)	7.98	112	31	157	FRESH FISH SPECIAL ROBERT GORDON w/LINK WRAY (Private Stock PS 7008)	7.98	161	7	191	THE GODZ (Millennium MNLP 8003)	7.98	195	2
124	CATS UNDER THE STARS JERRY GARCIA BAND (Arista AB4160)	7.98	140	3	158	GHOST TOWN PARADE LES DUDEK (Columbia JC 35088)	7.98	—	1	192	ANYTIME... ANYWHERE RITA COOLIDGE (A&M SP4616)	7.98	129	55
125	DIAMANTINA COCKTAIL LITTLE RIVER BAND (Capitol SW 11645)	7.98	98	53	159	LOVE BREEZE SMOKEY ROBINSON (Tamil T7-359R1)	7.98	162	6	193	SPYRO GYRA (Amherst AMH 1014)	7.98	—	1
126	TOO HOT TO HANDLE HEATWAVE (Epic PE-34761)	7.98	93	39	160	SPINOZZA DAVE SPINOZZA (A&M SP-4677)	7.98	164	7	194	PUTTING IT STRAIGHT PAT TRAVERS (Polydor PD-1-6121)	7.98	130	19
127	HE WALKS BESIDE ME ELVIS PRESLEY (RCA AFL 1-2772)	9.98	141	5	161	LITTLE CRIMINALS RANDY NEWMAN (Warner Bros. BSK 3079)	7.98	125	28	195	ELTON JOHN'S GREATEST HITS VOL. II (MCA MCA-3027)	7.98	149	28
128	LIVE! THE COMMODORES (Motown M9-894A-2)	9.98	95	24	162	THERE'S NO GOOD IN GOODBYE MANHATTANS (Columbia JC 35252)	7.98	128	9	196	I, ROBOT THE ALAN PARSONS PROJECT (Arista AL 7002)	7.98	171	27
129	YOU CAN TUNE A PIANO, BUT YOU CAN'T TUNA FISH REO SPEEDWAGON (Epic JE 35082)	7.98	—	1	163	ARCHIVES RUSH (Mercury SRM-3-9200)	14.98	169	3	197	DANCE A LITTLE LIGHT RICHIE FURAY (Asylum 6E-115)	7.98	—	1
130	LIVE FRANK MARINO & MAHOGANY RUSH (Columbia JC 35257)	7.98	108	9	164	MAMA LET HIM PLAY DOUCETTE (Mushroom MRS 5009)	7.98	168	8	198	ELVIS IN CONCERT ELVIS PRESLEY (RCA APL 2-2587)	13.98	153	26
131	HOLD ON NOEL POINTER (United Artists LA848H)	7.98	133	10	165	SUNBURN SUN (Capitol ST-11723)	7.98	—	1	199	TOM PETTY AND THE HEARTBREAKERS (Shelter/ABC SRL 52006)	6.98	178	31
132	KAYA BOB MARLEY AND THE WAILERS (Island ILPS 9517)	7.98	154	2	166	RUBICON (20th Century T-552)	6.98	172	4	200	OLIVIA NEWTON-JOHN'S GREATEST HITS (MCA-3028)	7.98	155	26
133	THE MAD HATTER CHICK COREA (Polydor PD-16130)	7.98	124	7	167	ONCE UPON A TIME DONNA SUMMER (Casablanca NBLP 7078-2)	11.98	132	23					
134	ERUPTION FEATURING PRECIOUS WILSON (Ariola SW 50033)	7.98	143	4	168	JT JAMES TAYLOR (Columbia JC 34811)	7.98	148	42					

