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UFO

A large, stylized logo for "California Jam 2". The words "California" and "Jam" are written in a cursive, neon-like font, with "2" below them. The logo is set against a dark background with white light rays emanating from it, suggesting a sun or a spotlight. The overall design is vibrant and eye-catching.

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CASHBOX

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EDITORIAL

The Big And Small Of It

While there is no guarantee that artists on tour will generate excitement within the trade and consumer ranks, the current Bruce Springsteen and Rolling Stones tours appear to have done just that.

Springsteen's recent blitz through Los Angeles created a media and "Street" sensation for the Southern California area. His appearance at the Forum rekindled the spirits of "diehard Springsteen" fans and captured the imagination of the uninitiated.

Shortly after the Forum gig, Springsteen announced that he would be playing a smaller venue, the Roxy. This statement caused instant chaos for Columbia Records and the Roxy as the squeeze for tickets began. Considering the time factor, Columbia should be lauded for its efforts in coping with the situation.

So, with a crowd of 25 percent industry members and the rest consumers, Springsteen put on a four-hour show that left the audience as drained as the performer. Because the performance was broadcast live over KMET, more than the crowd of 500 was able to at least auditorially enjoy an incredible show.

The Stones have been doing the same thing on the east coast, using pseudonyms for appearances in small halls. With a Southern California date coming up, rumors about a similar small club date are rampant, although latest reports place this idea in jeopardy.



Obviously it is not necessary for established artists to perform in small venues. With label, management and booking agent pressure to increase the size of audiences for financial reasons, it is comforting to know that successful groups do not forget their roots.

NEWS HIGHLIGHTS

- Mass merchandisers, rack jobbers say racked record departments are surviving, profiting.
- A&M Records annual business meeting opens in Los Angeles.
- Deep discounting of records and tapes at retail level is on the decline, nationwide survey shows.
- RSO Records ships unprecedented 3.5 million copies of "Sgt. Pepper's Lonely Hearts Club Band" soundtrack album.
- MCA Records granted preliminary injunction preventing Olivia Newton-John from recording with other labels pending hearing.
- Touring light and sound business booming during summer concert season.

TOP POP DEBUTS

SINGLES	64	GOT TO GET YOU INTO MY LIFE — Earth, Wind & Fire — Columbia
ALBUMS	140	LOVE OR SOMETHING LIKE IT — Kenny Rogers — UA

POP SINGLE	NUMBER ONES	POP ALBUM
BAKER STREET Gerry Rafferty — UA		SOME GIRLS Rolling Stones Rolling Stones Records/Atlantic
R&B SINGLE		R&B ALBUM
CLOSE THE DOOR Teddy Pendergrass Phila. Int'l.		LIFE IS A SONG WORTH SINGING Teddy Pendergrass Phila. Int'l.
COUNTRY SINGLE		COUNTRY ALBUM
ONLY ONE LOVE IN MY LIFE Ronnie Milsap — RCA		STARDUST Willie Nelson — Columbia
JAZZ		GOSPEL
SOUNDS . . . AND STUFF LIKE THAT!! Quincy Jones — A&M		LOVE ALIVE Walter Hawkins & The Love Center Choir — Light

Teddy Pendergrass

**WHEN YOU MAKE MUSIC LIKE CHRIS REA,
YOU DON'T HAVE TO CHANGE YOUR NAME.**

Chris Rea
**WHATEVER HAPPENED
TO BENNY SANTINI?**



**"Fool (If You Think It's Over)"
R&R's Most Added
Gavin's Top Prospect
Cash Box's Chart Position 46**

UA LA679 H

In the not too distant past, there were people who thought Chris Rea ought to have a more magical name. Then they heard his music. Benny Santini and other marquee names went back into the drawer. And Chris Rea came into his own.

**"WHATEVER HAPPENED TO BENNY SANTINI?" JUST LISTEN TO THE FIRST
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CASH BOX NEWS

Commitment To Racked Disc Depts. Still Firm, Most Say

by Randy Lewis

LOS ANGELES — The racked record section of the major department store is still alive and well, according to several large department store chains and rack jobbers, despite predictions last year they would soon be extinct.

"As Mark Twain said, 'The reports of my death have been greatly exaggerated,'" commented a spokesman for Pickwick International, the nation's largest rack jobber.

Officials at Handleman Company, Lieberman Enterprises, K mart, J.C. Penney, Montgomery Ward and Two Guys, echoed their opinion that the commitment to records in large department stores is as strong as ever.

'We Carry Everything'

"We are committed to having a full supply of the top hits as well as a large selection of budget records, 8-track and cassette product," said a spokesman for Two Guys discount stores. "We don't just carry 'Saturday Night Fever.' We carry everything."

Most of the department store chains surveyed said either all or a large percentage of their stores have record departments and that records and tapes were viewed not only as traffic draws, but in many cases as a profit-making venture.

A K mart spokesman said all 1,273 U.S. k mart stores carry records; that records are sold for profit not just to attract customers, and the chain has no plans to drop any departments. In addition another 100 K mart locations, all with record departments, will open by the end of 1978, the spokesman said.

Montgomery Ward does not carry records in every store, a chain official said, but that is more of a result of the type of store than the desirability of records.

90% Of New Stores

"We have about 350 stores that handle records," according to the spokesman.

"that's about 80 to 85 percent of the total number of stores. Probably at least 90% of the new stores we open will have record departments."

The decision of whether the store will have a record department, the spokesman said, "depends on a survey we do prior to the store opening as to what kind of store it is going to be. It doesn't depend on the record sales in a given area, but rather the type of store that will be developed. If we intend to open a full-line store, or a very large store, the likelihood of a record department would be stronger than it would in a store with smaller square footage."

Much of the attention on racks last year was focused at the J.C. Penney chain when it was announced Penney would re-evaluate its record departments and make them optional in certain stores.

Over Emphasized

This was viewed by many as the "beginning of the end" of the racked record department and, concurrently, a harbinger of doom for the rack jobber.

But according to the Pickwick spokesman, this and other reappraisals were over emphasized.

"From time to time people have heard rumblings, mainly in the trade press, about various rack accounts re-examining their role in selling records. What we are seeing is a telescopic view because I assume that a viable major retailer re-examines his role selling everything all the time, just as we do," the spokesman said.

"The results have been that nobody is getting out of the business and as major accounts open up new stores they are putting in record departments," according to the Pickwick spokesman. "I guess that's the ultimate sign of what kind of decision they are making. No one is walking away from the business, either from the account side or

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Deep Discounting Declines Across Nation; Image Competition Replaces Price Combat

by Aaron Fuchs

(Pricing and price competition continue to be dominant concerns of record retailers. In the first of a two-part series, Cash Box examines the status of deep discounting on a national level, focusing on cities where lowballing prevailed a year ago.)

NEW YORK — Nearly a year after the bankruptcy of Jimmy's Music World, the New York-based retailer that gained national notoriety for its lowballing tactics,

deep discounting has become far less common on the U.S. record retailing scene than it was when Jimmy's was still a force in the marketplace. Although instances of lowballing do exist in isolated areas, they have not triggered major price wars.

A number of factors have contributed to this situation. First, retailers are now acutely aware of the consequences of below-cost selling in the wake of Jimmy's bankruptcy. Second, dealers in general are

seeking alternatives to price competition, due to the squeeze on profit margins that has been caused by recent wholesale price increases. The most widespread alternative, of course, is to concentrate on selling a retailer's image, while avoiding excessive reaction to any competitor's price tactics. In addition, numerous dealers have gravitated away from the more competitive inner cities to the suburbs, where price is

(continued on page 18)

RCA Records Triples Earnings In 2nd Quarter

NEW YORK — RCA Records reported its earnings have more than tripled for the second quarter of 1978 as a result of a worldwide sales advance of almost 40 percent. RCA subsidiaries in France and Brazil were cited as showing particularly outstanding gains, while membership in the RCA record club rose 30 percent.

Earnings for RCA Inc. in the second quarter rose 12 percent over the same period in 1977, attaining the highest earnings level of any quarter in the corporation's 59 year history. RCA Inc.'s sales for the second quarter, the corporation reported, rose 13 percent.

The latest period was the sixth consecutive quarter of record earnings and the twelfth quarter of year-to-year profit improvement.



DIZZY THIN LIZZY — Warner Bros. vice president and creative services director Derek Taylor and Warners' product manager Charlie Lourie recently flew to London to meet with the members of Thin Lizzy and to report on the initial success of their Warner Bros. album debut, "Live And Dangerous." Together for the good news were (l-r): Tony Visconti, producer of the album; guitarist Brian Robertson; Taylor; Lizzy bassist, vocalist and centerpiece Phil Lynott; Lourie; guitarist Scott Gorham and drummer Brian Downey.



THE CUBAN ARRANGEMENT — CBS Records has entered into a recording arrangement with the Cuban group Irakere. CBS has requested permission from the U.S. government to place royalties earned by Irakere's album releases in a fund that will support a cultural exchange program designed to finance the appearance of Cuban artists in the United States. Pictured seated are (l-r): Medardo Montero, director general of Cuban record company Egrem; Bruce Lundvall, president of CBS Records Division; and Redento Morejon, general director of Cubartista. Standing are (l-r): Avelino Pereira, manager of Irakere; Marvin Cohn, vice president of business affairs for CBS Records; Emilio Quesada, chief assistant to the Cuban vice minister of culture; Bill Freston, executive assistant to the president of CBS Records; Chucho Valdes, musical director of Irakere; George Tavares, manager of business affairs; Latin American operations for CBS Records International; Andy Gerber, assistant general attorney for CBS Records; and Miguel Angel Perez, official Cuban government translator.

'Open Door' Policy Is Still The Way, Friesen Tells A&M Meet

by Alan Sutton

LOS ANGELES — Speeches by label president Gil Friesen and Nicholas Johnson, head of the National Citizen's Committee for Broadcasting, and a series of panel discussions ranging in topic from creative services to promotion, highlighted the first two days of A&M Records' annual meeting July 12 and 13 (Wednesday and Thursday) at the Beverly Wilshire Hotel here.

In his opening remarks on Wednesday, A&M president Gil Friesen described the label as "an artist-oriented company, sensitive to the needs and desires of all the artists we represent." He added this is consistent with the philosophies of A&M founders Herb Alpert and Jerry Moss. "What other company has the distinction of being independently owned by a recording artist and an ex-promotion man?" Friesen noted.

Friesen went on to pledge that A&M would continue its "open door" policy towards its artists. "Any artist or manager has the opportunity, and I may even suggest the obligation to sit down with any major executive in this company and openly discuss the marketing strategy behind any one of the albums in the A&M catalog," he said.

RSO's 'Sgt. Pepper' Ships 3.5 Mil. LPs For Industry First

LOS ANGELES — RSO Records' double LP soundtrack from the motion picture "Sgt. Pepper's Lonely Hearts Club Band" will become the first double album to ship triple platinum July 17.

An initial shipment of 3.5 million units has been readied by the label which has announced that a number of industry records will be broken when the album ships.

Handleman's east coast rack operation, for example, has placed the largest single order for any album in the history of the firm by ordering 625,000 copies of the LP, which contains 29 Beatle tunes performed by the Bee Gees, Aerosmith, Alice Cooper, Earth, Wind & Fire, Billy Preston, Stargard and George Burns. Handleman's order alone qualifies the album for gold certification by the RIAA. The gold order was an industry first.

The New England retail chain Caldor also placed its largest single order with the soundtrack by requesting 20,000 units. The Wherehouse retail chain ordered 125,000

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CBS Predicts Big Turnout For Los Angeles Convention

NEW YORK — CBS Records' first annual convention since the restructuring of its senior management team is predicted to be the largest in the company's history. Nearly 1400 guests, including top CBS Records executives and field sales and promotional personnel from all over the world, are expected to attend the convention, scheduled for July 23-29 at the Century Plaza Hotel in Los Angeles.

John D. Backe, president of CBS Inc., Walter Yetnikoff, president of CBS Records Group, Bruce Lundvall, president of CBS Records Division and Dick Asher, president of CBS Records International, will all deliver speeches at the convention. According to a label spokesman, several important announcements are anticipated.

Acting as chairman of the 1978 CBS Records Convention is Paul Smith, senior vice president and general manager of marketing for CBS Records. Working closely with him in planning and executing the six days of addresses, meetings, seminars, product presentations, workshops and artist performances will be Jack Craig, senior vice president and general manager of Columbia Records and Don Dempsey, senior vice president and general manager of Epic/Portrait/Associated Labels.

Other principals on the convention planning team are Joe Mansfield, vice president of marketing for Columbia; Jim Tyrrell, vice president of marketing for E/P/A; Mike

Martinovich, vice president of merchandising for CBS Records; Frank Mooney, vice president of marketing branch distribution for CBS Records; Roselind Blanch, director of marketing administration for CBS Records; and Arnold Levine, vice president of advertising creative services for CBS Records. Bunny Friedus, vice president of marketing services for CBS International, is coordinating CRI's involvement in the convention.

The convention will feature individual meetings and seminars in the area of A&R promotion, sales, marketing, black music marketing, merchandising, publicity and operations. There will also be a special audio-visual product presentation of 74 upcoming CBS album releases.

Highlighting the convention will be five nightly banquet shows before convention attendees, which will feature 20 artists on the various CBS labels. Jack McLean, director of artist development for Columbia, will be responsible for the staging, lighting and sound of the shows, with Showco of Dallas, Texas.

CBS Records International will hold a variety of meetings throughout the course of the week and the members of that division will participate in the overall convention activities. A CBS Records International reception will be held on Monday, July 24.



Jon Donaldson

Donaldson Heads Cash Box In U.K.

LOS ANGELES — Jon Donaldson has been appointed to head the **Cash Box** U.K. operation, announced George Albert, president and publisher of **Cash Box**.

Based in London, Donaldson will be responsible for supervising and directing the publication's activities in England. He joins **Cash Box** with considerable experience in the music industry, including seven years with the Decca Record Co. in London, music publishing and most recently in a freelance capacity serving various aspects of the industry.

RCA Elvis Month Planned for August

LOS ANGELES — RCA Records has declared August "Elvis Month" in honor of the late Elvis Presley and will mark the event with the release of a new Elvis album and a special package of 15 Presley singles.

The new album, "Elvis Sings For Children (And Grownups Too)," was compiled by Col. Tom Parker, Presley's manager, and contains tracks previously culled primarily from Elvis' films. It carries a list price of \$5.98.

The theme of the campaign, according to Dick Carter, RCA's division vice president of field marketing, is "Always Elvis." Carter also said the Presley catalog of singles, albums and tapes will be emphasized in the overall program.

The singles in the Elvis Collectors' Series Limited Edition represent 30 of his hits on 15 singles pre-packed each in its own full-color sleeve, and come in a pre-packed box which lists all titles on the outside. The

(continued on page 50)

Touring Light & Sound Firms Booming During Summer

by Peter Hartz

LOS ANGELES — When Bruce Springsteen and the E Street Band brought their jubilant rock 'n' roll marathon to the Inglewood Forum, an eight-ton, 40,000 watt sound system and 150-instrument lighting rig was required to prove to the 14,000 eager fans that the "boss" was back. Although not of unusual proportions, the Springsteen show exemplifies the rigorous demands placed upon sound and lighting companies as rock acts criss-cross the nation during this busy summer concert season.

The business of providing acts with touring equipment has grown in the past 15 years from small, localized cottage industries into international ventures which will generate in excess of \$100 million this year, according to Jack Calmes, president of Showco, the largest light and sound company in the country. During July, Showco will produce approximately 170 concerts in the United States and abroad.

Although there are between 200 and 250 companies sharing the world market, a

mere handful have the capability to produce both lights and sound. In most cases, different aspects of the show, such as sound, lights, staging or trucking are subcontracted.

For Bruce Springsteen's tour, Marc Brickman, an independent lighting designer, was contracted as production manager with specific responsibility for lighting. He, in turn, subcontracted TFA/Electro Sound to provide the equipment and manpower necessary to deliver his lighting specifications. Having worked with Springsteen over the years and designed lights for Boz Scaggs and Kiss, Brickman developed a multi-truss lighting rig which he controls manually at each show from a 48-channel board.

Duplicating Records

As rock acts strive to duplicate live the precision of studio recordings, sound systems have become increasingly sophisticated. Bruce Jackson, an engineer from Clair Bros., a Pennsylvania-based sound company, is responsible for the sound on Springsteen's tour. Twelve one-ton motors support and move the tons of Clair Bros. S-4 speaker cabinets suspended above the stage from the ceiling of the Inglewood Forum. Designed in-house three years ago, the S-4 cabinets contain a mix of components which Clair Bros. feels makes its sound unique. Combined with a monitor system which provides each musician sound "coverage" and a 32-input board, the complete system requires 4 hours to erect, 3 hours to take down and two semi-trailers to transport from date to date. Although Clair Bros. has trucks of its own, Consolidated Trucking, which handles many rock tours, is sub-contracted to handle transportation.

With a 60-person staff, Clair Bros. is handling sound for tours by Fleetwood Mac, Boz Scaggs, Barry Manilow, Kenny Loggins and Frank Sinatra, among others. The outdoor stadium dates with Fleetwood Mac will require sound stages capable of delivering up to 140,000 watts. In addition, Clair Bros. staffs a technical shop to maintenance the seven or eight sound systems the company

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MCA Gets Prelim. Injunction Against Olivia Newton-John

LOS ANGELES — Olivia Newton-John has been ordered by Los Angeles Superior Court Judge, Norman Dowds, to refrain from dealing with any record company, other than MCA Records, pending the outcome of lawsuits exchanged by the 29-year-old singer and MCA. The case is expected to come to trial within 15 months.

On July 10, Dowds granted MCA's motion for a preliminary injunction against Newton-John. Under the injunction, Newton-John is prohibited from recording, except pursuant to her agreement with MCA.

Newton-John had claimed in her suit filed May 31 that MCA had breached her 1975 contract by failing to properly promote her records. At that time, the singer requested that the court declare her contract with MCA unenforceable, thereby

(continued on page 50)



At a time when the American public has become obsessed with space and flying saucers in the wake of the motion pictures "Star Wars" and "Close Encounters of the Third Kind," it only seems logical that Chrysalis recording group U.F.O. should come out with a new album entitled "Ob session." The group's new LP debuted on the **Cash Box** LP chart this week at #148 bullet.

The British rock band, which has built a strong reputation by delivering high energy live performances, consists of lead singer Phil Mogg, bassist Pete Way, drummer Andy Parker, guitarist Michel Schenke and keyboardist Paul Raymond. Schenke joined the group in 1973 after sitting in with the band for a performance when the original guitarist, Mick Bolton left the group at the last minute before a gig in Germany. Schenke was actually only scheduled to perform as a member of the warm-up band The Scorpions.

In 1974 U.F.O. signed with Chrysalis and released "Phenomenon" which charted high in Germany and Japan. The second album, "Force It" was released in 1977 while "No Heavy Petting" came out in 1978 and "Lights Out" was released last year.

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MIME TIME — Butterfly recording artist Bob McGilpin's debut LP "Super Star" is being promoted by Butterfly performer Eg, a mime, who is presenting the album to radio program directors, retail store owners and distributors. Pictured (l-r) are: Eg; Fred Rupert, Butterfly's vice president of promotion; James Heathfield, president, Heathfield promotion; Bob Burch, national program director for Century Broadcasting; Norman Ratner, McGilpin's manager and producer; McGilpin and A.J. Cervantes, Butterfly president.

ALREADY
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KATE BUSH

THE ALBUM

THE KICK INSIDE

SW-17003

THE SINGLE

WUTHERING HEIGHTS

8003



ENGLAND	SINGLE	#1 (4 WEEKS) GOLD	LP	#3 GOLD
AUSTRALIA	SINGLE	#1 GOLD	LP	#1 PLATINUM
HOLLAND	SINGLE	#3	LP	#1 PLATINUM
NEW ZEALAND	SINGLE	#1 (5 WEEKS) PLATINUM	LP	#2 GOLD
BELGIUM	SINGLE	#4	LP	#2
DENMARK	SINGLE	#4	LP	#5
FINLAND	SINGLE	#4	LP	#3
SWEDEN	SINGLE	#13	LP	#9

KATE BUSH IS AN



AMERICA

RECORDING ARTIST

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Con Hunley

Mention success to Con Hunley and he'll probably tell you that the wait for that elusive element really hasn't bothered him. "I don't mind just slowly building," he says. "I want to be a success, sure. But not for fame and glory. It's more exciting to start at ground zero and go as far as you can." Possessed with that sense of sport and the patience to rival Job, Hunley has spent the better part of a decade as the featured regular of a Knoxville, Tennessee lounge. It is there, in a familiar conclave surrounded by nurturing admirers, that Con Hunley has developed and polished his style.

As evidenced by his recent track record, Hunley's philosophy has begun to pay off. He already had four chart records on the Prairie Dust label (a label begun expressly for him by a Tennessee businessman) when he took time off from the lounge to showcase his talents at George Jones' Possum Holler club in Nashville during Fanfare Week 1977. That was June. Hunley spent the rest of the summer faced with the pleasant dilemma of weighing the pros and cons of five major record labels — all hunting his signature. He finally signed with Warner Brothers on September 1.

"Warner Brothers doesn't hold you to a definite type of country," explains Hunley. "Norro (Wilson) has done a lot of experimenting with me in the studio."

Hunley's first offering for his new label was "Cry, Cry Darlin'," a soulful cover of Jimmy Newman's 1950s hit. Hunley's debut single climbed to #23 in **Cash Box's** country charts. He recently followed with his second single, a playful rendition of Troy Seals and Eddie Setser's "Week-End Friend."

Country music has been called a medium of stylists and Con Hunley has been pegged by his label as both a stylist and a "future country" star.

"I don't know whether they're talking about change in music or not," comments Hunley. "I definitely feel country music is changing and I also hope that it doesn't get too far away from what country is. I love it; that's what I was raised on. But a lot of the MOR stuff, like "Week-End Friend," I like a lot, too. I still don't want to see country get too far away from its roots. It's accepted more now. Willie, Waylon, and Johnny Paycheck have opened a lot of doors . . ."

Reflected in Hunley's own style is an amalgam of diverse musical types. "I love all kinds of music — blues, some of the rock stuff. But I'm just at ease, and maybe more so," he says, "doing a country song. I want to maintain my closeness with country music."

"The exposure that I'm trying to get now should show everyone — the hard-line country people and the newer fans — that I am country. But it is changing and I want to be part of the change . . . If anyone asks, I'm on the country side of the fence."

Increasingly, Hunley must travel away from Knoxville (where he was born and raised and still lives) to meet the demand for his live appearances. Currently, he is completing work on his debut album in Nashville under the direction of producer Norro Wilson. The album is tentatively slated for late August release.



Carillo

For the past 12 years, Frank Carillo, the leader of a new rock quartet aptly titled Carillo on Atlantic Records, has frequently played a supporting role in the careers of other recording artists. The 27-year-old New Yorker has executed guitar duties with such acts as Peter Frampton, Yvonne Elliman and Stone The Crows, in addition to jamming with the likes of Eric Clapton, Frankie Miller, Ringo Starr and Billy Preston.

However, with the release of his group's debut album, "Rings Around The Moon," Carillo is set to finally launch a band that focuses on his own versatile singer/composer/guitarist talents. The album is an excellent representation of all of the influences Carillo has garnered over the years, displaying an equal balance of hard-nosed, fiery rockers, medium-tempo numbers, and sensitive, intimate ballads.

Born in Brooklyn and raised in Queens, Carillo began his professional music career at the ripe age of 15, playing in various clubs throughout New York. Carillo recalls the days when he would be performing at clubs where the police would occasionally raid the premises.

"When I was 15, I was playing in clubs that were often raided by the police," said Carillo. "The cops would storm in, and since I was underage and didn't have any I.D., I would hide in the beer closet or the refrigerator. I'd hide anywhere I could to keep from getting taken in by the police."

Later on, in 1970, Carillo met Robin Trower's vocalist Jimmy Dewar, who at that time was a member of Stone The Crows. At Dewar's invitation Carillo moved to London and went on tour with the English blues outfit that featured Maggie Bell, Les Harvey and Jimmy McCulloch. Following his stay with Stone The Crows, Carillo was soon after to return to America to play guitar on Peter Frampton's first two solo albums.

In 1974, Carillo started to give serious consideration to establishing a viable musical outlet for his own compositions and singing, and formed the rock band, Doc Holliday. Unfortunately, the group was to release only one album during its short-lived existence. With Doc Holliday's breakup, Carillo decided that instead of immediately forming another outfit, he would retire from performing for a couple of years and devote his energy solely to honing his composing skills. Collaborating with his long-time lyricist (and cousin) Luke Spagnuolo, Carillo emerged with a batch of strong new compositions and soon after conceived a new band, Carillo.

The group, which was formed about a year ago, also features Kevin Keane on bass, Dave Donen on drums and Jan Mulaney on keyboards. Having recently recorded its first album, the foursome has now undertaken a major tour, primarily playing second-bill to concert headliners at large-scale arena shows.

As witnessed by the first-rate quality of "Rings Around The Moon" and its recent local concert appearance, the quartet exhibits more than enough rock 'n' roll energy to assure its success, not only as a satisfying, creative outlet for Frank Carillo but as an exciting vehicle for the entire band.

Manager's Series

Prager's Strong Convictions Have Guided Him In Career

by Charles Paikert

Bud Prager, manager of Foreigner and head of E.S.P. Management which also handles Ian Lloyd and Donna Valerie, is currently enjoying a peak of success. Foreigner's highly anticipated second album is soaring on the **Cash Box** charts, and the group continues its string of sold-out concert dates.

Prager's triumph has come after many years of working in the industry. A native Manhattanite and graduate of N.Y.U. Law School, Prager has been associated with several publishing companies and SESAC, the licensing organization. He also formed the Windfall and Phantom record labels and has managed Mountain, West, Bruce & Laing, and the Leslie West Band.

Publishing Experience

His publishing experience, Prager maintained, enabled him to gain "a valuable insight into the workings of a record company. It's important to know things like the

Federated Looking To Expand Merger Of Audio, LP Sales

by Alan Sutton

LOS ANGELES — An experiment in record retailing which began last March at two Federated Group audio component stores here may soon expand chainwide, according to Lee Adams, who heads up the program for the five-store chain.

Adams told **Cash Box** that based on consumer response thus far at the Westminster and La Puente stores, he expects all Federated stores will stock records in time for the Christmas holiday season. "We feel records are an integral part of our business along with the music equipment we sell," he said. "It's just like selling razors and razor blades."

Presently, in addition to a complete line of direct-to-disc recordings, the two outlets carry the "Federated Top 40," a list of current hit product that Adams says is compiled from the music trades and his "knowledge" of the industry. Pricing is extremely competitive: \$7.98 list albums sell for \$4.94 shelf, \$4.44 sale.

Buys Direct

Utilizing its central warehouse facility, Federated buys product direct from the manufacturers, Adams said.

According to Adams, records now occupy only a small fraction of the approx-

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fact that an A&R man may not know any more than you do, so you're not in awe of someone's title."

Prager's years with Windfall and Phantom Records in the early '70s led to another managerial lesson that he continues to espouse with strong conviction: "Never put a heavy metal group on an independent label through independent distribution." According to Prager, an independent label is especially disastrous for power rock band because "they just don't have the money, the manpower, the experience or the know-how to give these kind of acts the support they need. If you want to maximize everyone's efforts, then you must go with a major."

And in his formative years as a manager, Prager said, he came to the conclusion that four potential evils threaten the life span of a touring rock and roll band; drugs, wives, girlfriend and egos.

"The musicians of the '70s are fortunate to have their predecessors of the '60s to look back on," Prager noted, "because the drug scene then was experimental. Today, a manager can be firm and have no tolerance for an obvious path to destruction." Also, Prager emphasized that, while unwarranted interference from some spouses can be destructive to a group, other wives and girlfriends can be very constructive to a band's growth.

Coordinating With Labels

With the formation of Foreigner, Prager believes he has been able to apply various elements of his managerial expertise. And, since coordination with the group's record company is one function Prager believes should be the manager's "major responsibility," Prager places great

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Gladys Knight Signs With Weisner-DeMann

LOS ANGELES — Ron Weisner of Weisner-DeMann Entertainment announced the signing of Gladys Knight for exclusive personal management. She has made classics of such songs as "Midnight Train To Georgia," "Best Thing That Ever Happened To Me," "I've Got To Use My Imagination," "Neither One Of Us," "The Way We Were" and many others. She has garnered five Grammy awards, American Music Awards, Image awards, Rock Music awards, NARM awards, NAACP awards, **Cash Box**, and numerous other trade paper awards and over a dozen gold and platinum records. Weisner stated that a new record label will be announced shortly.



SPARK OF LENNY — ABC recording artist Lenny Williams recently headlined two sold out performances at the Roxy in Los Angeles to showcase songs from his latest release "Spark Of Love." Pictured after the show (l-r) are: Laura Mims, west coast regional promotion at ABC; Steve Diener, president of ABC Records; Mark Meyerson, ABC's vice president of A&R; artist Eloise Laws; Williams; Jay Morgenstern, head of ABC's publishing an international division; Bill Craig, national director of promotion, special markets at ABC; Thom O'Hair, national tour coordinator for ABC; Steve Duboff, director of A&R at ABC; Elaine Corlett, ABC's vice president of artist development international division.

It isn't the Impressions.
Or Superfly. Or Sparkle.
But it sure is Curtis Mayfield.



Curtis Mayfield isn't interested in re-creating his past triumphs.

He's too busy creating new ones.

And his newest, **Do It All Night**, is proof that he's still finding new ways to make hit music.

It contains six new songs—including the hit single, "You Are, You Are." CMS 0135

Do It All Night is going to surprise a lot of old Curtis Mayfield fans.

And recruit a lot of new ones.



Produced by Curtis Mayfield
On Curtom records and tapes,
distributed by Warner Bros.
Records Inc.



Curtis Mayfield
Do It All Night
CUK 5022



E-STREET GRAFFITI — While in Los Angeles recently for shows at the Forum and the Roxy, Columbia recording artist Bruce Springsteen told his audiences that he added some personal touches to a billboard promoting his new LP "Darkness On The Edge Of Town."

Jazz Receiving More Airplay But Jazz Formats Still Rare

by Joey Berlín

LOS ANGELES — Despite the growing acceptance of jazz, demonstrated by the recent White House jazz festival, the jazz-pop crossover of artists like George Benson and Chuck Mangione and success of the jazz-rock fusion movement led by artists like Stanley Clarke and George Duke, the number of stations playing primarily jazz has remained relatively stable. While the many musical styles falling under the jazz label are receiving more airplay than ever before, the music is being incorporated into existing formats and full-time jazz broadcasting is being left to the handful of major jazz stations and hundreds of college and National Public Radio (NPR) stations.

The four most respected jazz stations in the U.S. according to a consensus of the jazz industry are WRVR/New York, KBCA/Los Angeles, WJZZ/Detroit and KJAZ/San Francisco. These are the stations that influence other jazz outlets and have the largest listening audiences. There are also a few other key jazz stations, including KADX/Denver, KXTC/Phoenix, and daytimer WBEE/Chicago. But perhaps the most important group of stations to jazz artists and the record companies with heavy commitments to jazz are the many college-affiliated and NPR stations that are spawning an ever-increasing number of jazz aficionados.

College And NPR Stations

"College stations, along with NPR, are leading the current trend toward increased jazz acceptance," says Ira Sabin, publisher of Radio Free Jazz. "'Jazz Alive' is NPR's most popular show and the White House af-

Janus Restructures Its Promotion Department

LOS ANGELES — Janus Records has restructured its promotion department under the direction of Don Wright, promotion director.

Working with Wright will be Stu Yahm, who will be responsible for national secondary promotion. Wright and Yahm will be working together in the development of single product. Yahm has worked with Mercury, Epic, MGM Records, Paramount and most recently Capitol Records, where he was general manager of A&R and artist development.

Michael Plummer will be responsible for regional album promotion on the west coast while Chuck Reichenback will be working the midwest out of Chicago and Ronnie Berger will be responsible for the east coast from Philadelphia.

Top 40 promotion will be handled by Dave Greenwald in the southwest who recently returned to Los Angeles after serving as southeast promotion for Janus out of Atlanta for a year. His replacement, Deborah DeFraités, will be handling Top 40 promotion in the southeast and will be located in Atlanta.

fair was very big for them.

"Jazz on college stations is connected with the growth of jazz studies," adds Sabin. "There are now 15-16,000 people studying jazz in colleges and 30,000 kids in high schools, too. They're going to grow up into a big market."

It is clear that the number of people listening to some jazz regularly is on the upswing. "Jazz Album Countdown," a three-hour rundown of current jazz charts with artist interviews, is being carried over 106 stations nationwide after only six months in syndication through Watermark. And many observers believe that a large percentage of the huge rock audience is getting into jazz as they grow older.

"The emerging jazz audience is made up of former (and current) progressive rock listeners who are now seeking more sophisticated music," theorizes WRVR program director Dennis Waters. "And this has great potential for keeping the 25+ buying records."

Recent surveys have proved that 25+ are indeed remaining active record buyers,

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Sheppard Named New VP At 20th

LOS ANGELES — William "Bunky" Sheppard, a veteran of more than 20 years in the record industry, has recently been appointed vice president of 20th Century-Fox Records. Sheppard, who has also worked as an independent producer and songwriter during his career, has served as music executive for such labels as Motown, CTI, Capitol and Vee Jay.

During the '50s, Sheppard held the post of national promotion director at Vee Jay, where he remained for eight years. Also during the '50s, he and Carl Davis formed the Dukay's, who had a hit with the single, "Nightowl." In addition, Sheppard recorded and produced "Duke Of Earl," which was Vee Jay's first million seller.

After leaving Vee Jay, Sheppard went on to form his own label with E.G. Abner, called Constellation, until 1967 when he moved on to head the R&B division at the Sceptor Wand label. Since then, Sheppard has also headed the R&B divisions of Capitol and Mercury.

CBS Records Plans Cuban Music Festival

NEW YORK — CBS Records is moving ahead with its plans for a music festival in Cuba, scheduled for early 1979. The festival, whose production is subject to approval by both the U.S. and Cuban governments, has already received strong interest from network TV for a proposed broadcast of festival concerts in the U.S. It has not yet been determined whether the U.S. artist roster will be composed exclusively of CBS Records acts.



Bruce



Smallwood



Messina



Frank

Bruce Appointed At 20th — Harvey Bruce has been named director of A&R for 20th Century-Fox Records. Prior to joining 20th he was director of A&R at Ariola Records. He has been in the music business for twelve years as a DJ, a promotion manager as well as an A&R executive.

Timmons Appointed At Epic — Epic Records has announced the appointment of Russell Timmons to director, progressive A&R, Epic Records. He joined CBS Records in 1973 as southwest regional promotion marketing manager, black music marketing. In 1976 he moved to Los Angeles and worked in the same capacity for the western region.

Spinrad Named At CBS — The election of Leonard Spinrad as a vice president, CBS Inc., was announced by CBS. He had previously served since 1974 as vice president, corporate information department. Since joining CBS in 1958 as director of information for CBS Laboratories, he served for 10 years thereafter as executive editor of public information for the CBS Television Network. In 1969 he joined the corporate affairs staff as director, corporate information.

CBS Appoints Loftus — The appointment of John A. Loftus as vice president of the corporate information department of CBS was announced. He will assume his new post after serving for the past three years in the CBS Washington office, which he joined in 1975 as director of information services, subsequently becoming director, government and media relations.

Smallwood Named At Epic — Epic Records has announced the appointment of Gerry Smallwood to associate director, national promotion, Epic Records. He joined CBS Records in 1977 as local promotion manager, Epic/Portrait/Associated Labels for the Chicago market area. He came to CBS Records from Arista Records, where he was midwest regional album promotion manager.

Messina Named At CBS — CBS Records has announced the appointment of John Messina to director, consumer panel research, CBS Records. He joined CBS Records in 1976 as associate director, consumer panel. Prior to that he was manager of inventory planning and forecasting.

Frank Appointed At Casablanca — Casablanca Record and FilmWorks has announced the appointment of Suzanne Frank as director of A&R administration for the label. Prior to joining the company, she was a principal in Smith and Frank Management, a production/management/publishing firm.



Valenziano



Wingate



Winter



Carson

Valenziano To Arista — Arista Records has announced the appointment of Bill Valenziano as west coast regional marketing director for the label. Prior to joining Arista, he was national sales manager for 20th Century-Fox Records and has also been Island Records marketing director.

Wingate Appointed At Columbia — Columbia Records, has announced the appointment of Dick Wingate to associate director, east coast product management, Columbia Records. In 1975 he joined Columbia Records as an associate product manager and later was promoted to product manager.

Lopez At CRI — CBS Records International's Latin American Operations has announced the appointment of Guillermo Lopez as vice president, central zone, Latin American operations. He is a twelve year veteran of CBS Records International's Latin American Operations. His association with CBS began in 1966 when he became managing director for IN DICA, S.A. In 1970 he moved to the position of director of operations for the central zone.

Truden Promoted — CBS Records International's Latin American Operations has announced the appointment of Juan Truden as vice president southern zone, Latin America operations. Since joining CBS, he has held the positions of director for the central zone vice president of finance and administration for discos CBS, Mexico and, in 1976, was made director of operations for the southern zone.

Winter Appointed To CBS — CBS Records has announced the appointment of Jan Winter to manager, media, west coast, CBS Records. She comes to CBS Records from Aye Jorgensen Macdonald, where she was a broadcast supervisor. Prior to that she was media supervisor for Eisman, Johns and Laws.

Carson And Machat To E/P/A — Epic/Portrait/Associated Labels has announced two appointments. Ruth Carson has been named product manager, east coast, Epic/Portrait/Associated Labels. Cheryl Machat has been appointed associate product manager east coast. Carson comes to E/P/A from WEA, where she was black music marketing representative for the Los Angeles area. Machat joins the E/P/A labels with a strong



Machat



Levy



Marino



Molitz

academic background in marketing. Since 1977 she has been marketing coordinator for Interglobal Creative Management in London, where she handled specific marketing projects.

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JOHN KLEMMER

ARABESQUE IS NEW AND ALIVE

John Klemmer's new album Arabesque is aggressive, passionate and yet has the sensuality and romance that you've learned to expect from this premier saxophonist. Soaring melodies, pulsating Latin rhythms, powerful and forceful emotions, John Klemmer's Arabesque makes you feel NEW AND ALIVE.

Produced by Stephan Goldman and John Klemmer
on ABC Records and GRT Tapes



AA-1068



RECORDS
ABC DELIVERS

WMAL Fined \$5,000; FCC's Commercial Rules Queried

by Joanne Ostrow

WASHINGTON, D.C. — One of their favorite radio programs sparked a recent action by FCC commissioners and has resulted in a staff review of FCC rules on radio commercials.

The commission imposed a \$5,000 fine on ABC-owned WMAL-AM in Washington, for failure to log total commercial time for its morning "Harden and Weaver Show," which includes FCC commissioners in its listening audience. Although the station did not exceed the maximum limit of 18 commercial minutes per hour, the Commission found it was remiss in its logging of commercial time.

Review Asked

FCC staff has been directed to "review the rule from the standpoint of its current usefulness in protecting the public against overcommercialization." Commissioner Abbott Washburn, in a concurring opinion, said: "Unless it relates effectively to this concern, it ought to be eliminated or modified." Washburn noted that the station's inaccuracies were inadvertent and stemmed in part from the "comedic character" of the show. Instead of a punishment, he said, the show deserves an award

"for making ads palatable."

Frank Harden and Jackson Weaver, the show's longtime hosts, ad lib throughout the commercial announcements and throughout the show. In fact, Commissioner Margita White noted it is sometimes impossible to separate the advertising and the jokes, WMAL officials made the same argument but without effect.

Commissioner Tyrone Brown said it would be arbitrary and subjective not to fine the station simply because it is in Washington and is enjoyed by members of the FCC.

The only dissent in the FCC's 5-1 vote was from Commissioner Robert E. Lee, who felt "a strong letter of admonition" would have been enough with out the \$5,000 fine, considering "the context of the violation."

Supports Deregulation

In another concurring statement, Commissioner Joseph Fogarty said the case "gives much support to proposals to deregulate radio," at least in major markets where the number of local stations alleviates the scarcity factor, traditionally

(Continued on page 50)

MUSEXPO Panelist Announced; More Than 700 Companies Have Registered

NEW YORK — Roddy S. Shashoua, MUSEXPO president, outlined the progress of the upcoming MUSEXPO convention, scheduled for November 4-8 in Miami Beach, and confirmed names of panelists at a briefing session at the New York Hilton on July 11.

As of June 30, Shashoua said, some 700 companies had booked their participation in this year's convention. He added that 2,000 guests have already registered for the

Milestone Trio Starts Joint Tour

LOS ANGELES — Milestone jazz artists Ron Carter, Sonny Rollins and McCoy Tyner recently performed at the White House Jazz Festival for President Jimmy Carter, unofficially initiating a promotional tour the label calls "Milestone Jazzstars."

The 20-city tour actually begins September 15 at the University of the Pacific in Stockton, Ca., continuing through October 29 when the trio (along with drummer Al Foster) plays the Academy of Music in Philadelphia.

Other than the recent White house performance, the tour will be the first time the three Milestone Records artists have performed together on stage.