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Abba	33	Coolidge, Rita	192	Godz	191	Lynyrd Skynyrd	39	Rafferty, Gerry	22	Stewart, Rod	22
Aerosmith	154	Corea, Chick	133	Gold, Andrew	49	MacDonald, Ralph	93	Rawls, Lou	54	Story Of Star Wars	113
Alpert/Masekela	140	Costello, Elvis	77, 82	Gordon/Wray	157	Mahogany Rush	130	Raydio	37	Styx	14
Amazing Rhythm Aces	114	Crack The Sky	115	Gross, Henry	188	Mann, Manfred	120	Reed, Lou	111	Summer, Donna	167
Angel	172	Devis, Paul	75	Harris, Emmylou	80	Mangione, Chuck	19	Renaissance	87	Sun	165
Ashford & Simpson	102	Deodato	170	Head East	56	Manhattans	182	REO Speedwagon	129	Sweet	135
Atlanta Rhythm Section	21	Diamond, Neil	76	Heart	86, 156	Manilow, Barry	2, 45, 155	Robinson, Smokey	159	Taylor, James	168
Average White Band	35	Dilmeola, Al	137	Heatwave	108, 126	Martley, Bob	132	Rogers, Kenny	47	Torrance, Richard	181
Ayers, Roy	58	Doucette	164	Hill, Dan	69	Martin, Steve	123	Rogers, K./D. West	151	Tower Of Power	121
Be-Bop Deluxe	63	Dudek, Les	158	Horslips	148	Mathis, Johnny	42	Ronstadt, Linda	36, 152	Trammps	186
Bee Gees	30	Eagles	65, 92	Hot Tuna	104	Maze	66	Rubicon	166	Travers, Pat	194
Benson, George	9, 136	Earth, Wind & Fire	23	Isley Bros.	99	Meat Loaf	43	Rufus	24	Tubes	79
Blondie	59	Electric Light Orch.	41	Jefferson Starship	7	Mehta, Zubin	175	Rush	163	Turrentine, Stanley	94
Bonoff, Karla	107	Elliman, Yvonne	55	Jeffreys, Garland	169	Miller, Steve	71	Rutles	60	USA-European Connection	187
Boone, Debby	96	Elton John	195	Jennings/Neison	46	Money, Eddie	48	Salsoul Orchestra	177	Van Halen	26
Bootsy's Rubber Band	38	Enchantment	142	Jethro Tull	95	Murphey, Michael	119	Sample, Joe	72	Village People	101
Boston	89	England Dan/J.F. Coley	67	Joel, Billy	4	Newman, Randy	161	Sanderson, Pharoah	176	Voyage	179
Brainstorm	174	Eruption	134	Journey	25	Newton-John, Olivia	200	Sanders, Pharoah	176	Wansel, Dexter	83
British Lions	173	Faze-O	100	Judas Priest	138	Nugent, Ted	29	Sang, Samantha	28	Washington, Grover	78
Brown, Peter	52	Ferguson, Jay	146	Kansas	6	O'Jays	144	Santa Esmeralda/	—	Weir, Bob	85
Brown, James	185	Flack, Roberta	12	Kayak	103	Outlaws	27	Santa Esmeralda/	—	Welch, Bob	11
Browne, Jackson	5	Fleetwood Mac	17, 139	KC & The Sunshine Band	178	Palmer, Robert	31	Scaggs, Boz	116, 189	Wings	8
Bryson, Peabo	84	Floaters	105	King, Carole	50	Parliament	40	Sea Level	117	Wonder, Stevie	183
B.T. Express	171	Foreigner	51	Kiss	53	Parsons, Alan	196	Seeger, Bob	190	Zager, Michael	180
Buffett, Jimmy	15	Fotomaker	106	Kristofferson, Kris	98	Parton, Dolly	81	Side Effect	147	Zappa, Frank	74
Cassidy, Shaun	61, 64	Franks, Michael	90	Laws, Hubert	109	Petty, Tom	199	Sigler, Bunny	143	Zevon, Warren	18
Charlie	91	Fury, Richie	197	Lightfoot, Gordon	70	Player	97	Simon, Carly	110	SOUNDTRACKS	—
Chic	62	Garcia, Jerry	124	Liston Smith, Lonnie	153	Pleasure	184	Simon, Paul	145	American Hot Wax	88
Claughton, Eric	3	Garfunkel, Art	68	Little Feat	13	Pointer, Noel	131	Smith, Patti	57	Close Encounters	—
Clarke, Stanley	150	Garrett, Lelf	112	Little River Band	125	Presley, Elvis	127, 198	Spinozza, David	160	Of The Third Kind	73
Cole, Natalie	44	Genesis	34	Lowe, Nick	141	Queen	16	Spyro-Gyra	193	Rocky Horror Picture Show	118
Commencement	125	Gibb, Andy	20					Stargard	32	Saturday Night Fever	1
								Steady Dan	10	Star Wars	122

INTERNATIONAL

Japan

TOP TEN 45s

- 1 South-Paw — Pink Lady — Victor Musical Industries
- 2 Hohoemigaweshi — Candies — CBS/Sony
- 3 Canada Kara No Tegami — Masaaki Hirao/Yooko Hatanaka — Victor Musical Ind.
- 4 Mayoyimichi — Machiko Watanabe — CBS/Sony
- 5 Fuyu No Inazuma — Alice — Toshiba/EMI
- 6 Samurai — Kenji Sawada — Polydor
- 7 Vibration — Hiromi Goh — CBS/Sony
- 8 Tokiniwa Shofunoyooni — Toshio Kurosawa — Columbia
- 9 Don't Let Me Be Misunderstood — Santa Esmeralda/Leroy Gomez — Phonogram
- 10 Namida No Chikayi — Alice — Toshiba/EMI

TOP TEN LPs

- 1 Shikashu (Anthology) — Masashi Sada — Warner/Pioneer
- 2 Benisuzume — Yumi Matsutoya — Toshiba/EMI
- 3 Alice V — Toshiba/EMI
- 4 Soshunfu — Candies — CBS/Sony
- 5 Feel Happy — Shinji Harada — For Life
- 6 Pink Lady Best Hit Album — Victor Musical Industries
- 7 Chiyisana Sora — Iruka 5 — Crown
- 8 The Album — Abba — Disco
- 9 Close Encounters — Soundtrack — Toshiba/EMI
- 10 Bye Bye Carnival — Pink Lady — Victor Musical Industries

Argentina

TOP TEN 45s

- 1 Si Me Dejas No Vale — Julio Iglesias — CBS
- 2 Hipocresia — Aldo Y Los Pasteles Verdes — Microfon
- 3 Morena De 15 Anos — Adolfo — TK
- 4 Hombre Trabajador — James Taylor — CBS
- 5 Pobreza Fatal — Grupo Miramar — Microfon
- 6 Estamos Todos Solos — Rita Coolidge — EMI
- 7 El Ganador — Manolo Galvan — Microfon
- 8 Adios Amor, Adios — Demis Roussos — Philips
- 9 Nuestra Ultima Tarde — Pomada — RCA
- 10 Mi Amor Imposible — Los Prados — CBS

TOP TEN LPs

- 1 Los Consagrados Vol. 3 — Selection — RCA
- 2 Exitos En Castellano — Demis Roussos — Phonogram
- 3 Rockollection — Laurent Voulzy — RCA
- 4 A Mis 33 Anos — Julio Iglesias — CBS
- 5 James Taylor — CBS
- 6 Los Exitos Del Amos — Selection — Microfon
- 7 Santa Esmeralda & Leroy Gomez — Microfon
- 8 Ruidos En Espanol — Selection — Phonogram
- 9 Saturday Night Fever — Bee Gees — Phonogram
- 10 Amor En Venta — Boney M. — RCA

France

TOP TWENTY-FIVE 45s

- 1 How Deep Is Your Love — Bee Gees — Polydor
- 2 J'AI Oublie De Vivre — Johnny Hallyday — Phonogram
- 3 Un Ete De Porcelaine — Mort Shuman — Phonogram
- 4 Dans Les Yeux D'Emilie — Joe Dassin — CBS
- 5 Take A Chance — Abba — Vogue
- 6 Alexandrie, Alexandra — Claude Francois — Fleche/Carrere
- 7 Mull Of Kintyre — Wings — EMI/Pathe Marconi
- 8 Lettre A Helene — Dave — CBS
- 9 Tu Verras — Claude Nougaro — Barclay
- 10 Ca Plane Pour Moi — Plastic Bertrand — Vogue
- 11 Pense A Moi — Eric Charden — Discodis
- 12 Ex Fan Des Sixties — Jane Birkin — Phonogram
- 13 Il Faut Qu'On M'Alme — Nicoletta — Barclay
- 14 Back To America — Paradise — Ibach/Discodis
- 15 Diabolo Menthe — Yves Simon — RCA
- 16 I Don't Need A Doctor — Sheila & B. Devotion — Carrere
- 17 Je Suls Indecls — Carlos — Sonopresse
- 18 Redoutable — Hugues Aufray — WEA
- 19 TI Amo — Umberto Tozzi — CBS
- 20 Harmonie/Lettre De France — Marie Laforet — Polydor
- 21 Here You Come Again — Dolly Parton — RCA
- 22 Solo Tu — Matia Bazar — Carrere
- 23 Mamie T.S.F. — Sabrina Lory — Phonogram
- 24 Amor, Amor — Rod McKuen — Ibach/Discodis
- 25 Je Suls Bien — Daniel Balavoine — Barclay