In preparation for the tour, Milestone will release in August an album from each of the artists and plans are underway to record several of the concerts for release early next year.

The label also will institute a major marketing program in support of the albums and the concerts. According to Phil Jones, Milestone marketing director, "We're going to go all-out — print ads in the trades, magazines and the daily press, as well as posters, a special program booklet, browser boxes for the retail stores, TV appearances and lots of radio advertising."



Pictured (l-r) are: Tyner, Rollins and Carter.

event, as many people as attended last year's MUSEXPO. As a result, Shashoua said, attendance at MUSEXPO '78 will be in excess of last year and will encompass a broader participation base from most segments of the industry.

Confirmed Panelists

Names of panelists were announced for six MUSEXPO '78 workshop/seminars, including radio programming, distribution and marketing, A&R and artist development, music publishing, record production and home video programming.

Panelists for the radio programming seminar on November 5 will be Lee Abrams of Burkhart/Abrams Associates; George Burns of Burns Media Consultants; Claude Hall; Jim Maddox of KMJQ; and Jack Thayer of NBC Radio.

For the music publishing seminar on November 6, panelists will include Lester Sill of Screen Gems/EMI Music; Irwin Robinson of Chappell Music; Jay Morgenstern of ABC Music; Billy Meschel of Arista Publishing; Trudy Meisel of Nansa Records/Editions Intro; Peter Kirsten of Global Music/GMG Records; and Bill Denny of Cedarwood Publishing.

Slated for the distribution and marketing panel on November 7 are John Cohen of Disc Records, current NARM president; David Rothfeld of Korvettes; Barrie Bergman of Record Bar; Jim Tyrrell of Epic, Portrait and the CBS Associated Labels; Herb Belkin of ABC Records; and Brian Robertson of the Canadian Recording Industry Association.

Panelists at the A&R and artist development seminar on November 8 will include Jerry Sharell of Elektra/Asylum Records; Larkin Arnold of Capitol Records; Eric Gardner, an artist manager; Marcel Stellman of Decca Ltd.; and Billy Bass of Chrysalis Records.

Scheduled to sit on the record producers panel on November 6 are Todd Rundgren; producer Micheal Kuntze; Frank Farian, another producer; Seth Snyder of Recording Studio Equipment Co.; and David Chackler of Chalice Productions.

Finally, these are the home video programming panelists: Bob Pfannkuch of Bell & Howell Video Products; Larry Finley of International Tape Association; Andre Blay of Magnetic Video Corp.; and Bill Gillis of RCA Video (Selectavision.)

EAST COASTINGS — **ROCKCAUSES STIR IN RUSSIA** — Thousands of young Russians milled angrily around Leningrad's historic Palace Square on July 4th, refusing to disperse when they were told that a rock concert featuring **Santana**, the **Beach Boys**, and **Joan Baez** had been cancelled. Leningrad police finally broke up the crowd by using street-washing machines and making scores of arrests, according to witnesses. Although American promoter **Bill Graham** and Soviet authorities refuse to discuss the cancellation, the rock concert seems to be a casualty of the recent diplomatic tension between the two countries. Nevertheless, Baez went to Moscow to vacation, and while there she recorded some songs for Melody, the Soviet record company. Among the songs were "Blowin' in the Wind" and "The Times They Are A Changin'." Tell it Leonid, Joanie . . .



REA FETED — UA/Magnet recording artist **Chris Rea** was recently feted with a reception at Chasen's in Los Angeles to launch the release of his new LP "Whatever Happened To Benny Santini?" Pictured (l-r) are **Artie Mogull**, co-chairman of UA and Rea.

jam and Texas World Festival to the east coast. And down in Florida, **Peter Graves**, ace Criteria studio musician, was awarded the South Florida Entertainment Writers Association "Man of the Year" award. Criteria president **Mack Emeraum** made the presentation, calling Graves' Boneroo Horns "nearly as much a part of the **Bee Gees** as the Gibbs."

NAMES IN THE NEWS — **Emerson, Lake and Palmer** have finished some sessions at Compass Point Studios, and are said to be striving for a hit single next time out. . . **David Bowie** will be the subject of a concert-documentary directed by **David Hemmings**. The third album in the Low-Heroes trilogy is now being completed with help from **Eno** . . . **Humphrey Ocean**, the seven-foot tall bass player who has played with **Ian Dury** and designed album covers for **Wings**, has released his first single, "Whoops A Daisy," penned by Dury . . . **Eric Carmen's** new album, due by the end of the month, has appearances by **Burton Cummings** and **Samantha Sang**, who recently parted with **Norby Walters** . . . **Sham 69**, English New Wavers, were denied visas to the U.S. . . **Sherry Ring** promoted a Columbia to tour publicity head . . . **Livingston Taylor** to Epic . . . **L. Russell Brown**, who



ASCAP AWARDS DIAMOND — Columbia recording artist **Neil Diamond** recently accepted four plaques from ASCAP denoting heavy chart activity for two Diamond compositions, "Desiree" and "Sunflower." Pictured (l-r) at the ceremony are: **John Mahan**, west coast regional executive director, ASCAP; **Diamond**; and **Mike Gorfaine**, ASCAP west coast membership representative.

for a showcase concert performed by the **Romantics** from Detroit included **Ron Alexenburg**, **Jerry Greenburg** and **John Kalodner**.

BONZO GONZO — Nutsville time as the National Lampoon gang tackles movie wit "Animal House." **John Belushi** stars as the slob you always avoided in the cafeteria line and, what's more, sings "Louie, Louie" and "Money" on the worthy MCA soundtrack. The MCA promotional record, by the way, has a Belushi interview which is funny enough to warrant airplay at the opportune time. The entire movie, however, is a bit of a disappointment, as the truly inspired Lampoon-like gags are spaced between long, long stretches of completely meaningless "plot" development. For music lovers, there is a circa '62 R&B sequence with a group called Otis Day and the Knights, whose lead singer lip-synchs with the fine voice of **Lloyd Williams**.

HANDY HANDBOOK — A really invaluable little music handbook has just been issued by ASCAP called simply "Hit Songs," the book contains listings of ASCAP's hit songs for every year going back to 1892. Where else after all, can you find the year and author for such immortal classics as "I Miss My Swiss, My Swiss Misses Me," "When My Sugar Walks Down The Street, All the Birdies Go Tweet-Tweet-Tweet," or "Ma, He's Making Eyes At Me." It all in Hit Songs, and there's another handy ASCAP book out, the licensing organization List of Members. Speaking of ASCAP, the society's PR man, **Walter Wager**, has signed new book contract calling three female private detective opuses. The first will be titled "Blue Leader" and is due out in early 1979.

charles paik

POINTS WEST — **RACING THROUGH THE STREETS** — That is what **Bruce Springsteen** did when he hit Los Angeles in a virtual blitz of the city. He arrived in town early in the wee and started out with a lengthy on-the-air interview with **KMET's Mary Turner**. Wednesday night he played at the Forum in a concert that members of his band and entourage said may be the best he's ever done. The next night, Bruce and **Gary Busey**, star of "The Bud Holly Story," went out to the Sundance Saloon in Calabasas (about 40 miles north of Hollywood) to watch a band which had Busey's brother in it. Both Springsteen and Busey ended up on stage with the group playing rock 'n' roll songs into the night. Meanwhile, last-minute announcement was made that Bruce would perform at the 500-seat **Roxy Friday** night and the ticket scramble began. People lined up at the Roxy box office beginnir

(continued on page 3)

The Lowdown On A Highbrow Songman.

caldwell, bobby (kôld'wel, bob'é), *n.*,
1: singer; **SONGWRITER** **2:** produces music
(*guitar, keyboards, kalimba, etc.*) **3:** A style
that transcends categorical boundaries. **see**
also: CLOUDS RECORDS AND TAPES,
DISTRIBUTED BY T.K. PRODUCTIONS. **TK**

Clouds

8804 Distributed by T.K. Productions, Inc., 495 S.E. 10 Court
Hialeah, Florida 33010.

BOBBY CALDWELL



Clouds 5304

Industry Announcements

Sound Odyssey Denied Injunction Against Richman

TRENTON, N.J. — New Jersey State Superior Court last week denied the three-store Sound Odyssey chain an injunction it had sought against the Philadelphia-based-Richman Brothers operation in a battle over store name trademarks.

Judge Norton Greenberg's ruling forbids the Richman Brothers from using the name of "Sound Odyssey" for its two stores in Cherry Hill and Atlantic City, New Jersey. Those two stores must now advertise under the name of "Armand's Sound Odyssey." The court order stipulated that "Armand's appear in 'equal lettering' to "Sound Odyssey" whenever the Richman operation advertises for its New Jersey stores.

Richman Brothers also has several "Sound Odyssey" units in the Philadelphia area, which are individually owned, but are supplied by Richman's wholesale operation.

Southern Rack Jobber Offers Video Service

ATLANTA, GA. — John F. Langlois has formed a new company called Music & Video Merchandisers Inc. Based in Stone Mountain, Ga., the outfit will provide record and tape service to discount, department, and other retail stores throughout the southeast. Langlois, who previously served as national account executive and general manager for ABC Record and Tape Sales Corp., said that his company will start racking videotapes in addition to its record and tape service "as the need arises."

"The video industry is the ideal complement to records and tapes as a form of home entertainment," he said, "and we wanted to make sure the 'video' was in our name so that retailers will be able to take advantage of our service in the coming years."

The company's address is 1424 Kelton Drive, Stone Mountain, Georgia 30083, telephone (404) 296-1440.

Salsoul Sets Four LP Releases For Late July

NEW YORK — Salsoul Records has set four albums for release in late July to inaugurate the company's summer program.

The albums include "Salsoul Saturday Night Disco Party," "Greatest Disco Hits" by the Salsoul Orchestra, "Rio De Janeiro" by Gary Criss, and "Luv You Madly Orchestra."

Bishop LP Leads ABC July Albums

LOS ANGELES — Stephen Bishop's new album "Bish" leads ABC Records' July release of eight LPs. Also in the release will be "The Last Of The British Blues" by John Mayall, "Can I Have My Money Back," a re-issue of Gerry Rafferty's first solo album, and "Summer Soft" by Blue Mitchell on the ABC/Impulse label.

In addition, ABC will issue four gospel albums including Tessie Hill's "Face It With A Smile," "Gospel Soul" by Gladys McFadden and the Loving Sisters, "The Very Best Of The Mighty Clouds Of Joy" and "Perpetual Moments," a collection of songs from 14 ABC gospel acts

Columbia To Release Double Nyiregyhazi Set

NEW YORK — Columbia Masterworks has signed a contract with International Piano Archives, a subsidiary of Desmar Records, which will allow release of a two-record, all-Liszt set on Columbia by Hungarian-born piano virtuoso, Ervin Nyiregyhazi. The album is scheduled to ship at the end of this month.

The recording was made possible by a Ford Foundation grant to IPA, which had earlier released an LP containing several Nyiregyhazi performances. The pianist has received considerable national publicity since resurfacing on the west coast after 40-odd years of inactivity.

President Chosen By Music Jobbers Assn.

NEW YORK — George Biello of Charles Dumont & Son has been chosen as president of the newly formed Music Jobbers Association.

The new association, serving the printed music industry, also selected Ronald Ravitz of Music of the Month/Controlled Sheet Music Services, Inc., as its vice president. Treasurer of the new organization is Charles J. Dumont of Charles Dumont & Son. Leo Artilles of Publisher Sales, Inc., was chosen as secretary.

Membership applications can be obtained from Music Jobbers Association, P.O. Box 2810, Cherry Hill, New Jersey 08034.

Broadhead Honored At Utah State Ceremonies

LOS ANGELES — Daken K. Broadhead, president and owner of Allied Records Company, a Los Angeles-based record pressing plant, was honored by Utah State University with an honorary degree of Doctor of Humanities on June 3, at the 85th annual commencement.

Broadhead was recognized by the University for his accomplishments and contributions in business, civic, church and government service.

Harry Fox Issues New Copyright Brochure

NEW YORK — The Harry Fox Agency (HFA) licensing agent for more than 3,500 music publishers, has issued a new brochure entitled "Clearance of Music Copyrights" as a guide for the use of copyrighted music. The pamphlet outlines the procedure by which users may receive a license from HFA. The brochure is available without charge and may be obtained from The Harry Fox Agency, 110 East 59 St., New York, N.Y. 10022.

Speedwagon LP Gold

NEW YORK — REO Speedwagon's "You Can Tune A Piano, But You Can't Tune A Fish" has been certified gold by the RIAA.



EMI-AMERICA INKS ZWOL — EMI-America has announced the signing of Canadian rocker Zwol, who is currently recording his debut album for the label at Criteria Studios in Miami. Pictured above are (l-r): Don Grierson, vice president of A&R for EMI-America; Ralph Murphy, Zwol's producer; Zwol; Roger Cook Zwol's producer; Jim Mazza, president of EMI-America; and George Elims, Zwol's manager.

WAVAW Taps WCI Owners For Support In LP Cover Issue

by Carita Spencer

LOS ANGELES — The national organization of Women Against Violence Against Women (WAVAW) in their continuing efforts to put an end to what they term the "condonation and glorification of sex and violence against women in record advertisements and album covers" have approached the shareholders of stock in Warner Communications, Inc. for their support on the issue.

Pam Brennan, a co-founder of the New York chapter of the organization spoke before 700 shareholders of Warner Communications stock at their annual meeting, May 2 at the New York Hilton on behalf of WAVAW. Brennan says she "spoke as a member of WAVAW and as a shareholder in WCI stock, urging the others to concern themselves with the issue of offensive album covers."

She continues, "We are addressing ourselves to WCI and its subsidiaries (WEA, Warner Brothers Records and Atlantic Records) because they are the leaders and we feel that if they establish a corporate policy concerning the issue other record companies will follow suit."

CBS Inc. Posts Rising Income In Second Quarter

NEW YORK — Second quarter net income for CBS Inc. rose to \$59.3 million, an increase of eight percent over the \$54.9 million net income posted by CBS for the second quarter of 1977.

CBS Inc.'s revenues for the second quarter jumped to \$751.8 million, an increase of 13% from 1977 second quarter revenues of \$665.5 million.

The corporation's net income for the first half of 1978 rose to \$93.1 million, a six percent increase from \$87.9 million for the year-earlier period. Revenues leaped to \$1.50 billion for the first half of the year, up 14 percent from \$1.31 billion for the year earlier period.

William S. Paley, chairman of the board for CBS, and John D. Backe, the corporation's president, reported that, although the revenues of the CBS Records Group are up in the second quarter, costs increased at a greater rate. Partly responsible, they said, was the recent strike at the CBS record manufacturing plant in Pitman, New Jersey.

Brennan went on to say that her speech at the shareholders meeting was "met with applause" and that the audience was very receptive. Most of those in attendance, she says, seemed aware of the organization but were not really clear as to what its objectives were.

There was some response, according to Brennan, from WCI's chairman of the board, Steven J. Ross, who stated that corporate policy, as it relates to the issue already exists. Her response to that was that "it is not being enforced" as she held Average White Band's "Warmer Communications" album in her hands before the shareholders.

'Subliminal Things'

The album, she says, "depicts subliminal things that people won't ordinarily pick up on. We want consumers to become aware of this. There are means to censor certain objectionable things that are harmful to our environment. If artists don't use better judgment, someone has to step in."

"Racism is an issue they are more sensitive around and if this were ever depicted in a sure something would have to be done about it. We want to know who assumes the final responsibility." Ross was not available for comment.

"The artists have a great deal of control," says David Horowitz from the office of the president at WCI, "we are not entirely free we don't tell artists what to put on their covers nor do we tell them what music to put inside."

"In some cases where we think that something is objectionable, we may intervene. But," he adds, "it's a sensitive issue because freedom of artistic expression is involved. And when you're dealing with freedom of expression, it is common to have disagreements."

Horowitz continues, "Our policy is against depiction of violence against women and all divisions of our record companies are in agreement with this. There is sympathy on our part to what the (WAVAW) are concerned with but I think this campaign is directed against a non-existing situation."

He concludes, "First they are claiming we don't have a policy, then they say we aren't enforcing it. I say that's not true. I don't understand the organization continuing to expend energies in this effort. Their effort should be directed elsewhere to other issues that are important to them."

(continued on page 4)



BRIGITTA LIEBERSON APPOINTED — Brigitta Lieberman, wife of the late Goddard Lieberman, has been appointed music consultant and album producer for CBS Records. Known by her professional name as Vera Zorina, Mrs. Lieberman most recently served as the managing director of the Norwegian Opera. Pictured (l-r) are: Lundvall, Brigitta Lieberman; and Bob Altshuler, vice president of press and public affairs for the CBS Records Group.

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The hot new Lp from the family who brought you "Hotline" and "Boogie Fever."

The SYLVERS



Forever Yours on Casablanca Record and FilmWorks

Produced by The Sylvers with Al Ross and Bob Cullen for Century Entertainment Corporation.



Tower Bows New Classical-Only

LOS ANGELES — The 20-store Tower Record chain opened its first classical outlet here June 17 at 8840 Sunset Blvd. The 4,200 sq. ft. store which sells only classical records and tapes, is located across the street from the chain's 10,000 sq. ft. Hollywood outlet.

The California-based chain purchased the property last year with intentions of opening a tape store, according to store manager Wendy Kenny, who attributes the change in plans to rising classical sales at the larger store.

"The classical customer doesn't like to listen to rock music," Kenney says. "This store only plays classical music and we sell more records now because the atmosphere is better and the customers are happier."

Although the chain currently has no plans to open any other separate classical units, Kenney says the Tower outlet in Sacramento, Ca. will soon expand its floor space to accommodate a larger classical section. "We're going to be having more classical sections in all the stores soon," she says.

The full-line store has expanded its disco section and widened the aisles of its tape section to fill the space once occupied by the classical department, Kenney says.

Tower's new classical unit will spur classical sales says Raoul Montano, general manager of Capitol's Angel label, because of its more relaxed atmosphere.

"The classical buyer is a little different than the pop buyer," Montano says. "They like to talk to the clerk and compare notes for suggestions. Often in a busy store where pop and classical are mixed, most of the business is derived from pop, so the classical section may have only one clerk that doesn't have the time to take care of all the customers. It's like looking for a book. It takes time. You just can't go in the store and pick up anything."

Irwin Katz, director of marketing for Red Seal Records, RCA's classical line, agrees with Montano's sentiments. "A classical customer is somebody who likes to browse," he says. "He could spend an hour in a record store, like going into a book store. The pop customer generally knows what he wants to buy. The classical customer resents the heavy rock that is played in most stores. He also likes to talk to the clerks in the store and you can only do that when the ambience is right."

Katz believes Tower opened the classical outlet because the chain recognized the needs of the classical consumer and "realized they were losing sales by maintaining the one store operation."

At the London label, Lucy Hammett, promotion coordinator and sales assistant, predicts that the new store will do well because it will allow Tower to expand their classical inventory to carry more esoteric releases.

"There are a lot of people who look for classical records that they can't find in other stores because there isn't enough room," she says. "There are always people looking for records that a store won't always carry because the record doesn't sell continually. But with this store they have enough room to stock everything that might be sold."

Hechtman Forms Management Co.

LOS ANGELES — Burl Hechtman, previously with the William Morris Agency, has formed his own management company to be headquartered in Tarzana, California. Burl Hechtman Management is located at 5502 Tampa Blvd., Tarzana. As a William Morris agent, Hechtman's clients included Jose Feliciano, Lou Rawls, the Spinners, Bill Withers and the Letterman.



CARS BASH — Rock group The Cars were recently showcased by Elektra/Asylum Records at a performance party which drew 1,000 people. Held at the Park Plaza Hotel in Boston, the home town of the band, the show kicked off the band's first tour. Pictured (l-r) are: Ric Ocasek and Greg Hawkes of The Cars; Mitch Kanner, E/A east coast artist development director; Paul DeJennaro, WEA marketing coordinator/New York; Mike Holzman, WEA sales manager/New York.

Deep Discounting Declines; Image Replaces Competition

(continued from page 7)

not such an overriding concern to consumers.

To obtain a detailed picture of various competitive situations, **Cash Box** recently interviewed retailers in several cities where a good deal of lowballing had been seen within the past year or two. In New York, it was discovered that, while dealers are selling product above cost, even on specials, fierce midtown competition has driven prices down (**Cash Box**, July 8). In Philadelphia, where New York trends are often reflected, a similar situation prevails today.

Specialized Lowballing

While lowballing continues in Philadelphia, it is now confined to the center city area among small retailers who are either selling Top 30 R&B or who are using records to promote audio equipment. More established retailers have conceded these dealers their specialized share of the market. A year ago, this sense of acceptance was not the case. In anticipation of the possible local opening of a Jimmy's, Korvettes and Sam Goody stores in Philadelphia were selling selected \$6.98 list albums for \$2.98. Today, Goody's lowest sale price on a \$7.98 list LP is \$4.99.

Bruce Neigut, manager of Jerry's Records in downtown Philadelphia, concedes hot R&B product to the lowballers. "Our sale price is \$4.48," he said. "If someone can walk two doors down the street and pay \$3.99, they will. What we're trying to do is offer a more diverse selection so that we can appeal to a different kind of customer."

Jerry Richman, a principal of Sound Odyssey, a 10-store chain with seven stores in Philadelphia, said he ignores lowballers. "I hate to say it," he admits, "but we just make believe they're not there. If people are going to go downtown, there's nothing you can do. To me, things are strong. There have been no casualties since Jimmy's, and everyone who's been around has stayed around. You just can't drop your prices to meet downtown. It's just too ridiculous. Goody's tried it and then they got to the point where they started running sales on their whole inventory. Then they realized they were destroying themselves."

According to Richman most dealers realize that there are always going to be others capturing a share of the market, this was manifested, he said, when Peaches opened a Philadelphia store in the early fall. "Before Peaches came in, we decided that we were not going to be price competitive with them. We figured at the time that we

would make sure we ran a decent number of specials. What we were afraid of was that Goody's was gonna fight them tooth and nail, and as a result the market would get hurt. But it didn't happen that way at all, and none of us have been hurt. If Peaches would have hurt anybody, you would have seen the war."

In New Orleans, lowballing has declined somewhat, although it remains an important factor on the retail scene. Warren Hildebrande of All South Distributors described the present state of the market in these terms: "The retailers are still emphasizing getting the lowest price possible on current hit merchandise. A \$3.99 sale on an album is isolated, but it still exists." He is quick to point out, however, that "some of the other dealers who don't go down to those prices don't seem to be affected by them."

A year ago, New Attitude and Music Box in New Orleans regularly ran sales on \$6.98 product for \$2.99, while the Warehouse extended their \$2.99 sale price to include \$7.98 list albums as well. While New Attitude maintained that policy for awhile, initially selling \$7.98 list albums for \$3.99, it "Because of this," explained New Attitude owner Richard Lieberman, "the releases aren't that big this year. Last year the market was hot with Fleetwood Mac, Boston, Marvin Gaye and the Brothers Johnson. Now we have to raise prices because we do less volume." He added, "Since we've raised our price to \$4.44, we've gotten more of a response. I don't think you have to give albums away

(continued on page 58)



BANDITS IN THE ALLEY — London Records recently honored the Backalley Bandits at a luncheon to celebrate the release of the group's self-titled debut LP. The band performed at New York's Lone Star Cafe the following evening. Pictured (l-r) are: group members Chris Light, Thetis Sealey and Ned Driggers, **Cash Box** staffers J.B. Carmicle and Ken Terry; Bandit Dave Roberts; Walt McGuire, the label's vice president of A&R; group members Dennis Anderson, Penelope Webb, Tommy Carlisle and Larry Bowie; and London's director of creative services, Don Wardell.

QUBE Successfully Airs Music Shows

NEW YORK — Contemporary music shows have become an important part of programming at QUBE, the progressive cable-TV station in Columbus, Ohio, whose two-way interaction feature allows viewers to immediately feed back their reaction to local shows. According to Harlan Kleiman, vice president of premium programming for Warner Communications, which owns QUBE, all of the station's music programming so far has met with success.

The shows have come from a variety of sources. Live concerts featuring Led Zepelin and Aretha Franklin were produced out of house. But QUBE has also produced in-house a show called "Cafe Manhattan," which features performances at New York clubs like Reno Sweeney and such artists as Eartha Kitt, Cicely Tyson, and the cast of "Your Arm's Too Short to Box With God." These have proven so successful that they have been syndicated within Warner's cable network and have been sold to competitors like Viacom.

ITA Plans Seminar On Video Programming

NEW YORK — The International Tape Association (ITA) will present a Home Videotape/Disc Programming Seminar October 18-20 at the St. Regis Sheraton Hotel here. Because of the increasing importance of pre-recorded home video programming, this seminar will deal solely with that subject. Previous ITA workshops and seminars have focused on hardware and merchandising.

Executives of companies involved with videotape software and hardware will chair sessions aimed at the whole spectrum of the entertainment industry, including record manufacturers.

The ITA Home Video Systems Committee, chaired by Nick Denton of Readers Digest, are meeting August 3 in New York to finalize the agenda. Members of the committee include: Richard O'Brien, JVC; Gordon Bricker, RCA; Charles Dolk, Magnavox; Irwin Tarr, Panasonic; Tony Mirabelli, Quasar; Jack Sauter, RCA; Robert Garbutt, Sharp Electronics; Morton Fink, Sony Corp. of America; George Ziadeh, Ampex Magnetic Tape Division; Bob Pfannkuch, Bell & Howell; Dick Buckley, DuPont; John Dale, Fuji; William Madden, 3M; James Ringwood, Maxell; Robert Jaunich, Memorex; Bud Barger, TDK; Joseph Bellon, CBS News; John MacPherson, Home Box Office; Jerry Citron, Intercontinental Televideo; Al Eicher, Magnetic Video; John Bunyan Playback Associates; Gary Ewing, Sports World Cinema; Paul Eisele, Time Life Multimedia; Dick Kelly, Video Corp. of America; and Stephen Poe, Consolidated Film Industries.

MIGHTY THREE MUSIC EAST

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MIGHTY THREE MUSIC WEST

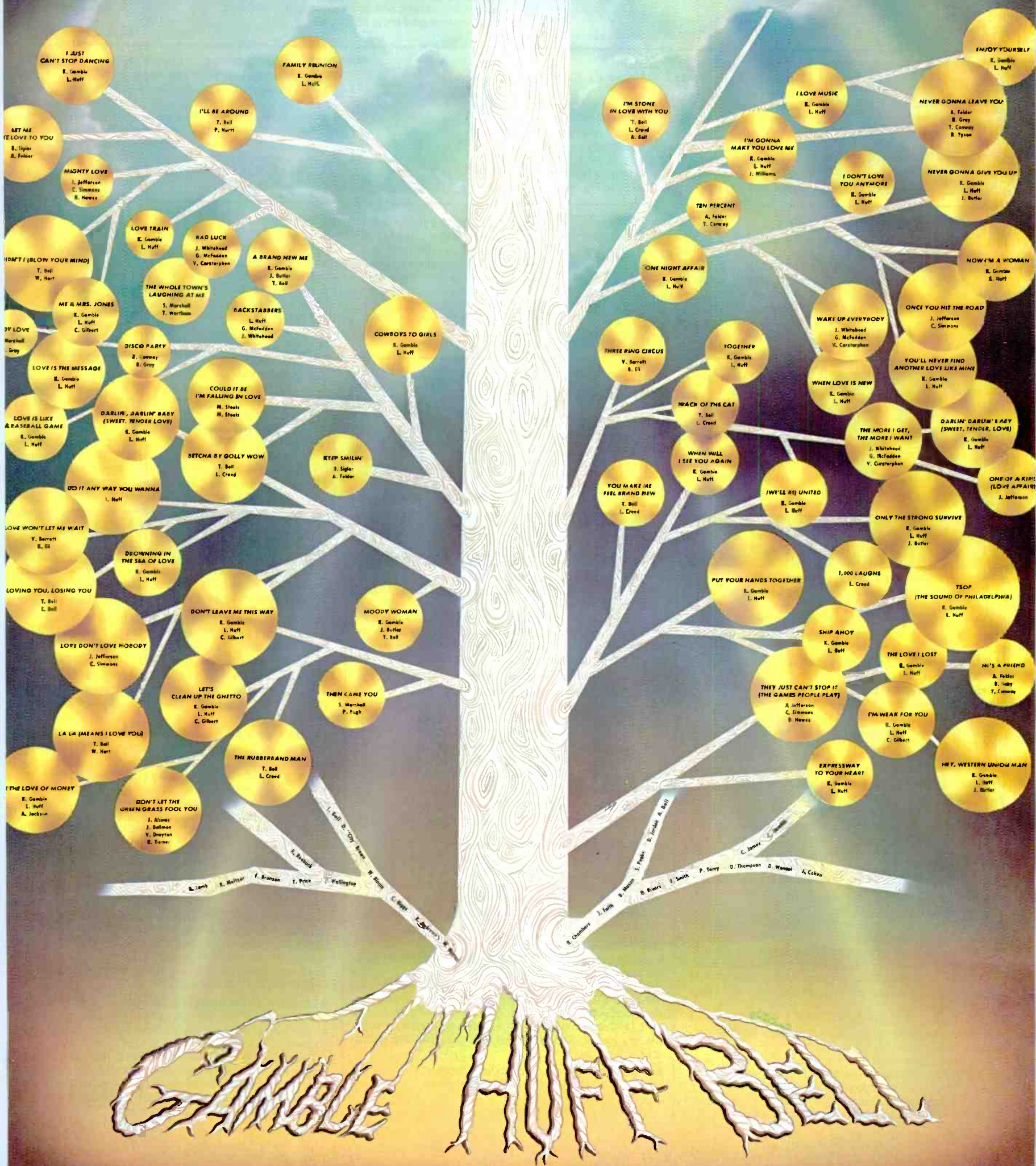
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NUMBER 7 POP PUBLISHER 1977 NUMBER 2 RHYTHM & BLUES

PLATINUM/GOLD & BIG CHART RECORDINGS



FEATURE PICKS

BARBRA STREISAND (Columbia 3-10777)
Eyes Of Laura Mars (Prisoner) (3:54) (Just Over The Bridge Music/Diana Music - BMI) (K. Lawrence/J. Desautels)

This love theme from the film, "Eyes Of Laura Mars," begins with gentle, tentative piano chording and builds to emotional peaks. Streisand offers a commanding performance. Effective string chart and excellent rhythm section work combine to make this track a good Top 40 selection.



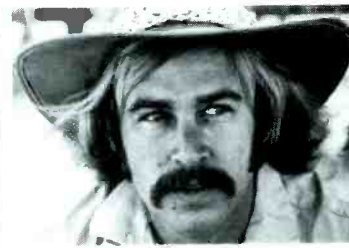
THE MOODY BLUES (London 5N 270)
Steppin' In A Slide Zone (3:29) (Johnsongs - ASCAP) (J. Lodge)

"Octave" is the name of the long-awaited new Moodies album and this first single is likely to garner Top 40 action. Fuzz keyboard work, punctuating horns, a towering chorus, excellent production values and an unusual lyric make this track a good pop programmer's pick.



YVONNE ELLIMAN (RSO 905)
Savannah (3:12) (Skyhill Publishing - BMI) (M. Moore/T. Kosta)

Elliman has performed this new song on several TV programs recently. Taken from her forthcoming LP (which is not yet finished), this track is about a young loving couple held apart by unwilling parents. The beat is perky. Elliman's lead vocals are effective and complimented by backing vocals and a tasty sax solo. Suited to Top 40 lists.



JIMMY BUFFETT (ABC 12391)
Livingston Saturday Night (3:09) (ABC/Dunhill Music/Unart Music - BMI) (J. Buffett)

Famous for his boozing songs and his wry wit, Buffett delivers an exuberant, country-flavored rocker with this tune from his "Son Of A Son Of A Sailor" LP which is also included on the "FM" album. Horns, harmonica and piano add nice touches. The beat never stops. Well-suited to Top 40 formats.

REO SPEEDWAGON (Epic 8-50582)
Time For Me To Fly (2:58) (Fate Music - ASCAP) (K. Cronin)

Taken from the "You Can Tune A Piano But You Can't Tuna Fish" album, this track offers melodic singing and acoustic guitar work, an enveloping chorus and a catchy lyric about having to go because you just can't stay. With this Speedwagon ought to drive up Top 40 playlists.



DEBBY BOONE (Warner/Curb WBS 8633)
When You're Loved (3:26) (Wrather Music Pub. - BMI) (R.M. Sherman/R.B. Sherman)

This smooth and romantic ballad about the joy of love in your life is the first single from Boone's new album entitled "Midstream." A clean production of guitars, strings, harp and chimes are highlighted by Boone's gentle and emotional vocal. MOR and pop material.



PRISM (Ariola 7714)
Flyin' (3:38) (Squamish Music/Corinth Music - BMI) (A. Harlow)

Entering the singles chart with a bullet this week, this track from the "See Forever Eyes" album is a dashing, rocker with crisp, upper-range harmonies, soaring keyboard work and punchy guitar lines. Reminiscent of Yes, Prism is a likely AOR favorite with good pop possibilities.



CARILLO (Atlantic 3492)
I Wanna Live Again (3:30) (Kyknos Cantos Music/Vindaloo Music - ASCAP) (F. Carillo/L. Spagnuolo)

Carillo offers a "simple tune and a sad, sad song" on this melodic and inviting track from his "Rings Around The Moon" LP. The guitar work is fluid and attention getting. The chorus is particularly catchy and certain to attract the interest of Top 40 programmers.

SINGLES TO WATCH

MANFRED MANN'S EARTH BAND (WB 8620)
Davy's On The Road Again (3:40) (Fred Ahlert Music - ASCAP) (J. Simon/R. Robertson)

This second single from the "Watch" album opens with sonorous organ chording while the muscular bass and back beat build the rhythm track. With an interesting mid-song take-down and subsequent build-up, this is suited to Top 40 formats. Solid singing.

TUXEDO JUNCTION (Butterfly CM 1210)
Moonlight Serenade (2:44) (Robbins Music - ASCAP) (M. Barish/G. Miller)

Produced by the dashing duo Lewis and Rinder, this new single from the "Tuxedo Junction" album features interesting mix of conga, horns, piano, and 40s swing. The singing by the ladies of Tuxedo Junction is smooth and well-harmonized. Suited to various formats.

THE DIRT BAND (UA X1228-Y)
In For The Night (3:29) (Unichappell Music/Salmon Music/Muhon Music - BMI) (E. Sanford/J. Townsend)

Taken from "The Dirt Band" album, this single about an easy traveling love story features a fine arrangement of banjo, upfront bass work, harmonica and sax solo. The singing effectively works the lyric. Suited for country and pop formats.

MINK DEVILLE (Capitol P-4607)
Guardian Angel (2:51) (Glenwood Music/Fire Escape Music - ASCAP) (W. DeVille)

Willy DeVille delivers a strong performance on this tender/tough love story about a love that lets you "hold your head up high." Ticking guitar work, steady bass drum and piano colorings make this a good AOR and pop playlist pick.

BLACK OAK (Capricorn 0305)
Ride With Me (2:49) (Far-Fetched Music - ASCAP) (J. Mangrum/G. Riding/D. Richards)

This first single from the "I'd Rather Be Sailing" is a driving, guitar-dominated number which contains the intriguing line "if you snooze you lose in rock 'n' roll." JD's vocals are gritty and punchy. A horn solo and sing-along add texture. Suited to AOR and hard pop lists.

MORNINGSTAR (Columbia 3-10774)
Sunshine (Changin' Of The Season) (3:08) (Loud Music) (J. Chambers)

A new group from Kansas, Morningstar develops tight harmonies and an emphatic beat on this first single from the debut album. The guitar work provides a sturdy backbone upon which the vocals are nicely built. AOR and pop material.

RAY CAMPI (Rollin' Rock 45-044)
Rattlin' Daddy (2:05) (Berwick - BMI) (Carlyle)

Campi recently opened for nouveau rockers Nick Lowe and Dave Edmunds at the Whisky and the primarily new wave-oriented audience flipped over his rockabilly band. Playing all instruments on this new single, Campi creates a clean, rollicking sound that shows why rock 'n' roll has always been so much fun.

KATE BUSH (EMI America 8003)
Wuthering Heights (3:33) (Glenwood Music - ASCAP) (K. Bush)

With EMI America now handling Bush (Capitol had the honors), this fine English writer and singer is poised to make a name for herself in America. This first single from "The Kick Inside" LP, inspired by Bronte's novel, showcases Bush's decidedly unusual high-end voice. Melodic and driven by piano, strings and steady beat, this is Top 40 material.

THE TRAMMPS (Atlantic 3460)
Seasons For Girls (3:37) (Golden Fleece/Writers Music - BMI) (J. Akines/J. Bellmon/B. Turner)

This first single from the new "Trammps" album is a romantic ballad dedicated to the year-long season for girls. Backed by sweeping strings, an easy beat and keyboard and guitar work, The Trammps deliver smooth, soaring vocals. Suited to R&B lists, possible pop cross-over.

RUFUS AND CHAKA KHAN (ABC 12390)
Blue Love (3:18) (High Seas Music - BMI) (H. Calhoun/D. Wolinski)

Khan is one of the finest R&B ballad singers around

and this track offers her characteristic sultry and soaring vocals. Moderate beat, guitar embellishments, and excellent trade-off singing makes this a good R&B add.

THE EMOTIONS (Columbia 3-10791)
Smile (3:12) (Sagfire Music - BMI/Steelchest Music - ASCAP) (M. White/A. McKay)

There is no questioning the excitement of the Emotions on this new single from the forthcoming "Sunbeam" album. Airy and funky vocals are mixed with high-stepping beat and dashing horn arrangement. Suited to pop and R&B lists.

RANDY NEWMAN (Warner Bros. WBS 8630)
Rider In The Rain (3:54) (Hightree Music - BMI) (R. Newman)

"Little Criminals" brought Newman the fame he has deserved for years and this third single from that album ought to please country fans with its willing pedal steel work, gentle guitar strum beat and laconic singing. Bolstered by backing vocals, the chorus is particularly effective.

LINDA CLIFFORD (Curtom/WB CMS 0140)
If My Friends Could See Me Now (3:48) (Notable Music/Lida Enterprises - ASCAP) (C. Coleman/D. Fields)

Linda's album "If My Friends Could See Me Now" has reached the upper notches of the R&B chart and continues to move upward on the pop LP chart and this second single ought to propel it farther. With a driving disco beat, hotshot lyric and enthusiastic singing, this is well-suited to R&B and pop.

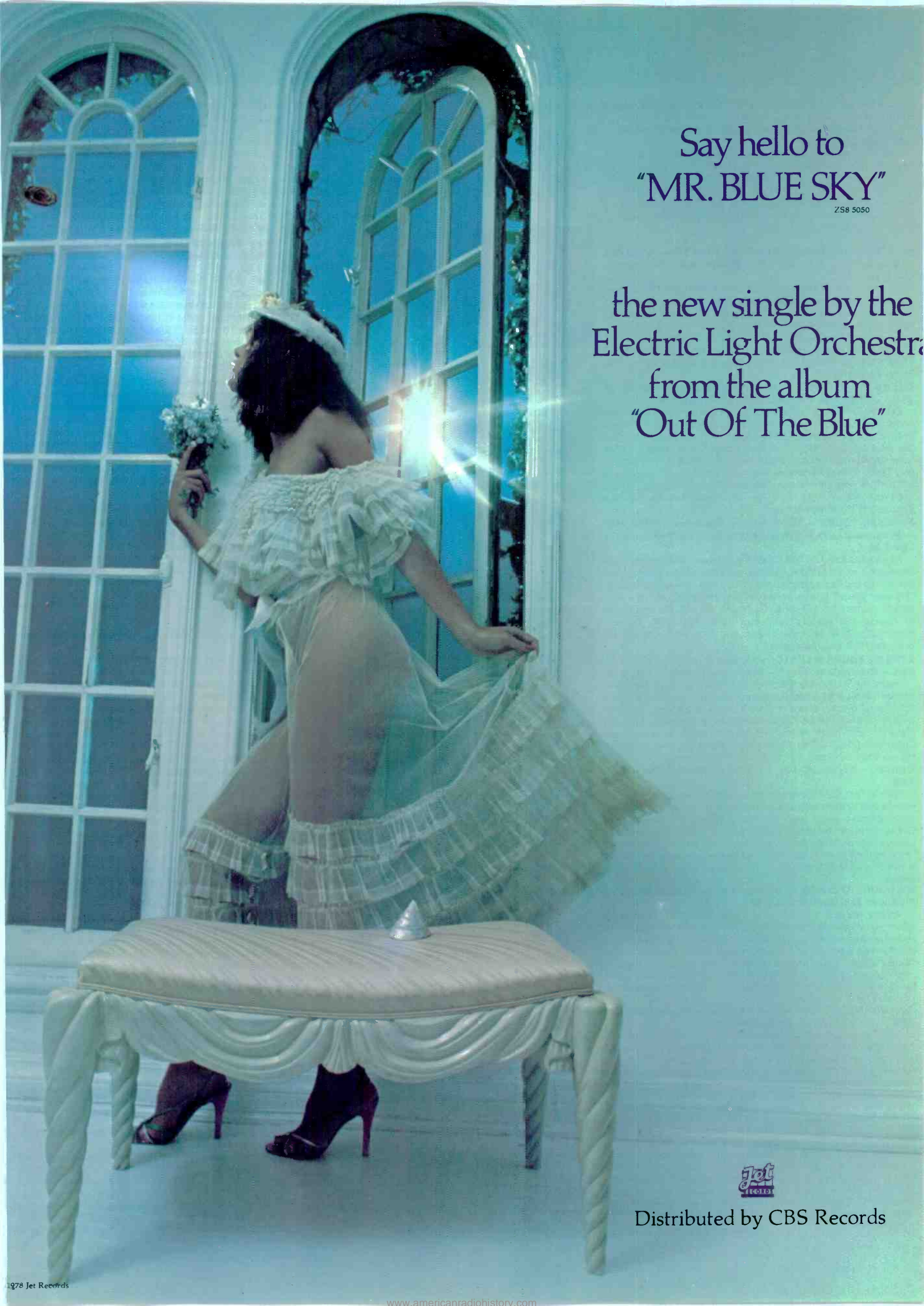
CAROLE BAYER SAGER (Elektra/Asylum E-45507)
It's The Falling In Love (3:55) (Unichappell Music/Begonia Melodies/Cotaba Music - BMI) (C.B. Sager/D. Foster)

Produced by Brooks Arthur, this first single from Sager's new "... Too" album is a moderate funky up song about a paradox of love. Keyboards, guitars, horns and synthesizer strings and accompanying vocals back Sager's lead vocals. For pop formats.

Say hello to
"MR. BLUE SKY"

ZS8 5050

the new single by the
Electric Light Orchestra
from the album
"Out Of The Blue"



Distributed by CBS Records

SGT. PEPPER'S LONELY HEARTS CLUB BAND (Original Soundtrack) — Various Artists — RSO RS-2-4100 — Producers: George Martin, Maurice White and Jack Douglas — List: 15.98

This long-awaited soundtrack recording features numerous new versions of Beatles classics by the film's two starring acts: the performances of such artists as Alice Cooper, Earth, Wind & Fire, Aerosmith, Steve Martin and George Burns. With retail orders for this spectacular two-record set already exceeding 3 million units, this LP may potentially establish a new plateau in sales for the surging RSO label.

WHATEVER HAPPENED TO BENNY SANTINI — Chris Rea — Magnet/UA — UA-LA879-H — Producer: Gus Dudgeon — List: 7.98

This album may be Chris Rea's debut effort, but "What Ever Happened" is a mature work that includes a varied assortment of superb material, expert instrumental support from Rod Argent and Dave Mattacks, plus the exuberantly-designed production of Gus Dudgeon. Rea's vocals and crisp guitar riffs are extremely effective throughout the LP. Includes "Fool (If You Think It's Over), which is #46 bullet on the **Cash Box** Top 100 Singles chart.

DREAM OF A CHILD — Burton Cummings — Portrait JR 35481 — Producer: Burton Cummings — List: 7.98

Burton Cummings' third solo album has something for just about every radio format but all-news. In addition to his seven original compositions, he covers five by other writers, including the soul classics, "Hold On, I'm Comin'" and "When A Man Loves A Woman," Bobby Darin's rocking "Wait By The Water" and David Forman's tender title tune. The biggest surprise is his nimble version of Count Basie's "Shiny Stockings." There are three or four more likely Top 40 hits on this collection that probably is Burton's best yet.

FOREVER YOURS — The Sylvers — Casablanca NBLP 7103 — Producers: Leon F. Sylvers with Al Ross and Bob Cullen — List: 7.98

As witnessed by its first Casablanca album, the Sylvers have developed into a mature, disco/soul outfit which appears certain to expand its audience beyond its youth-oriented following. "Forever Yours" boasts varied, strong material, first-rate session assistance from Stephen Gadd and Victor S. Feldman, plus of course the sextet's lead and harmony vocals. Equally delightful on both its tender ballads and disco workouts, this LP is a pop, R&B and disco pick.

EYES OF LAURA MARS (Original Soundtrack) — Various Artists — Columbia JS 35487 — Producers: Various — List: 8.98

From the Columbia Pictures film starring Faye Dunaway comes this diverse, attractive collection of pop tunes plus the instrumental picture score of Artie Kane. The album's standout tune is Barbra Streisand's evocatively-sung "Love Theme From 'Eyes Of Laura Mars' (Prisoner)" but such artists as the Michael Zager Band, K.C. & The Sunshine Band and Odyssey also contribute solid numbers. For a variety of radio formats.

CREED — Asylum 6E-146 — Producer: David Malloy — List: 7.98

With its first album, this quartet creates an electrifying performance that bristles with unabounding hard-rock energy. Led by the distinctive guitar work of Luther Maben and Steve Ingle, Creed is certain to attract a large AOR following with such explosive cuts as "Keep On Rockin'" and "Tied Down." In addition, "Firecracker" is among the LP's tracks that successfully display a more moderately-paced, controlled delivery. A promising debut.

WILD AND RECLUSE — Bonnie Koloc — Epic JE 35254 — Producer: Joel Dorn — List: 7.98

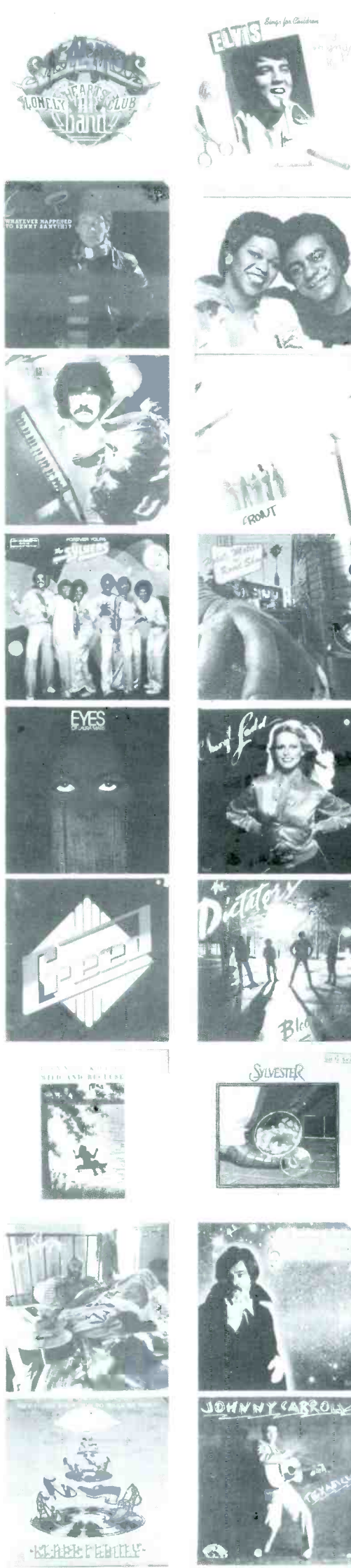
Bonnie Koloc's latest offering is an optimistic, reassuring album which quietly moves the listener. Side one consists of five separate songs (including Lennon-McCartney's "Golden Slumbers") while side two contains four songs strung together as the "Lucky Suite." Koloc's voice is smooth and soothing, reminiscent at times of Judy Collins and Maria Muldaur. Her jazzy treatment of Willie Dixon's "I Need More And More" is a standout. Pop and MOR potential.

SONGS AND STORIES — Shel Silverstein — Parachute RRLP 9007 — Producer: Ron Haffkine — List: 7.98

Shel Silverstein is probably best known for writing the novelty hits "A Boy Named Sue" and "Cover Of The Rolling Stone" or for any number of tunes he has written for Bobby Bare. Silverstein is simply one of the best and funniest storytellers around. His talent for tail-twisting endings and his knack for rhymes are combined here with a comic delivery that borders on manic to make this a truly entertaining solo effort. AOR programmers should spin this one.

MR. DJ. YOU KNOW HOW TO MAKE ME DANCE — The Glass Family — JD 62177 — Producer: Jim Callon — List: 7.98

Featuring the vocal performances of Taka Boom, Chaka Khan's sister, this album by the Glass Family is a catch, non-stop disco workout. There are only three numbers on this effort, but all effectively create a throbbing dance floor groove that is irresistible. Also highlighting Jim Callon's capable songwriting skills and clean production, this LP is worthy of disco and R&B consideration.



ELVIS SINGS FOR CHILDREN AND GROWNUPS TOO! — Elvis Presley — RCA CPL1-2901 — Producer: None Listed — List: 5.98

This affectionately-designed compilation from rock 'n' roll's greatest singer features such carefree, youth-oriented tunes as "Puppet On A String" and "Wooden Heart" along with the newly re-released single, "(Let Me Be Your) Teddy Bear." All of the songs from this package of previously issued material are taken from Elvis' many soundtrack albums, with the exception of Red Foley's "Old Shep." Including a greeting card and a lyric sheet, this LP should continue Elvis' enormous retail success.

THAT'S WHAT FRIENDS ARE FOR — Johnny Mathis & Deniece Williams — Columbia JC 35435 — Producer: Jack Gold — List: 7.98

On the heels of their highly successful single, "Too Much, Too Little, Too Late," Johnny Mathis and Deniece Williams have collaborated for an album brimming with potential single selections. Opening with their latest 45 release, (the Motown classic, "You're All I Need To Get By,") the LP delivers a tasteful, pop/soul groove that prevails throughout the entire work. As can be expected, the vocals of both Mathis and Williams are in impeccable form on this effort.

IMAGES — The Crusaders — ABC BA-6030 — Producers: "Stix" Hooper, Wilton Feldder and Joe Sample — List: 7.98

This veteran quintet has always garnered moderately strong commercial success, but with "Images" the Crusaders appear set to achieve gold record status. The group's latest effort is a brisk, clean performance that also features the understated, subtly potent rhythms of drummer "Stix" Hooper and "Pops" Popwell. Also highlighting this LP is the sensual, delicate keyboard runs of Joe Sample, and the stellar original composition by four of its members.

HOTELS, MOTELS AND ROAD SHOWS — Various Artists — Capricorn CPN-2-0208 — Producers: Various — List: 10.98

This two-record package of concert recordings by Capricorn's top acts showcases a diversified collection of material and artists (within the realm of Southern-rock), but virtually all cuts display the intense style and craft that is perfectly suited to live performance. Featuring the Marshall Tucker Band, the Allman Bros. Band, Richard Betts, Elvin Bishop, Sea Level and others, this album should fare well on AOR and possibly pop formats.

CHERYL LADD — Capitol SW-11808 — Producer: Gary Klein — List: 7.98

Television stars with record contracts are increasingly becoming a common occurrence, but Cheryl Ladd's debut album clearly demonstrates that this "Charlie's Angel" is more than deserving of extensive pop/MOR recording success. Ladd's vocals are professional, pleasant and distinctive, and are supported by exquisite production by Gary Klein and fine musicianship from such players as Jeff Baker, Michael Omar-tian and Chuck Findley. Includes the single, "Think It Over."

BLOODBROTHERS — The Dictators — Asylum 6E-147 — Producers: Murray Krugman and Sandy Pearlman — List: 7.98

The Dictators will never be known for its technical proficiency, but the band should go down in rock history books as one of the most hilarious, offbeat bands of the '70s. The quintet is led by Handsome Dick Manitoba, a former professional wrestler who handles lead vocal duties, and songwriter/bassist Adny Shernoff, one-time rock critic. A group that had performed with a raw, crude execution before it was fashionable to do so, this is the band's best LP to date.

STEP II — Sylvester — Fantasy F9556 — Producers: Harvey Fuqua and Sylvester — List: 7.98

With his second Fantasy effort, Sylvester has issued a soaring, throbbing disco/R&B album which is a sure-fire dance floor winner. Sylvester's smooth, high-pitched voice is at the heart of Step II's winning formula, but equally valuable is the innovative synthesizer textures by Pat Crowley and Leslie Drayton's sophisticated horn and string arrangements. Standout cuts include the single, "Dance (Disco Heat)" and "You Make Me Feel (Mighty Real)."

AIN'T THAT ENOUGH FOR YOU — John Davis and The Monster Orchestra — Sam 702 — Producer: John Davis — List: 7.98

With his third Sam album, Davis has emerged with another colorful, dynamic release. From the opening moments of the title track on through to the LP's closing number, "Whatever Happened To Me And You," Davis creates a fiery, pulsing work that should appeal to disco and pop fans alike. Boasted by a large supply of funky rhythms and fine arrangements, this LP should further enlarge Davis' following.

TEXABILLY — Johnny Carroll — Rollin' Rock LP 014 — Producer: Ron Welser — List: 6.98

Johnny Carroll is one of the original Dallas rockabillys from the same school that produced Gene Vincent. In fact, Vincent is one of Carroll's major influences and his first album in several years shows he hasn't forgotten how to rock 'n' roll. His vocals range from a smooth, slightly raspy quality to the purity of a Charlie Rich. Aided to a great extent by the slappin' bass of Ray Campi, Carroll has put out a refreshingly clean, spirited album.

AirPlay

THE RADIO SHOW — Chris Bearde, whose credits include "Laugh-In," "The Gong Show," "Sonny & Cher" and "The Andy Williams Show" among others, is now editing the first editions of his new spoof of radio, "The Radio Show," which he hopes to put on prime-time television in the near future. Judging from the scene on the set at Metromedia in Hollywood where the show is taping, Bearde may have created the "Laugh-In" of the late '70s in the fast-paced mix of music, dancing, comedy and general zaniness.

Regulars in the series are such radio people as Gary Owens and The Real Don Steele, columnist Dianne Bennett, comedian Gary Mule Deer, singer Melody Rogers and Lester Wilson, who was the choreographer for "Saturday Night Fever." Music is the focal point of the show, and early guest performers include Meat Loaf, Graham Central Station, Teddy Pendergrass, Lelf Garrett, Journey and Melissa Manchester. Also seen on the debut program are Soupy Sales and Richard Dawson as well as an interview with Hugh Hefner.

If the program clicks it will provide a tremendous opportunity for exposing recording acts in a setting that allows them to be a part of the comedy as well as the music.

HOW ONE PROGRAMMER DID IT — A few short years ago KLBJ-FM in Austin, TX was at the bottom of the market's ratings, but the last book put the AOR station at #1 18-49 and 18-34 come and #3 in average quarter hours behind a country and a beautiful music station. How did programmer Steve Smith do it?

"I recataloged our whole music library, altered our new music rotation system with a power cut rotation formula, increased our visibility by getting announcers out on the streets and made some staff changes," explains Smith. "Our new people give us a lineup of literate Texans, and as a result our numbers are quite something. In mid-days we have close to 50 percent of the men 18-34. Returning to 24-hour broadcasting on March 1 also helped us keep the listeners who had to change stations when we went off the air."



PREPARING FOR NAB CONFAB — Barry Manilow will perform August 22 in Chicago at the NAB Radio Programming Conference. In the above picture, Manilow (l) is discussing plans for the conference with NAB president for radio Wayne Corn...

de the N.Y. metropolitan area and the failure to institute the expanded sample tined for further developments . . . Complaints from stations in New Haven, d Rockford, IL have also been registered, making this one of the most con-joks ever.

TY SERVICE — As cetakers of the public airwaves (at least until the Com-Act revision turns them over to private enterprise), radio stations have limit-unities to serve their communities. KRTH/Los Angeles (K-Earth) is doing just nmer. The RKO station is having a "Kamp K-Earth" fundraiser to help send dis-kids to camp. Copies of "Almost Summer" by Mike Love and Celebration are to listeners who send in a dollar or more for the fund. K-Earth is also beefing up ffairs programming, presenting mini-features on such topics as PCP-Angel s and Coping, Teen Smoking and Heart Attack Prevention.

ION INDICATIONS — A six-hour documentary on Jethro Tull is due this 1 London Wavelength . . . Direct News, the news service of DIR Broadcasting more than 200 FM stations, has picked up exclusive radio news coverage rights ent Rolling Stones tour. Direct News personalities will be traveling with the viewing members of the band as well as reporting on new tour dates and open-ree special edition Rolling Stones reports will be done each week . . . A Clio bolic of advertising excellence, went to ABC's FM stations for best television he award winning graphics were used by all the stations in ABC's FM group: York, WRQX/Washington, WRIF/Detroit, WDAI/Chicago, KAUM/Houston, Francisco and KLOS/Los Angeles.

— New PD at WEFM/Chicago, the Windy City's newest Top 40, is Brian White, en MD and 10 p.m. to 2 a.m. jock . . . Phil Zachary is the new PD at WGNG in d, R.I. The station is cancelling TM's "Beautiful Rock" syndication service and ly programmed by Zachary, keeping the soft rock approach . . . K.C. Jones has ed PD at WGBG/Greensboro, N.C. . . . The new music director at delphia is Gerry Di Francesco . . . Newest additions to the KMEL team in San ire weekend jock Steve Ethridge from KZSU/Stanford and Abby Goldman, ie news department . . . New talent schedule at New York's Y-97 is: Mon.-Fri. — w, 6-10 a.m.; Don Rollins, 10-2 p.m.; Herb Barry, 2-6 p.m.; John Vidaver, 6-10 unter, 10-2 a.m. Sat. — Bushaw, 6-11 a.m.; Vidaver, 11-4 p.m.; Barry, 4-9 p.m. , 9-2 a.m. Sun. — Mitch Lebe, 9-5 p.m. and Rollins, 5-10 p.m. . . . Frank J. has been promoted from director to vice president of Mutual Broadcasting ation relations. Murphy is responsible for both MBS and Mutual Southwest ork station relations.

Joey Berlin

ave, Pendergrass And O'Jays LPs Certified

K — "Central Heating," the im by the Epic recording group has been certified platinum by addition, Teddy Pendergrass' life Is A Song Worth Singing,"

and "Use Ta Be My Girl," the single from the O'Jays album, "So Full of Love," have been certified gold. Both Pendergrass and the O'Jays record for Philadelphia Inter-national.

Jazz Receiving More Airplay But Jazz Formats Still Rare

(continued from page 12)

"and jazz is responsible for a big part of last year's 28 percent increase in record sales dollars," according to Blue Note general manager Eddie Levine.

The recent WCI Pre-recorded Music Market Survey found that while the percentage of consumers who buy jazz product most frequently is small, jazz buyers account for twice the cash expenditures of the average consumer.

The Majors

Of the four stations widely accepted as the nation's leading jazz outlets, WRVR is the only one that is group owned, by Sonderling Broadcasting.

"We're a mass appeal jazz station," says PD Waters. "We play the whole spectrum from Ornette Coleman to Stevie Wonder, with an emphasis on fusion. We have a full-time research department and in the last year and a half we've seen our ratings triple. RVR is now #4 in New York with men 25-34, ahead of all the AORs. We had a 1.6 total audience share in the last book, and that's 600,000 persons per week."

Waters says WRVR was more historically-oriented before 1977, but with the station's improved ratings since becoming more contemporary it is now able to sell its demographic audience to advertisers as well as its jazz audience.

KBCA, For A Few More Weeks

The jazz station in Los Angeles is KBCA, but it won't be for long. Station manager (owner) Saul Levine believes the current call letters are confused with top-rated KABC at ratings time, so the station is switching call letters this summer. The new ID has not been announced yet.

"We play everything from mainstream to current crossover," indicates Levine. "We don't program for any specific demographics and we don't do a lot of music research, but we have a lot of hard-core listeners and a lot of casual listeners, too. And we've been doing it for almost 20

years."

WJZZ PD Herman Haynes programs his station somewhat differently than KBCA or WRVR. The Motor City jazz station mixes "sophisticated R&B, some pop and some blues" with its jazz and monitors the trades, local sales, other jazz playlists and random call-out to fine tune its playlist.

"WJZZ is a dinosaur of mainstream jazz, which is really unfortunate," opines Haynes. "In this society it has come time for us to recognize the art form that is jazz. It must be preserved and appreciated as the

(continued on page 44)

Radio Sales Down For June, Up For 1st Half

NEW YORK — Radio sales to dealers in the U.S. according to the Electronic Industry Association decreased 5.3% in June, totaling 6.3 million units, down from the June 1976 total of 6.5 million units. However, radio sales for the first six months of 1978 totaled 22.4 million units, an increase of 3.9% over 21.5 units sold in the first half of 1977.

Sales of home video recorders to dealers amounted to 31,339 units in June, while 142,490 video recorder units were sold for the first six months of 1978. No comparable figures are available for 1977.

Murray The K Hosts '50s Reunion Concert

NEW YORK — Impresario Murray the K last week hosted a reunion of the performers that originally appeared at the Brooklyn Fox Theatre in the 1950s. Although the venue for the show shifted boroughs to Manhattan's Palladium Theatre, the concert starred Jay Black and the Americans, The Four Tops, The Ronettes (starring Ronnie Spector), The Skyliners, The Coasters, The Vibrations, and The Cletones. The Big 16-piece Murray the K Rockin' Band opened the show.

You Can Quote Me

by Candy Tusken

WHY DOES A "GOLDIE" PREFER THE "OLDIES"?

Remembers Genya Raven, "When I formed the all-girl band 'Goldie & The Ginger-breads' back in '64, we were always in the hot seat playing right before the Stones, Kinks, Yardbirds . . . because we could hold our own. We all had the greatest time and were inseparable. With Mick, I never laughed so hard in my life . . . we got thrown out of hotels, but nobody thought of anyone being big or small. It was just people who dug each other, musically and had respect for one another and hung out. Today I meet a lot of groups who will never live up to those standards. They have their noses up in the air because they landed a deal. Give me a break! That's bullshit. That's really un-professional. You know they're going to be around for maybe one record because they don't have the heart." (Genya formed "Ten Wheel Drive" and produced The Dead Boys' album plus her own new solo album.)

WHY DOES AN EX-GENESIS BELIEVE BRIEF IS BEST?

Explained Peter Gabriel, "I think this second solo album is a stronger album than my first. I was trying to keep the music more simple, more direct and I think a little more human with rough edges left in (mistakes, rough vocals). And that was very much my producer's (Robert Fripp) attitude in terms of production. We wanted things very fresh, so if it wasn't there by the third take, we'd drop it and move onto something else. I think the actual size of things does make a

difference, which isn't to say that all big things can't work. But, it's just that I think things are more flexible when they're small, young and weak than when they are big fat and established. And that flexibility does allow for more originality, sometimes . . . I think people get more satisfaction when they take on the responsibility and control more of what goes on around them."

HOW DID AN EX-KING PRODUCE A SECOND SOLO FOR AN EX-GENESIS?

Said ex-King Crimson leader and producer Robert Fripp of Peter Gabriel's latest album, "The approach I tried to adopt with Peter was, as far as possible, to put on record what Peter wanted for Peter . . . Since Peter does know what he wants and he can't make up his mind about what he's going to take, it's a very frustrating process to be near him when he's going through the stage of fiddling. At the same time he writes beautiful material and has some very good ideas, but it's very difficult to work with . . . At the same time I feel the album is successful in that, despite any difficulties I had, he has an album which more or less represents what Peter Gabriel was at that particular time . . . Peter is a very talented bloke. He's not really going to get near his true potential, in my professional opinion, until he manages to by-pass his preoccupation with reinventing himself . . . I personally have more faith that Peter will do it than a lot of people."

(Candy Tusken is the hostess of Westwood One's nationally-syndicated radio feature, Star Trak.)

TOP FM ROTATION

TW	LW	WKS	TITLE	ARTIST	LABEL	TOP 200 POP	PRIME CUTS	ACTV. REG.
1	1	6	Some Girls	The Rolling Stones	Rolling Stones	1	Miss You, Respectable, Beast, Whip, Shattered	N
2	3	9	Stranger In Town	Bob Seger	Capitol	7	Still The Same, Hollywood, Number, Final Scene	N
3	2	6	Darkness On The Edge Of Town	Bruce Springsteen	Columbia	9	Prove It, Promised Land, Factory	N
4	4	4	Double Vision	Foreigner	Atlantic	8*	Hot Blooded, Title	N
5	6	9	But Seriously, Folks . . .	Joe Walsh	Asylum	10	Life's Been Good, Second Hand Store	N
6	7	3	Street-Legal	Bob Dylan	Columbia	19*	New Pony, Stop Crying, Senor	N
7	5	4	Octave	The Moody Blues	London	17*	Slide Zone, Driftwood, Had To Fall, Day We Meet	N
8	9	6	Worlds Away	Pablo Cruise	A&M	20*	Love Will Find A Way, Rio, Runnin'	N
9	8	4	Pyramid	Alan Parsons	Arista	28*	What Goes Up . . . , Eagle, Pyramania, Shadow	N
10	13	5	David Gilmour	David Gilmour	Columbia	45*	No Way Out, Short And Sweet, Breathe, Raise My Rent	N
11	10	17	City To City	Gerry Rafferty	UA	5	Baker Street, Home And Dry, Title	N
12	14	5	Mariposa De Oro	Dave Mason	Columbia	39*	No Doubt, Words, Birds, So Good	N
13	11	9	Misfits	The Kinks	Arista	49	Fantasy, Hay Fever, Wardrobe, Title	N
14	15	9	You're Gonna Get It	Tom Petty	Shelter	36	Hurt, Magnolia, Need To Know, Title	N
15	16	8	Heaven Tonight	Cheap Trick	Epic	41	Surrender, High Roller, Radio, Title	N
16	19	6	The Cars	The Cars	Elektra	75*	Just What I Needed, You're All I Got, Bye Bye Love	N
17	18	19	Earth	Jefferson Starship	Grunt	14	Runaway, All Nite Long, Love Too Good	N
18	12	2	Peter Gabriel	Peter Gabriel	Atlantic	68*	D.I.Y., On The Air, Animal Magic, Perspective	N
19	21	13	Hermit Of Mink Hollow	Todd Rundgren	Bearsville	94*	Out Of Control, Wolf, Friends, Children, Fade Away	N
20	—	—	Nightwatch	Kenny Loggins	Columbia	52*	Easy Driver, Angellique, Title	N
21	17	10	Stone Blue	Foghat	Bearsville	53	Hurts Me Too, Chevrolet, Title	N
22	20	15	You Can Tune A Piano . . .	REO Speedwagon	Epic	67	Roll With, Time For Me, Blazin'	N
23	22	31	Bat Out Of Hell	Meat Loaf	Epic	29	Paradise, Two Out Of Three, Words	1,3
24	36	13	Boys In The Trees	Carly Simon	Elektra	23	You Belong To Me, Melt My Heart, Title	1,3,4
25	28	2	Nested	Laura Nyro	Columbia	—	Mr. Blue, Crazy Love, Light, The Net	1,2,3
26	32	2	See Forever Eyes	Prism	Ariola	176	Flyin'	1,4,5
27	23	5	Sleeper Catcher	LRB	Harvest	66	Shut Down, Light, Paradise	1,3,4,5
28	—	—	Powerage	AC/DC	Atlantic	129	Various	3,4,5
29	27	2	Live And Dangerous	Thin Lizzy	WB	83*	Boy's Are Back, Jailbreak, Emerald	2,4,5
30	25	16	. . . And Then There Were Three . . .	Genesis	Atlantic	44	Follow You, Ballad Of Big, Motherlode	1,3
31	26	25	Excitable Boy	Warren Zevon	Asylum	96	Lawyers, Switching Yard, Title	1,5
32	29	12	Together Forever	Marshall Tucker	Capricorn	56	Be Loving You, Dream Lover	1,3,4
33	31	12	FM	Various	MCA	32	Title	1,2,3,5
34	33	7	Strange Company	Wendy Waldman	WB	—	Hot Summer Night, Title	1,3,5
35	37	41	The Stranger	Billy Joel	Columbia	15	Movin' Out, Only The Good Die Young	1,2,3
36	38	25	Infinity	Journey	Columbia	55	Wheel, Anytime	2,3,4
37	24	16	Lines	Charlie	Janus	172	L.A. Dreamer, Loves To Be	3,5
38	30	15	London Town	Wings	Capitol	18	I've Had Enough, Luck	1,2,4
39	34	37	Eddie Money	Eddie Money	Columbia	89	Two Tickets, Hold On	1,3
40	39	21	Van Halen	Van Halen	WB	69	Devil, Feel Your Love	2,3

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), WPIX-FM (New York), WLIR-FM (Long Island), WGRQ-FM (Buffalo), WBAB-FM (Long Island), WAAL-FM (Binghamton), WRNW-FM (Westchester), WOUR-FM (Utica), WMMR-FM (Philadelphia), WIOQ-FM (Philadelphia), WYDD-FM (Pittsburgh), WSAN-FM (Allentown), WDRC-FM (Hartford), WCCC-FM (Hartford), WPLR-FM (New Haven), WBCN-FM (Boston), WCOZ-FM (Boston), WAAF-FM (Worcester), WBLM-FM (Lewiston/Portland), WHFS-FM (Washington)
- SOUTHEAST REGION** — WKLS-FM (Atlanta), WQDR-FM (Raleigh/Durham), WINZ-FM (Miami), WAIV-FM (Jacksonville), WORJ-FM (Orlando), WQXM-FM (Tampa), WKDF-FM (Nashville), WNOR-FM (Norfolk), WRNO-FM (New Orleans), KMBQ-FM (Shreveport)
- MIDWEST REGION** — WXRT-FM (Chicago), WKQX-FM (Chicago), WJKL-FM (Chicago), WYFE-FM (Rockford), 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), KLOL-FM (Houston), KPFT-FM (Houston), KNCN-FM (Corpus Christi), KKTZ-FM (Kilgore), KFML-AM (Denver), KAZY-FM (Denver), KBPI-FM (Denver), KRST-FM (Albuquerque)
- WESTERN REGION** — KWST-FM (Los Angeles), KNX-FM (Los Angeles), KNAC-FM (Long Beach), KEZY-FM (Anaheim), KSJO-FM (San Jose), KOME-FM (San Jose), KROI-FM (Sacramento), KSN-FM (San Francisco), KMEL-FM (San Francisco), KZAM-FM (Seattle), KINK-FM (Portland), KZEL-FM (Eugene)



TROPICER

Their hot single...

“Raise A Little Hell”

MCA-40924

Rompin', Stompin' Rock 'n Roll

Produced by Randy Bachman

MCA RECORDS

MOST ADDED FM

#1
CHILLIWACK
 Lights From The Valley
 Mushroom
 14 Stations

WBCN, KOME, WYSP, WAAF, SJO, KWST, WHFS, WZMF, BAB, WSAN, KSHE

#2
UFO
 Obsession
 Chrysalis
 14 stations

KNAC, KMBQ, WBCN, KOME, WYFE, KKTIX, KADI, KSAN, WIOQ, KSHE, KSJO, WZMF, WLAV, WSAN

#3
TROOPER
 Thick As Thieves
 MCA
 11 Stations

MBQ, WCCC, KOME, KKTIX, WIOQ, WABX, KSHE, KLOL,

#4
KENNY LOGGINS
 Nightwatch
 Columbia
 9 Stations

KMBQ, WYFE, WYSP, WDRC, WABX, KSHE, KMEL, KWST, WZMF

#5
PETER GABRIEL
 Peter Gabriel
 Atlantic
 7 Stations

WCCC, WAAF, WABX, KSHE, NCN

#6
RUSS BALLARD
 At The Third Stoke
 Epic
 6 Stations

KRST, WBCN, WJKL, WZMF, KNCN, WBAB

VARIOUS ARTISTS — White Mansions — A&M — 5 Stations — WMBQ, WYSP, WBLM, WJKL, WXRT

THE CRUSADERS — Images — ABC — 4 Stations — WYSP, WJKL, KZAM, WZMF

THE STEVE GIBBONS BAND — Down In The Bunker — Polydor — 4 Stations — KMBQ, KZAM, WXRT, WSAN

STONEBOLT — Stonebolt — Parachute — 4 Stations — KMBQ, WHFS, WCN, WSAN

JOANNE MACKELL — Joanne Mackell — United Artists — 4 Stations — KRST, WIOQ, WABX, KSHE

CHRIS REA — Whatever Happened To Benny Santini? — United Artists — 3 Stations — KNX, KSJO, WHFS

REGIONAL SALES BREAKOUTS

- Northeast**
1. TEDDY PENDERGRASS
 2. BOB DYLAN
 3. DAVID GILMOUR
 4. QUINCY JONES
 5. ALAN PARSONS PROJECT
 6. PABLO CRUISE
 7. RITA COOLIDGE
 8. RICK JAMES
 9. CARS
 10. PETER GABRIEL

- Midwest**
1. PABLO CRUISE
 2. BOB DYLAN
 3. TEDDY PENDERGRASS
 4. QUINCY JONES
 5. ALAN PARSONS PROJECT
 6. KENNY LOGGINS
 7. DAVID GILMOUR
 8. RICK JAMES
 9. NATALIE COLE
 10. A TASTE OF HONEY

- Southeast**
1. PABLO CRUISE
 2. KENNY LOGGINS
 3. BOB DYLAN
 4. TEDDY PENDERGRASS
 5. LTD
 6. QUINCY JONES
 7. RITA COOLIDGE
 8. A TASTE OF HONEY
 9. RICK JAMES
 10. ALAN PARSONS PROJECT

- North Central**
1. "GREASE"
 2. ANDY GIBB
 3. FOREIGNER
 4. MOODY BLUES
 5. ALAN PARSONS PROJECT
 6. BOB DYLAN
 7. RICK JAMES
 8. NATALIE COLE
 9. CON FUNK SHUN
 10. TOBY BEAU

- Baltimore/Washington**
1. TEDDY PENDERGRASS
 2. A TASTE OF HONEY
 3. LTD
 4. ALAN PARSONS PROJECT
 5. QUINCY JONES
 6. PABLO CRUISE
 7. BOB DYLAN
 8. PETER GABRIEL
 9. KENNY LOGGINS
 10. NATALIE COLE

- Denver/Phoenix**
1. BOB DYLAN
 2. PABLO CRUISE
 3. ALAN PARSONS PROJECT
 4. RICK JAMES
 5. NATALIE COLE
 6. DAVID GILMOUR
 7. QUINCY JONES
 8. LTD
 9. A TASTE OF HONEY
 10. CRUSADERS

- West**
1. BOB DYLAN
 2. PABLO CRUISE
 3. ALAN PARSONS PROJECT
 4. TEDDY PENDERGRASS
 5. KENNY LOGGINS
 6. THIN LIZZY
 7. PETER GABRIEL
 8. A TASTE OF HONEY
 9. DAVID GILMOUR
 10. QUINCY JONES

- South Central**
1. BOB DYLAN
 2. TEDDY PENDERGRASS
 3. QUINCY JONES
 4. KENNY LOGGINS
 5. LTD
 6. PETER GABRIEL
 7. CON FUNK SHUN
 8. RITA COOLIDGE
 9. A TASTE OF HONEY
 10. DAVID GILMOUR

NATIONAL BREAKOUTS

1. BOB DYLAN
2. PABLO CRUISE
3. TEDDY PENDERGRASS
4. QUINCY JONES
5. ALAN PARSONS PROJECT

6. A TASTE OF HONEY
7. KENNY LOGGINS
8. DAVID GILMOUR
9. LTD
10. RICK JAMES

11. PETER GABRIEL
12. NATALIE COLE
13. RITA COOLIDGE
14. CON FUNK SHUN
15. THIN LIZZY

WBCN
 WMMS
 WIOQ
 KMEL
 KSHE

Chilliwack

"ARMS OF MARY"

The Premier Single From The Soon To Be Released Album
 "LIGHTS FROM THE VALLEY"

MRS-5011

On Mushroom Records



"S MAGIC UNDER OUR UMBRELLA"

REGIONAL ACTION

EAST

- Most Added**
1. AN EVERLASTING LOVE — Andy Gibb — RSO
 2. FOOL (IF YOU THINK IT'S OVER) — Chris Rea — United Artists
 3. KISS YOU ALL OVER — Exile — Warner Bros.
 4. HOPELESSLY DEVOTED TO YOU — Olivia Newton-John — RSO
- Most Active**
1. GREASE — Frankie Valli — RSO
 2. THREE TIMES A LADY — Commodores — Motown
 3. HOT BLOODED — Foreigner — Atlantic
 4. LOVE WILL FIND A WAY — Pablo Cruise — A&M

SOUTHEAST

- Most Added**
1. AN EVERLASTING LOVE — Andy Gibb — RSO
 2. KISS YOU ALL OVER — Exile — Warner Bros.
 3. FOOL (IF YOU THINK IT'S OVER) — Chris Rea — United Artists
 4. TWO TICKETS TO PARADISE — Eddie Money — Columbia
- Most Active**
1. GREASE — Frankie Valli — RSO
 2. LIFE'S BEEN GOOD — Joe Walsh — Asylum
 3. MISS YOU — Rolling Stones — Asylum
 4. HOT BLOODED — Foreigner — Atlantic

SOUTHWEST

- Most Added**
1. FOOL (IF YOU THINK IT'S OVER) — Chris Rea — United Artists
 2. YOU AND I — Rick James — Motown
 3. CLOSE THE DOOR — Teddy Pendergrass — Phila. Int'l.
 4. HOPELESSLY DEVOTED TO YOU — Olivia Newton-John — RSO
- Most Active**
1. GREASE — Frankie Valli — RSO
 2. LIFE'S BEEN GOOD — Joe Walsh — Asylum
 3. LOVE WILL FIND A WAY — Pablo Cruise — A&M
 4. THREE TIMES A LADY — Commodores — Motown

MIDWEST

- Most Added**
1. HOPELESSLY DEVOTED TO YOU — Olivia Newton-John — RSO
 2. FOOL (IF YOU THINK IT'S OVER) — Chris Rea — United Artists
 3. HOT BLOODED — Foreigner — Atlantic
 4. THREE TIMES A LADY — Commodores — Motown
- Most Active**
1. GREASE — Frankie Valli — RSO
 2. THREE TIMES A LADY — Commodores — Motown
 3. MISS YOU — Rolling Stones — Atlantic
 4. LOVE WILL FIND A WAY — Pablo Cruise — A&M

WEST

- Most Added**
1. FOOL (IF YOU THINK IT'S OVER) — Chris Rea — United Artists
 2. GOT TO GET YOU INTO MY LIFE — Earth, Wind & Fire — Columbia
 3. YOU — Rita Coolidge — A&M
 4. AN EVERLASTING LOVE — Andy Gibb — RSO
- Most Active**
1. LOVE WILL FIND A WAY — Pablo Cruise — A&M
 2. THREE TIMES A LADY — Commodores — Motown
 3. HOT BLOODED — Foreigner — Atlantic
 4. LIFE'S BEEN GOOD — Joe Walsh — Asylum

MOST ADDED RECORDS

1. **FOOL (IF YOU THINK IT'S OVER) — CHRIS REA — UNITED ARTISTS**
KDWB, WFIL, WPRO-FM, KTLK, KJRB, KCPX, WCAO, WBBQ, WAYS, KSTP, KXOK, BJ105, KTAC, WKLO, Z93, WHBQ, WPGC, WQXI, WMAK, WRKO, KGW, KSLQ, WDBQ, WTLB, KFJR, WCUE, KFMD, WPRO, WBEC, WICC, KRSP, KREM, KYNO, WBLI.
2. **AN EVERLASTING LOVE — ANDY GIBB — RSO**
WKBW, WZUU, 96X, Y100, KGW, KHJ, WRKO, WMAK, WQXI, Z93, WZZP, WZZD, KNDE, KTLK, WPRO-FM, WFIL, WMET, WNCI, WANS, WKIX, WERC, WBEC, WSPT, WMFJ, KFJR, WPRO, WAUG, KROY, WFLB, WBLI.
3. **HOPELESSLY DEVOTED TO YOU — OLIVIA NEWTON-JOHN — RSO**
CKLW, WKBW, WCOL, KIOA, WZZD, KXOK, KEEL, WMC-FM, KJR, WCAO, KERN, WPRO-FM, WDRC, WMET, 13Q, WAGQ, WDHA, WKXX-FM, WJON, KENO, KROY, KYNO, WFOM, WING.
4. **KISS YOU ALL OVER — EXILE — WARNER/CURB**
KRTH, WZZD, WBBQ, WHHY, Q94, WSGA, WSGN, KTLK, WPRO-FM, WISM, WINW, WDBQ, WRFC, WTLB, WSPT, WDHA, WMFJ, KFJR, KRSP, KENO, WFLB, WGUY, WFOM.
5. **YOU — RITA COOLIDGE — A&M**
WOKY, WFIL, KERN, WCAO, KCBQ, KXOK, WPGC, KRTH, KYA, WDBQ, WTLB, WDHA, KROY, KYNO, WIFE, KAAV, KTFX.
6. **HOT BLOODED — FOREIGNER — ATLANTIC**
WNDE, KJRB, KIMN, Q94, KXOK, KTAC, WPEZ, KHJ, KYA, WHBQ, KILT, Q102, CKLW, Z96, WDBQ.
7. **MR. BLUE SKY — ELO — JET**
WOKY, WISM, KERN, KCBQ, KTAC, B100, KNUS, KILT, WDRQ, WTLB, WTRY, KRKE, WBLI, WEBC.
8. **STAY/LOADOUT — JACKSON BROWNE — ASYLUM**
KFRC, KPAM, 96X, KEEL, Q94, KNDE, KCPX, WAIR, WIRL, WJON, WAUG, KRSP, KAAV.
9. **I'M NOT GONNA LET IT BOTHER ME TONIGHT — ARS — POLYDOR**
Q102, 99X, WRKO, KXOK, WKY, WCAO, KJRB, KERN, WNDE, WGCL, WTLB, KRKE, KREM.
10. **GOT TO GET YOU INTO MY LIFE — EARTH, WIND & FIRE — COLUMBIA**
WIFI, WHHY, KJR, WMC-FM, KING, KRTH, KFRC, CKLW, WICC, KROY, KREM, WFLB.
11. **TWO TICKETS TO PARADISE — EDDIE MONEY — COLUMBIA**
KSLQ, WDRQ, 96X, 10Q, Z93, WSAI, WCAO, KERN, WRFC, WERC, WTLB, WSGV.
12. **MY ANGEL BABY — TOBY BEAU — RCA**
CKLW, KGW, KING, 99X, WZZD, KTAC, WPRO-FM, WBBF, WNCI, WKIX, WAIR.