TOP TWENTY-FIVE LPs

- 1 Supernature — Cerrone — WEA
- 2 Comme D'Habitude — Michel Sardou — Trema/RCA
- 3 News Of The World — Queen — EMI/Pathe Marconi
- 4 Running In The City — Space — Vogue
- 5 La Petite Ecriture Grise — Marie-Paul Belle — Polydor
- 6 Juke-Box — Bernard Lavillier — Barclay
- 7 Le Petit Pont De Bois — Yves Duteil — EMI/Pathe Marconi
- 8 Jamais Content — Alain Souchon — RCA
- 9 Le Petit Potier — Pierre Perret — Decca
- 10 Eddy Mitchell Au Palais Des Sports — Polydor
- 11 BO Saturday Night Fever — Polydor
- 12 I'm Glad You're Here With Me Tonight — Neil Diamond — CBS
- 13 La Jalouse — Leo Ferre — CBS
- 14 Pastiche — Manhattan Transfer — WEA
- 15 Oul-Dire — Raymond Devos — Phonogram
- 16 Slowhand — Eric Clapton — Polydor
- 17 The Stranger — Billy Joel — CBS
- 18 Moonflower — Santana — CBS
- 19 Je Continue Mon Rock 'N' Slow — Dick Rivers — Sonopresse
- 20 Brel — Jacques Brel — Barclay
- 21 Miss Bakelite — Richard Gilly — WEA
- 22 Le Clochard Analphabete — Coluche — EMI/Pathe Marconi
- 23 To The Unknown Man — Vangelis — RCA
- 24 Plastic Letters — Blondie — Phonogram
- 25 Jesus — Gerard Manset — EMI/Pathe Marconi

— Europe 1

Brazil

TOP TEN 45s

- 1 How Deep Is Your Love — Bee Gees — Phonogram
- 2 Easy — Commodores — Top Tape
- 3 Dance A Little Bit Closer — Charo And The Salsoul Orchestra — Top Tape
- 4 Handy Man — James Taylor — CBS
- 5 Don't Let Me Be Misunderstood — Santa Esmeralda/Leroy Gomez — Phonogram
- 6 A Noite Vai Chegar — Lady Zu — Phonogram
- 7 San Francisco — Village People — RCA
- 8 Roberto Collection — Ricardo Braga — RCA
- 9 Maluco Beleza — Raul Seixas — WEA
- 10 Zodiacs — Roberta Kelly — RGE/Fermata

TOP TEN LPs

- 1 Roberto Carlos — CBS
- 2 Music Master — Varios — K-Tel
- 3 Passaro Da Manha — Maria Bethania — Phonogram
- 4 Assoblar Ou Chupar Cana — Benito Di Paula — Copacabana
- 5 Pra Que Chorar — Alcione — Phonogram
- 6 Sem Lenco, Sem Documento — Int. Varios — Som Livre
- 7 Sem Lenco, Sem Documento — Nac. Varios — Som Livre
- 8 High Life — Varios — Phonogram
- 9 Nos Botequins Da Vida — Beth Carvalho — RCA
- 10 Perigosa — As Freneticas — WEA

— BRPA

Italy

TOP TEN 45s

- 1 Figli Delle Stelle — Alan Sorrenti — EMI
- 2 Gianna — Rino Gaetano — IT
- 3 ... E Dirsi Ciao — Matia Bazar — Ariston
- 4 Singin' In The Rain — Sheila & B. Devotion — Carrere
- 5 La Pulce D'Acqua — Angelo Branduardi — Polydor
- 6 Un' Emozione Da Poco — Anna Oxa — RCA
- 7 A Mano A Mano — Riccardo Cocciante — RCA
- 8 Queen Of Chinatown — Amanda Lear — Polydor
- 9 The House Of The Rising Sun — Santa Esmeralda — Philips
- 10 Furia Soldato — Mal — Ricordi