RADIO ACTIVE SINGLES

1. **GREASE — FRANKIE VALLI — RSO**
WHBQ 12-4, Y100 19-11, KILT 5-3, KRBE 4-2, KYA 24-19, KHJ 27-12, KFRC 7-1, KRTH 17-14, WNDE 25-19, KING 18-6, 99X 32-19, WRKO 7-5, WQXI 6-2, KLEO 28-17, WNOE 5-3, KSLQ 32-24, CKLW 14-11, WKBW 17-11, KLIF 17-7, KNUS 12-6, WPGC 19-10, WKLO 29-20, WSAI 20-12, WPEZ 28-19, WZZP 22-17, WZZD 21-16, KTAC ex-26, BJ105 38-30, WTIK 17-11, KXOK 37-18, Z97 23-13, WKY 17-10, KEEL 5-3, WMC-FM 13-9, KCBQ 18-10, KSTP 23-17, WAYS 16-8, WBBQ 18-14, WCAO 30-21, WHHY 15-5, Q94 16-11, WAPE 20-15, WLEE 10-4, WSGN 11-2, KNDE 16-11, KJRB 10-1, KERN 20-16, WPRO-FM 18-12, WABC 23-16, WIFI 14-8, WFIL 17-14, WDRC 22-18, WMET 29-6, WISM 20-9, WLS 25-14, WNCI ex-21, WOW 3-1, WAKY 5-3, WNDE ex-22, KBEQ 20-13, WGCL 14-10, WOKY 15-5, KDWB 17-1.
2. **THREE TIMES A LADY — COMMODORES — MOTOWN**
WOKY 33-24, WGCL 25-18, 13Q 12-9, WAKY 14-6, WNCI 16-8, WISM 27-19, WMET 27-18, WFIL 11-3, KGW 7-4, WABC 22-18, WIFI 5-3, WPRO-FM 28-8, KJRB 11-7, KIMN ex-23, KCPX 28-20, KNDE 11-7, WAPE 17-12, WBBQ 12-9, WAYS 10-6, KSTP ex-23, KCBQ 23-18, KJR ex-16, KEEL 17-12, WKY ex-17, KXOK 29-9, WTIK 11-9, BJ105 40-29, KTAC ex-27, WZZD 19-6, WZZP 25-22, WPEZ 23-14, WKLO 12-5, Z93 10-1, WQXI 19-8, WRKO ex-29, 99X 33-20, KING 24-12, WNOE ex-29, KRTH 19-13, KFRC 15-8, B100 22-19, KYA 11-8, KPAM 20-9, KIOA 23-17, Y100 6-4, KSLQ 25-20, CKLW 15-7, WKBW 24-14, WZUU ex-24, WDRQ 16-8, KLIF 30-25, KNUS 27-9.
3. **MISS YOU — ROLLING STONES — ATLANTIC**
KNUS 28-10, KLIF 6-4, WZUU 9-6, WKBW 11-6, KSLQ 20-12, WNOE 9-6, WHBQ 13-3, Y100 23-19, KPAM 9-2, KYA 8-4, KFRC 10-4, KRTH 6-2, KING 10-5, WMAK 16-6, WQXI 3-1, WPGC 9-6, WSAI 11-6, WPEZ 9-3, WZZD 29-25, WZZP 10-7, KTAC 27-21, BJ105 24-16, KXOK 10-6, WKY 8-5, KEEL 11-6, KJR 6-1, KCBQ 12-8, KSTP 12-7, WCAO 11-5, WHHY 4-2, Q94 14-8, WSGA 8-3, WAPE 4-2, WLEE 16-11, WSGN 10-8, KCPX 6-4, KIMN 15-10, KTLK 14-7, KERN 17-13, WABC 9-4, WIFI 12-6, WBBF 17-13, WMET 7-5, WISM 10-5, WLS 10-7, KDWB 14-5, WAKY 6-4, WNDE 15-5, KBEQ 11-8, WOKY 24-13.
4. **LIFE'S BEEN GOOD — JOE WALSH — ASYLUM**
KLIF 33-30, Q102 10-7, WDRQ 21-11, WKBW ex-29, KSLQ 27-23, WNOE ex-25, WHBQ ex-26, Y100 17-14, KILT 27-22, KRBE 25-22, KPAM 26-17, KYA 22-14, B100 30-26, KRTH 20-17, KING 25-19, 99X 23-18, WRKO 29-23, WQXI ex-30, WPGC 26-20, BJ105 39-33, WTIK 26-16, KXOK 38-20, WKY ex-18, KEEL 27-24, WMC-FM 16-12, KJR ex-14, KCBQ 21-15, KSTP 15-10, WAYS ex-29, WBBQ 24-19, WCAO 24-18, Q94 20-14, WSGA 18-15, WAPE 24-18, WLEE ex-26, WSGN 28-21, KNDE 23-20, KIMN 23-15, KJRB 18-14, KERN 14-9, WPRO-FM 25-18, WIFI 21-16, WDRC ex-28, WISM 29-20, KDWB 23-19, WNDE 22-17, 13Q 19-13, KBEQ 16-12.

SECONDARY RADIO ACTIVE

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

1. **GREASE — FRANKIE VALLI — RSO**
WSTV 18-9, WINW 15-5, WDBQ 15-7, WAGQ 15-10, WRFC 11-7, WANS 9-4, WKIX 14-8, WAIR 6-1, WERC 8-2, WBEC 8-2, WTRY 11-8, WJDX 17-8, WDHA 12-7, WKXX 15-9, WCUE 16-13, WPRO 16-9, Z96 30-20, WIRL 21-13, KRKE 16-8, WJON 18-11, WEBC 13-8, WAUG 7-3, WICC 18-14, KAFY 8-1, WLOF 28-6, KSLY 16-8, KROY 19-10, WFLB 6-4, WGUY 8-4, WBLI 11-7, WFOM 15-8, WIFE 11-5, WING 4-1, WAVZ 10-4, KAAV 20-14, KFTX 12-6.
2. **HOT BLOODED — FOREIGNER — ATLANTIC**
WINW 29-26, WAGQ 29-24, WRFC 28-23, WANS 28-19, WKIX ex-22, WAIR 28-21, WTLB 30-26, WBEC ex-24, WSPT 27-19, WDHA 19-15, WKXX 28-22, WCUE 34-26, WEBC ex-25, WAUG 24-18, WICC 20-7, KAFY 30-19, WLOF ex-36, KENO ex-30, KSLY 27-20, KROY ex-27, KREM ex-25, WFLB 28-24, WGUY 25-21, WBLI 27-17, WFOM ex-20, WING 26-22, WAVZ 24-19, KFTX 23-15.
3. **LOVE WILL FIND A WAY — PABLO CRUISE — A&M**
KAAV 14-4, WING 17-13, WFOM 10-5, WBLI 13-8, WGUY 18-13, WFLB 17-13, KYNO 22-18, KREM 17-14, KROY 16-13, KENO 24-17, KRSP 9-4, WLOF 17-14, KAFY 6-3, WJON 7-4, WIRL 25-21, Z96 20-13, WPRO 30-15, WCUE 26-20, WMFJ 9-5, WKXX 9-6, WDHA 25-21, WJDX 27-23, WTLB 16-10, WAIR 11-2, WKIX 15-9, WANS 10-7, WRFC 6-3, WSTV 38-23.
4. **THREE TIMES A LADY — COMMODORES — MOTOWN**
WSTV 20-1, WINW 13-4, WAGQ 11-2, WRFC 10-5, WTLB 24-16, WTRY 26-17, WSPT 22-13, WDHA 21-13, KFJR ex-20, WPRO 28-12, WSGV 16-10, Z96 ex-22, KRKE 18-10, WJON 7-4, KAFY 6-3, WLOF 17-14, KRSP 9-4, KENO 24-17, KROY 16-13, KREM 17-14, KYNO 22-18, WFLB 17-13, WGUY 18-13, WBLI 13-8, WFOM 10-5, WING 17-13, KAAV 14-4.
5. **MY ANGEL BABY — TOBY BEAU — RCA**
KAAV 19-16, WAVZ 21-15, WING 28-20, WFOM 8-4, KYNO 14-10, KREM ex-29, KROY 30-23, KENO ex-29, KRSP 17-13, WLOF 23-11, KAFY 17-11, WICC 19-16, WAUG 19-13, WIRL 19-14, Z96 ex-28, WPRO 29-17, WCUE 29-22, KFJR 13-8, WDHA 22-19, WSPT 12-7, WTLB ex-27, WERC 21-17, WANS 18-15, WINW 34-28, WSTV 21-17.
6. **MISS YOU — ROLLING STONES — ROLLING STONES**
WSTV 12-8, WAGQ 5-1, WRFC 7-4, WANS 4-2, WKIX 18-10, WAIR 27-20, WERC 15-7, WTLB 12-8, WBEC 17-13, WTRY 12-6, WKXX 7-3, WMFJ 3-1, KFJR 8-5, Z96 13-5, WIRL 7-3, WJON 13-8, WICC 11-3, KAFY 18-13, WLOF 25-10, KSLY 5-1, KROY 13-7, WFLB 15-8, WGUY 3-1, WIFE 11-5, WING 19-15.
7. **LAST DANCE — DONNA SUMMER — CASABLANCA**
WIFE 9-6, WFOM 7-3, WBLI 16-10, WGUY 29-25, WFLB 11-5, KROY 10-6, KRSP 18-14, WLOF 8-4, WICC 17-9, WAUG 6-4, WEBC 12-6, KRKE 13-9, Z96 22-16, WCUE 9-4, KFJR 15-10, WMFJ 6-4, WDHA 7-5, WJDX 19-16, WRFC 4-2, WAGQ 9-3, WDBQ 30-21, WINW 10-8, WSTV 10-7.

*I took a ride in a limousine
I took a road I'd never been..."*

"STEPPIN' IN A SLIDE ZONE"

LON 270

the single from
THE MOODY BLUES
"OCTAVE" PS 708



Produced by Tony Clarke

LONDON[®]

RECORDS & TAPES



JONES AT THE GREEK — Epic recording artist Tom Jones performed at the Greek Theatre in Los Angeles recently in support of his "What A Night" LP. Pictured backstage (l-r) are: Bobby Colomby, Epic A&R vice president, west coast; Michael Atkinson, director Epic A&R, west coast; Jones and Gordon Mills, manager.

NECAA Workshop Set For Aug. 7-11

LOS ANGELES — The National Entertainment and Campus Activities Association (NECAA) will sponsor its "Programming West Workshop" scheduled for Aug. 7-11 at California State University, Sacramento. The workshop will draw participants from colleges, universities and entertainment-related industries to the program designed to help develop skills in the areas of budgeting, facilities management, leadership, in-service training, communications, group process and contract negotiations. The cost is \$160 per NECAA member and \$190 per non-member.

April Blackwood Inks Pact With Heath-Levy

NEW YORK — April-Blackwood Music and the Heath-Levy publishing organization have recently signed a long-term publishing agreement for the U.S. and Canada.

Founded in 1975

Heath-Levy, founded in 1975 by Geoff Heath and Eddie Levy, own U.S. publishing companies, Heath-Levy Music, Inc., affiliated with ASCAP, and Geoff and Eddie Music, Inc., affiliated with BMI.

Under terms of the new agreement, Jim O'Loughlin will continue to act as U.S. creative director for the Heath-Levy catalog.

(continued from page 26)

Donna Summer, Ex To 20 — Jackson Browne, Ex To 28 — Chris Rea, Ex To 27 — Peter Brown, Ex To 26 — Foreigner. ADDS: Olivia Newton-John, ARS, Rita Coolidge, ELO

KTLK — DENVER — RANDY JAY, MD

1-1 — Joe Walsh. JUMPS: 27 To 23 — Walter Egan, 26 To 21 — Toby Beau, 25 To 20 — ELO, 21 To 15 — O'Jays, 18 To 14 — Meat Loaf, 14 To 7 — Rolling Stones, 13 To 8 — Jefferson Starship, 8 To 5 — Billy Joel, 5 To 3 — Bob Seger, Ex To 30 — ARS, Ex To 29 — Foreigner, Ex To 28 — Rita Coolidge, Ex To 26 — Eddie Money, Ex To 25 — Genesis. ADDS: Heatwave, Steely Dan, Andy Gibb, Chris Rea, Exile

KYNO — FRESNO — CHRIS VAN CAMP, MD

1-1 — O'Jays. JUMPS: 15 To 12 — Barry Manilow, 14 To 10 — Toby Beau, Ex To 30 — Walter Egan, Ex To 29 — Tom Petty. ADDS: Nick Gilder, Olivia Newton-John, Rita Coolidge, Chris Rea

KENO — LAS VEGAS — STEVE SOMMERS, MD — PICK: EXILE

11-1 — Frankie Valli. JUMPS: 28 To 25 — ELO, 26 To 20 — Joe Walsh, 25 To 22 — Robert Palmer, 24 To 17 — Pablo Cruise, 22 To 15 — Jefferson Starship, 20 To 12 — Peter Brown, 17 To 13 — Eric Clapton, 9 To 6 — Bob Seger, Ex To 30 — Foreigner, Ex To 29 — Toby Beau, Ex To 28 — Commodores. ADDS: Olivia Newton-John, Tom Petty, Exile

KRTH — LOS ANGELES — BOB HAMILTON, MD

5-1 — O'Jays. JUMPS: 30 To 22 — Andy Gibb, 26 To 21 — Jackson Browne, 25 To 19 — Olivia Newton-John, 24 To 18 — Taste Of Honey, 22 To 16 — Jimmy "Bo" Horne, 20 To 17 — Joe Walsh, 19 To 13 — Commodores, 18 To 15 — E.C. King, 17 To 14 — Frankie Valli, 16 To 10 — Pablo Cruise, 15 To 11 — Village People, 12 To 8 — Heatwave, 9 To 3 — Donna Summer, 6 To 2 — Rolling Stones. ADDS: 29 — E,W&F, 28 — Exile, 24 — Dave Mason, 23 — Rita Coolidge

KHJ — LOS ANGELES — STEVE CASEY, MD

1-1 — Andy Gibb. JUMPS: 28 To 24 — Heart, 20 To 16 — Jefferson Starship, 17 To 7 — Donna Summer, 9 To 5 — O'Jays. ADDS: Andy Gibb

10Q — LOS ANGELES — MEREDITH LIFSON, MD — PICK: MOODY BLUES

3-1 — Peter Brown. JUMPS: 30 To 24 — Barry Manilow, 27 To 23 — Meat Loaf, 25 To 19 — Frankie Valli, 24 To 20 — Pablo Cruise, 18 To 15 — Jefferson Starship, 14 To 11 — Chuck Mangione, 13 To 10 — Heatwave, 11 To 9 — Bob Seger, 7 To 5 — O'Jays, 5 To 3 — Donna Summer, Ex To 30 — Toby Beau, Ex To 29 — Commodores, Ex To 27 — Foreigner. ADDS: Crystal Gayle, E.C. King, Kinks, Eddie Money, Tom Petty, Wings, Moody Blues

KGW — PORTLAND — TERRY DANNER, MD — PICK: MATHIS/WILLIAMS

1-1 — O'Jays. JUMPS: 28 To 25 — Jackson Browne, 23 To 18 — Peter Brown, 22 To 19 — Wings, 21 To 17 — Starship, 17 To 9 — Barbra Streisand, 15 To 8 — Pablo Cruise, 7 To 4 — Commodores. ADDS: Mathis/Williams, Chris Rea, Frankie Valli, Andy Gibb, Toby Beau

KPAM — PORTLAND — MICHAEL O'BRIEN, MD

2-1 — Bob Seger. JUMPS: 30 To 25 — ARS, 29 To 20 — Walter Egan, 26 To 18 — Joe Walsh, 25 To 19 — Barry Manilow, 20 To 9 — Commodores, 9 To 2 — Rolling Stones. ADDS: 30 — Jackson Browne

KNDE — SACRAMENTO — JEFF HUNTER, PD — PICK: JACKSON BROWNE

1-1 — O'Jays. JUMPS: 23 To 20 — Joe Walsh, 22 To 19 — ARS, 20 To 17 — Eddie Money, 19 To 16 — Meat Loaf, 17 To 14 — Abba, 15 To 12 — Bob Seger, 13 To 9 — E.C. King, 10 To 8 — Barry Manilow, 8 To 5 — Pablo Cruise, 5 To 3 — Donna Summer, Ex To 30 — Rick James, Ex To 29 — Todd Rundgren, Ex To 28 — Tom Petty. ADDS: Andy Gibb, Jackson Browne

KCPX — SALT LAKE CITY — GARY WALDRON, MD

1-1 — Frankie Valli. JUMPS: 30 To 26 — Donna Summer, 29 To 24 — Foreigner, 28 To 20 — Commodores, 27 To 18 — Olivia Newton-John, 23 To 19 — Eddie Money, 21 To 17 — Rita Coolidge, 17 To 13 — Walter Egan, 10 To 7 — Barry Manilow, 7 To 5 — Andy Gibb, 6 To 4 — Rolling Stones, Ex To 25 — Exile. ADDS: Chris Rea, Travolta/John, Jackson Browne

B-100 — SAN DIEGO — GENE KNIGHT, MD

2-1 — Bob Seger. JUMPS: 30 To 26 — Bob Welch, 27 To 21 — Walter Egan, 23 To 20 — Wings, 22 To 19 — Commodores, 16 To 9 — Foreigner, 14 To 11 — Steely Dan. ADDS: 32 — Prism, 31 — Rolling Stones, 30 — ELO, 29 — Le Roux, 28 — Dave Mason, 27 — Bruce Springsteen

KCBQ — SAN DIEGO — NINA GOMEZ, MD

1-1 — Gerry Rafferty. JUMPS: 35 To 32 — Eddie Money, 34 To 31 — Peter Brown, 33 To 30 — Eruption, 32 To 29 — Walter Egan, 31 To 28 — Foreigner, 30 To 25 — Barry Manilow, 27 To 24 — Pablo Cruise, 26 To 23 — Meat Loaf, 25 To 22 — Wings, 24 To 21 — Steely Dan, 23 To 18 — Commodores, 22 To 19 — Robert Palmer, 21 To 15 — Joe Walsh, 18 To 10 — Frankie Valli, 14 To 9 — Donna Summer, 12 To 8 — Rolling Stones, 9 To 4 — Bob Seger, 7 To 3 — O'Jays, 5 To 3 — Sweet. ADDS: 35 — ELO, 34 — Rita Coolidge, 33 — E.C. King

KFRC — SAN FRANCISCO — DAVE SHOLIN, MD

7-1 — Frankie Valli. JUMPS: 28 To 19 — Foreigner, 24 To 21 — Barry Manilow, 23 To 16 — Pablo Cruise, 20 To 11 — Village People, 19 To 17 — Tom Petty, 18 To 15 — Meat Loaf, 15 To 8 — Commodores, 10 To 4 — Rolling Stones, 5 To 3 — Donna Summer. ADDS: Jackson Browne, E,W&F, Travolta/John

KYA — SAN FRANCISCO — RICK SCOTT, MD

3-1 — Peter Brown. JUMPS: 24 To 19 — Frankie Valli, 23 To 20 — Sweet, 22 To 14 — Joe Walsh, 15 To 9 — Heatwave, 11 To 8 — Commodores, 8 To 4 — Rolling Stones, Ex To 24 — Tom Petty, Ex To 25 — Jefferson Starship, Ex To 22 — Michael Johnson, Ex To 17 — Donna Summer. ADDS: Foreigner, Walter Egan, Rita Coolidge, E.C. King, Gerry Rafferty, Genesis, Seals & Crofts

KSLY — SAN LUIS OBISPO — JOHN TOBIN, MD — PICK: ROBERT GORDON

5-1 — Rolling Stones. JUMPS: 31 To 27 — Chillawack, 30 To 25 — ELO, 28 To 23 — Climax Blues Band, 27 To 20 — Foreigner, 26 To 22 — Quincy Jones, 23 To 17 — Eddie Money, 22 To 18 — Journey, 20 To 16 — Sutherland Brothers, 19 To 14 — Andrew Gold, 17 To 13 — Joe Walsh, 16 To 8 — Frankie Valli, 11 To 7 — Meat Loaf, 10 To 3 — Tom Petty, Ex To 32 — Charlie, Ex To 31 — Wendy Waldman, Ex To 30 — E.C. King, Ex To 29 — Wings, Ex To 28 — Andy Gibb. ADDS: Boney M, Commodores, Taste Of Honey, Robert Gordon, Steely Dan, Moody Blues, Gerry Rafferty

KJR — SEATTLE — TRACY MITCHELL, MD

6-1 — Rolling Stones. JUMPS: 25 To 18 — Chris Rea, 24 To 20 — Toby Beau, 19 To 13 — Robert Palmer, 18 To 8 — Peter Brown, 17 To 9 — O'Jays, 15 To 7 — Donna Summer, 12 To 5 — Jefferson Starship, 11 To 2 — Pablo Cruise, Ex To 25 — Alicia Bridges, Ex To 23 — Foreigner, Ex To 16 — Commodores, Ex To 14 — Joe Walsh. ADDS: E,W&F, Olivia Newton-John

KING — SEATTLE — TOM MCKAY, MD — PICK: SPINNERS

1-1 — Gerry Rafferty. JUMPS: 25 To 19 — Joe Walsh, 22 To 18 — Jefferson Starship, 21 To 16 — Donna Summer, 17 To 13 — Pablo Cruise, 16 To 11 — Travolta/John, 15 To 10 — Barbra Streisand, 12 To 7 — Meat Loaf, 10 To 5 — Rolling Stones, Ex To 25 — Wings, Ex To 24 — Jackson Browne, Ex To 23 — Andy Gibb. ADDS: E,W&F, Toby Beau, Spinners

KJRB — SPOKANE — TOM HUTTLER, MD

10-1 — Frankie Valli. JUMPS: 28 To 23 — Toby Beau, 27 To 22 — Eruption, 24 To 16 — Olivia Newton-John, 23 To 18 — Barry Manilow, 18 To 14 — Joe Walsh, 14 To 8 — Pablo Cruise, 11 To 7 — Commodores, 10 To 1 — Frankie Valli, Ex To 27 — Rita Coolidge, Ex To 26 — Wings, Ex To 24 — Walter Egan. ADDS: ARS, Foreigner, Chris Rea

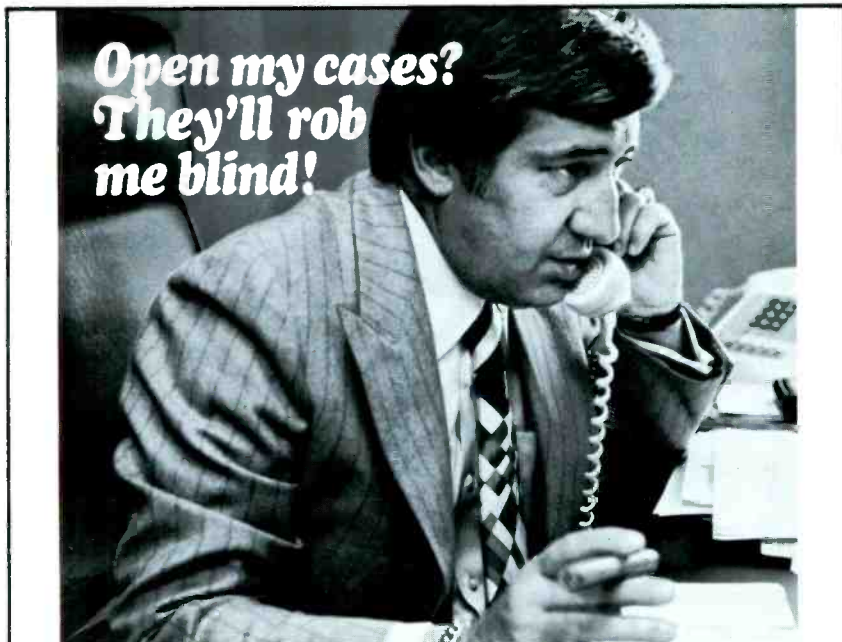
KREM — SPOKANE — JIM HILL, MD — PICK: E,W&F

7-1 — Frankie Valli. JUMPS: 28 To 24 — Barbra Streisand, 27 To 23 — Eddie Money, 24 To 20 — Walter Egan, 20 To 17 — Joe Walsh, 19 To 16 — Rita Coolidge, 17 To 14 — Pablo Cruise, Ex To 29 — Toby Beau, Ex To 28 — Barry Manilow, Ex To 26 — ELO, Ex To 25 — Foreigner, Ex To 22 — Olivia Newton-John, Ex To 19 — Andy Gibb. ADDS: Chris Rea, E,W&F, ARS

KTAC — TACOMA — BRUCE CANNON, MD

2-1 — Gerry Rafferty. JUMPS: 30 To 24 — Donna Summer, 29 To 23 — Peter Brown, 28 To 22 — Pablo Cruise, 27 To 21 — Rolling Stones, 25 To 19 — Billy Joel, 21 To 18 — Patti Smith, 20 To 17 — Meat Loaf, 18 To 14 — Heatwave, 17 To 13 — Seals & Crofts, 6 To 4 — Abba, 4 To 2 — Carly Simon, Ex To 30 — Jefferson Starship, Ex To 29 — Barry Manilow, Ex To 28 — Barbra Streisand, Ex To 27 — Commodores, Ex To 26 — Frankie Valli. ADDS: Toby Beau, Chris Rea, ELO, Foreigner, Joe Walsh

The following stations playlists were also used in this weeks research: WJDX, WRFC, WNDE, WAKY, KLEO, KFJR, WDHA, WBEC, WPRO-AM, WAGQ, KTFX, WINW, KFMD, WEBC, WSTV, KAFY, KRSP, KEEL, KIMN, KIIS-FM, KROY, KAAY, WIRL, WJON.



Open my cases?
They'll rob
me blind!

It's just not true, Nick. Not since Checkpoint developed the first total anti-shoplifting system for music retailers.

Take off those locks, Nick... open your case... put your tapes and albums where your customers can get their hands on them. You'll be creating a super-charged atmosphere for impulse buying. You'll see traffic jump and sales skyrocket!

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MERCHANDISING

SINGLES BREAKOUTS

Pickwick — National WALTER EGAN FOREIGNER OLIVIA NEWTON-JOHN PURE PRAIRE LEAGUE TARNEY/SPENCER BAND VILLAGE PEOPLE	Waxie Maxie — Washington A.R.S. LINDA CLIFFORD ANDY GIBB RICK JAMES OLIVIA NEWTON-JOHN LOVE & KISSES DAVE MASON MATHIS/WILLIAMS CHRIS REA	Disc — Texas TOBY BEAU PABLO CRUISE	Modern Music — Cleveland JOURNEY ANNE MURRAY HELEN REDDY JP YOUNG	Tower — San Francisco RITA COOLIDGE QUINCY JONES	Record World, T.S.S. — New York ELO MATHIS/WILLIAMS STYLISTICS	Handelman — Atlanta BILL ANDERSON	PB One Stop — St. Louis OLIVIA NEWTON-JOHN TEDDY PENDERGRASS TASTE OF HONEY	Licorice Pizza — Los Angeles JACKSON BROWNE FOREIGNER GENESIS RICK JAMES TASTE OF HONEY	Camelot — National	ELO FOGHAT CRYSTAL GAYLE JOURNEY TEDDY PENDERGRASS TOM PETTY VILLAGE PEOPLE WINGS	Strawberries — Boston CON FUNK SHUN FATBACK BAND NORMA JEAN	Specs — Miami OLIVIA NEWTON-JOHN PABLO CRUISE	Filpside — Chicago CHEAP TRICK FOREIGNER GENESIS HARRY CAREY O'JAYS BARRY MANILOW CARLY SIMON JOE WALSH	Everybody's — Portland ELVIS COSTELLO STEELY DAN O'JAYS PABLO CRUISE JOE WALSH	Harmony House — New Jersey RITA COOLIDGE ELO ANDY GIBB QUINCY JONES HELEN REDDY	Siebert's — Little Rock COMMODORES WALTER EGAN JEFFERSON STARSHIP PABLO CRUISE DONNA SUMMER	Fathers & Sons — Indianapolis JACKSON BROWNE MATHIS/WILLIAMS RONNIE MISLAP	CHRIS REA Circles — Phoenix ANDY GIBB OLIVIA NEWTON-JOHN	Bee Gee — Albany CARS LINDA CLIFFORD RITA COOLIDGE OLIVIA NEWTON-JOHN	Record Dept. Merch. — Memphis A.R.S. FOREIGNER E.C. KING TEDDY PENDERGRASS	Music Stop — Detroit FOREIGNER MATHIS/WILLIAMS TARNEY/SPENCER BAND	All Records — Oakland LINDA CLIFFORD WALTER EGAN OLIVIA NEWTON-JOHN KENNY ROGERS	King Karol — New York ANDY GIBB OLIVIA NEWTON-JOHN FRANKIE VALLI	Record Theatre — Cleveland RICK JAMES QUINCY JONES BARRY MANILOW TUXEDO JUNCTION	Tower — Seattle O'JAYS CHRIS REA TASTE OF HONEY	Harmony Hut — Washington TOBY BEAU JACKSON BROWNE ELO RICK JAMES OLIVIA NEWTON-JOHN TARNEY/SPENCER BAND
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ALBUM BREAKOUTS

Korvettes — National NATALIE COLE DAVID GILMOUR MICHAEL HENDERSON RICK JAMES E.C. KING LTD MOODY BLUES ALAN PARSONS TEDDY PENDERGRASS VILLAGE PEOPLE	Mid-America — Chicago BOBBY BLAND FREDDIE HUBBARD MILLIE JACKSON GRACE JONES SYLVESTER LENNY WILLIAMS	Disc Records — Texas BOB DYLAN FOREIGNER CRYSTAL GAYLE MICHAEL JOHNSON LITTLE RIVER BAND KENNY LOGGINS DAVE MASON MOODY BLUES ALAN PARSONS ROLLING STONES	Disco Mat — New York FOREIGNER LAURA NYRO ALAN PARSONS SWEET	Circles — Phoenix TOBY BEAU NATALIE COLE CRYSTAL GAYLE MICHAEL JOHNSON JOHN PRINE MICHAEL STANLEY	Record Theatre — Cleveland CRUSADERS MICHAEL JOHNSON TASTE OF HONEY	Gary's — Virginia NATALIE COLE FOREIGNER RICK JAMES KENNY LOGGINS LTD BETTY WRIGHT	Jerry's — Philadelphia CRUSADERS HIGH INERGY MILLIE JACKSON JOHN KLEMMER	Music Millenium — Portland BILL CHAMPLIN HERBIE HANCOCK FREDDIE HUBBARD PETER GABRIEL JOHN PRINE ROADMASTER WAR OF THE WORLDS	Pickwick — National CAPTAIN & TENNILE NATALIE COLE	CON FUNK SHUN CRYSTAL GAYLE GENESIS RICK JAMES DAVE MASON JANE OLIVOR TASTE OF HONEY THIN LIZZY VILLAGE PEOPLE	Radio Drs. — Milwaukee CHEAP TRICK GATO BARBIERI QUINCY JONES TEDDY PENDERGRASS MATHIS/WILLIAMS SMOKEY ROBINSON KENNY ROGERS TODD RUNDGREN NANCY WILSON	Wilcox — Oklahoma City CARS FOREIGNER KENNY LOGGINS MICHAEL STANLEY	Cavages — Buffalo NATALIE COLE RITA COOLIDGE PETER GABRIEL QUINCY JONES	Music Plus — Los Angeles TOBY BEAU JIMMY BO HORNE GRACE JONES QUINCY JONES LTD ANNE MURRAY	Record World, T.S.S. — New York KATE BUSH FOXY LOVE & KISSES JANE OLIVOR ALAN PARSONS DON RAY SNAIL SWEET SYLVESTER WAR OF THE WORLDS	Tower — Seattle NATALIE COLE MICHAEL JOHNSON SPYRO GYRA	Music Stop — Detroit FAITH HOPE & CHARITY DAVID GILMOUR KENNY LOGGINS THIN LIZZY TARNEY/SPENCER BAND	Bee Gee — Albany LITTLE RIVER BAND TASTE OF HONEY VILLAGE PEOPLE	Filpside — Chicago GATO BARBIERI CALIF. JAM 2 NATALIE COLE DIXIE DREGS PETER GABRIEL GO LIVE	RICK JAMES LAKE MEATLOAF TASTE OF HONEY UFO	Harmony House — New Jersey NATALIE COLE CRUSADERS FAITH HOPE & CHARITY TOM ROBINSON SNAIL MARSHALL TUCKER WHISPERS LENNY WILLIAMS	Lieberman O.S. — Minneapolis FOREIGNER DAVID GILMOUR GREASE MICHAEL JOHNSON KENNY LOGGINS ALAN PARSONS PRISM ROLLING STONES THIN LIZZY	Tape City — New Orleans PETER BROWN CON FUNK SHUN DAVID GILMOUR GREASE RICK JAMES QUINCY JONES TEDDY PENDERGRASS ROLLING STONES BRUCE SPRINGSTEEN JOE WALSH	Harmony Hut — Washington RITA COOLIDGE WALTER EGAN PABLO CRUISE	All Records — Oakland AC/DC DAVID GILMOUR E.C. KING SNAIL	Handelman — National TOBY BEAU NATALIE COLE COMMODORES CON FUNK SHUN BOB DYLAN FOREIGNER ANDY GIBB MOODY BLUES ALAN PARSONS ROLLING STONES	Oz — Atlanta THIN LIZZY VARIATIONS
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RSO's Sgt. Pepper Soundtrack Album Ships 3.5 Mil. To Set Industry First

(continued from page 7)

copies which means nearly 1,000 copies will be available in each outlet.

Three major midwest rack operations placed orders that totaled more than one million units, guaranteeing platinum certification upon more than one million units, guaranteeing platinum certification upon the release of the LP, according to Mel Da Kroob, RSO Records' west coast regional marketing director.

At the Handleman firm, John Kaplan, executive vice president, says he expects the soundtrack to outsell both RSO's "Saturday Night Fever" and "Grease" soundtracks.

"We feel it will be the biggest thing that has ever happened," Kaplan says. "I think it will be so strong that I can envision a re-order in about 30 days."

Kaplan said that Handleman's orders of the "Saturday Night Fever" LP had totaled more than 2 million units and that he expected the "Sgt. Pepper" soundtrack to do even better. He added that the large initial order had not forced cutbacks on orders of other discs.

"We've gotten additional display space in our stores and in many cases we will have mid-aisles in addition to our normal display space," he said.

Kaplan said the firm's second largest order on a single LP was an order for approximately 300,000 units of the most recent album by Atlantic recording group Foreigner.

The LP lists for \$15.98, meaning that the 3.5 million unit advance order will account for a sales total of \$56 million.

RSO has announced that more than \$1 million will be spent on a massive multimedia promotion campaign for the soundtrack package. The company has also decided to attach trailers to the universal release in some 2,000 theatres to help promote the soundtrack.

The motion picture, a Universal release, will be sneak-previewed in 50 major

markets throughout the country this week. In Los Angeles local press will attend special screenings, an informal brunch with members of the cast and a press conference with the Bee Gees, Robert Stigwood and Dee Anthony.

RSO has also planned several special marketing and merchandising programs to support the soundtrack. Pocket Books has released two books in conjunction with the film's release. One is a novelization of the film by screenplay writer Henry Edwards and the other, "The Official Sgt. Pepper's Lonely Hearts Band Scrapbook," is co-authored by Robert Stigwood and Dee Anthony. Pocket Books and RSO are joining forces to share merchandising tools to guarantee maximum exposure of the soundtrack and the books.

The merchandising campaign in support of the soundtrack, the largest in the label's history, will include mobiles, posters, browser boxes and other in-store display materials. The LP package itself also contains a poster of the Lonely Hearts Club Band.

Federated Set To Expand LP Sales

(continued from page 10)

imately 22,000 square feet of floor space. He said the direct-to-discs are displayed in A-frame racks, while the hit LPs are stacked in risers on the floor beneath a sign that says "Federated Top 40."

So far, Adams said, advertising has been confined to local area newspapers such as the Santa Ana Register "to introduce the fact that we have records." Of the possibility of ads forthcoming in major dailies like the Los Angeles Times, he said, "I see it coming."

A spot check of the two locations that now carry records showed that sales are beginning to take off. "It's not unusual for a guy to buy five or six albums to go along with his system," according to a spokesman at the La Puente store.

While no definite timetable has been set for moving records into all the Federated Group stores, Adams concluded, "We're quite pleased with how things have gone. We seem to be moving a lot of records, so it should be a successful effort."

Fine Weather Helps To Hike Chain Store Sales

NEW YORK — The country's leading chain stores reported larger-than-expected sales increases for June, possibly due to fine weather conditions.

Sears, Roebuck and Co., the nation's largest retailer of general merchandise, posted a 13% gain from the year earlier. The increase followed a 10% year-to-year gain in May. Kmart Corp., the nation's second leading retailer, reported a 23% sales rise from the year earlier, following a 16% gain in the previous month. J.C. Penney posted a 25% increase in June, while Mobil Corp.'s Montgomery Ward & Co. reported a 14% gain as compared with the previous year. That figure topped the company's 12% gain in May.

Red 'Crimson' LP Issued

LOS ANGELES — In conjunction with the release of the debut album by Crimson Tide, Capitol Records also will distribute a limited quantity of special copies of the album pressed in red vinyl.

The red vinyl version will go out to key radio personnel and press representatives across the country. The cover and liner art on the red LP will be the same as that on the commercial release. Both are scheduled to go out July 17. "Crimson Tide" was produced by Carter and Richard Landis.



PEPPING UP PEPPER — When RSO Records fills the record three million plus orders for its "Sgt. Peppers Lonely Hearts Club Band" soundtrack, from the film starring Peter Frampton and the Bee Gees, the company also will make available to dealers a number of in-store merchandising aids. Shown above are some of those tools, which include "Pepper" T-shirts, mobiles, posters and special LP display cartons. RSO has committed more than \$1 million to its multi-media advertising campaign for the album, the first two-record set to ship triple platinum. Trailers promoting the album will accompany showings of the film which opens July 21 in more than 2,000 theatres across the country.

TOP SINGLE BREAKOUT OF THE WEEK

HOPELESSLY DEVOTED TO YOU — OLIVIA NEWTON-JOHN/RSO

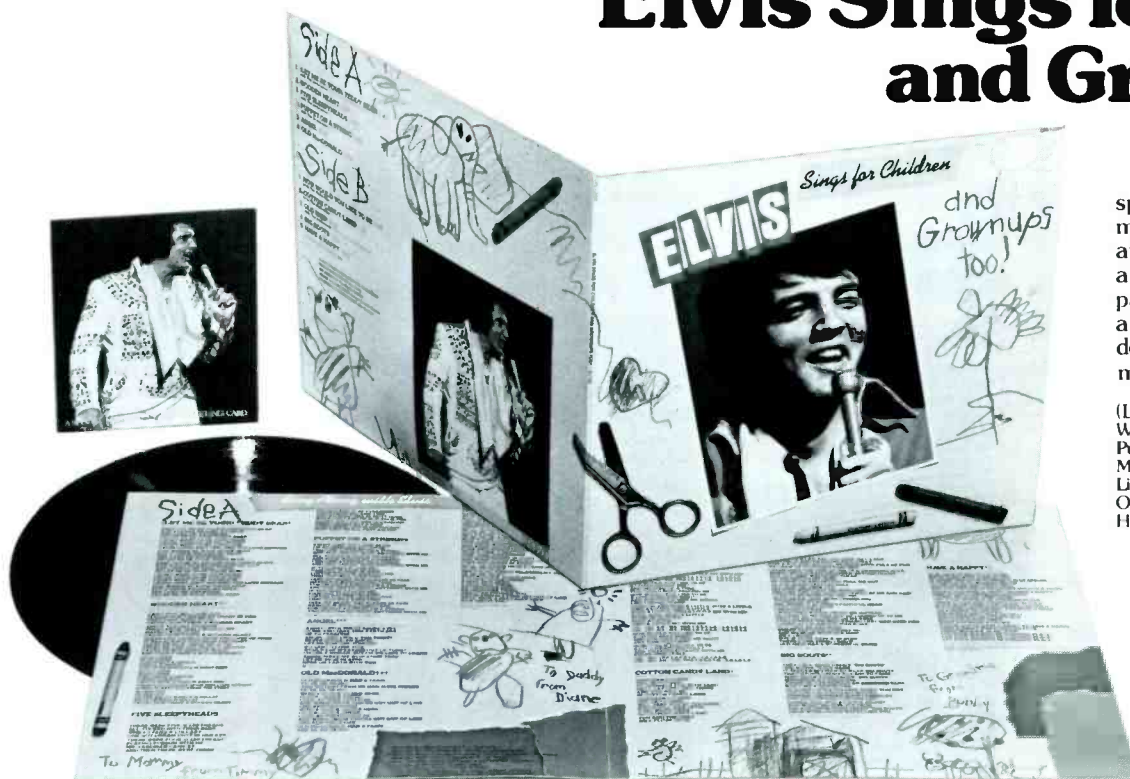
TOP ALBUM BREAKOUT OF THE WEEK

NATALIE... LIVE! — NATALIE COLE — CAPITOL

ALWAYS ELVIS

August 16, 1978 marks the first anniversary of the death of Elvis Presley. Commemoration will be made through an extensive campaign that reflects the strong and enduring quality of Elvis' music through his catalog, the release of a new album "Elvis Sings For Children and Grownups too," and a special Elvis Limited Edition Collectors' Series of Singles.

Elvis Sings for Children and Grownups too!



The low list price of \$5.98 and special packaging features, make this album especially attractive for gift giving. The album is a full color double fold package with lyrics on the liner and an inserted card that detaches for personalized messages and greetings.

(Let Me Be Your) Teddy Bear · Wooden Heart · Five Sleepyheads · Puppet on a String · Angel · Old MacDonald · How Would You Like to Be · Cotton Candy Land · Old Shep · Big Boots · Have a Happy

Elvis Collectors' Series Limited Edition

- ★ 30 of Elvis' biggest hit singles, compiled on 15 records – each in its own full color sleeve.
- ★ These 15 specially-produced discs come in their own pre-pak box which lists all of the titles on the outside.
- ★ 6 pre-paks are enclosed in a self-displaying shipping carton convenient for countertop display.
- ★ Streamers are available to announce "Limited Edition Collectors' Series."

Includes: "Hound Dog"/"Don't Be Cruel" · "In The Ghetto"/"Any Day Now" · "Jailhouse Rock"/"Treat Me Nice" · "Can't Help Falling in Love"/"Rock-A-Hula Baby" · "Suspicious Minds"/"You'll Think of Me" · "Are You Lonesome To-night"/"I Gotta Know" · "Heartbreak Hotel"/"I Was the One" · "All Shook Up"/"That's When Your Heartaches Begin" · "Blue Suede Shoes"/"Tutti Frutti" · "Anyway You Want Me (That's How I Will Be)"/"Love Me Tender" · "Loving You"/"(Let Me Be Your) Teddy Bear" · "It's Now or Never"/"A Mess of Blues" · "Return to Sender"/"Where Do You Come From" · "I Got Stung"/"One Night" · "Crying in the Chapel"/"I Believe in the Man in the Sky"



MERCHANDISING:

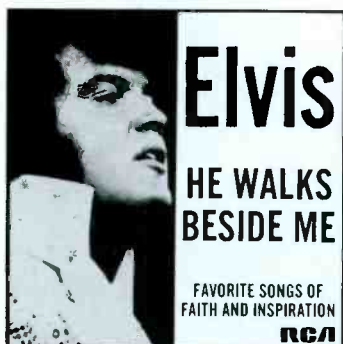
- *Catalog poster showing the new album and the entire catalog
- *200-record dump (with header card)
- *Streamer announcing Elvis headquarters for participating dealers
- *2 TV spots (new album and catalog)
- *Streamer announcing Elvis' Limited Edition singles pre-pak (30 hit titles, 15 hit records in full-color sleeves)
- *22" x 22" poster blowup of the "Children's" album cover
- *2 Radio spots (new album and catalog)
- *Extensive, nationwide advertising campaign including television, radio flights, newspaper and magazine advertising
- *Merchandising and marketing kit



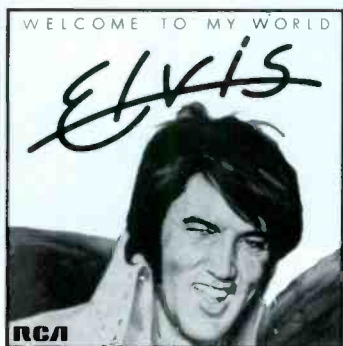
Highlights of the Elvis Promotion during Aug. & Sept....

- * August 13, an ABC Radio Network Special which features the voice of Priscilla Presley.
- * September 1-10, the First Annual Elvis Fan Summer Festival at the Las Vegas Hilton.
- * A multitude of radio specials and news events will take place in August.
- * Various contests and promotions will be held.

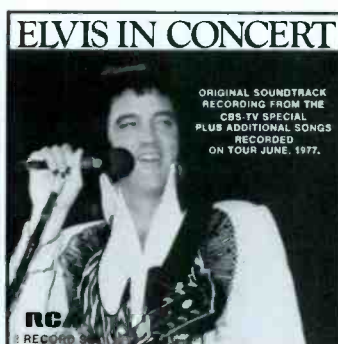
CURRENT BEST SELLERS



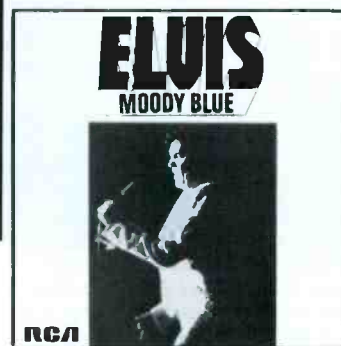
AFL1-2772



AFL1-2274



APL2-2587



AFL1-2428



COUNTRY

Bill Williams Leaves E/A And Joins DVC Management Firm

by Bob Campbell

NASHVILLE — Bill Williams has announced effective July 21 he will resign his position here as head of operations for Elektra/Asylum and join the local management firm of DVC, Inc. headed by David Van Cronkhite.

Formerly the president and owner of a Dallas, TX.-based political public relations firm, Van Cronkhite established DVC, Inc. here a year ago. The company manages ABC's Randy Gurley, RCA's Steve Young, Capitol's Cliff Reynolds and will soon be handling veteran artist Stoney Edwards. Williams said he felt DVC, Inc. offered an opportunity to reverse a growing trend of Nashville artists leaving here for outside representation.

"Nashville is expanding now in different directions and will continue to expand," said Williams, who previously has worked in promotion and sales here for Capitol and CBS. "A lot of acts have left here for West Coast management, and they are taking a lot of money with them. There needs to be management companies here with strong ties to the East and West coast and television. Through my previous jobs, I have developed such ties. I feel real strong about DVC, and I think it is helping its acts and capitalizing on mistakes. David and I also complement each other. We each have experience in areas the other one lacks.

"I've worked for labels a long time and I've learned a lot," Williams added. "But it is time to get out and do something else. The most important thing is that I think working with DVC will be fun."

Van Cronkhite, who calls Williams "the best record man in town," is gearing for a complete artist development program, which will include managing more acts. For instance, he works closely with The Jim Halsey Agency out of Tulsa, Oklahoma and The Kathy Gangwisch Public Relations Firm in Kansas City, Kansas. "With the addition of Bill, I feel we will be able to fully take care of an artist's needs. An act can walk in here and be treated first class from start to finish."

Although no agreements have been signed, Van Cronkhite also said he has been negotiating an arrangement with Elektra's Jack Clement in which DVC would manage Clement as an artist and manage JMI Records, Clement's record label which has been dormant for a couple of years.

"I have been talking to Clement, and we hope to conclude a deal in the future in

which DVC would represent both Clement and JMI, but at this time it is not a fact that we will be working with Clement and his label," Van Cronkhite said.

A major thrust for DVC will be an increase in exposure for Young, who should sign with The Halsey Agency. With the early August release of Young's new single, "Whisky," the RCA artist will embark on a month-long promotional tour which will cover New York, Tennessee, Texas and Louisiana.



Cindy Rose

Cindy Rose Moves To United Talent

NASHVILLE — United Talent general manager Jimmy Jay has announced the recent appointment of Cindy Rose as director of the newly formed promotion and publicity department of United Talent Booking Agency. Rose resigned as director of marketing and research for the Country Music Association to move to her position at United Talent.

Jay said Rose, a graduate of Southern Illinois University, will build and coordinate strong working relationships between United Talent Artists and the local, regional, national and international media.

Jay added that the new department was developed as an additional service to his clients with emphasis set to be placed on East and West coast national television centers.

TOP 50 ALBUMS

		Weeks On 7/15 Chart	Weeks On 7/15 Chart
1	STARDUST WILLIE NELSON (Columbia JC 35305)	1	12
2	OH! BROTHER LARRY GATLIN (Monument MG 7626)	4	6
3	WHEN I DREAM CRYSTAL GAYLE (United Artists UA-LA 858-H)	7	4
4	IT'S A HEARTACHE BONNIE TYLER (RCA AFL 1-2821)	3	7
5	ROOM SERVICE OAK RIDGE BOYS (ABC AY-1065)	5	6
6	ONLY ONE LOVE IN MY LIFE RONNIE MILSAP (RCA AFL 1-2780)	6	4
7	WAYLON & WILLIE WAYLON JENNINGS & WILLIE NELSON (RCA AFL 1-2696)	8	24
8	EVERY TIME TWO FOOLS COLLIDE KENNY ROGERS & DOTTIE WEST (United Artists UA-LA864-H)	2	17
9	ENTERTAINERS . . . ON AND OFF THE RECORD THE STATLER BROTHERS (Mercury SRM 1-5007)	10	15
10	TEN YEARS OF GOLD KENNY ROGERS (United Artists LA 835-H)	9	25
11	VARIATIONS EDDIE RABBITT (Elektra 6E-127)	11	16
12	HERE YOU COME AGAIN DOLLY PARTON (RCA APL 1-2544)	12	39
13	I BELIEVE IN YOU MEL TILLIS (MCA-2364)	24	4
14	QUARTER MOON IN A TENCENT TOWN EMMYLOU HARRIS (Warner Bros. BSL 3141)	14	24
15	THE BEST OF THE STATLER BROTHERS (Mercury SRM 1-1037)	13	31
16	SON OF A SON OF A SAILOR JIMMY BUFFETT (ABC AA-1046)	21	13
17	OLD FASHIONED LOVE THE KENDALLS (Ovation OV 1733)	17	15
18	LITTLE JUNIOR GARY STEWART (RCA APL-1-2779)	18	6
19	THE VERY BEST OF CONWAY TWITTY (MCA-3043)	15	7
20	TAKE THIS JOB AND SHOVE IT JOHNNY PAYCHECK (Epic KE 35045)	16	35
21	BILLY "CRASH" CRADDOCK (Capitol ST-17768)	19	15
22	DON'T BREAK THE HEART THAT LOVES YOU MARGO SMITH (Warner Bros. BSK 3173)	20	7
23	LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol ST-11732)	23	24
24	SOMEONE LOVES YOU HONEY CHARLEY PRIDE (RCA APL 1-2478)	22	19
25	CONTRARY TO ORDINARY JERRY JEFF WALKER (MCA-3041)	33	3
26	HONKY TONK HEROES CONWAY TWITTY/LORETTA LYNN (MCA-2372)	35	2
27	THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON/JESSI COLTER/TOMPALL GLASER (RCA APL 1-1321)	31	81
28	THE BEST OF GENE WATSON (Capitol ST-11782)	28	3
29	NEVER MY LOVE VERN GOSDIN (Elektra 6E-124)	29	7
30	I LOVE YOU, I LOVE YOU, I LOVE YOU RONNIE McDOWELL (Scorpion SCS-0005)	32	4
31	HE WALKS BESIDE ME ELVIS PRESLEY (RCA AFL 1-2772)	25	17
32	SIMPLE DREAMS LINDA RONSTADT (Asylum 6E-104)	26	43
33	WE MUST BELIEVE IN MAGIC CRYSTAL GAYLE (United Artists UA-LA 771-G)	27	68
34	GUITAR MONSTERS CHET ATKINS & LES PAUL (RCA APL 1-2786)	36	2
35	IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA APL 1-2439)	37	34
36	Y'ALL COME BACK SALOON OAK RIDGE BOYS (ABC/Dot DO 2093)	38	38
37	LOVE . . . & OTHER SAD STORIES BILL ANDERSON (MCA-2371)	—	1
38	LOVE OR SOMETHING LIKE IT KENNY ROGERS (United Artists UA-LA903H)	—	1
39	TOGETHER FOREVER MARSHALL TUCKER BAND (Capricorn CPN 0205)	42	3
40	LINDA RONSTADT'S GREATEST HITS (Asylum 6E-106)	40	82
41	KENNY ROGERS (United Artists UA LA-689-G)	41	68
42	BOLD AND NEW EARL SCRUGGS REVUE (Columbia JC 35319)	39	7
43	SWEET LOVE FEELINGS JERRY REED (APL-1-2764)	34	4
44	LOVE IS JUST A GAME LARRY GATLIN (WITH FAMILY & FRIENDS (Monument MG-7616)	44	46
45	DAYTIME FRIENDS KENNY ROGERS (UA LA-754-G)	45	49
46	I WOULD LIKE TO SEE YOU AGAIN JOHNNY CASH (Columbia KC 35313)	30	13
47	OL' WAYLON WAYLON JENNINGS (RCA APL 1-2317)	49	62
48	HEAVEN'S JUST A SIN AWAY THE KENDALLS (Ovation OV 1719)	50	43
49	THAT'S THE WAY LOVE SHOULD BE DAVE & SUGAR (RCA APL-1-2477)	46	46
50	SOFT LIGHTS AND HARD COUNTRY MUSIC MOE BANDY (Columbia KC 35288)	47	17



CBS HOLDS 'EPIC EVENING' FOR DEMPSEY — Don Dempsey, newly appointed senior vice president and general manager of Epic and CBS Associated labels, was honored recently by Nashville music industry personnel and press representatives at a poolside reception hosted by Epic and CBS Associated labels. Pictured in left photo are representatives from the Jim Halsey Public Relations Co. on hand for the occasion, (l-r): JoAnn Berry, agent; Joe Stampley, Epic recording artist; Diana Pugh, vice president of the Halsey Co.; Jim Halsey, president; Rick Blackburn, vice president, marketing, CBS Nashville; and Dempsey. In the right photo, Epic and CBS associated artists pose with Dempsey and



other executives (top row l-r): O.B. McClinton (Epic); Buddy Killen, director, Tree Productions; Little David Wilkins (Playboy); Rick Blackburn, vice president marketing, CBS Nashville; Joe Stampley (Epic); Marcia Routh (Epic); Roy Wunsch, director, promotion and sales, Epic/Portrait/CBS Associated labels (E/P/A), Nashville; Gail Davies (Lifesong) Dempsey; Lennie Petze, vice president, A&R, E/P/A; and Billy Sherrill, vice president, A&R CBS, Nashville. (Kneeling l-r): Jim Sharp, director, Cash Box, Nashville; Bobby Borchers (Playboy); Johnny Paycheck (Epic); Ed Bruce (Epic); Marshall Smith and Jack Hall, Wet Willie (Epic).

CASH BOX TOP 100 COUNTRY

July 22, 1978

	Weeks On 7/15 Chart		Weeks On 7/15 Chart		Weeks On 7/15 Chart
1 ONLY ONE LOVE IN MY LIFE RONNIE MILSAP (RCA PB-11270)	2	8	37 THAT'S WHAT MAKES THE JUKE BOX PLAY MOE BANDY (Columbia 3-10735)	14	10
2 LOVE OR SOMETHING LIKE IT KENNY ROGERS (United Artists UA-X1210-Y)	3	8	38 WHEN I GET YOU ALONE MUNDO EARWOOD (MPB 102)	40	12
3 YOU DON'T LOVE ME ANYMORE EDDIE RABBITT (Elektra E-45488)	4	7	39 I BELIEVE IN YOU MEL TILLIS (MCA-40900)	17	11
4 TALKING IN YOUR SLEEP CRYSTAL GAYLE (United Artists UA-X1214-Y)	8	5	40 OLD FLAMES (CAN'T HOLD A CANDLE TO YOU) JOE SUN (Ovation OV 1107)	54	4
5 PITTSBURGH STEALERS THE KENDALLS (Ovation OV 1109)	5	10	41 WOMANHOOD TAMMY WYNETTE (Epic 8-50574)	62	2
6 THERE AIN'T NO GOOD CHAIN GANG JOHNNY CASH/WAYLON JENNINGS (Columbia 3-10742)	1	9	42 IF YOU'VE GOT TEN MINUTES (LET'S FALL IN LOVE) JOE STAMPLEY (Epic 8-50575)	64	2
7 YOU NEEDED ME ANNE MURRAY (Capitol P-4575)	9	11	43 HELLO, THIS IS JOANNIE (THE TELEPHONE ANSWERING MACHINE SONG) PAUL EVANS (Spring SP 183)	43	9
8 WHEN I STOP LEAVING (I'LL BE GONE) CHARLEY PRIDE (RCA PB 112871)	18	5	44 JUST KEEP IT UP NARVEL FELTS (ABC AB-12374)	50	5
9 WE BELONG TOGETHER SUSIE ALANSON (Warner/Curb WBS-8597)	15	5	45 BLUE SKIES WILLIE NELSON (Columbia 3-10784)	—	1
10 PLEASE HELP ME I'M FALLING JANIE FRICKE (Columbia 3-10743)	12	9	46 WEEK-END FRIEND CON HUNLEY (Warner Bros. WBS-8572)	23	11
11 RAKE AND RAMBLIN' MAN DON WILLIAMS (ABC AB-12373)	20	4	47 HELLO MEXICO (AND ADIOS BABY TO YOU) JOHNNY DUNCAN (Columbia 3-10783)	—	1
12 FROM SEVEN TILL TEN LORETTA LYNN/CONWAY TWITTY (MCA-40920)	16	5	48 IT ONLY HURTS FOR A LITTLE WHILE MARGO SMITH (Warner Bros. WBS 8555)	29	13
13 WHEN CAN WE DO THIS AGAIN T.G. SHEPPARD (Warner/Curb WBS-8593)	6	9	49 SLOW DRIVIN' KENNY STARR (MCA-40922)	57	4
14 TONIGHT BARBARA MANDRELL (ABC AB-12362)	7	10	50 BITS AND PIECES OF LIFE CAL SMITH (MCA-40911)	52	8
15 (I LOVE YOU) WHAT CAN I SAY JERRY REED (RCA PB-11281)	19	7	51 THE DAYS OF SAND AND SHOVELS NAT STUCKEY (MCA 40923)	55	3
16 ROSE COLORED GLASSES JOHN CONLEE (ABC AB-12356)	21	10	52 WALTZ OF THE ANGELS DAVID HOUSTON (Colonial SC 101)	56	5
17 I NEVER WILL MARRY LINDA RONSTADT (Asylum E-45479)	10	11	53 BAR WARS FREDDY WELLER (Columbia 3-10769)	58	4
18 I'LL FIND IT WHERE I CAN JERRY LEE LEWIS (Mercury 55028)	24	5	54 JUST ANOTHER RHINESTONE DON DRUMM (Churchill CR-7710)	35	10
19 NEVER MY LOVE VERN GOSDIN (Elektra E-45483)	11	11	55 I JUST HAD YOU ON MY MIND DOTTSY (RCA PB-11293)	68	3
20 I'LL JUST TAKE IT OUT IN LOVE GEORGE JONES (Epic 8-50584)	26	4	56 RAGAMUFFIN MAN DONNA FARGO (Warner Bros. WBS 8578)	39	9
21 TALK TO ME FREDDY FENDER (ABC AB-12370)	25	6	57 KAY JOHN WESLEY RYLES (ABC AB-12375)	60	4
22 THREE SHEETS IN THE WIND JACKY WARD & REBA McENTIRE (Mercury 55026)	22	11	58 YOU'RE GONNA LOVE LOVE AVA BARBER (Ranwood R-1085)	63	4
23 LOVE ME WITH ALL YOUR HEART (CUANDO CALIENTA EL SOL) JOHNNY RODRIGUEZ (Mercury 550291)	36	3	59 DON'T MAKE NO PROMISES (YOU CAN'T KEEP) DON KING (Con Brio CBK 133)	42	11
24 BEAUTIFUL WOMAN CHARLIE RICH (Epic 8-50562)	34	4	60 I'LL BE TRUE TO YOU OAK RIDGE BOYS (ABC AB-12350)	44	15
25 COME SEE ME AND COME LONELY DOTTIE WEST (United Artists UA-X1209-Y)	32	10	61 YOU'LL BE BACK (EVERY NIGHT IN MY DREAMS) JOHNNY RUSSELL (Mercury 55030)	45	11
26 ANOTHER FINE MESS GLEN CAMPBELL (Capitol P-4584)	30	7	62 I CAN'T WAIT ANY LONGER BILL ANDERSON (MCA 40893)	46	12
27 WHEN THE FIRE GETS HOT ZELLA LEHR (RCA PB-11265)	27	10	63 MUSIC, MUSIC, MUSIC REBECCA LYNN (Scorpion SC 0550)	73	4
28 I CAN'T STOP LOVING YOU MARY K. MILLER (Inergit I-307)	28	8	64 LET ME BE YOUR BABY CHARLY McCLAIN (Epic 8-80525)	59	20
29 THE FOOL DON GIBSON (ABC/Hickory AH-54079)	31	7	65 THAT "I LOVE YOU, YOU LOVE ME TOO" LOVE SONG LANEY SMALLWOOD (Monument 45-255)	75	6
30 UNDERCOVER LOVERS STELLA PARTON (Elektra E-45490)	41	4	66 (I WANNA) LOVE MY LIFE AWAY JODY MILLER (Epic 8-50568)	71	3
31 BOOGIE GRASS BAND CONWAY TWITTY (MCA 40919)	53	2	67 THE PERFECT LOVE SONG DURWOOD HADDOCK (Eagle Int'l. EL-1144)	70	7
32 LET'S SHAKE HANDS AND COME OUT LOVIN' KENNY O'DELL (Capricorn CPS-0301)	51	3			
33 I'VE BEEN TOO LONG LONELY BABY BILLY "CRASH" CRADDOCK (Capitol P-4574)	33	10			
34 BETTER ME TOMMY OVERSTREET (ABC AB-12367)	37	7			
35 SPRING FEVER LORETTA LYNN (MCA-40910)	13	9			
36 LET'S TRY TO REMEMBER DAVID ROGERS (Republic REP-020)	38	9			
68 YOU'VE JUST FOUND YOURSELF A NEW WOMAN JENNY ROBBINS (Eldorado ED 152)	74	4			
69 IF I EVER NEED A LADY CLAUDE GRAY (Granny White 10006)	69	12			
70 WHISPER IT TO ME BOBBY G. RICE (Republic REP 023)	77	2			
71 NO LOVE HAVE I GAIL DAVIES (Lifesong ZS8 1771)	78	3			
72 PENNY ARCADE CRISTY LANE (LS/GRT-167)	—	1			
73 KNOCK, KNOCK, KNOCK FRENCHIE BURKE (Cherry CR 644)	76	8			
74 \$60 DUCK LEWIE WICKHAM (MCA 40928)	79	3			
75 MY HEART WON'T CRY ANYMORE DICKEY LEE (RCA JH-11294)	81	2			
76 I WANT TO LOVE YOU JERRY FOSTER & THE TENNESSEE TORNADO (Monument 45-456)	82	3			
77 CARIBBEAN SONNY JAMES (Columbia 3-10764)	—	1			
78 THREE TIMES A LADY NATE HARVELL (Republic REP 025)	88	2			
79 GOODBYES DON'T COME EASY MACK WHITE (Commercial C-1332)	80	4			
80 TONIGHT'S THE NIGHT (IT'S GONNA BE ALRIGHT) ROY HEAD (ABC AB-12383)	—	1			
81 SINGLE AGAIN GARY STEWART (RCA PB-11297)	—	1			
82 DIVORCE SUIT (YOU WERE NAMED CO-RESPONDENT) BILL PHILLIPS (Soundwaves SW 4570)	83	7			
83 UNBREAKABLE HEART BILL WHITE (Prairie Dust PD 7625)	86	3			
84 I DON'T LIKE CHEATIN' SONGS DALE McBRIDE (Con Brio CBK 135)	89	2			
85 WHINE, WHISTLE, WHINE JOHN ANDERSON (Warner Bros. WBS 8585)	85	4			
86 HELLO, THIS IS ANNA O.B. McCLINTON (Epic 8-50563)	87	6			
87 BABY, TAKE YOUR COAT OFF SHEILA RHEA (Warner Bros. WBS 8566)	84	6			
88 HELLO! REMEMBER ME BILLY SWAN (A&M 2046)	90	3			
89 YOU CAN COUNT ON ME DAVID ALLEN COE (Columbia 3-10753)	91	2			
90 YOU SNAP YOUR FINGERS (AND I'M BACK IN YOUR HANDS) DAVID WILLS (United Artists UA-X1196-Y)	92	2			
91 HOW IS THE SUN IN CALIFORNIA KAREN WHEELER (Capitol P-4595)	94	3			
92 GOIN' HOME RON SHAW (Pacific Challenger 1522)	93	2			
93 LOVE DON'T HIDE FROM ME HUGH X. LEWIS (Little Darlin' LD 780)	96	2			
94 NEVERTHELESS HANK SNOW (RCA JH-11276)	95	3			
95 BABY, I NEED YOUR LOVIN' E.D. WOFFORD (MC 6012)	97	3			
96 BABY BLUE KING EDWARD IV (Soundwaves SW 4573)	—	1			
97 HEY, WHAT DO YOU SAY (WE FALL IN LOVE) SUE RICHARDS (Epic 8-50546)	98	2			
98 HOPELESSLY DEVOTED TO YOU OLIVIA NEWTON-JOHN (RSO RS 903)	—	1			
99 I'M STILL MISSING YOU SILVER CITY BAND (Columbia 3-10759)	—	1			
100 SHE'S LYING NEXT TO ME NICK NIXON (Mercury 55035)	—	1			

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Another Fine (United Artists — ASCAP) 30	I Believe (Sabal — ASCAP/Sawgrass — BMI) 39	Music, Music, (Tro-Cromwell — ASCAP) 63	There Ain't No (Tree — BMI) 6
Baby Blue (Music Craftshop/Morning Music USA — ASCAP) 96	I Can't Stop (Acuff-Rose — BMI) 28	My Heart Won't (Alan Cartee — BMI) 75	Three Sheets (Jidobi — BMI) 22
Baby, I Need (Stone Agate Music — BMI) 95	I Can't Wait (Stallion — BMI) 62	Never My Love (Warner/Tamerlane — BMI) 19	Three Times A (Jobete/Commodores Entertainment — ASCAP) 78
Baby, Take (Beechwood/Window — BMI) 87	I Don't Like (Wiljex Pub. Co.) 84	Nevertheless (Chappell — ASCAP) 94	Tonight (Tree — BMI/Cross Keys — ASCAP) 14
Bar Wars (Buzz Cason — ASCAP) 53	If I Ever Need (South Town — BMI) 69	No Love (Cedarwood — BMI) 71	Tonight's The Night (Riva Music — BMI) 80
Better Me (Tree — BMI) 34	If You've Got (Galleon — ASCAP) 42	Old Flames (Belinda — BMI) 40	Unbreakable Hearts (Annextra — BMI/Me and Sam — ASCAP) 83
Beautiful Woman (Algee — BMI) 24	I'll Be True (Tree Pub. Co., Inc. — BMI) 60	Only One (WB/Sweet Harmony — ASCAP/Warner-Tamerlane — BMI) 1	Undercover (DebDave — BMI) 30
Bits and Pieces (ATV — BMI) 52	I'll Find It (Cedarwood Pub. — BMI) 18	Penny Arcade (House of Bryant — BMI) 72	Waltz of the (Central/Beechwood — BMI) 52
Blue Skies (Irving Berlin — ASCAP) 45	I Just Had (Ensign — BMI) 55	Pittsburgh Stealers (Hall Clement — BMI) 5	We Belong Together (Paukie Music — BMI) 9
Boogie Grass (Bucksnot — BMI) 31	I'll Just Take (Hall-Clement — BMI) 20	Please Help Me (Tutersong — ASCAP) 10	Week-End Friend (Down 'N Dixie/Irving — BMI) 46
Caribbean (Bellinda/Elvis Presley — BMI) 77	(I Love) (Vector — BMI) 15	Ragamuffin Man (Vector — BMI) 56	When Can We (Tree — BMI) 13
Come See (Tree — BMI) 25	I'm Still (Julie Pub. — BMI) 99	Rake and Ramblin' (Hall-Clement — BMI) 11	When I Get (United Artists Music — ASCAP) 38
Divorce Suit (Tree — BMI) 82	I Never Will (Sang — BMI) 17	Rose Colored (House of Gold/Pommard — BMI) 16	When I Stop (Pi-Gem — BMI) 8
Don't Make No (Wiljex — ASCAP) 59	It Only Hurts (Warner Bros. Inc. — ASCAP) 48	Single Again (Forrest Hills — BMI) 81	When The Fire (Branch Creek — ASCAP) 27
From Seven Till (Irving/Down 'N Dixie/Screen Gems — BMI) 12	I've Been Too (Pik A Hit — BMI) 33	She's Lying (Peso — BMI) 100	Whine, Whistle (Al Gallico — BMI) 85
Goin' Home (Pacific Challenger — BMI) 92	(I Wanna) (Six Continents — BMI) 66	\$60 Duck (Kimkris/Chesdel — BMI) 74	Whisper It To (Singletree — BMI) 70
Goodbyes Don't (Milene — ASCAP) 84	I Want To (Jack & Bill — ASCAP) 76	Spring Fever (Coal Miners — BMI) 35	Womanhood (Tree Pub. — BMI) 41
Hello Mexico (Algee/Flagship — BMI) 47	Just Another (Zoobe — ASCAP) 54	Talk To (Jay & Cee Music — BMI) 21	You Can Count (Warner-Tamerlane — BMI) 89
Hello! Remember (Crazy Cajun — BMI) 88	Just Keep It (Conrad/Shalimar — BMI) 44	Talking In Your (Roger Cook/Chriswood — BMI) 4	You Don't (Briarpatch/DebDave — BMI) 3
Hello, This (Slark — ASCAP) 86	Kay (Johnny Bientstock — BMI) 57	That "I Love You, You Love Me Too" Love Song (Laney Smallwood) — BMI 75	You'll Be Back (Maple Hill/Vogue/Sunflower Country — BMI) 61
Hello, This Is (Port/Trajames — ASCAP) 43	Knock, Knock (Wall To Wall — ASCAP) 73	Let's Try To (Singletree — BMI/Lariat — ASCAP) 36	You Needed Me (Chappell/Ironside — BMI) 7
Hey, What Do (Starship/Galleon — ASCAP) 97	Let Me Be (Music City — ASCAP) 64	Love Don't Hide (Dream City — BMI) 93	You're Gonna (Vogue/Maplehill — BMI) 58
Hopelessly Devoted (Stigwood/John Farrar/Ensign — BMI) 98	Let's Shake (Hungry Mountain — BMI) 32	Love Me (Peer Int'l. — BMI) 23	You Snap You (Chess Music — ASCAP) 90
How Is The (Blackwood/Magic Castle — BMI) 94	Let's Try To (Singletree — BMI/Lariat — ASCAP) 36	Love Or (M-3/Cherry Lane — ASCAP) 2	You've Just (Chris Robin/Double Barrel — BMI) 68

45 / REVIEWS / LP

THE STATLER BROTHERS (Mercury 55037)

Who Am I To Say (2:06) (American Cowboy Music Co. — BMI) (Kim Reid)

This ballad was written by Kim Reid, daughter of the Statler Brothers' Harold Reid and is solid with that Statler sound. Not only is the lyric content excellent, but guitar work and harmonizing are superb.

JIM ED BROWN/HELEN CORNELIUS (RCA PB-11304)

If The World Ran Out Of Love Tonight (2:32) (ABC/Dunhill Music, Inc. — BMI/American Broadcasting Music — ASCAP) (Blake Movis/Michael Garin/Steve Wilson/Kelly Wilson)

Possibly the best single ever from Jim Ed and Helen. This release is a beautiful production with strings by D. Bergen White and produced by Tom Collins. The duet never sounded better.

ELVIS (RCA PB-11320)

(Let Me Be Your) Teddy Bear (1:46) (Gladys Music Inc. — ASCAP) (Kal Mann/Bernie Lowe)

In preparation for an album to be released soon, geared toward the younger generation, RCA has coupled two older sound track cuts which are sure to receive wide spread airplay. "B" Side is, "Puppet On A String."

MICKEY GILLEY (Epic/Playboy 8-50580)

Here Comes The Hurt Again (2:45) (Jack & Bill Music — ASCAP) (J. Foster/B. Rice)

Gilley is sure to appear on the top of the country charts again with this Foster/Rice tune from his "Flyin' High" LP. This time the background is lighter on the piano and stronger on the steel guitar.

RONNIE McDOWELL (Scorpion SC 0553)

Animal (2:10) (Brim Music — SESAC) (Ronnie McDowell)

"Animal" is done in Ronnie's rock-Elvis style and should be readily accepted at both country and pop stations. The flipside, "I Just Wanted You To Know," is an updated recitation of "The King Is Gone" and should receive much sporadic play.

Singles To Watch

EMMYLOU HARRIS (Warner Bros. WBS 8623)

Easy From Now On (3:07) (Song Of Cash Inc. — ASCAP) (Susanna Clark/Carlene Carter)

JACKY WARD (Mercury 55038)

I Want To Be In Love (2:31) (Ray Stevens Music — BMI) (Layng Martine Jr.)

JIM CHESNUT (ABC/Hickory 45-51169)

Show Me A Sign (2:40) (Acuff-Rose Pub. Inc. — BMI) (Jim Chesnut)

REX ALLEN JR. (Warner Bos. WBS 8608)

With Love (2:30) (Boxer Music — BMI) (Rex Allen Jr.)

RED SOVINE (Gusto GT4-9005)

A Place For Mama's Roses (2:58) (Tree Pub. Co. — BMI) (G. Martin/Warren Robb)

R.C. BANNON (Columbia 3-10771)

Loveless Motel (2:50) (Warner Tamerlane Pub. Corp. — BMI) (R.C. Bannon/H. Sanders)

MEL McDANIEL (Capitol P-4597)

Bordertown Woman (2:27) (Screen Gems — EMI Music Inc. — BMI) (Max D. Barnes)

CONNIE CATO (Capitol P-4603)

I Won't Take It Lyrin' Down (3:26) (Blackwood Music/Fullness Music Co. — BMI)

SAMMI SMITH (Elektra E-45504-4)

Norma Jean (3:58) (Natural Songs — ASCAP) (Johnny Cunningham)

SUSAN ST. MARIE (Pinnacle PIN-700)

All He Did Was Tell Me Lies (And Try To Woo Me) (2:43) (Quill Music/Chappell Music — ASCAP) (Kim Carnes)

RANDY GURLEY (ABC AB-12392)

True Love Ways (2:51) (MPL Comm. Inc./Melody Lane Pub. — BMI) (Norman Petty/Buddy Holly)

CHAPIN HARTFORD (LS GRT-165)

I Knew The Mason (2:36) (Cristy Lane Music — ASCAP/Albino Buzzard — ASCAP)

RODNEY LAY (Capitol P-4604)

Wild And Wooley Ways (2:33) (Music City Music — ASCAP) (A. Rush/B. Morrison)



WOMANHOOD — Tammy Wynette — Epic-KE-35442 — Producer: Billy Sherrill — List 6.98

It is always a special occasion when Tammy Wynette records a new album. Her delicate vocals provide a textbook model for aspiring female singers. Tammy is simply the finest country female vocalist alive today, and this album equals anything she has recorded. Billy Sherrill continues to produce Tammy with taste and brilliance. Top picks are "Womanhood," "Mem'ries" and "Love Doesn't Always Come (On The Night It's Needed)."



CLASSIC RICH — Charlie Rich — Epic JE-35394 — Producer: Billy Sherrill — List: 7.98

A few years back, Charlie Rich recorded a whole sackful of tremendous songs for Epic. Rich has since moved to United Artists, but Epic has released a package called "Classic Rich." These 10 cuts represent a portion of the greatest work by a genuine legend in country music. Each song is superb so programmers and fans alike can toss a coin and take any song from this 'classic' album.



FROM THE INSIDE — Lynn Anderson — Columbia KC-35445 — Producer: Steve Gibson — List: 6.98

The listening public has not heard a great deal lately from Lynn Anderson, but this new album should change that. Lynn seems to have taken more care than usual with this release. By far it is her best effort in some time. Production is warm and perfectly suited for her sparkling voice. Programmers might want to listen closely to her treatment of the pop songs "Sometimes When We Touch" and "Last Love Of My Life."



THE BEST IS YET TO COME — Johnny Duncan — Columbia KC-35451 — Producer: Billy Sherrill — List: 6.98

Johnny Duncan is pictured smiling broadly on both sides of his new album cover. No wonder. Johnny is currently riding the crest of his career these days. This excellent release captures both a sensitive and frivolous side of Duncan. The ladies seem to fancy Johnny, and they should be pleased with "She Can Put Her Shoes Under My Bed (Anytime)," "Hello Mexico (And Adios To You)" and "I Watched An Angel (Going Through Hell)."

Statler Brothers' Independence Picnic Attracts 50,000 Fans

by Jim Sharp

STAUNTON, VA. — Of all The Fourth of July musical events held throughout the country, none was more family oriented than the ninth annual "Happy Birthday U.S.A." celebration held here hosted by Mercury's The Statler Brothers and the Staunton Chamber of Commerce.

52,000 country music fans gathered here for the events which consisted of a morning parade, park picnic and a free evening concert by The Statlers held in the Staunton Baseball Park. Johnny Rodriguez performed as a special guest of the celebration. With the stage set in center field, thousands of people settled in lawn chairs and made themselves comfortable for the duration of the show. The Statlers performed in new suits which have become a tradition each year on the show.

Since all four of The Statlers were born and raised in the area, the annual celebration offers them an opportunity to renew old friendships. Many of The Statlers songs deal with recollections of a more nostalgic age, and these tunes brought the crowd to its feet. Highlights of their set included "Carry Me Back" and "Do You Remember These?"

Presentation

Before the closing song, the Staunton mayor presented each of The Statlers with a plaque commemorating legislation which renamed the inter-loop around the city as "Statler Blvd." Following a standing ovation, the crowd remained standing as the flag was lowered and The Statlers sang the National Anthem. As soon as the flag was lowered, a tremendous fireworks display lit the sky and brought a halt to the activities.

Mercury executives present for the festivities included: Lou Simon, Phonogram/Mercury senior vice president, marketing; Charlie Fach, Phonogram/Mercury executive vice presi-

dent and general manager; Jerry Kennedy, Phonogram/Mercury vice president, country A&R, Nashville; and Frank Leffell, Phonogram/Mercury national country promotion manager. Also present was Jody Powell, President Jimmy Carter's press secretary.

Successful Tour

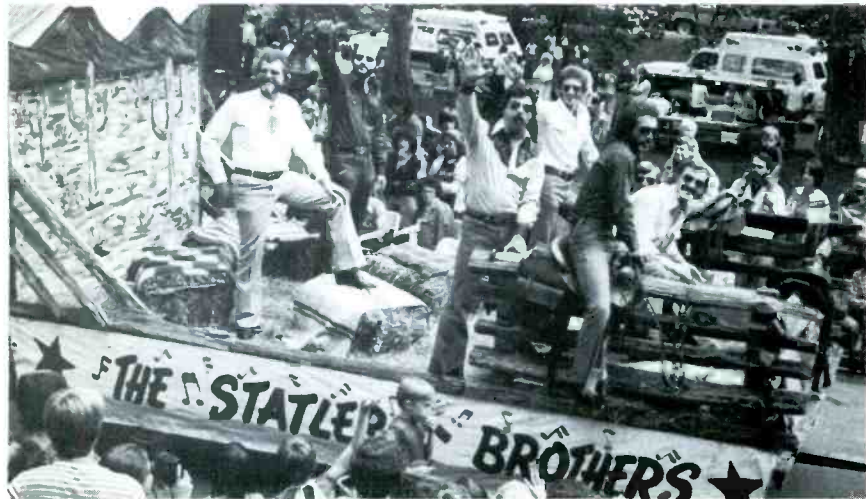
Before this fourth of July Festival, The Statler Brothers had completed a highly successful concert tour which grossed over \$1 million and drew over 200,000 fans for 32 appearances. The Statlers also broke house attendance records in nine major cities.



JEWELL HURTS NIPPER'S EARS? — RCA's newest artist Jewell Blanch attempts to sing for Nipper, RCA's company mascot, as producer Pat Carter (r) and Jerry Bradley, RCA division vice president, Nashville, look on in mock horror. Blanch's new single, "So Good," ships this week.

Capricorn Live LP Set

LOS ANGELES — "Hotels, Motels, and Road Shows," a double live album featuring several Southern-flavored acts, is set for July release on Capricorn Records. The specially-priced set will include performances by the Allman Brothers Band, Gregg Allman, Dickey Betts, Elvin Bishop, Bonnie Bramlett, Dixie Dregs, Grinderswitch, the Marshall Tucker Band, Sea Level, Stillwater and Wet Willie.