TOP TEN LPs

- 1 La Pulce D'Acqua — Angelo Branduardi — Polydor
- 2 Burattino Senza Fili — Edoardo Bennato — Ricordi
- 3 Figli Delle Stelle — Alan Sorrenti — EMI
- 4 Santa Esmeralda II — Philips
- 5 Riccardo Cocciante — RCA
- 6 L'Oro Dei Matia Bazar — Ariston
- 7 Portfolio — Grace Jones — Island
- 8 Come E' Profondo Il Mare — Lucio Dalla — RCA
- 9 Musica Nova — Eugenio Bennato & Carlo D'Angio' — Philips
- 10 1-2-3-4 Gimme Some More — D.D. Sound — Baby Records

Australia

TOP TWENTY-FIVE 45s

- 1 Stayin' Alive — Bee Gees — RSO
- 2 Isn't It Time — The Babys — Chrysalis
- 3 It's A Heartache — Bonnie Tyler — RCA
- 4 If I Had Words — Scott Fitzgerald/Yvonne Keeley — UA
- 5 Sometimes When We Touch — Dan Hill — Interfusion
- 6 Emotion — Samantha Sang — Private Stock
- 7 Ebony Eyes — Bob Welch — Capitol
- 8 Runaround Sue — Leif Garrett — Atlantic
- 9 You Took The Words Right Out Of My Mouth — Meat Loaf — Epic
- 10 Yes Sir I Can Boogie — Baccara — RCA
- 11 How Deep Is Your Love — Bee Gees — RSO
- 12 Just The Way You Are — Billy Joel — CBS
- 13 Surflin' USA — Leif Garrett — Atlantic
- 14 Needles And Pins — Smokie — Rak
- 15 (Love Is) Thicker Than Water — Andy Gibb — ATA
- 16 Baby Come Back — Player — Philips
- 17 Here You Come Again — Dolly Parton — RCA
- 18 Nobody Does It Better — Carly Simon — Elektra
- 19 Mull Of Kintyre/Girls School — Wings — Capitol
- 20 Calling Occupants Of Interplanetary Craft — Carpenters — A&M
- 21 Blue Bayou — Linda Ronstadt — Asylum
- 22 Women In Uniform — Skyhooks — Mushroom
- 23 2-4-6-8 Motorway — Tom Robinson Band — EMI
- 24 The Crunch — The Rah Band — RCA
- 25 Feels Like It's Slipplin' Away — Sherbet — Razzle

TOP TWENTY-FIVE LPs

- 1 Saturday Night Fever — Soundtrack — RSO
- 2 Simple Dreams — Linda Ronstadt — Asylum
- 3 Leif Garrett — Atlantic
- 4 Rumours — Fleetwood Mac — Warner Bros.
- 5 The Stranger — Billy Joel — CBS
- 6 Masterpieces — Bob Dylan — CBS
- 7 Marcla Hines Live Across Australia — Miracle
- 8 Weekend In L.A. — George Benson — Warner Bros.
- 9 Out Of The Blue — Electric Light Orchestra — UA
- 10 Longer Fuse — Dan Hill — Interfusion
- 11 Down Two Then Left — Boz Scaggs — CBS
- 12 Bat Out Of Hell — Meat Loaf — Epic
- 13 Abba — The Album — RCA
- 14 Broken Heart — The Babys — Chrysalis
- 15 Silk Degrees — Boz Scaggs — CBS
- 16 Running On Empty — Jackson Browne — Asylum
- 17 Foot Loose & Fancy Free — Rod Stewart — Warner Bros.
- 18 Breezin' — George Benson — Warner Bros.
- 19 A New World Record — Electric Light Orchestra — UA
- 20 French Kiss — Bob Welch — Capitol
- 21 Paradise — Stars — Mushroom
- 22 Olivia Newton-John's Greatest Hits Vol. 2 — Interfusion
- 23 Foreigner — Atlantic
- 24 I'm Glad You're Here With Me Tonight — Neil Diamond — CBS
- 25 Guilty Until Proven Insane — Skyhooks — Mushroom

— The Kent Music Report

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