STATLER BROTHERS CELEBRATE 4TH — For the ninth straight year, Mercury's The Statler Brothers celebrated Independence Day in their hometown of Staunton, Va. with a parade and concert. The event raises funds for local charities and drew over 50,000 people this year. Shown with their band members on the parade float are (l-r): Lee DeWitt, Statlers; Don Reid, Statlers; Harold Reid, Statlers; Phil Balsley, Statlers; Don Morton, drummer; and Carroll Durham, bass player.

COUNTRY

The Country Column

Columbia recording artist **R.C. Bannon** comments about life on the road with Epic's **Johnny Paycheck** after more or less continual touring since November. "We're tough," he says, "and we can take it." A writer for Warner Bros. Music, Bannon reports that a lot of songs have come out of their tour of the Northeast and Rocky Mountain states, including a recent Bannon-Paycheck collaboration entitled "Baby Let Me Be Your Sidetrack (While Your Mainline's Gone From Home)," a 16-bar blues tune. R.C. has been performing on stage since age four in his father's Pentecostal Church in Dallas, Tx. He will soon begin work on his second Columbia release. The album will include his self-penned "Only One Love In My Life," currently **Ronnie Milsap's** hit single.

John Prine and his newly-formed band recently entertained at the *Exit In* here. The Asylum artist played four sold-out (over-sold) shows to enthusiastic audiences. This is the largest turnout for an *Exit In* show since the new manager, Jack Dennett, took over the club's ownership four months ago.

Randy Gurley's next single release on ABC Records is entitled "True Love Ways." She ends a month's stay at the Park Tahoe Hotel in Stateline, NV. July 30 and is set for a week's engagement at the Caravan East, Albuquerque, NM beginning the 31st.

After wrapping up a tour of the mid and southwestern states, **Jana Jae** will appear at the Beacon Supper Club, Mills, WY, starting July 31.

MCA's **Mel Tillis** is touring the East including the Warwick Musical Theatre, Warwick, RI on July 23. Mel will co-host the "Mike Douglas Show" airing July 24-28 and will also tape a guest shot on "Good Old Nashville Music."

Monument's **Larry Gatlin** has signed a multi-appearance contract with the Aladdin Hotel in Las Vegas.

The National Arthritis Foundation is \$15,000 richer thanks to Mercury's **Jacky Ward**. He recently hosted the 1st Annual Telethon for the organization's chapter in Lubbock, TX and in six hours of high-powered pitching, far exceeded the desired quota.

R.W. Blackwood and the **Blackwood Rhythm Band** were featured performers at the national Jaycees convention recently held in Atlantic City, NJ. In Madisonville, KY, R.W. and his entire show were presented with certificates naming them as Honorary Kentucky Colonels. The group has recently been in the studio laying down tracks for a new album and they will headline the Country Music Night at Leewood Country Club in Kansas City, KS along with Elektra artist **Vern Gosdin** July 22.

Jessica James, under the production of **Slim Williamson**, has just recorded at the new single for Scorpion Records. This will be her first single with her new label. Release is set for August.

Columbia's **Barbara Fairchild** and ABC's **Roy Clark** will co-star at the new *Desert Inn* in Las Vegas, July 31-August 10. It will be the first time in the Crystal Room for both since the hotel has been completely renovated.

UA recording artist **David Wills** recently taped the "Omelette Show" in Louisville, KY to coincide with his appearance at the Lemon Tree there August 11-12. Wills, who opened for the *Charlie Rich Show* for one year, has a new single, "You Snap Your Fingers" which is currently #90 on the **CB** charts. Wills is remembered for his tune "Barrooms To Bedrooms" and has just been notified that the song will be featured in the Richard Pryor movie "Blue Collar."

Veteran booking agent **Ken Rollins** has joined the staff of *Celebrity Management, Inc.* here. Rollins was formerly promotion director for *Gusto Records*.

Joe Stampley's new single release "If You've Got Ten Minutes, Let's Fall In Love" will be serving a dual purpose. The Epic artist is also involved in a Tennessee Valley Authority (TVA) campaign which is directed towards saving energy. He will be voicing commercials and radio spots with the leadoff line "If you've got ten minutes..." Stampley recently appeared at the Utah State Fairgrounds and the Palomino Club in North Hollywood, CA and has an upcoming tour scheduled for the Northwest.

Albert Young Eagle, who is recovering from a bout with cancer, is playing pastime shows including the Country Music Festival in Denver recently where he received a long standing ovation. He records for LRJ Records and a new single will be released soon.

Ranwood recording artist **Ava Barber** has just concluded several dates with the Lawrence Welk troupe including an annual performance at Lake Tahoe, NV. Later this month, Ava goes to Europe for the first time where she will tour around Germany. Ava's new single is "You're Gonna Love Love" and is currently #58 on the **CB** charts. Ava has been a regularly featured country singer on the Lawrence Welk show for the past four years, and will begin taping for a new season August 8. Her producers **Dean Kay** (VP Vogue Pub.) and **Mack Curtis** anticipate having her back in the studio after Europe. Ava is a native of nearby Knoxville, TN.



Ava Barber

donna barham



RABBITT IN THE OZARKS — Prior to Eddie Rabbitt's performance at Hammons Center in Springfield, Missouri, KTTS aired an "Eddie Rabbitt Weekend" highlighted by a contest dubbed "The Great Ozark Rabbitt Hunt." Pictured above are (l-r); Carole Singer, Elektra/Asylum's St. Louis promotion representative; contest winner Judy Gilmore; Rabbitt; and Diane Davis, KTTS air personality.

Sun's 'Old Flames' Recording Outshines Collins' Version

By Bob Campbell

NASHVILLE — "Old Flames (Can't Hold A Candle To You)" by new Ovation artist Joe Sun has completely dominated the earlier version by RCA's Brian Collins. After four weeks, Sun's record sits at #40 with a bullet on the **CB** Country Singles Chart, and Collin's version has left the charts after being an entry for seven previous weeks.

RCA released 'Flames' by Collins in late May and it entered the charts on June 3 at #88 with a bullet. After five weeks, the Collins version peaked at #72. From that point, the record slowly dropped until it stopped at #100 last week and finally left the chart this week.

Ovation released Sun's record in June, but it failed to enter the **CB** Charts until July 8 when it came in at #68 with a bullet. The

record has moved swiftly since its original entry. Last week, 'Old Flames' occupied the #54 spot and moved 14 places to its #40 spot this week.

Major stations programming Sun's record include KCKN of Kansas City, Ka., KXOL in Fort Worth, Tx., KLAK in Denver, Colo., KCUB in Tucson, AZ., KAYO IN Seattle, Wa. and WIRE in Indianapolis, Ind.

Even though Sun is a new artist, he has the advantage of acting as promotion director for Ovation here over the past year-and-a-half. Although Sun concedes he has been in steady contact with most program directors and DJs across the country and considers them friends, he stresses that hard work and a good record has given him chart success.

Friends Tougher

"You know as well as I do that it is much tougher to do business with your friends than with somebody you don't know as well because your friends know you and will criticize you more," Sun said. "I have been telling all these jocks for over a year that I would have a record out at some point, but they have all been waiting for me to send them something which was no good. But it was good and it surprised them. They were much more critical of me than Brian Collins. What really happened was that RCA laid their version out there and when mine came out, they tried to do something about it but it was too late. The turning point was two weeks ago when RCA lost their bullet. I'll admit I have been telling jocks out there I had a record coming. I used every avenue I could to promote this record, and now it is paying off."

RCA staff producer Pat Carter, who produced Collins' version, admitted Sun's record was more contemporary.

"I tried to be logical about it," Carter said. "I listened to it and can only say he made a better record. Joe's version is more contemporary. But a lot of artists are hot right now, and stations will only play so many RCA records. It is hard to get a new artist (Collins has been with other labels but recently signed with RCA) on the label started sometimes because there are other priorities. It was an advantage for Joe to be on a label with only a couple of other acts."

Tommy Overstreet Tours Overseas

NASHVILLE — ABC's Tommy Overstreet and his band, The Nashville Express, recently returned from their ninth tour of Europe where they mixed business with sightseeing. Overstreet and his band played five cities in West Germany, played Spain and then visited Tangiers in North Africa.

Overstreet said country music is popular overseas because people everywhere experience the same kind of problems.

"Country music's message can be carried anywhere in the world where the people speak English and can understand the lyrics," Overstreet said. "For instance, in Germany where much of our tour took place, I'd say probably 95 percent of the people speak English. It's mandatory for children to take six years of a foreign language in a school and most choose English.

"Country music relates very well because everybody in the world has the same problems that we have," he added. "They may talk differently, and they may eat different food than we do, but they have the same problems. They have their ups and downs which is what country music is all about."



PRINE AND CLEMENT MEET AGAIN — Elektra/Asylum's John Prine and Jack Clement, who worked together in Nashville awhile back on recording projects, had a chance recently to get together again following a Prine concert in Memphis, Tenn. Shown here (l-r) are: Rhett Walker, E/A promotion man, Nashville; Prine; and Clement.

Nashville-Based Movie Premieres

NASHVILLE — "Smokey And The Goodtime Outlaws," a PG-rated movie filmed in the area here and featuring several country-music personalities, recently premiered here before an audience of Nashville music executives, entertainers and press.

A lighthearted film which chronicles a successful attempt by two Texas entertainers to 'make it in Nashville', "Smokey And The Goodtime Outlaws" stars veteran character actor Slim Pickens, Dennis Fimple and Texan Jesse Turner, who conceived and financed the film. Country artists featured in the film are Johnny Paycheck, Johnny Russell and Mickey Gilley. Hee Haw's Archie Campbell and Gailard Sartain also play roles in the movie. In addition, much of the crew and many extras were used from the Nashville area.

"Smokey And The Goodtime Outlaws" was produced by Tommy Amato, directed by Alex Grasshoff and will be distributed by Howco International.

Roy Clark Special Set

PROVO, UT. — ABC recording artist and entertainer Roy Clark has recently completed taping his first network special for ABC television at the New Osmond Television Center located here. The 60-minute musical/variety show, scheduled to air in November, will be Clark's first feature special.

Titled "Flying Down to Provo", the special will include on-location aerial sequences and will feature Clark in his several planes flying around the box canyons area. His special guests include Cheryl Tiegs, Tammy Wynette, Marie Osmond and Flip Wilson.

Toby Martin is the executive in charge of production for ABC television. The show is produced by Allen Osmond.

COUNTRY RADIO

THE COUNTRY MIKE

ARB MEANS JOB-HUNTING FOR SOME — As more Arbitron numbers become available, it is apparent that, for the most part, country radio is losing listeners and rating points in many markets. A bad book, in many cases, means looking for a new job, for the programmers and personalities involved. Such is the case with **Cliff Haynes** and **KNEW/Oakland**. KNEW lost rating points in this book, going from a 2.8 to a 2.2 share of the audience. **Cash Box** spoke with **KNEW GM Hal Smith** about the ratings and **Cliff Haynes**. Smith confirmed the fact that Haynes is no longer with the station, saying only that both parties felt it would be best for Haynes to leave. Smith says it was an "amiable parting of the ways." Haynes could not be contacted for comment this week.

SPEAKING OF ARBITRON — Again this week . . . some stations are up and some have lost this book. In **Kansas City**, **WDAF** is still doing very well, even though they lost points. They went from 11.0 to 9.0, which still makes them number two in the market. **KCKN/Kansas City** is another story. Both the AM and the FM lost listeners. **KCKN-AM** went from 2.7 to 1.5, while the FM is down to 3.5 from 5.1. In **Memphis**, both **WMC** and **WMPS** are doing quite well . . . both stations have increased listeners from their previous book. **WUBE AM-FM/Cincinnati** did very well . . . they're number two overall in their market. In **Minneapolis/St. Paul** **WDGY** is down and **WLOL** is up. **KBOX/Dallas** lost points, while **WBAP** is still number one, with an 11.6 share of the Dallas market. In **St. Louis** **WIL-AM** gained listeners . . . the FM was down slightly. Here in **Nashville** **WKDA** is now down to a 2.7 share, losing listeners from the previous ARB. **WSIX-FM/Nashville** is Music City's number one country radio station with a 10.1. So . . . what does it all mean? Can country radio really compete? We look forward to hearing from you on how your station fared in the ratings.

PRESIDENT/OWNER PROFILE — **Dan McKinnon** is owner and president of **KSON AM-FM/San Diego**, and has been since 1962. Prior to that, McKinnon was a reporter for the **Sentinel** newspaper and a pilot in the Navy. While he was in the Navy, he set a helicopter rescue record of 62 rescues under emergency conditions. Currently, McKinnon is the main force behind **San Diego's Committee for Equality in Radio Frequencies**, or **C.E.R.F.** **C.E.R.F.** is a band of **San Diego Broadcasters** trying to keep a **Tijuana** radio station from going on the air in **September**. McKinnon says that the Mexican station could cause **San Diego** stations to lose up to 2.5 million dollars in advertising revenue due to unfair competition. Among other things, McKinnon has served as a page boy in the U.S. Congress when he was in high school, and he previously served on the board of directors on the **National Association of Broadcasters**. McKinnon has just finished a term as president of the **CMA** and now serves on the **CMA's** board of directors.

The new PD at **WUNI/Mobile** is **Bill Knight**, who replaces **Mike Malone**. The new music director is **Reggie Davis**. Davis was promoted from within.

Congratulations to **KCUB/Tucson** PD **Bill Mortimer** and his wife **Susan** . . . they're expecting a new addition to their family in the latter part of **November**. **KCUB** is also looking for a 7-midnight air personality. This would be a great opportunity for a small market jock to move into a position with an excellent chance for advancement. If you're interested, and have a third class license, send tapes and resumes to **Bill Mortimer**, **KCUB**, P.O. Box 50006, **Tucson, Arizona 85703**.

Over 20,000 folks showed up for the **WLWI Fourth of July Picnic** in **Montgomery**. Featured artists at the picnic included **Hank Williams Jr.**, **Ronnie McDowell** and **Jessica James**.

Everybody knows about the weekly **Grand 'Ole Opry** broadcasts on **WSM/Nashville** and the **Wheeling Jamboree** on **WWVA**. But a lot of people may not know that **WMNI/Columbus, Ohio** also broadcasts a weekly country show called **The North American Country Cavalcade**. The **Cavalcade** is a live program now in its fourth year on the air.

KTOW/Tulsa has a new salesman on the staff . . . **John Hudson**. Hudson was a former **Tulsa** television news anchorman and sports director.

Here's the latest talent line-up at **WHNE/Norfolk**: **Brad Karva** 6-10, **Carolina Charlie** 10-2, **Steve Paul** 2-6, **Rosalie** 6-midnight, and **The Captain** midnight-6.

The newest country station in **Bakersfield**, **KQEZ**, has now expanded their playlist to 48 charted records plus several extras. **KQEZ** music director, **Sandy Sobel**, can be reached at 805-832-9161.

WHK/Cleveland recently tied in an LP giveaway to the **Willie Nelson** concert and also gave away 13 pairs of tickets to the show. The winners were transported to the concert in the **WHK** party bus, along with **WHK MD Terry Stevens**.

Country Mike traveled to **Gatlinburg, Tennessee**, in the heart of the **Great Smokey Mountains**, last weekend, to see exceptional performances by **Con Hunley** and **Ray Charles**. These two artists seem to complement each other very well. **Con Hunley**, backed up by his four-man band, played dance sets between two **Ray Charles** shows. **Ray Charles** had his 17-piece orchestra and the **Rayettes** backing up the show. Thanks to **Warner Bros.** for the fine hospitality.

In the next couple of weeks . . . stay tuned for an in-depth study of radio survival by one of broadcasting's most respected programmers . . . **Dav Dohahue**.

'Til next week, this is . . .

country mike

John Conlee Trades Radio Career For Career As Recording Performer

In the last 15 years **John Conlee** has gone from being a high school student, to being a funeral director, to a successful career as a radio announcer and now he has recorded a top 20 country single on **ABC Records** with "Rose Colored Glasses."

As "Rose Colored Glasses" jumps to #16 bullet on the **Cash Box** Country Singles Chart this week, **John Conlee** has quit his radio job to help promote this record, and to begin working on his next release for **ABC**.

Early Riser

For the past seven years **Conlee** has gotten up at 4 a.m. to work the 6-10 am shift at

WLAC-FM/Nashville (now **WKOB**). **Conlee** is now busy trying to write a new single (**Conlee** wrote his current record with **WLAC** newsman **George Baber**) and several country radio stations have asked him to perform at benefit shows this summer.

Former Mortician

Born and raised in **Versailles, Kentucky**, **Conlee** wanted to be a radio announcer since the age of eight. But in his last year of high school, a friend got **Conlee** interested in being a funeral director. After getting his mortician's license, **Conlee** became a funeral director while still in high school.

MOST ADDED COUNTRY SINGLES

- HELLO MEXICO (AND ADIOS BABY TO YOU) — JOHNNY DUNCAN — COLUMBIA**
KKYX, KLZ, WTSO, KFTN, KJJJ, KSON, WWOL, KCKC, KEBC, WWVA, WINN, WDEE, KLAC, KFDI, WYDE, WTMT, WPNX, WBAP, KSSS, KWMT, KDJW, KXOL, KNUZ, WAXX, WLOL, WCMS, WXCL, KYNN, KNEW.
- BLUE SKIES — WILLIE NELSON — COLUMBIA**
KKYX, KWJJ, KLZ, WTSO, KCKN, WWOL, KLAC, WEEP, KFDI, WYDE, WUNI, WIRE, WTMT, WPNX, KSSS, KWMT, KDJW, KXOL, WAXX, KERE, WLOL, WCMS, WXCL, KNEW.
- CARIBBEAN — SONNY JAMES — COLUMBIA**
WUBE, KCUB, KHEY, WBAM, KJJJ, WNRS, WMNI, KAYO, WIRE, KUZZ, WVOJ, WHOO, WPNX, KGA, KSSS, KRAK, KYNN.
- IF YOU'VE GOT TEN MINUTES (LET'S FALL IN LOVE) — JOE STAMPLEY — EPIC**
WUBE, KWJJ, WTSO, KHEY, KJJJ, KCKN, KSON, KGBS, KLAK, WWVA, KLAC, WYDE, WHOO, KSSS, KERE, WCMS.
- PENNY ARCADE — CRISTY LAND — LS/GRT**
KOYN, WSHO, KRMD, KFTN, KENR, WWOL, KEBC, WMNI, KAYO, KFDI, WTMT, KSSS, KDJW, WCMS, WXCL, KYNN.
- LOVE ME WITH ALL YOUR HEART (CUANDO CALIENTA EL SOL) — JOHNNY RODRIGUEZ — MERCURY**
KRMD, WMPS, KHAK, WMC, KXLR, WINN, KLAC, WEEP, WTMT, KNUZ, KYNN, KNEW.
- LET'S SHAKE HANDS AND COME OUT LOVIN' — KENNY O'DELL — CAPRICORN**
KOYN, WSHO, KHEY, KHAK, KGBS, WYDE, WIRE, WVOJ, KMPS, KGA, WSLR, WCMS.
- WOMANHOOD — TAMMY WYNETTE — EPIC**
KRMD, KFTN, KHEY, KJJJ, KCKN, KCKC, WWVA, WMNI, KFDI, WYDE, KSSS, KERE.
- TONIGHT'S THE NIGHT (IT'S GONNA BE ALRIGHT) — ROY HEAD — ABC**
WHK, KENR, KIKK, WYNN, WMNI, KAYO, WYDE, WTMT, WHOO, KSSS, KDJW.
- SINGLE AGAIN — GARY STEWART — RCA**
WSHO, WTSO, KEBC, WINN, WNRS, KFDI, WYDE, WPNX, WSDS, KDJW.

MOST ACTIVE COUNTRY SINGLES

- RAKE AND RAMBLIN' MAN — DON WILLIAMS — ABC**
WHOO 30-22, KMPS ex-24, WINN ex-19, KEBC 57-40, KSSS ex-25, WVOJ 30-24, WIRE 36-30, WYDE 35-27, KFDI ex-50, WEEP 31-25, KLAC 50-43, WDEE 28-22, WMNI 34-25, KHEY 39-27, WMPS ex-28, WBAM 36-29, KRMD ex-31, KOYN 29-21, KKYX ex-38, WIL ex-40, KCUB 37-25, KLZ ex-32, KXLR 46-36, WMC 23-16, KLAK 38-32, KGBS 30-21, WWOL 41-34, KSON 22-16, KJJJ ex-39, KHAK ex-34, KYNN ex-29, WXCL ex-31, WCMS 42-37, KRAK 47-32, WLOL 34-29, KERE ex-30, WAXX ex-33, KDJW 48-42, KWMT 30-24, KNEW 40-28, WHK 27-18, WJJD ex-28.
- WHEN I STOP LEAVING (I'LL BE GONE) — CHARLEY PRIDE — RCA**
KGA ex-30, WHOO 29-24, KMPS 28-17, WMAQ 33-21, KEBC 31-24, KSSS 28-21, WSDS 36-29, WIRE 39-32, WYDE 32-26, WEEP 25-19, KLAC 48-40, WMNI 32-20, WNRS 40-30, KHEY 38-26, WMPS ex-27, WBAM 37-27, WTSO 34-24, KFTN 32-26, WHN ex-17, KOYN 34-28, KKYX ex-37, WIL 26-19, WUBE 33-28, KCUB 30-21, KWJJ 38-21, WSHO ex-19, KXLR 25-18, WMC ex-22, KLAK 33-25, WWOL 24-19, KHAK 40-30, KYNN 32-25, WXCL 34-28, WSLR 29-16, KRAK 33-28, KERE ex-27, WAXX 27-21, KXOL 35-25, KDJW 39-29, KWMT 33-27, KNEW 24-16.
- TALKING IN YOUR SLEEP — CRYSTAL GAYLE — UNITED ARTISTS**
WSLC 26-13, WHOO 19-14, WTMT ex-30, KMPS 26-12, WMAQ 36-27, KEBC 53-36, KSSS 22-12, WSDS 46-31, WVOJ 34-29, WIRE 29-21, WYDE 22-16, KFDI 38-28, KLAC 30-21, WDEE 21-14, WMNI 33-21, WNRS 31-19, KHEY 26-20, WMPS 22-17, WTSO 12-4, KRMD 31-26, WHN 13-7, KKYX ex-35, WIL 22-16, WUBE 24-19, KCUB 31-18, KWJJ ex-38, KLZ 23-18, KXLR 34-25, WMC 24-17, WWOL 23-18, KHAK 37-28, KYNN 31-19, WCMS 27-21, KRAK 30-25, KERE 28-18, WAXX 20-15, KDJW 42-32, KNEW 33-23, WJJD 24-18.



WILLIE ENTERTAINS IN KANSAS CITY — Following his July 1 concert in **Arrowhead Stadium** in **Kansas City, KA.**, **CBS'** **Willie Nelson** visited with members of the press and local radio personalities. Shown backstage at the arena are (l-r): **Barry Fey** of **Feyline Productions**; **Dick Wilson**, **KY-102 AM-drive DJ**; **Nelson**; **Phil Young**, all-nite DJ at **WDAF**; **Randy Michaels**, **WDAF** program director; **Tim Williams** of **Cash Box**; and **Joe McCabe** (partially hidden), **KY-102 DJ**.

Summer Season Highlights Growth Of Light & Sound Cos.

(continued from page 8)

can put on the road at one time. At the end of August, Clair Bros. will produce both lights and sound for an American tour by Yes.

'One-Stop Shopping'

"Handling both lights and sound has its advantages," says Eugene Clair, president of Clair Bros. "It provides the act with 'one-stop shopping' and it can also defuse possible feuds between different people working on a show. The danger of handling both is in spreading yourself too thin. Some companies can offer good sound or lights but when they try to handle both, one suffers."

TFA, a theatrical lighting company originally based in Boston, joined a year and a half ago with English company, Electro Sound, to form a confab capable of packaging both lights and sound. With facilities to produce six tours at once (with larger capabilities in lighting), TFA/Electro Sound recently produced the Tom Petty and Leo Sayer tours. With a London facility, the company has handled sound for Foreigner in Europe, lights for Bob Dylan, in addition to working on California Jam, which required three weeks of pre-production, two weeks of shop manufacturing and one week of on-site preparation.

With lighting and sound facilities currently in separate locations in Los Angeles, TFA/Electro Sound is preparing to move into new headquarters in Burbank within several months and unite all operations under a single roof.

Showco, which will gross between \$5-8 million this year, according to Jack Calmes of the Dallas-based firm, is the largest tour packager with up to 180 employees depending on seasonal fluctuations. With lighting and sound capabilities and an in-house fleet of 16 Peterbilt trucks, Showco has been an innovator in the highly specialized tour business. A 1973 Led Zepelin tour, produced by Showco, was the first rock concert use of lasers. With a 40-person manufacturing and design division, Showco continues, according to Calmes, to develop increasingly sophisticated technology and eliminate massive use of hardware. Showco has developed a new, smaller power amp, an economized hanging system and experimented with electronic color changers.

"We are constantly attempting to streamline operations," says Calmes, "and as an outfit that offers complete production, all activities are coordinated. If there is a problem, it can be solved with one phone call. There is no passing the buck."

Major acts touring this summer with Showco production are the Rolling Stones, the O'Jays, Willie Nelson, Genesis, Dave Mason and David Bowie in Europe. The recent "Starship Encounters" show at Madison Square Garden in N.Y., featuring the American Symphony Orchestra and multi-media special effects was handled by Showco.

However, Showco also produces many smaller scale shows. "Ninety per cent of our business," says Calmes, "is with developing acts, but a lot of people are afraid of us because they only hear about the stars and they think we're too big. But just like a record company, we pursue young acts so we can grow with them."

'Competitiveness'

Calmes noted that central coordination and the economies of scale make 'one-stop shopping' advantageous for touring groups. Typically, a medium-budgeted touring act pays \$2,000 to \$3,000 a night for lights and sound. The large acts, according to Calmes, can spend \$15,000 to \$20,000 a night for production and competitiveness among name rock acts is continually pushing up production costs as each act struggles to outdo the efforts of other bands.

Perhaps the biggest technical production of the year is Electric Light Orchestra's "Flying Saucer Tour," which will cover 33 American cities, performing before an approximate one million persons. In keeping with the spaceship graphics of ELO's "Out Of The Blue" LP, Don Arden, president of Jet Records and manager of the group, approached Tasco, a lighting, sound and staging confab with facilities in L.A. and London, to design, build and tour a spaceship show.

"Don Arden wanted a show with a heavy impact opening and closing," says Joe Browne, president of Tasco which will gross \$4 million this year worldwide. The firm designed and manufactured in London a five-ton, \$500,000 "saucer" which contains hydraulic lifts, lighting trusses with 600 lights and elaborate use of lasers. The 60-ft. wide saucer was shipped to America on board a Boeing 707 and trucked to dates in three trucks. The entire show which includes a 30,000 watt sound system requires 11 trucks to transport and takes the 30 person crew 12 hours to assemble.

Two Shows

Because of the enormous costs, Browne and Arden devised an innovative touring strategy. With an "A" show and a "B" show "leapfrogging" across the country, ELO is able to play a major date with the saucer staging and then play a smaller date the next day without the saucer. While the first show is being played, the second show is in the process of being assembled. The result is greater exposure for ELO, with the production costs of the elaborate "A" shows being paid for by the added scaled down "B" shows.

"There is no point to lose your ass on a tour," says Browne. "The way I look at it is, if the band makes money, I make money. That's why we planned the 'B' shows."

Arden and Browne also worked out a deal which will continue to earn money for ELO upon completion of the tour in October. The saucer will be disassembled and the lighting trusses will be rented out with ELO and Tasco splitting the weekly rental fee.

'Hidden Industry'

"The touring light and sound business is a hidden industry," says John Semion of Northwest Sound, a sound and lighting company based in Portland, Oregon which handles many California bands such as the Eagles. "It is not a glamorous side of the music business but a lot of people are earning a good living."

The Eagles' tour in July and August will include 12 shows in 16 days, with 10 major stadium dates and Semion sees Northwest's main competitive edge being the quick put-up and take-down time of its operation.

"With that many shows in such a short time, it becomes a real race against the clock to make the next gig. Our systems at a major stadium show can be put up in 3 hours and broke down in an hour and a half."

The Eagles' sound and lighting rigs require four semi-trailors to transport with the equipment valued by Semion at \$600,000. With 15 full-time employees, Northwest is capable of fielding three complete systems simultaneously.

Although small specialized lighting or sound companies are expected to flourish, many industry spokespersons feel that the coming of age of the touring business brings with it an increasing reliance on large, sophisticated firms capable of handling complete production.

Petty Gets Gold Album

LOS ANGELES — "You're Gonna Get It, Tom Petty and the Heartbreaker's ABC/Shelter album, has been certified gold by the RIAA.

(continued from page 14)

Wednesday night for tickets that were to go on sale Thursday at noon. Although there were many complaints about the way ticket sales were handled (such as too many industry people and not enough consumers), officials at the Roxy and Columbia Records insist that 75% of the tickets went to the public, with only 25% to press, record company executives and friends of the band. Some of those friends who showed up at the concert, which was broadcast live over KMET-FM, included Busey, Jackson Browne, Waddy Wachtel, Dick Dale (sans any Deltones), Paul Stanley and Gene Simmons of Kiss accompanied by Cher and her sister Georganne, and L.A. vagabond Tom Waits. Two nights later, Springsteen went down to San Diego for a show which attracted several hundred L.A. fans along with a busload of CBS International people. Following the San Diego show, Bruce was interviewed by CRI visitors in anticipation of his upcoming tour of Europe. This took about an hour and-a-half after his three-hour concert which ended at 11:30. When Bruce left San Diego's Sports Arena, there were still a hundred or so faithful fans waiting to catch a glimpse, but Bruce gave them even better than a glimpse as he stopped and chatted and signed autographs into the wee hours. Now there is a report that Springsteen will star in William Levey's film "Street Messiah." Bruce is also said to be the subject of a joint venture by producer Bob Marguloff and Joel Fein, president of Sound Advice. They are working together on what is described as the first three-dimensional, stereo rock film.



PLOTKIN PACT — Producer Chuck Plotkin has pacted with CBS Records in a promotion agreement that calls for Plotkin to act as an in-house producer for the label as well as find and develop new artists through his production company. Pictured (l-r) are: Don Ellis, national vice president, A&R, Columbia Records; Plotkin and Alan Shapiro, Plotkin's attorney.

assume their national publicity director post. Harvey Bruce is 20th Century-Fox Records' new director of A&R, while David Kastens has left Sire Records to work in trade liaison with Bearsville. Tisha Fein is joining Dick Clark's "Live Wednesday Show" as associate producer. Previously she worked on the Midnight Special. . . . Because the Rolling Stones July 23 date at the 55,000-seat Anaheim Stadium sold out in a matter of hours, the group has agreed to do a second concert the following day. But Atlantic Records is now assuring everyone here that there will be no small club date when the band hits L.A. as there have been in several other cases. While performing in Lexington, Kentucky, the group was joined by Eddie Money who blew his sax on "Miss You." Perhaps he will do it again when the Stones, Santana and Money play San Francisco July 26.

OUT OF THE BLUE, INTO THE GREEN — Jet Records is dipping into its green to the amount of \$42,000 for a new billboard promoting Electric Light Orchestra's "Out of the Blue" album. It is said to be "the most sophisticated billboard Hollywood has seen yet." It features extensive use of neon lights with an entirely luminous, multi-fabric logo with traveling lights. The 48' x 17' billboard was unveiled Friday night across from Powerburger. The group's staging on its current U.S. tour is equally elaborate, making use of a 60-foot wide spaceship costing more than \$500,000. The set is transported in eight tractor trailers and takes a 30-person crew 12 hours to assemble. . . . Atlantic's Leif Garrett recently did a promotional visit to a shopping mall in Sacramento. In order to get in with as little fanfare as possible, the teen idol was smuggled in a laundry truck. Damage inflicted by over enthusiastic fans was held to a minimum: only \$1,000 or \$2,000. . . . Leo Kottke's new album, to be released shortly by Chrysalis, will feature one song written by Nick Lowe. . . . Epic's Michael Murphey is at work on a two-record set, one of which will be a live session, the other new studio recordings. It is planned for September release. . . . Neil Sedaka will write and perform "Love Keeps Getting Stronger Everyday" in the upcoming Columbia Pictures release "Somebody Killed Her Husband." It is Sedaka's first project for MLO, the music division of Martin Poll Productions and the first time the Elektra/Asylum recording artist has both written and performed a song for a motion picture. The film stars Farrah Fawcett-Majors. The song will appear on Sedaka's next E/A album.

A LOOK AT PICKWICK — As part of its "higher visibility" within the industry, Pickwick International has issued a slick brochure outlining the giant company's various divisions: Pickwick Records budget line, Pickwick U.K., its independent distribution, rack services, retailing and Keel Manufacturing divisions. It states that Pickwick International employs more than 6,500 people and says the company's growth plan entails achieving sales of \$1 billion. Pickwick's Keel pressing plant presses roughly 25 million records a year, the booklet states, while its indie distribution, rack and retail divisions are each the largest of their kind in the country. One of the most interesting statistics presented claims, "Operating through six divisions, Pickwick participates in the sale of one out of every five records sold in the United States today" . . . Pam Miller has signed with Orr Management for personal representation and will headline the Palomino July 18. . . . Natalie Cole is one of 10 women named "Women of the Year" for 1978 by Ladies Home Journal. . . . E/A's Eddie Rabbitt is reading scripts in preparation for his first film role. . . . Randy Meisner begins his first concert tour as a solo artist July 21 in Aspen, Colorado continuing through August 5 for a date at the Tangerine Bowl in Orlando, Florida. Most of the dates will be with Jimmy Buffett. . . . Correction: In last week's "New Face To Watch" on Lisa Burns, the reference to "songwriter John Martyn" should read John "Moon" Martin. John Martyn is an Island recording artist.

SAY CHEESE — Even though Atlantic now says there will be no L.A. club date for the Rolling Stones, it appears one was extremely close to being announced a week ago at the Roxy. Apparently, the Roxy put in a call to the National Entertainment Security (NES) office asking for several NES guards to come down to the club to keep order when tickets for a group called "Cheesecake" were to go on sale. An NES official asked the Roxy caller if this was really for the Rolling Stones, to which he received a hesitant "yes, but keep it quiet." But the following day, NES was called again by the Roxy and told the tickets for the Roxy date were for Bruce Springsteen, not the Stones. . . . A search has begun for five teenage girls to sing, play instruments and act in a new film entitled "Teen Angel." Many of those involved in making "The Buddy Holly Story" also will be in on the making of "Teen Angel." . . . Identity crisis: In last week's "Executives On The Move" column, a photo of Danny Owen, Capricorn Records' new southwest regional promotion manager, was incorrectly identified.

(continued on page 50)

GOSPEL

GME Head Forms Distribution Co.

NASHVILLE — Jack Bailey, head of GME Radio Productions here, has announced a new distribution pact with the syndicated "Street Level" Radio Show, a progressive-rock gospel musical presentation. Bailey also announced the formation of Bailey Media, a new distribution firm.

As head of GME for two years, Bailey has spearheaded the syndication of Paul Baker's "A Joyful Noise" and the "Artists Alive" live-concert series for Bee Jay Studios in Orlando, Fla. Bailey explained the new company acquisitions.

"Bailey Media will be handling all of the distribution and quality control for 'street level' while promotion and placement responsibilities will remain with Parable Productions," Bailey said. "The reason for the new firm to handle the show and others which may come along is due to a slightly different arrangement with Parable. I will continue in my position with GME radio."

Gospel Conference Set

NASHVILLE — The third annual South Central Gospel Music Conference, Inc. (SCGMC) will be held July 27-30 in Longview, Tx. and hosted by the local Bethel Baptist Church. The SCGMC was organized to promote and bolster gospel music in the South Central region which consists of Louisiana, Mississippi, Arkansas and Texas.

Classes will be offered in the following areas: piano, organ, vocal production, diction, choir decorum, choral conducting, music drama, choir leadership, sight seeing, ear training, songwriting, music publishing, recording and Bible study.

The first SCGMC workshop was held in Monroe, La.

Gospel Songbook Of Keith Green LP Out

NASHVILLE — April/Blackwood has just completed production on its first gospel songbook which contains the words and music to contemporary gospel writer Keith Green's first album, "For Him Who Has Ears To Hear."

Since recently developing its own printing department, April/Blackwood has published several folios including Billy Joel's "The Stranger" songbook, which is currently accounting for major folio sales in the country.

Green records for Sparrow Records and is an April Music songwriter.



PRESTON LUNCHEON — Word, Inc. recently hosted a luncheon in Nashville for new Myrrh Artist Billy Preston, whose gospel album, "Behold," has just been released. Preston has previously worked with The Beatles, The Rolling Stones and Ray Charles. Following the luncheon, Preston visits here with Cash Box's Jim Sharp.

Larry Black Gospel Radio Program Returns

NASHVILLE — After a brief absence and a change in locale, The Larry Black Show is in production again. The contemporary Christian show is a combination of Jesus rock and top 40 rock and is regularly played in 125 cities.

Local rock station WKDF will begin airing the 3 hour show live from 6:00 - 9:00 every Sunday morning beginning July 23. The first 2 hours of the show will be taped for syndication.

The program was originated in New York in 1970 and known as the "Scott Ross Show" until 1976 when Larry Black became the show's host. It is produced by Allen Belknap.

Black is the director of promotion and public relations for Paragon Associates.

Lou Hildreath Joins New Artist Direction

NASHVILLE — New Artist Direction Guild president Joe Moscheo has announced the recent appointment of Lou Hildreath as administrative vice president of New Direction. Under the same agreement, Nashville Gospel Talent, owned and operated by Hildreath, will now be associated with New Direction.

TOP 20 ALBUMS

Spiritual

	Weeks On 7/15 Chart		Weeks On 7/15 Chart
1		LOVE ALIVE WALTER HAWKINS & THE LOVE CENTER CHOIR (Light 5885)	2 54
2		LIVE AT CARNEGIE HALL JAMES CLEVELAND (Savoy 7014)	1 46
3		WHEN JESUS COMES SARA JORDON POWELL (Savoy 14465)	3 28
4		(IS THERE ANY HOPE FOR) TOMORROW JAMES CLEVELAND AND THE CHARLES FOLD SINGERS VOL. 3 (Savoy 14462)	4 16
5		MAMA PRAYED FOR ME SENSATIONAL WILLIAMS BROS. (Savoy 14462)	5 20
6		JOY REV. BRUNSON — THE THOMPSON COMM. CHURCH CHOIR (Creed 3078)	4 48
7		NOW THE KINGS TEMPLE CHOIR (Creed 3083)	6 12
8		DONALD VAILS CHORALEERS (Savoy 17019)	9 12
9		WHERE HE LEADS REV. WILLINGHAM (Nashboro 7193)	10 10
10		FIRST LADY SHIRLEY CAESAR (Roadshows RS 774)	8 52
11		JESUS IS COMING SENSATIONAL NIGHTINGALES (Peacock 59232)	13 16
12		SPECIAL APPEARANCE ISAAC DOUGLAS (Creed 3081)	12 18
13		TAKE HIM AT HIS WORD BIBLEWAY RADIO CHOIR (Savoy 14459)	11 8
14		TONIGHT'S THE NIGHT GOSPEL KEYNOTES (Nashboro 7181)	14 44
15		THE COMFORTER EDWIN HAWKINS SINGERS (Birthright BRS 40005)	15 42
16		SINCE I LAYED MY BURDENS DOWN THE SWAN SILVER TONES (Savoy 14468)	18 4
17		NOW AND FOREVER THE PILGRIM JUBILEE SINGERS (Nashboro 7181)	17 26
18		MARGRET, JOSEPHINE BERNICE THE ANGELIC GOSPEL SINGERS (Nashboro 7196)	19 4
19		THIS IS ANOTHER DAY ANDREA CROUCH & THE DISCIPLES (Light 5683)	16 54
20		LIVE IN LONDON ANDREA CROUCH & THE DISCIPLES (Light 5717)	— 2

Inspirational

	Weeks On 7/15 Chart		Weeks On 7/15 Chart
1		MIRROR EVIE TOURNQUIST (Word WST 8735)	1 54
2		FOR HIM WHO HAS EARS TO HEAR KEITH GREEN (Sparrow 1016)	4 54
3		MUSIC MACHINE CANDLE (Birdwing BDWG 2004)	3 18
4		A LITTLE SONG OF JOY FOR MY LITTLE FRIENDS EVIE TOURNQUIST (Word WST 8769)	5 14
5		GENTLE MOMENTS EVIE TOURNQUIST (Word WST 8714)	6 54
6		HAVE YOU KISSED ANY FROGS TODAY? JOE REED (Housetop 708)	2 16
7		EMERGING PHIL KAEGGY BAND (New Song NB004)	10 4
8		MANSSION BUILDERS THE 2nd CHAPTER OF ACTS (Sparrow 1020)	9 10
9		THIS IS NOT A DREAM PAM MARK (Asian ARS 1003)	8 42
10		PILGRIM'S PROGRESS THE BILL GAITHER TRIO (Impact 3495)	7 8
11		TELL 'EM AGAIN DALLAS HCLM & PRAISE (Greentree R-3480)	13 10
12		THIS IS ANOTHER DAY ANDREA CROUCH & HIS DISCIPLES (Light 4683)	12 20
13		THE LADY IS A CHILD REBA (Greentree R3486)	11 10
14		WINDOW OF A CHILD SEAWIND (CTI 5007)	14 4
15		ALLELUIA THE BILL GAITHER TRIO (Impact R3400)	15 54
16		DALLAS HOLM & PRAISE LIVE (Greentree R3441)	16 50
17		ON HEAVEN'S BRIGHT SHORE "THE INSPIRATIONS" (Canaan CAS 9808)	18 20
18		HOME WHERE I BELONG B.J. THOMAS (Myrrh MSB 6574)	17 54
19		LIVE FROM NASHVILLE JIMMY SWAGGART (Jim 120)	19 42
20		FORGIVEN DON FRANCISCO (New Pax NP 35042)	— 2

Gospel Reviews

THE BOONES — First Class — Lamb & Lion LL-1038
Producer: Chris Christian — List: 6.98.

No, there's not another "You Light Up My Life" on The Boones' newest for Lamb & Lion. Now for the good news — there's plenty of it and it's "First Class." Debby, Lindy, Laury and Cherry share lead vocals, and they are all capable singers. Debby handles the bulk of the vocals and she is dynamite. Most of the cuts are of the easy listening variety, except, "I Love You More Than My Rock And Roll," and it's the best song on the album with The Boones showing more "soul" than "rock 'n roll." Other strong cuts are: "Dance," "Let Me Be Lonely," "You Took My Heart By Surprise," and "Father's Arms."



JAMES CLEVELAND AND THE CHARLES FOLD SINGERS — Volume 3-Savoy 7020 — Producer: John Daniels — List: 7.98

Both predecessors (Volume 1 & 2) were Grammy nominees and Cleveland and The Charles Fold Singers are shoo-ins for a third with this album, recorded live in Cincinnati, Ohio. And this is a two-record set. Cleveland is a masterful interpreter of soulful gospel. His phrasing and timing propel some of the greatest testimonies of all time. This collaboration with Fold, however, is their best. Songs like "Tomorrow," "Jesus Is The Light Of The World," "On The Battlefield For My Lord," and "The Lord Will Make A Way" are spellbinders and Volume 3 is Number One



THE RAMBOS — Queen Of Paradise — Heart Warming R3499
— Producer: Phil Johnson & Joe Huffman — List: 6.98

There is a new Rambo. Patti Carpenter, but the "old" Rambos just keep getting better. Buck & Dottie (one of the most prolific songwriters in the history of gospel music) have never drawn boundaries around their music, instead they have maintained a feel for their country roots. "Queen Of Paradise" is magnificently arranged. The songs are vintage Rambo. And the title cut is a sure-fire hit. Other great cuts are "Song Of Tomorrow," "Is There Anything I Can Do For You?," "I Will Glory In The Cross," "Stand By The River," and "Gettin' To Know You," which showcases Pattie. "Queen Of Paradise" is heavenly music.

BILLY PRESTON — Behold — Myrrh MSB-6605 — Producer: Billy Preston & Byron Spears — List: 6.98

Billy Preston has toured with some of the biggest names in pop music, and his keyboard work has graced countless recording sessions. He has also had several hits as an artist and now he has recorded a fine gospel album. Co-produced with Byron Spears, "Behold" is a joy. Preston's vocals are soaked with sincerity, and when he strains and sings about feeling like a "Motherless Child," listen for the amsens. Preston has also revamped the classic, "All To Jesus I Surrender." The title cut soars and then falls through chord patterns patented by Preston. Those same dynamics flow throughout the record, which should flood the airways.



RHYTHM AND BLUES

TOP 75 ALBUMS

	Weeks On 7/15 Chart		Weeks On 7/15 Chart
1 LIFE IS A SONG WORTH SINGING TEDDY PENDERGRASS (Philadelphia International JZ 35095)	1	6	
2 NATURAL HIGH THE COMMODORES (Motown M6-902B1)	2	9	
3 SOUNDS . . . AND STUFF LIKE THAT! QUINCY JONES (A&M SP 4685)	3	6	
4 COME GET IT! RICK JAMES (Gordy G7-981R1)	6	9	
5 TOGETHERNESS L.T.D. (A&M SP 4705)	7	6	
6 SO FULL OF LOVE THE O'JAYS (Phila. Int'l. JZ 35355)	4	14	
7 A TASTE OF HONEY (Capitol ST 11754)	8	8	
8 SMOOTH TALK EVELYN "CHAMPAGNE" KING (RCA APL 1-2466)	5	11	
9 LOVESHINE CON FUNK SHUN (Mercury SRM-1-3725)	11	7	
10 THANK GOD IT'S FRIDAY (SOUNDTRACK) VARIOUS ARTISTS (Casablanca NBLP 7099)	9	12	
11 IF MY FRIENDS COULD SEE ME NOW LINDA CLIFFORD (Curton CUK 5021)	10	15	
12 SHOWDOWN THE ISLEY BROTHERS (T-Neck/Epic 34930)	12	15	
13 CENTRAL HEATING HEATWAVE (Epic JE 35260)	13	15	
14 BETTY WRIGHT LIVE (Alston 4408)	21	6	
15 HEADLIGHTS THE WHISPERS (Solar/RCA BXL 1-2274)	15	11	
16 THIS IS YOUR LIFE NORMAN CONNORS (Arista AB 4177)	17	11	
17 DO WHAT YOU WANNA DO THE DRAMATICS (ABC AA-1072)	16	12	
18 MY RADIO SURE SOUNDS GOOD TO ME LARRY GRAHAM & GRAHAM CENTRAL STATION (Warner Bros. BSK 3175)	18	9	
19 MACHO MAN THE VILLAGE PEOPLE (Casablanca NBLP 7096)	19	19	
20 NATALIE . . . LIVE! NATALIE COLE (Capitol SKBL 11709)	32	3	
21 IN THE NIGHT TIME MICHAEL HENDERSON (Buddah BDS 5712)	26	4	
22 YOU LIGHT UP MY LIFE JOHNNY MATHIS (Columbia JC 35259)	14	18	
23 SUNBURN SUN (Capitol ST-11723)	22	14	
24 REACHING FOR THE SKY PEABO BRYSON (Capitol ST 11729)	24	25	
25 DANCE ACROSS THE FLOOR JIMMY "BO" HORNE (Sunshine Sound/TK 7801)	20	10	
26 DON'T LET GO GEORGE DUKE (Epic JE 35366)	23	9	
27 GET OFF FOXY (TK/Dash 30005)	36	4	
28 BAND II THE MEMPHIS HORNS (RCA APL 1-2643)	30	5	
29 SHADOW DANCING ANDY GIBB (RSO RS-1-3034)	37	5	
30 SATURDAY NIGHT FEVER BEE GEES AND VARIOUS ARTISTS (RSO RS 4001)	25	30	
31 SOME GIRLS ROLLING STONES (Rolling Stones/Atlantic COC 39108)	40	4	
32 FREESTYLE BOBBI HUMPHREY (Epic JE 35338)	35	6	
33 WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB 3139)	28	25	
34 GET IT OUT'CHA SYSTEM MILLIE JACKSON (Spring SP-1-6719)	50	2	
35 SPARK OF LOVE LENNY WILLIAMS (ABC AA-1073)	43	3	
36 FANTASY LOVE AFFAIR PETER BROWN (Drive 104)	29	30	
37 DEADEYE DICK C.J. & COMPANY (Westbound WT 6104)	45	3	
38 COME ON DANCE, DANCE SATURDAY NIGHT BAND (Prelude PRL 12155)	39	13	
39 HAPPY TO BE WITH YOU JEAN CARN (Phila. Int'l JZ 34986)	41	5	
40 COME FLY WITH ME BOBBY BLAND (ABC AA 1075)	42	7	
41 BOOTSY? PLAYER OF THE YEAR BOOTSY'S RUBBER BAND (Warner Bros. BSK 3093)	27	23	
42 SUNLIGHT HERBIE HANCOCK (Columbia JC 34907)	54	4	
43 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	31	13	
44 TASTY PATTI LABELLE (Epic JE 35335)	34	8	
45 ALL 'N ALL EARTH, WIND & FIRE (Columbia JC 34909)	38	34	
46 STREET PLAYER RUFUS AND CHAKA KHAN (ABC AA-1049)	33	24	
47 DAVID OLIVER (Mercury SRM 1183)	44	16	
48 GET TO THE FEELING PLEASURE (Fantasy F-9550)	48	13	
49 STEP II SYLVESTER (Fantasy F-9556)	60	3	
50 GOLDEN TIME OF DAY MAZE (Capitol ST-11710)	49	25	
51 SUMMERTIME GROOVE BOHANNON (Mercury SRM-1-3728)	56	5	
52 CHIC (Atlantic SD 5202)	47	33	
53 MIDNIGHT BELIEVER B.B. KING (ABC AA-1061)	55	8	
54 SWEET THUNDER (WMOF/Fantasy F-9547)	57	12	
55 STEPPIN' OUT HIGH INERGY (Gordy G7-982R1)	59	3	
56 AMERICAN GENERATION RITCHIE FAMILY (Marlin)	58	3	
57 IMAGES CRUSADERS (ABC BA-6030)	62	2	
58 JAM 1980's JAMES BROWN (Polydor PD-1-6140)	64	15	
59 FIRED UP 'N' KICKIN' FATBACK BAND (Spring 1-6718)	65	2	
60 THANKFUL NATALIE COLE (Capitol SW 11708)	46	35	
61 WORLDS AWAY PABLO CRUISE (A&M SP-4697)	68	2	
62 GOT A FEELING PATRICK JUVET (Casablanca NBLP 7101)	63	4	
63 FAME GRACE JONES (Island ILPS 9525)	—	1	
64 FAITH, HOPE & CHARITY (20th Century T-560)	69	3	
65 IN FASHION THE STYLISTICS (Mercury SRM-1-3727)	—	1	
66 HOUSE OF LOVE CANDI STATON (Warner Bros. BSK 3207)	—	1	
67 ALMIGHTY FIRE ARETHA FRANKLIN (Atlantic SD 19161)	61	12	
68 THE GARDEN OF LOVE DON RAY (Polydor PD-1-6150)	70	3	
69 WORDS DON'T SAY ENOUGH 7TH WONDER (Parachute RRLP 9004)	72	2	
70 LOVE IN A SLEEPER SILVER CONVENTION (Midsong MCA 3038)	71	4	
71 THREE MILES HIGH MASS PRODUCTION (Cotillion SD 5205)	74	4	
72 FUNKENTELECHY VS. THE PLACEDO SYNDROME PARLIAMENT (Casablanca NBLP 7084)	52	33	
73 LIVING ON A DREAM WAYNE HENDERSON (Polydor PD1-6145)	75	2	
74 BLUE LIGHTS IN THE BASEMENT ROBERTA FLACK (Atlantic SD 19149)	51	30	
75 VOYAGE (Marlin 2213)	53	15	

Artist Profile

Successful O'Jays Involved In Every Aspect Of Their Career

By Carita Spencer

LOS ANGELES — Individually, they are Eddie Levert, Walter Williams and Sammy Strain. Collectively, they form the O'Jays, probably the top male vocal trio in the country. As the group enters its third decade (with many years of success to look back on) they attribute the longevity of the present formation (the original group numbered five with Strain replacing William Powell) to the individuals abilities to respect each other. Paramount to that is the groups concern and interest in the business (as well as the entertaining and recording) aspects of their careers.



Shown (l-r): Williams, Levert and Strain.

"There are a lot of artists who don't get involved in this (the business) and other aspects of their careers," explains Levert. "It's up to the artist to take the initiative and be involved in every way. The result of everyone of us being involved in our efforts is reflected in the success of our albums and our career."

Speaking of albums, their latest, "So Full Of Love" received gold certification in only three weeks ("We wish we could personally thank everyone who bought the album") and was recently certified platinum. It went to #2 on **Cash Box's** R&B album chart and peaked at #19 on the pop chart last week. The single, "Use Ta Be My Girl" went to number one R&B and is presently #5-bullet

on the Top 100 singles chart.

Presently in the midst of an extensive tour which began May 11, the group recently performed four nights at the Greek Theatre in Los Angeles and will join the Kool Jazz Festival series in Oakland on July 29. Los Angeles councilman Dave Cunningham and Mayor Tom Bradley honored them with a resolution proclaiming the week of July 10 "O'Jays Week" in Los Angeles and similar honors will be bestowed upon them in Oakland. The tour will run through August and September and possibly October.

Six months seem like a long time but they
(continued on page 44)



BENSON AND BRADLEY — Warner Bros. recording artist George Benson recently was honored by Los Angeles mayor Tom Bradley who declared July 8-9 "George Benson Weekend In L.A." in honor of Benson's five-date concert performance at the Universal Amphitheatre July 6-10. Pictured (l-r) are: Connie Pappas, vice president, Ken Fritz Management; Ken Fritz; Bradley; Benson and Dennis Turner, vice president, Ken Fritz Management.

THE RHYTHM SECTION

MAKING THE ROUNDS recently on a promotional trip to New York. Fantasy recording artist Sylvester frequented several disco clubs in the vicinity and had the opportunity to witness the growing popularity of the already infectious "Dance (Disco Heat)" from his "Step II" LP. The tune was recently released on a 12-inch b/w "You Make Me Feel (Mighty Real)" which is also receiving substantial attention in the disco market.

IN REFERENCE TO an item in this space last issue, the quarter finalists in Hal Jackson's Talented Teens International Contest (July 28-29) at the Coconut Grove in L.A., will be feted by RCA and MCA Records, not Universal Pictures as previously stated. The former record company will sponsor a welcoming dinner for the contestants, July 22 while the latter will treat the ladies to a luncheon and a tour of Universal Studios on July 24. Other activities lined up include a luncheon sponsored by CBS Records and a theater date to see "Pal Joey" which stars Lena Horne, courtesy of Clarence Avant of Tabu Productions.

THE QUICK QUOTE of the week comes from Melvin Franklin of the Temptations who, when queried about the cause for a recent foot operation on temptin' Otis Williams remarked that the injury was sustained as a result of "about 20 years of Temptation walking . . ." Sincere wishes for a speedy recovery . . . The Imperials recently inked a management pact with Don Taylor and continue to tour with Bob Marley and The Wailers after a two week engagement in Las Vegas at the Aladdin Hotel.

RADIO ROTATION has station KACE going around to various parks in the Los Angeles area presenting a series of free concerts on the weekends. Most recently at Ladera and Echo parks with entertainment by local musicians on a voluntary basis, autograph signings and interviews with some of the more popular artists like the McCrays who were on hand for the first concert. Additionally, there are album and T-shirt giveaways along with intermediate music from the turntables of the KACE double-decker bus. MD Alonzo Miller says the concerts have been "overwhelmingly successful" and is looking forward to the upcoming events for the remainder of the 14 week series (July 23 at Van Ness park, July 30 at Bellevue) with several special guest artists (like the Spinners) scheduled to appear.

THESE LAST LINES, this time, congratulate Machine's percussionist, Lonnie Ferguson on the arrival of a 4 lb. 7 oz. daughter, Adriane Jahkel . . . and Primus Robinson on his new position at Elektra/Asylum's Jazz Fusion Division as national marketing director.

carita spencer

CASH BOX TOP 100 R&B

July 22, 1978

	Weeks On 7/15 Chart		Weeks On 7/15 Chart		Weeks On 7/15 Chart
1 CLOSE THE DOOR TEDDY PENDERGRASS (Phila. Int'l ZS8-3648)	1	10	35 YOU'RE ALL I NEED TO GET BY JOHNNY MATHIS/DENIECE WILLIAMS (Columbia 3-10772)	44	3
2 STUFF LIKE THAT QUINCY JONES (A&M 2043-S)	2	10	36 TAKE ME I'M YOURS MICHAEL HENDERSON (Buddah BDA 597)	43	5
3 YOU AND I RICK JAMES (Gordy G-7156-F)	4	11	37 GET TO ME LUTHER INGRAM (Koko KO 731)	37	12
4 BOOGIE OOGIE OOGIE A TASTE OF HONEY (Capitol 4565)	5	11	38 MY RADIO SURE SOUNDS GOOD TO ME LARRY GRAHAM & GRAHAM CENTRAL STATION (Warner Bros. WBS 8602)	45	4
5 LAST DANCE DONNA SUMMER (Casablanca NB 926)	6	10	39 GROOVE WITH YOU THE ISLEY BROTHERS (T-Neck/CBS ZS8-2277)	48	3
6 THREE TIMES A LADY COMMODORES (Motown 1443F)	8	5	40 THE SPANK JAMES BROWN (Polydor PD 14487)	47	4
7 SHAME EVELYN "CHAMPAGNE" KING (RCA PB 11122)	3	7	41 COME ON DANCE, DANCE SATURDAY NIGHT BAND (Prelude PRL 71104)	41	9
8 SHADOW DANCING ANDY GIBB (RSO 893)	7	12	42 NEVER MAKE A MOVE TOO SOON B.B. KING (ABC AB-12380)	50	4
9 RUNAWAY LOVE LINDA CLIFFORD (Curton CMS 0138)	9	12	43 AUTOMATIC LOVER SYLVIA (Vibration VI-576)	38	7
10 IF YOU'RE READY (HERE IT COMES) ENCHANTMENT (Roadshow/UA RS-X1212-Y)	13	7	44 BY WAY OF LOVE'S EXPRESS ASHFORD & SIMPSON (Warner Bros. WBS 8571)	26	10
11 USE TO BE MY GIRL THE O'JAYS (Phila. Int'l/CBS ZS8-8643)	10	16	45 TWO DOORS DOWN JOE THOMAS (LRC 904))	46	8
12 THE GROOVE LINE HEATWAVE (Epic 8-50524)	11	17	46 IS THIS A LOVE THING RAYDIO (Artista AS 0328)	18	10
13 I LIKE GIRLS FATBACK BAND (Spring 181)	20	8	47 YOUNGBLOOD (LIVIN' IN THE STREETS) WAR (United Artists UA-X1213-Y)	56	4
14 YOU KNOW YOU WANNA BE LOVED KEITH BARROW (Columbia 3-10722)	19	9	48 WHO'S GONNA LOVE ME THE IMPERIALS (Omni/Island OM 5501)	34	14
15 I GOT WHAT YOU NEED BUNNY SIGLER (Gold Mind/Salsoul GT 4010)	16	10	49 IF YOU WANNA DO A DANCE SPINNERS (Atlantic 3493)	66	2
16 (LET'S GO) ALL THE WAY THE WHISPERS (Solar/RCA IH-11246)	14	14	50 WHO TURNED YOU ON WILSON PICKETT (Big Tree 16121)	49	6
17 STOP YOUR WEEPING DRAMATICS (ABC AB 12372)	22	6	51 FIRST IMPRESSIONS THE STYLISTICS (Mercury 74006)	65	3
18 ANNIE MAE NATALIE COLE (Capitol 4572)	17	12	52 FEEL THE FIRE PEABO BRYSON (Capitol P-4573)	28	12
19 LOVE TO SEE YOU SMILE BOBBY BLAND (ABC 12360)	23	10	53 HOLDING ON (WHEN LOVE IS GONE) L.T.D. (A&M 2057)	71	2
20 DON'T PITY ME FAITH, HOPE & CHARITY (20th Century TC 2370)	24	9	54 GOT TO GET YOU INTO MY LIFE EARTH, WIND & FIRE (Columbia 23-10786)	—	1
21 FUNKENTELECHY PARLIAMENT (Casablanca 921)	21	7	55 SATURDAY NORMA JEAN (Bearsville BSS 0326)	68	3
22 SHAKE AND DANCE WITH ME CON FUNK SHUN (Mercury 74008)	31	4	56 CASTLES OF SAND JERMAINE JACKSON (Motown M 1441F)	70	6
23 CAN'T GIVE UP A GOOD THING SOUL CHILDREN (Stax STX 3206)	25	10	57 I DON'T KNOW WHAT I'D DO SWEET CREAM (Shadybrook SB 1044)	62	6
24 THANK GOD IT'S FRIDAY LOVE & KISSES (Casablanca NB 925)	30	10	58 TAKE ME TO THE NEXT PHASE (PART 1) THE ISLEY BROTHERS (T-Neck/Epic ZS8-2272)	29	17
25 YOU THE McCRARYS (Portrait 6-70014)	27	12	59 EVERYBODY HAS A DREAM MANHATTANS (Columbia 3-10766)	69	4
26 BABY, I NEED YOUR LOVE TODAY SWEET THUNDER (Fantasy/WMOT F-826)	32	6	60 I JUST WANT TO BE WITH YOU THE FLOATERS (ABC AB-12364)	51	10
27 I AM YOUR WOMAN, SHE IS YOUR WIFE BARBARA MASON (Prelude PRL 71103)	15	14	61 MORE THAN JUST A JOY ARETHA FRANKLIN (Atlantic 3495)	78	2
28 SUN IS HERE SUN (Capitol 4587)	36	6	62 LOVE BROUGHT ME BACK D.J. ROGERS (Columbia 3-10754)	73	3
29 HOLLYWOOD SQUARES BOOTSYS RUBBER BAND (Warner Bros. WBS 8575)	12	10	63 SUPER WOMAN THE DELLS (ABC AB-12386)	76	2
30 GET OFF FOXY (Dash 4056)	42	6	64 READY OR NOT DEBRA WASHINGTON (Ariola 7700)	75	5
31 VICTIM CANDI STATON (Warner Brothers WBS 8582)	39	5	65 HOMEMADE JAM BOBBI HUMPHREY (Epic 8-50529)	63	13
32 GOOD, BAD AND FUNKY SHOTGUN (ABC AB-12363)	33	6	66 IF EVER I SEE YOU AGAIN ROBERTA FLACK (Atlantic 3483)	61	10
33 MISS YOU THE ROLLING STONES (Rolling Stones/Atlantic RS 19307)	40	7	67 SHAKER SONG SPYRO GYRA (Amherst AM-730)	67	10
34 ONE ON ONE PRINCE PHILLIP MITCHELL (Atlantic 3480)	35	8			
68 FROM EAST TO WEST VOYAGE (Marlin/TK 3322)	77	3	69 STELLAR FUNGK SLAVE (Cotillion 44238)	79	3
70 DANCE (DISCO HEAT) SYLVESTER (Fantasy F-827)	93	2	71 CHANGE OF PACE BROTHERHOOD (MCA 40916)	80	3
72 WORDS DON'T SAY ENOUGH 7TH WONDER (Parachute RR 510)	85	5	73 DANCE WITH ME PETER BROWN (Drive 6269)	52	24
74 GET TO THE FEELING PLEASURE (Fantasy F-829-A)	84	2	75 CHEEK TO CHEEK KAY GEES (DeLite DE-906)	86	2
76 THIS IS YOUR LIFE NORMAN CONNORS (Arista AS 0343)	88	3	77 SLOW DANCE STANLEY CLARKE (Nemperor ZS87518)	87	2
78 WHAT YOU WAITIN' FOR STARGARD (MCA 40932)	—	1	79 IT'S OVER CAMEO (Chocolate City/Casablanca CC014)	83	4
80 DO IT WITH FEELING MICHAEL ZAGER & THE MOON BAND FEATURING PEABO BRYSON (Bang 737)	82	8	81 1-2-3 (YOU AND ME) DOROTHY MOORE (Malaco 1048)	81	14
82 LADY BLUE GEORGE BENSON (Warner Bros. 8604)	—	1	83 DANCE ACROSS THE FLOOR JIMMY "BO" HORNE (Sunshine Sound/TK 1003)	55	19
84 DAYLIGHT & DARKNESS SMOKEY ROBINSON (Tajma/Motown T-54293F)	54	19	85 WE ARE THE FUTURE HIGH INERGY (Gordy 7160)	90	2
86 DUKEY STICK GEORGE DUKE (Epic 8-50531)	53	16	87 ONE LIFE TO LIVE LOU RAWLS (Phila. Int'l ZS8-3643)	57	10
88 MONKEY SEE, MONKEY DO LE PAMPLEMOUSSE (AVI 153-S)	64	15	89 GOLDEN TIME OF DAY MAZE (Capitol P-4580)	72	11
90 MS DAVID OLIVER (Mercury 543)	58	19	91 LOVE WILL FIND A WAY PABLO CRUISE (A&M 2048)	94	2
92 TOO MUCH, TOO LITTLE, TOO LATE JOHNNY MATHIS/DENIECE WILLIAMS (Columbia 3-10693)	59	22	93 CAN'T HELP BUT SAY TYRONE DAVIS (Columbia 3-10773)	—	1
94 JUST WANNA MAKE A DREAM COME TRUE (MASS IN F MINOR) MASS PRODUCTION (Cotillion 44233)	74	12	95 DO OR DIE GRACE JONES (Island IS 102)	—	1
96 IF THAT'S THE WAY YOU WANT IT HOT (Big Tree BT 11618)	97	3	97 TILL YOU TAKE MY LOVE HARVEY MASON (Arista AS 0323)	60	10
98 BRING ON THE LOVE GLORIA JONES (Capitol 4563)	—	1	99 I LOVE THE WAY YOU LOVE GINIE LYNN (Misty MIS 101)	99	6
100 TEACH ME TONIGHT (ME GUSTA TU BAILE) PATTI LaBELLE (Epic 8-50550)	91	9			

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

Annie Mae (Cole-arama — BMI)	18	Get To Me (Klondike — BMI)	37	Love Brought (Circle R — ASCAP)	62	Take Me To The Next (Bovina — ASCAP)	58
Automatic (Martin-Coulter — ASCAP)	43	Get To The (Funky Po/At Home — ASCAP)	74	Love To See (Calvert — BMI)	19	Teach Me (Zuri/Budski — BMI)	100
Baby, I (Wimot — BMI)	26	Golden Time (Pecle — BMI)	89	Love Will Find A Way (Irving/P. Cruise — BMI)	91	Thank God (Café Americana/O.P. Fefee — ASCAP)	24
Boogie Oogie Oogie (Conduclive/On Time — BMI)	4	Good, Bad (Goblet/Funk Rock/ABC-Dunhill — BMI)	32	Miss You (Colgems-EMI — ASCAP)	33	The Spank (Dynatone/Belinda/Unichappell — BMI)	40
Bring On The Love	98	Got To Get (MacLen — BMI)	54	Monkey See (Equinox — BMI)	88	The Groove Line (Almo/Tincabell — ASCAP)	12
By Way Of (Nick-O-Val — ASCAP)	44	Groove With (Boviva — ASCAP)	39	More Than Just A Joy (Mayfield — BMI)	61	This Is (Jobete — ASCAP)	76
Can't Give (Groovesville — BMI)	23	Holding On (Almo/McRouscod — ASCAP)	53	Ms (Eie' Corn/Relaxed — BMI)	90	Three Times (Jobete/Commodores Entertainment — ASCAP)	6
Can't Help (Content/Tyronza — BMI)	93	Hollywood Squares (Rubber Band — BMI)	29	My Radio (Nineteen Eighty-Foe — BMI)	38	Till You Take (Masong — ASCAP)	97
Castles Of (Jobete — ASCAP)	56	Homemade (Antisia — ASCAP)	65	Never Make A (Irving/Four Knights — BMI)	42	Too Much, Too Little (Homewood House — BMI)	92
Change Of Pace (MCA 40916)	71	I Am Your Woman (Veedone/Tramar — BMI)	27	One Life To (Mighty Three — BMI)	87	Two Doors (Velvet Apple — BMI)	45
Cheek To (Delightful/Humanity — BMI)	75	I Don't Know What	57	One On One (Hot Stuff — BMI)	34	Use Ta Be My (Mighty Three — BMI)	11
Close The (Mighty Three — BMI)	1	If You're (Desert Moon Song/Willow Girl — BMI/Desert Rain/Sky Tower — ASCAP)	10	1-2-3 (You And Me)	81	Victim (Dannmusic)	31
Come On Dance (Song Taylors — BMI)	41	I Got What (Lucky Three/Henry Sumay — BMI)	15	Ready (United Artists — ASCAP)	64	We Are The Future (Derylenn — BMI/Old Brompton — ASCAP)	85
Dance (Jobete — ASCAP)	70	I Just Want (ABC/Dunhill/Woodsong — BMI)	60	Runaway Love (Andrask/Gemigo — BMI)	9	What You (Warner-Tamerlane/May 12th — BMI)	78
Dance Across (Sherlyn/arrick — BMI)	83	I Like Girls	13	Saturday (Chic — BMI)	55	Who's Gonna Love Me (All Of A Sudden/Brookside/Ceberg/Piedmont — ASCAP)	48
Dance With Me (Sherlyn/Decibel — BMI)	73	I Love (Sassy Maude — BMI)	99	Shadow Dancing (Stigwood/Unichappell — BMI)	8	Who Turned (Fame — BMI)	50
Daylight & Darkness (Bertraln — ASCAP)	84	If Ever I (Big Hill — ASCAP)	66	Shake And (Val-je-Joe — BMI)	22	You (Island — BMI)	25
Do It (Web IV/Sumac — BMI)	80	If That's (ABC/Dunhill — BMI)	96	Shaker Song (Harlem/Crosseyed Bear — BMI)	67	Words Don't (Jobete — ASCAP/Stone Diamond/Song Tailors — BMI)	72
Do Or Die (Savi — BMI)	95	If You Wanna Do (Mighty Three — BMI)	49	Shame (Dunbar/Mills & Mills — BMI)	7	You And I (Stone Diamond — BMI)	3
Don't Pity (Van McCoy/Warner-Tamberlane — BMI)	20	Is This A (Raydiola — ASCAP)	46	Slow Dance (Clarkee — BMI)	77	You Know You (Willow Girl — BMI)	14
Dukey Stick (Mycenae — ASCAP)	86	It's Over (Better Days — BMI)	79	Stellar Fungk (Spur Tree Cotillion — BMI)	69	Youngblood (Far Out — ASCAP)	47
Everybody Has (Higher/Ripparth — ASCAP)	59	Just Wanna (Two Pepper — ASCAP)	94	Stop Your (Groovesville — BMI)	17	You're All (Jobete — ASCAP)	35
Feel The Fire (Warner-Tamerlane — BMI)	52	Lady Blue (Teddy Jack — BMI)	82	Stuff Like (Yellow Brick Road/N/k-O-Val — ASCAP)	2		
First Impression (Teddy Randazzo — BMI)	51	Last Dance (Primus Artists/Olga — BMI)	82	Sun Is (Glenwood/Detente — ASCAP)	28		
From East (Radmus — ASCAP)	68	(Let's Go) All The Way (Free Delivery — ASCAP/Wah Watson/Joset)	16	Super Woman (Groovesville/Razzle Dazzle — BMI)	63		
Funkentelechy (Rick's/Malbiz — BMI)	21			Take Me I'm	36		
Get Off (Sherlyn/Lindseyanne — BMI)	30						

MOST ADDED SINGLES

- IF YOU WANNA DO A DANCE — SPINNERS — ATLANTIC**
KDIS, WGIV, WGOK-FM, WKND, WESL, WYLD, WDAS, WRBD, KYOK, WMBM, WWDW, KKSS.
- GOT TO GET YOU INTO MY LIFE — EARTH, WIND & FIRE — COLUMBIA**
KDIS, KYOK, WJMO, KMJQ, WMBM, WVOL, WGOK, KKSS, WABQ, WOL.
- GET OFF — FOXY — DASH**
WUFO, KOKY, WQMG, WYLD, WDAS, WLOK, WJMO, KKSS, WOL.
- FIRST IMPRESSIONS — THE STYLISTICS — MERCURY**
WUFO, WAMO, WDAS, WDAO, WOOK, WORL, KKSS, WLOU.
- YOU'RE ALL I NEED TO GET BY — JOHNNY MATHIS/DENIECE WILLIAMS — COLUMBIA**
WGIV, WKND, WBL, WDAS, WMBM, WJLB, WXVI, KKSS.
- TAKE ME I'M YOURS — MICHAEL HENDERSON — BUDDAH**
WUFO, WGIV, WYLD, WDAS, WLOK, KMJQ, WMBM, WVOL.
- MORE THAN JUST A JOY — ARETHA FRANKLIN — ATLANTIC**
WESL, WDIS, WDAS, WDAO, WSOK, WWDW, KKSS.
- THIS IS YOUR LIFE — NORMAN CONNORS — ARISTA**
KDAY, WGIV, WYLD, WDAS, WDAO, WLOK.
- STELLAR FUNGK — SLAVE — COTTILLION**
KOKY, WANT, WKND, KGBC, WORL, WOL.

MOST ADDED ALBUMS

- DREAM WORLD — CROWN HEIGHTS AFFAIR — DE-LITE**
WXVI, WGOK, WNJR, KYOK, WRBD, WKND.
- NATALIE COLE — LIVE — NATALIE COLE — CAPITOL**
WCIN, KYOK, WJPC, WKND, KOKY, WXEL-FM.
- SPARK OF LOVE — LENNY WILLIAMS — ABC**
WTLC, WNJR, KYOK, WKND, WUFO.

SELECTED ALBUM CUTS

(THE FOLLOWING LP CUTS ARE RECEIVING HEAVY AIRPLAY NATIONWIDE)

GET IT OUT'CHA SYSTEM — MILLIE JACKSON — SPRING
Go Out And Get Some, Keep The Home Fire Burnin'

TOGETHERNESS — L.T.D. — A&M
Jam, We Both Deserve Each Other's Love

SPARK OF LOVE — LENNY WILLIAMS — ABC
Because I Love You Baby

STEP II — SYLVESTER — FANTASY
You Make Me Feel Mighty Real

SPREADING LOVE — AL HUDSON AND THE SOUL PARTNERS — ABC
Spread Love

R & B RADIO HIGHLIGHTS

WBUL — BIRMINGHAM — VICTOR VOYKINS, MD — #1 — PEABO BRYSON
JUMPS: 32 To 22 — Bootsy, 30 To 20 — Randy Brown, 15 To 9 — Bobbi Humphrey, 14 To 10 — David Oliver, Ex To 33 — Candi Staton, ADDS: Bohannon, LP ADDS: Con Funk Shun, George Duke, David Oliver, L.T.D.

WUFO — BUFFALO — BYRON PITTS — #1 — RICK JAMES
JUMPS: 35 To 17 — Rolling Stones, 33 To 21 — Jackson Browne, 29 To 18 — Graham Central Station, 25 To 14 — Foxy, 20 To 7 — Isley Bros, ADDS: Isley Bros., Michael Henderson, Foxy, Rolling Stones, Graham Central Station, High Inergy, Stylistics, Norma Jean Wright, LP ADDS: Michael Henderson, Herbie Hancock, Gary Bartz, Lenny Williams.

WMBX — CHICAGO — ERNEST JAMES, MD
HOTS: Teddy Pendergrass, Taste Of Honey, Commodores, Quincy Jones, Smokey Robinson, Isley Brothers, Rick James, Peabo Bryson, Betty Wright, O'Jays, ADDS: Shirley Brown, Norma Jean Wright, Faith, Hope & Charity, Spinners, LP ADDS: Gap Mangione, Jean Carn, Lenny Williams, Wilson Williams, Hodges, James & Smith, Moses, Freddie Hubbard, Herbie Hancock.

WVON — CHICAGO — PAUL ZARCONI, MD — #1 TEDDY PENDERGRASS
JUMPS: 10 To 4 — Natalie Cole, ADDS: Sylvia, LP ADDS: Barbara Mason, Frankie Valli, L.T.D., Harvey Mason

WJPC — CHICAGO — RICHARD STEELE, MD — #1 — O'JAYS
JUMPS: 25 To 19 — Graham Central Station, ADDS: Jermaine Jackson, Bobby Bland, D.J. Rogers, LP ADDS: L.L. Smith, C.J. & Co., Wayne Henderson, Wilbert Longmire, Natalie Cole, B.B. King, Lee Ritenour.

WCIN — CINCINNATI — BOB LONG, MD — #1 — COMMODORES
JUMPS: 35 To 30 — Dells, 33 To 31 — Sweet Cream, 28 To 16 — Fat Back Band, 26 To 13 — Enchantment, 23 To 12 — Con Funk Shun, 13 To 7 — Linda Clifford, 11 To 6 — E.C. King, ADDS: Joe Simon, Luther Ingram, B.B. King, Chicago Gangsters, LP ADDS: Natalie Cole.

WKYO — COLUMBUS — KEITH WILLIS, MD — #1 — TEDDY PENDERGRASS
JUMPS: 40 To 32 — Faith, Hope & Charity, 38 To 29 — Cameo, 37 To 28 — Enchantment, 39 To 27 — D.J. Rogers, 39 To 25 — B.B. King, 35 To 24 — L.T.D., 30 To 23 — Kay Gees, 28 To 19 — Slave, 27 To 18 — Isley Bros., 26 To 21 — Mathis/Williams, 24 To 17 — Brainstorm, 22 To 15 — Pleasure, 19 To 14 — Linda Clifford, 16 To 12 — Voltage Bros., 14 To 10 — Michael Henderson, 7 To 2 — James Brown, ADDS: Graham Central Station, Memphis Horns, Spinners, Foxy, Stargard, Ohio Players, Soul Children, 7th Wonder, LP ADDS: Benny Golson.

KYOK — HOUSTON — RICK ROBERTS, MD — #1 — COMMODORES
JUMPS: 10 To 1 — Commodores, 8 To 4 — McCrarys, ADDS: Oscar Perry, Spinners, D.J. Rogers, Stargard, E.W.&F., LP ADDS: Esther Phillips, Alvin Bongo, Natalie Cole, Crown Heights Affair, Bros. By Choice, Lenny Williams.

KGBC — GALVESTON — RANDY STERLING, MD — #1 — RICK JAMES
20 To 2 — Teddy Pendergrass, 15 To 1 — Rick James, ADDS: 7th Wonder, Jermaine Jackson, Slave, LP ADDS: Larry Williams, Lenny Williams, Johnny Adams.

WLTH — GARY — STEVE BRISKER, MD
HOTS: Natalie Cole, Heatwave, Mathis/Williams, Isley Brothers, Commodores, O'Jays, Quincy Jones, Rolling Stones, Carly Simon, Teddy Pendergrass, ADDS: Dells, Con Funk Shun, LP ADDS: Lenny Williams, Crusaders, Herbie Hancock, Con Funk Shun, Al Hudson & The Soul Partners.

KMJQ — HOUSTON — JACK PATTERSON — #1 — COMMODORES
JUMPS: 37 To 30 — Faith, Hope & Charity, 29 To 22 — Deborah Washington, 27 To 16 — Brotherhood, Ex To 33 — War, Ex To 31 — Norman Connors, Ex To 27 Gene Page, Ex To 26 — Prince, Ex To 18 — D.J. Rogers, ADDS: Con Funk Shun, Herbie Hancock, E.W.&F., Wayne Henderson, LP ADDS: Johnny Bristol, Ruby Winter, Benny Golson.

WTLC — INDIANAPOLIS — ROGER HOLLOWAY — #1 — TASTE OF HONEY
JUMPS: 33 To 25 — Stanley Clarke, 31 To 23 — Manhattans, 29 To 22 — NYCC, 28 To 21 — Bunny Sigler, 27 To 20 — Con Funk Shun, 24 To 17 — B.B. King, 22 To 18 — B.T. Express, 20 To 12 — Isley Brothers, 19 To 6 — Commodores, 16 To 11 — Michael Henderson, ADDS: Ohio Players, Herbie Hancock, Spinners, Luther Ingram, Tower Of Power, Stargard, LP ADDS: Lenny Williams, Gap Mangione, David Sanborn, Bros. By Choice, Faith, Hope & Charity, Johnny Bristol.

KOKY — LITTLE ROCK — KELLY KARSON — #1 — QUINCY JONES
ADD: George Benson, Soul Children, Slave, War, Foxy, B.B. King., LP ADDS: Mass Production, Candi Staton, Natalie Cole, Sun, Gary Toms Empire.

WLOU — LOUISVILLE — NEAL OREA, MD — #1 — COMMODORES
JUMPS: 38 To 30 — Aretha Franklin, 37 To 29 — Stargard, 36 To 28 — Mathis/Williams, 35 To 27 — Vitume, 24 To 18 — Enchantment, 23 To 17 — Andy Gibb, 22 To 16 — Isley Bros., 21 To 15 — Michael Henderson, 17 To 9 — Graham Central Station, 12 To 4 — Cameo, ADDS: McCrarys, Natalie Cole, Stylistics, LP ADDS: Michael Henderson.

KACE — LOS ANGELES — ALONZO MILLER, MD
HOTS: Commodores, E.C. King, Taste Of Honey, Quincy Jones, O'Jays, Whispers, Dramatics, Isley Brothers, Heatwave, Norman Connors, LP ADDS: Faith, Hope & Charity, Lenny Williams, Mtume, Crusaders, Candi Staton, Herbie Hancock, Sylvester.

KDAY — LOS ANGELES — STEVE WOODS
HOTS: E.C. King, Donna Summer, Rick James, Taste Of Honey, Quincy Jones, Teddy Pendergrass, Jinda Clifford, Andy Gibb, David Oliver, Enchantment, ADDS: Keith Barrow, LTD, War, Norman Connors, Prince, Sylvester.

WDIA — MEMPHIS — JOHNNIE NEELY, MD — #1 — COMMODORES
JUMPS: 28 To 23 — Enchantment, 24 To 19 — Patti La Belle, 23 To 18 Norman Connors, 22 To 15 — Isley Brothers, 21 To 16 — Bootsy, 12 To 5 — Peabo Bryson, ADDS: B.B. King, Donna Summer, Aretha

Franklin, Extras: Love & Kisses, Jermaine Jackson, LP ADDS: Prince Phillip Mitchell, ADDS: LTD, Graham Central Station, Con Funk Shun, Bobby Bland, Gary Toms

WEDR — MIAMI — JERRY RUSHIAN, MD — #1 — FOXY
JUMPS: Ex To 10 — Ripple, Ex To 9 — Taste Of Honey, ADDS: Jackie Moore, Jimmy Castor, Curtis Mathis/Williams, Kay Gees, Spinners, Isaac Hayes, LP ADDS: Natalie Cole, Candi Staton, Winners, Mary Williams, Lloyd Price, Jean Carn, Isaac Hayes, Mathis/Williams, Johnny Bristol.

WMBM — MIAMI — CEDRIC ANDERSON, MD — #1 — QUINCY JONES
ADD: E.W.&F., Michael Henderson, Timmy Thomas, Jimmy Castor, B.B. King, Kool & The Gang, Mathis/Williams, Kay Gees, Spinners, Isaac Hayes, LP ADDS: Natalie Cole, Charles Earland, Jean Carn, Lenny Williams, Al Hudson & The Soul Partners, Michael Henderson.

WXVI — MONTGOMERY — BILL BLACK, MD — #1 — RICK JAMES
JUMPS: 12 To 8 — Taste Of Honey, 10 To 4 — E.C. King, Ex To 24 — Enchantment, Ex To 22 — Deodato, Ex To 19 — Foxy, ADDS: Dramatics, Graham Central Station, Faith, Hope & Charity, Ohio Players, Dells, Sylvia, Mathis/Williams, War, Solid Solution, LP ADDS: Mathis/Williams, Nancy Wilson, Crown Heights Affair, Stylistics, C.J. & Co., Johnny Bristol.

WWRL — NEW YORK — SONNY TAYLOR
ADD: Don Ray, Sylvester, War, LP ADDS: Natalie Cole, Ubiquity, Whispers.

WRAP — NORFOLK — ALVIN REEVES, MD — #1 — E.C. KING
HOTS: Sun, Commodores, Teddy Pendergrass, Linda Clifford, Taste Of Honey, Love & Kisses, Donna Summer, Natalie Cole, E.C. King, Raydio, Quincy Jones, ADDS: Bobbi Humphrey, Writers, LP ADDS: Mass Production.

KDIA — OAKLAND — JOHNNY MORRIS, MD
ADD: D.J. Rogers, E.W.&F., Stargard, Spinners, Lenny Williams.

WORL — ORLANDO — STEVE CRUMBLY, MD — #1 — FOXY
JUMPS: 28 To 11 — Faith, Hope & Charity, 27 To 10 — Con Funk Shun, 26 To 5 — Commodores, 25 To 20 — Michael Henderson, 16 To 12 — Fatback Band, 8 To 4 — Taste Of Honey, ADDS: Stylistics, Natalie Cole, Slave, Ohio Players, Mtume, LTD, Ann Peebles, War, Norma Jean Wright, LP ADDS: Johnny Bristol, Stylistics, Lenny Williams, Wilbert Longmire.

WDAS — FM — PHILADELPHIA — JOE TAMBURRO, MD — #1 — E.C. KING
JUMPS: 40 To 25 — Michael Henderson, 24 To 17 — Raydio, 23 To 16 Luther Ingram, 21 To 14 — Van McCoy, 20 To 15 — Faith, Hope & Charity, 19 To 13 — Jermaine Jackson 15 To 10 — Commodores, 28 — Foxy, 27 — Spinners, 26 — Johnny Mathis, ADDS: Aretha Franklin, Stylistics, Norman Connors, LTD, Norma Jean Wright, Vanessa & Carolyn, Silver Convention, Michael Henderson, LP ADDS: Hodges, James & Smith, High Inergy, Bros. By Choice, Stylistics, Karen Young.

WAMO — PITTSBURGH — DELL KING, MD — #1 — TASTE OF HONEY
JUMPS: 24 To 19 — Isley Brothers, 26 To 18 — Sweet Thunder, 30 To 25 — War, 31 To 16 — Foxy ADDS: Shotgun, James Brown, Stylistics, Norma Jean Wright, Jermaine Jackson, LP ADDS: Lenny Williams.

WANT — RICHMOND — KIRBY CARMICHAEL — #1 — RICK JAMES
HOTS: Rick James, Quincy Jones, Foxy, Commodores, E.C. King, Teddy Pendergrass, Graham Central Station, O'Jays, Heatwave, ADDS: Stargard, Cameo, Jackie Moore, Peoples Choice, Kool & The Gang, Slave, LP ADDS: Foxy, Mtume, Sylvester, High Inergy, Candi Staton, Herbie Hancock, Benny Golson, Golson.

KSOL — SAN FRANCISCO — J.J. JEFFRIES — #1 — TEDDY PENDERGRASS
JUMPS: 24 To 5 — Commodores, 23 To 13 — Prince Phillip Mitchell, 22 To 17 — Roberta Flack, 21 To 16 — Parliament, 20 To 15 — Fatback Band, 14 To 9 — Bobby Bland, 7 To 2 — Taste Of Honey, ADDS: Enchantment, Keith Barrow, Shotgun, Love & Kisses, Faith, Hope & Charity, Sweet Thunder, LP ADDS: Foxy, B.B. King, Isley Bros, Rolling Stones, Mathis/Williams, Stylistics, LTD.

WSOK — SAVANNAH — HARDY JAY LANG, MD — #1 — TEDDY PENDERGRASS
JUMPS: 38 To 30 — Foxy, 28 To 18 — Commodores, 25 To 21 — Tavares, 23 To 19 — LeRoy Hutson, 20 To 16 — Shotgun, 15 To 8 — Dramatics, Ex To 36 — B.T. Express, Ex To 35 — Michael Henderson, Ex To 28 — Sun, ADDS: Ohio Players, Deniece Williams, Stargard, George Benson, Nicole, Tower of Power, Aretha Franklin, Herbie Hancock, LP ADDS: Nancy Wilson, Atlantic Starr.

KKSS — ST. LOUIS — WATT SUMMER, MD — #1 — TEDDY PENDERGRASS
ADD: 25 To 19 — Graham Central Station, Ex To: 25 — Fatback Band, Ex To 24 — Bunny Sigler, Ex To 22 — Foxy, ADDS: E.W.&F., Mathis/Williams, Spinners, Stylistics, Saturday Night Band, Foxy, Faith, Hope & Charity, Aretha Franklin, Gene Page, LP ADDS: Terry Callier, Faith, Hope & Charity, Nancy Wilson.

WESL — ST. LOUIS — JIM GATES, MD — #1 — E.C. KING
JUMPS: 25 To 19 — Sylvia, Ex To 20 — Ashford/Simpson, Ex To 18 — Foxy, ADDS: Z.Z. Hill, Spinners, High Inergy, Sweet Thunder, Parlet, Brass Construction, Ann Peebles, Betty Everett, Aretha Franklin, Candi Staton, LP ADDS: Prince, Betty Wright, Hodges, James & Smith, Millie Jackson, Al Hudson, Phil Upchurch, Rolling Stones, Natalie Cole.

WWDW — SUMTER — BARBARA TAYLOR, MD — #1 — COMMODORES
HOTS: Taste Of Honey, Hamilton Bohannon, Con Funk Shun, Rick James, Quincy Jones, Raydio, Natalie Cole, ADDS: Nancy Wilson, Aretha Franklin, Spinners, Deniece Williams, Willie Hutch, Ohio Players, LP ADDS: Facts Of Live, Faith, Hope & Charity, Foxy.

WEAM — WASHINGTON — MEL EDWARDS, MD
HOTS: O'Jays, Teddy Pendergrass, Natalie Cole, Whispers, Peabo Bryson, Rick James, Teddy Pendergrass, Whispers, Al Johnson, Seventh Wonder.

WOL — WASHINGTON — DON MAC, MD
HOTS: Commodores, Teddy Pendergrass, O'Jays, LTD, Quincy Jones, Millie Jackson, Herbie Hancock, Natalie Cole, Stylistics, High Inergy, ADD: E.W.&F., Stargard, Slave, Faith, Hope & Charity, Foxy.

WAVAW Taps WCI Owners For Help in LP Cover Issue

(continued from page 16)

WAVAW, however, seems determined to continue pursuing the issue. Brennan pointed out that the organization is distributing leaflets and literature at record outlets and other strategic locations. Press packets, she says, were being passed out at the shareholders meeting but when the security guard told them to stop giving out the material, they did.

A national record survey was recently organized by WAVAW which involved a "check-list" containing albums that are thought to be degrading to women. Supporters from a mailing list as well as volunteers were asked to investigate the bins of record stores, checking their lists against the stores inventory.

"This gives us a sense of trends and clearly indicates which companies use this advertising gimmick and the extent to which they use it," explains Julian London, a national coordinator working with the recently (June 30) established Los Angeles chapter of WAVAW. "It also lets us know something about the stores that stock this material."

"In addition, it is also an indication of public opinion," London continues. "We not only send out information, but we also ask for information to find out how other people feel."

According to London, the survey revealed that currently, a number of Atlantic and Warner Brothers products were found to be offensive using a more subtle approach. She indicates that examples from other companies, major (CBS, Mercury) as well as independents, are on the increase. WCI she says are still "heads of the pack." The classic case in point of course, is the advertisement/album cover of the Rolling Stone's "Black And Blue" LP.

Officially opening the L.A. Chapter of WAVAW was the beginning of the organization's summer action program. Until now

activities on behalf of WAVAW were initiated from a "grass roots level" with input from the national administration. In addition to facilitating action by building and strengthening the organization on the west coast (there are many other chapters in 15 different parts of the country), plans are to make people more aware of the issue through their slide program, more store surveys and literature.

Some record outlets, says London, have been very cooperative with WAVAW's efforts. They either have signs saying that they don't condone violence against women or feature "low key" displays. Some don't carry material considered to be abusive.

"A lot of people know and are aware of the issue and are concerned. Generally, there is a sense of good feeling when we talk to people. Plenty of people in the record industry question the issue and are conscious of it."

"Unfortunately," she adds, "there are those who are uninterested, distained, scared or the facts just haven't seeped into their conscious. We haven't had the opportunity to expose the slide show to very many industry people aside from some executives (from whom there was no substantial response) and a few artists but we intend to share this with everyone, retailers included."

London indicates that the organization will also attempt to establish dialogue with the graphic artists working for record companies, particularly those who seem to be unaware of the impact of this type of art.

"We still feel, however, and we still point the finger at WCI because we have not worked out the problem of a policy statement and that's very important," concludes London. "For the most part, it all boils down to what the company decides to accept or reject."

Successful O'Jays Involved In All Aspects Of Their Career

(continued from page 41)

contend that "it's not rough" because they do have rest periods in between. This tour consisted, so far, of more one-nighters than they've done in the past.

Preference

"I prefer one-nighters as opposed to being stationary for a period of time," says Strain. "Even though there is a different audience every night, just to be in the same place can be a drag for a while. Entertaining is just like any other profession, you have to make some sacrifices. Like when the season starts for baseball or football, it's the same sort of thing. Sometimes it gets tiresome and even boring but the love you have for the business and what you're doing makes you look forward to doing new things. We look forward to growing."

Success was, by no means, a breeze for the trio. Looking back, Levert contends that times "were easier than they are now. We were just kids at the time. We thought you could go out, hustle a little and soon be discovered. How can you tell someone so young that it takes determination and hard work to make it?"

"Success is hard to wear," adds Williams. "I think you have to have a few hard knocks to get everything in its proper perspective. The success syndrome affects everyone who is involved in entertainment or in the limelight. It happens to everyone to a certain degree but it's about learning to deal with it, eventually seeing the reality in the fact that it's just a job, but it's a good job."

Crossover

In spite of the crossover success of "So

Full Of Love," the O'Jays maintain that their base audience (true, loyal O'Jays fans) is still blacks. Admitting that the last two albums "Traveling At The Speed Of Thought" and "Message In The Music" didn't have the impact the correct release has, they are quick to defend their association (since 1968) with producers Gamble and Huff/Philadelphia International Records.

"We strayed away from what we were doing best with those two albums," explains Levert. "We tried to soften up the sound, we did more easy sounding tunes that were simplified or melodic. The people who supported them were avid O'Jays fans. We had to come back to our base. We had drifted away because we were trying to crossover. Crossing over is like charity: it starts at home and spreads abroad."

Polydor Acts Get German Honors

LOS ANGELES — Several Polydor International recording artists were awarded Germany's "Grand Prize for Records" at an awards presentation held in the Hamburg Congress Centre.

Klaus Schultz, German ambassador to Israel, presented Peter Herbolzheimer with the award for top pop star in the national field and Egberto Gismonti the same award for international artists. Three other Polydor artists were honored in the "artists of the year" category and six Polydor classical recordings were given the "German Records Prize."



ELLIMAN IN L.A. — RSO recording artist Yvonne Elliman was congratulated by label execs backstage following her recent concert at the Universal Amphitheatre in Los Angeles. Pictured (l-r) are: Janis Lundy, executive assistant to the president; Jay Levy, A&R coordinator; Mitch Huffman, national sales manager; Michael Dundas, national album promotion director; Elliman and Rich Fitzgerald, vice president of promotion.

Jazz Receiving More Airplay

(continued from page 23)

indigenous art form that it is. The pop, AOR and R&B airplay jazz is getting bodes well for a broadened acceptance of jazz, but I don't know if it'll get as big as rock 'n' roll."

Colorful Jazz Picture

"We paint a colorful jazz picture here," reports KJAZ PD Phil Brooks. "Our jocks have freedom within a form here and they play as full a spectrum of jazz as any station in the country. We used to get a pretty affluent audience, but now we get a mix of rich and poor, black and white. We don't do any music research."

KJAZ has been independently owned for all of its 19 years. The station has been making steady gains in the past few books, and is now airing spots for such advertisers as McDonald's, Sears and Sony.

"Jazz hasn't been very marketable, but the face of jazz has changed with the introduction of fusion," states Brooks. "There are going to be more jazz stations coming along now."

All-Jazz Formats Coming?

But many jazz specialists disagree with Brooks' assertion that more jazz stations will be cropping up. They say the all-jazz format is destined to remain a cult phenomenon.

"The future of jazz on radio is bright because it's now being mixed with other formats," says Blue Note's Levine. "Jazz stations get cult audiences the way classical stations do."

"But I wouldn't want to see all-jazz stations springing up, anyway. I want Top 40 listeners to hear things like George Benson's 'On Broadway.' With broad exposure on AM and key FMs, a lot of people's eyes will be opened to jazz."

Ira Sabin sees it slightly differently. He agrees with Levine that jazz is moving into other formats before getting its own stations, "but when the jazz works for those stations some of them will start switching to full-time jazz."

Many believe that formats mixing jazz with AOR or R&B are the wave of the future. WBLS in New York currently employs a very broad mix of different musical styles and has achieved notable ratings with it. Another station, KJZZ in Anchorage, has recorded its best ratings ever with a 60/40 mix of jazz and AOR.

Jazz/AOR Blend

"We blend all our music together in the same sets and don't repeat anything during a day," says PD/MD John (J.) Noble. "In the course of a normal broadcast day we will play 96 jazz or fusion cuts, 72 rock cuts, 24 soul or blues cuts, 24 by 'other vocalists' like Michael Franks or Kenny Rankin and there are 24 open slots."

"I see jazz radio on the rise, but what we are doing here is in the developmental stages. Still, a lot of stations are going to get into what we're doing here — and in a few years it'll be the norm."

Unlike the KJZZ model, many stations are now airing special jazz programs. KMOX-AM/St. Louis, a 50,000 watt giant heard in 30 states, recently began a seven-hour Saturday jazz show. WCFL/Chicago

and WTMI/Miami are two examples of stations airing all-night jazz shows. And many other important stations around the country, such as KZAM/Seattle, WHUR/Washington, WYLD/New Orleans, KKSS/St. Louis and WNEW-FM/New York, play various amounts of jazz daily.

Unimpressed

"I see little blocks of jazz, but I don't know what this trend means," comments KBCA's Levine. "Doing little bits of jazz doesn't impress me. A creditable achievement is seven hours a day. A single show a week is patronizing and not much of a contribution to jazz."

But Levine is excited about jazz being played on college radio. "That's where the new listeners are coming from."

Warner Brothers jazz division special projects coordinator Ricky Schultz goes Levine one further.

"The national jazz scene today is made up of hundreds of small college and NPR stations," states Schultz. "While the number of mostly jazz stations isn't that great, there are only a few college stations that don't play some jazz."

Among the most important college-affiliated jazz stations are, according to Schultz, WYBC/Yale U., WKCR/Columbia U., WRTI/Temple U., WEMU-FM/Eastern Michigan U., KLCC/Lane C.C. (Eugene, Ore.) and KTEP/U. of Texas at El Paso.

Major Labels Supporting Jazz

The surge of interest in jazz has not been lost on the major record labels. "Record companies are now recognizing the importance of the college market," notes KLCC programmer Michael Handler. "They also see audiences growing more sophisticated and as a result many labels are getting more committed to jazz."

The recent Warner Bros.-ECM deal is only the latest in a series of moves by WEA, CBS and other major record groups aimed at selling more jazz product. And Ira Sabin points out that touring jazz musicians are making more money now than ever before. Most observers cite the tremendous success of George Benson and Chuck Mangione for showing jazz does have commercial potential.

"If a pop station plays a Chuck Mangione record, for example, it breaks down the door and lets in more jazz," says Xanadu national sales and promotion chief Dor Mupo.

On The Upswing

In summary, it is clear that jazz is on the upswing on America's airwaves, although this may not translate into an increase in the number of commercial jazz stations. But jazz is rapidly becoming an important part of the music being aired on radio today.

"Music has become more important in everyone's lives and tastes have correspondingly grown more sophisticated," summarizes Warner Bros. Schultz. "Jazz is usually easier to listen to than hard rock, yet it can also be more meaty. It is largely instrumental and leave more room for imagination. As an aural form, it is perfect for radio."

COIN MACHINE



EAT AND PLAY — Atari's recent exhibit at the National Restaurant Assn. convention emphasized the profit-making potential of coin-op amusement games. Among the equipment shown at the convention were *Middle Earth*, *Airborne Avenger*, *Avalanche*, *Starship 1* and *Tournament Table*.

Atari's Restaurant Assn. Show Exhibit Focuses On Coin Game Profitably

SUNNYVALE, CA — Atari, Inc. displayed a wide selection of pinball machines and video games at the National Restaurant Assn. convention, in an effort to convey the profit potential of games installations in food service locations. Commenting on response to the exhibit, Don Osborne, Atari's western regional sales manager, noted, "The response at the show is a strong indicator of potential location growth for the coin-op games industry." He added that operators would be wise to

further investigate this avenue of growth.

Statistics indicate that there are approximately 416,000 commercial food service locations in the U.S., Osborne explained, and the forecast is for an increase of about 20,000 more over the next two years, which could result in substantial location growth for coin-operated games.

Among equipment featured in the Atari display were the factory's *Middle Earth*, *Airborne Avenger* and *The Atarians* (continued on page 47)

Memory Recall Sparks New Bally 'Strikes & Spares' Pin

CHICAGO — "As the name indicates, 'Strikes & Spares' is a bowling theme pinball game," said Paul Calamari, sales manager of Bally Manufacturing Corporation in announcing volume delivery of the newest Bally four-player electronic flipper game.

Although the popularity of bowling is a leading factor, Calamari noted that, in a pinball motif, the "really big money-making attraction of *Strikes & Spares* is the famous Memory & Recall System which contributed significantly to pushing sales of Bally's legendary 'Eight Ball' to a record-smashing 20,000 plus total.

"As in *Eight Ball*, valuable scoring points achieved by each player in *Strikes & Spares* are 'remembered' by the machine, as the player's ball sinks in the outthole, and are 'recalled' for the player's continued benefit when he is 'up' again. Practically all major features on the playfield are subject to the magic of memory and recall," he added.

Scoring

"For example, strike value is lit at the end of each player's turn and re-lights when the player's turn comes again. Strike value is scored by shooting the ball in the knockout hole. Thus, if during the play of one ball the strike value is advanced to, say, 15,000, without being scored, when the player is 'up' again he is not compelled to start over at the minimum strike value of 5,000, but advances the strike value from his 'remembered' 15,000 to 20,000, 30,000, Special. Or, if the player already advanced to Special, without hitting the knockout hole, the lit special is waiting for him on his next play.

"Strike value advances each time a strike is scored by one of two methods," Calamari continued, "either by crossing the top center rollover when the strike light is lit or by crossing all ten bowling pin rollover buttons when lit. Here again, memory and recall are effective since, if a player knocks out six bowling pin lights with one ball, when he shoots again the six lights are out, and the player simply works on the remaining four



'Strikes & Spares'

pins to score strike."

Among other playfield enhancements is the "spare special" which is scored by hitting five side targets to fight the letters s-p-a-r-e for the third time during a game.

Calamari explained that activating these letters for the second time lights special signals at the left and right outlanes qualifying the lanes to score Special and "the first time s-p-a-r-e is lit as the key to extra balls. Again, the memory and recall system permits each player, from play to play, to build on previously lit letters."

He noted further that *Strikes & Spares* has a multitude of other scoring features designed to appeal to all pinball players.

"You saw the spectacular results of memory and recall in *Eight Ball* sales, play appeal and earning power," he concluded, "watch for similar, or stronger, memory and recall performance in *Strikes & Spares*."

The new machine was the subject of a major promotional effort in Chicago and is currently being displayed by Bally distributors nationwide.

Mirco Introduces New 'Hold & Draw' Electronic Upright Video Poker Game

PHOENIX, ARIZ. — A new microprocessor video poker game, "Hold & Draw," has been introduced by Mirco, Inc.

The single-player, arcade-style machine measures 59-inches high by 27-inches wide by 24-inches deep and has a wood-grained finish with a large tempered glass display. It also features a variety of sound effects and includes an extra large coin box with coin counter.

Hold & Draw electronically shuffles and deals five cards at the start of the game, then gives the player the choice of holding onto the original five cards or drawing up to five new cards to better his playing hand.

At the start of each game the player has options to increase his chances of earning multiple games for high hands. Three of a kind, for example, would award more games than two pair.

Hold & Draw is a previously manufactured gaming machine sold to European markets through Mirco's Game division in West Germany. The European Hold & Draw has modifications for more sophisticated amusement-only locations.

The game was successfully test marketed in certain Mid-Atlantic and Pacific Northwest states where poker-style amusement games enjoy popularity, the factory reports.

Bernie Shapiro, Mirco sales manager, said the solid state electronics and quality components minimize service calls, and

the convenient front and rear doors provide easy access to internal mechanisms and circuits.

Shipping weight is 180 pounds. Additional information can be secured from Mirco at P.O. Box 35609, Phoenix, Ariz. 85069.



'Hold & Draw'

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

- 1 **HOT BLOODED FOREIGNER** (Atlantic 3488)
- 2 **YOU RITA COOLIDGE** (A&M 2058)
- 3 **FOOL (IF YOU THINK IT'S OVER)** CHRIS REA (UA-X 1198-Y)
- 4 **HOPELESSLY DEVOTED TO YOU** OLIVIA NEWTON-JOHN (RSO RS 903)
- 5 **TWO TICKETS TO PARADISE** EDDIE MONEY (Columbia 3-10765)
- 6 **THREE TIMES A LADY** COMMODORES (Motown M1443F)
- 7 **YOU'RE ALL I NEED TO GET BY** JOHNNY MATHIS/DENIECE WILLIAMS (Columbia 3-10772)
- 8 **LADY BLUE** GEORGE BENSON (Warner Bros. 8604)
- 9 **TIME FOR ME TO FLY** REO SPEEDWAGON (Epic 8-50582)
- 10 **WITHOUT YOU HEART**

TOP NEW COUNTRY SINGLES

- 1 **BLUE SKIES** WILLIE NELSON (Columbia 3-10784)
- 2 **BOOGIE GRASS BAND** CONWAY TWITTY (MCA 40919)
- 3 **HELLO MEXICO (AND ADIOS BABY TO YOU)** JOHNNY DUNCAN (Columbia 3-10783)
- 4 **RAKE AND RAMBLIN' MAN** DON WILLIAMS (ABC AB-12373)
- 5 **WOMANHOOD** TAMMY WYNETTE (Epic 8-50574)
- 6 **IN THE SOUTH** EDDIE ARNOLD (RCA PB-11319)
- 7 **UNDERCOVER LOVERS** STELLA PARTON (Elektra E-45490)
- 8 **IF YOU'VE GOT TEN MINUTES (LET'S FALL IN LOVE)** JOE STAMPLEY (Epic 8-50575)
- 9 **BEAUTIFUL WOMAN** CHARLIE RICH (Epic 8-50562)
- 10 **ROOT BEER RAG** FLOYD CRAMER (RCA PB 11284)

TOP NEW R&B SINGLES

- 1 **GROOVE WITH YOU** ISLEY BROS. (T-Neck/CBS ZS8 2277)
- 2 **YOU'RE ALL I NEED TO GET BY** JOHNNY MATHIS/DENIECE WILLIAMS (Columbia 3-10772)
- 3 **CAN'T HELP BUT SAY** TYRONE DAVIS (Columbia 3-10773)
- 4 **MORE THAN JUST A JOY** ARETHA FRANKLIN (Atlantic 3495)
- 5 **SHAKE AND DANCE WITH ME** CON FUNK SHUN (Mercury 74008)
- 6 **FIRST IMPRESSIONS** STYLISTICS (Mercury 74006)
- 7 **IF YOU WANNA DO A DANCE** SPINNERS (Atlantic 3493)
- 8 **SUPER WOMAN** THE DELLS (ABC AB-12386)
- 9 **THAT'S THE WAY SHE LOVES** CHOCOLATE MILK (RCA PB 11341)
- 10 **FUNK-O-NOTS** OHIO PLAYERS (Mercury 74014)

TOP NEW MOR SINGLES

- 1 **SUMMER LOVE SENSATION** BOBBY VINTON (Elektra/Asylum E-45503-A)
- 2 **EYES OF LAURA MARS** BARBRA STREISAND (Columbia 3-10777)
- 3 **YOU'RE ALL I NEED TO GET BY** JOHNNY MATHIS/DENIECE WILLIAMS (Columbia 3-10772)
- 4 **EVERYBODY HAS A DREAM** MANHATTANS (Columbia 3-10766)
- 5 **THREE TIMES A LADY** COMMODORES (Motown M1443F)

COIN MACHINE

A.M.A. Television Promo Begins

NEW ORLEANS — In early May, A.M.A. Distributors, Inc. started a test advertising campaign on WGNO-TV, the UHF station in New Orleans, to promote the sale of its home products line. A.M.A., prominent distributor of coin-operated amusement equipment, carries several brands of home recreation products including Brunswick, Fischer, Renaissance and Tiffany.

The television promotion consists of two different 30-second color films, which will be telecast through July 23, 1978, running for a total of 60 times. "If the spots prove

successful," said A.M.A.'s president Robert E. Nims, "we will run them on other television stations here this fall."

Produced by WGNO's creative staff, the program was designed to "test the effectiveness of the new commercial films in expanding the Metro New Orleans home market for A.M.A. products," according to Nims.

One film focuses solely on pool tables, in the setting of a fashionable private home, the featured model being a Brunswick
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Chicago To Host Bally-Midway Class

CHICAGO — A three-day Bally-Midway service course has been slated for Howard Johnson's in Chicago, July 17-19, under sponsorship of the Bally and Midway factories.

Although the subject matter will deal largely with electronics, Bally's field service manager Bernie Powers indicated that many new avenues of technology would be discussed, including "program sound" and a few "surprise" innovations.

Classroom attendance was limited to 110 individuals and this number had already

confirmed participation well in advance of the opening session, according to Powers.

The series will be conducted by Powers, Jack O'Donnell, Gene Williams and Chuck Wellestat of Bally, with Andy Duca and Steve Horve conducting the Midway classes.

Galgano Acquires Lormar Records

CHICAGO — Lormar Records, a longstanding one-stop in this area, has recently been purchased by Galgano Distributing Corp. The new operation will be known as the Lormar Division of Tony Galgano Records, Inc., One-Stop For Operators, and located at 4134 W. Armitage, which is the immediate vicinity of the corporation's present firm.

As a special accommodation for operators, a 'hot-line' service between the two buildings is already in operation. Tony Galgano, company president, indicated that he is going to add another 35,000-40,000 45's to the already substantial Lormar inventory and maintain a well stocked, diversified catalog. This will include oldies, ethnic records and specialized product for jukebox locations.

Heading the staff at the new division is Tony Ignoffo, a veteran of 22 years in the record business who will be assisted by 18-year veteran Frank Scardino. Both men served lengthy tenures with the local MCA branch and are prominently known in all levels of the music business.

"Tony (Ignoffo) and Frank (Scardino) have regularly participated in the annual AMOA convention, so operators know them and respect them," Galgano said, "which is a great asset to our new division."

Raymond Named Mirco President

PHOENIX — Richard N. Raymond is the new president of Mirco, Inc., as announced by the firm's board of directors. He replaces John L. Walsh, a founder of Mirco, who resigned May 23.

In his previous position as vice president of European operations for Mirco, Raymond was in charge of activities for the company's Frankfurt, West Germany plant. He will continue to oversee European activities while adding the responsibilities for domestic operations and expansion of other foreign markets.

Richard Raymond joined Mirco in 1973 when the company acquired the assets of Arizona Automation, Inc., for which Raymond served as president. He had previously held various engineering and management positions with General Electric for a period of eighteen years.

Mirco's West Germany facility, in its three years of operation, has developed into one of the three largest coin-operated amusement game manufacturers in
(continued on page 48)

PICK UP BIG PROFIT-POINTS WITH NEW Memory & Recall

4-PLAYER ELECTRONIC FLIPPER

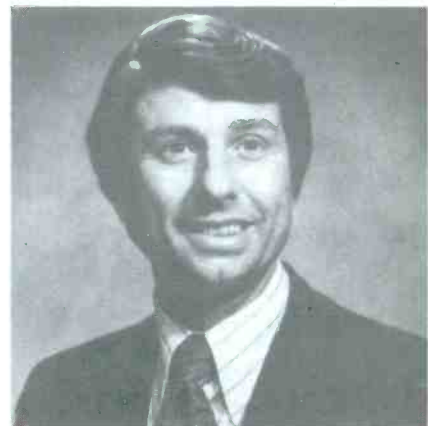
CONVERTIBLE TO ADD-A-BALL



Famous Memory & Recall System

As in EIGHT BALL—top Bally pinball game to date—so in STRIKES & SPARES—new bowling-theme flipper, valuable scoring points achieved by each player are remembered by machine, as player's ball sinks in out hole, and are recalled for player's continued benefit when he is "up" again. And all major scoring advantages on the STRIKES & SPARES playfield are subject to the magic of Memory & Recall.

See Distributor or write **Bally** 2640 Belmont Avenue, Chicago, Illinois 60618



Richard Raymond

COIN MACHINE

Atari Restaurant Exhibit Focuses On Coin Machine Profits

(continued from page 45)

pingames; the new 2 Game Module, for locations with limited space; Avalanche, Sprint I, Starship I, Sky Raider and Tournament Table. Additionally, Atari revealed two new game concepts to test reaction at the show — a Wall Unit, designed for locations which cannot accommodate standard uprights because of space limitations, and a Game Booth, which is being developed by the company expressly for food service locations.

Product Exposure

Commenting further on the advantages

of product exposure, the company's national sales manager Frank Ballouz said, "Atari's attendance at the restaurant show and other potential location shows is part of our overall marketing objectives to stimulate expansion of the games market. The response from NRA was exceptionally promising to help meet these growth objectives. Atari distributors and operators should be actively pursuing these new locations to realize the benefits from our efforts."

In its continuing efforts to further broaden public interest in coin-operated

machines, Atari is marketing several specialized promotional items for use in promotions or to be sold in locations. Included in the selection are hand-crafted brass and leather belt buckles and jumbo Sheaffer "no-nonsense" pens. In addition, there are t-shirts with the Middle Earth and Breakout insignas and decorative pinball posters. The posters are enclosed with each new game shipped and are available, upon request, for special promotions.

Most of the items can be ordered through Atari distributors, for a minimal charge.



THE WINNERS — WLUP-FM disk jockey Mathew Meyer (at mike) was on hand to announce the Bally Strikes & Spares tournament results and introduce winners Jim Briney (l) and Ken Share.

Bally Announces 'Strikes & Spares' Tourney Winners

CHICAGO — Ken Share, 23, owner of a record shop in Chicago, and Jim Briney, 19, a drill press operator, emerged victorious over 130 other contestants in the June 27 charity pinball tournament sponsored by Bally Manufacturing Corporation at the Haymakers in Wheeling, Illinois.

As revealed in the July 8 issue of **Cash Box**, the many faceted event was launched by Bally to premier the new "Strikes & Spares" pinball machine and was the first of such magnitude promoted on a local basis. In addition to the tournament, radio sweepstakes and promotional spots were aired on WLUP-FM, backed up by extensive newspaper publicity and advertising and climaxed by a reception/cocktail party at Haymakers.

Tournament proceeds were donated to the Mental Health Assn. of Greater Chicago and, in addition, a personal donation of \$50 each was made by the two champions. Both winners went home with a Strikes & Spares machine, the grand prize awards.

Ken Share, whose score of 1,409,570 was the highest among the 60 finalists in competition, has been playing pinball since the age of 12 and has already won three pinball machines. He has a team of friends who track down various pinball tournaments for him to enter.

Jim Briney works for a local engineering company and manages to play an average of 30 to 40 hours of pinball a week. His new Strikes & Spares machine will be installed in his bedroom, even if it means moving his bed outside.

Williams Bows New Compact Test Unit

CHICAGO — A new compact test fixture designed to facilitate the testing of all solid state boards from the Williams Electronics, Inc. product line has been made available by the Chicago-based factory.

The device is applicable to World Cup, Hot Tip, Lucky Seven, Topaz, the new Contact and the upcoming Disco Fever, for testing all CPU, driver, master display, power supply, slave and sound boards. It is unique, according to Williams' marketing manager Ron Crouse, for its separate CPU tester, which is "an industry first," he added.

In defining the unit's function Crouse explained that it "enables a distributor or operator to conduct step-by-step

(continued on page 48)

MIDWAY'S SPACE WALK

a challenging one or two player game in which one player plays against the computer, while two players can compete to gain control of the game, for the highest score.

- ★ Spacemen are launched from space platforms, then travel through space "knocking out" stationary and moving targets
- ★ Targets have multi scoring value, plus bonus feature
- ★ Electronic musical sounds
- ★ Handsome cabinet and graphics
- ★ Adjustable game, extended play and pricing switches
- ★ Proven micro processor logic system
- ★ Built-in ROM and RAM tester
- ★ Solid state 23" video monitor
- ★ Double 25¢ coin chutes
- ★ Size: Height 74 in. (188 cm)
Width 32 in. (81 cm)
Depth 33½ in. (86 cm)



MIDWAY MFG. CO. — 10750 West Grand Avenue, Franklin Park, Illinois 60131

A BALLY COMPANY

phone: (312) 451-1360

COIN MACHINE

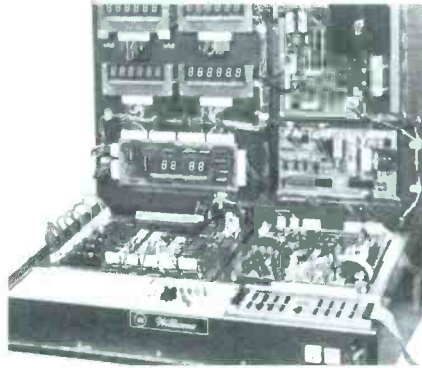
Williams Introduces New Compact Solid-State Bench-Top Testing Unit

(continued from page 47)

troubleshooting with ease. To begin the testing process, you simply plug the "problem" board into the machine and set the control panel for the specific tests desired. Test information is displayed," he said, "allowing you to pinpoint the problem to a specific area. Lamps located on the front panel indicate failures."

Automatic Check

Crouse explained further that the fixture may be set to remain on one specific test, run through the entire testing cycle or stop after a certain number of test. The separate CPU tester enables an automatic check of the entire microprocessor system as well as tests on the address, data and control lines. The fixture also has a CPU "dip switch." In addition, for easy access and handling, it is equipped with a front panel service outlet,



Williams Test Unit

hinge-down front and hinged CPU/driver. Included with the device are operating instructions and a systems flow chart.

"With one compact, bench-top tester, distributors and operators can immediately analyze and repair any Williams solid state board," Crouse stated. "This, in turn, means prompt service and the ability to get a machine quickly back to its location and earning money again."

A.M.A. Promotion

(continued from page 46)

"Orleans" table. The other film was shot in the A.M.A. showroom and features many of the firm's other home products, with radio personality Edward King appearing as spokesman.

"A.M.A. Distributors... We have the fun you've been missing at home," is the tag line voiced at the end of each film.

Raymond Named Mirco President

(continued from page 46)

Europe, the company claims.

Earlier this year, Mirco, which was founded in 1971 as a manufacturer of computer test equipment, completed divestiture of its test division to concentrate on its games division, stepped up production of new products, overseas expansion and the manufacture of electronic gaming machines.

The company is presently enjoying success with one of its newest product releases, "Lucky Draw."

CHICAGO CHATTER

See the new Bally "Strikes & Spares" four-player, electronic flipper which was premiered in Chicago with a huge sweepstakes promotion and is currently in full production at the factory. As we learned from Bally's **Tom Nleman**, the new model has already made an impact on the European market and, likewise, U.S. distributor feedback indicates Bally has another winner.

FOR YOUR INFORMATION, following is a list of vacation closings for some of the local music and games factories. **Bally Mfg. Corp.** will observe their two-week summer shutdown commencing **July 24** to reopen on **August 7**; **D. Gottlieb & Co.** commences summer vacation at the close of the business day on **July 14**, with production resuming on **July 31**; **Rock-Ola** has been closed for vacation since **June 29** and will resume production on **July 17**; the **Seeburg** factory will close for vacation during the **first three weeks of August**; Vacation time at **Stern Electronics, Inc.** begins at the end of the working day on **July 21** and the plant will reopen on **August 7**; **Williams Electronics, Inc.** will observe summer vacation shutdown at the close of business on **July 21** and will resume production on **Monday, August 14**. In most cases, however, the vacation shutdown only applies to production, with "business as usual" prevailing in other departments.

WITH "WORLD CUP" continuing as a very hot selling machine. Williams Electronics, Inc. is preparing to process sample shipments of "Contact," its first wide-bodied pinball game, and "Disco Fever," which is unique for its curved flippers. Firm's **Jack Mittel**, needless to say, is excited about all three models.

MARSHALL CARAS departed his post as vice president of marketing at D. Gottlieb & Co. to pursue other interests and personal projects. We wish him well in his new endeavors.

AREA DISTRIBUTORS, in a cooperative effort, are investigating the possibility of instituting a training course for games mechanics at the local Washburn Trade School. The school, whose student body is predominantly from the inner city, already offers courses for vending mechanics, and this program has been quite successful. If a games course can be added, distributors would cooperate fully in determining a curriculum, supplying the equipment necessary for classroom study and providing any other assistance required by the school's administrators, the aim being to ultimately fill the trade's need for trained mechanics.

CALIFORNIA CLIPPINGS

Look for Exidy to introduce a new two-player video upright, with the first models shipping around the end of this month. That's the word from marketing vice president **Paul Jacobs**, who added that he feels the new game will pick up what has been a relatively slow summer season thus far for video makers. Paul also said he will soon be heading out to the midwest to call on customers in the Chicago-Milwaukee area.

ALSO COMING DOWN THE new product chute, this time from Atari, is a one-player version of the firm's successful "Fire Truck" video called "Smokey Joe." As marketing services manager **Carol Kantor** explained, the game "is for locations that don't have the room for Fire Truck." She added, "We expect big things from it based on the success of Fire Truck." According to Kantor, initial reports from the field indicate that Atari has another winner in its recently introduced "Sky Diver" video which accommodates one or two players. Yet another Atari game, "Tournament Table," was featured in a recent issue of Restaurant Business, a food service trade publication that boasts a circulation in excess of 70,000.

OPERATORS WHO ARE LOOKING for an alternative to video sit-down games should check out Allied Leisure's new "Take 5" pinball cocktail model. So says **Bob Portale**, general manager of Portale Automatic Sales in San Francisco, who noted further that the game is opening up a plethora of new locations for pins. "Operators are really enthusiastic about Take 5," he said, "because it is earning real good money."

EASTERN FLASHES

Northern Star-Albany recently installed a special toll free number as an accommodation for customers in New York state. Number is 1-800-962-5754 and it is to be used primarily for parts service. Distributor's **Sid Gordon** told us that, after wrapping up a "great June," they'll be concentrating on several promotions and special sales programs throughout July and August to generate increased summer business. Reduced prices on equipment will be the big incentive during this period and Sid said they're offering a diversified selection, including some one of a kind machines, video games, pins, et al.

NEW PARTS MANAGER at Royal Dist.-Cinncy is **Claudia Redwime**. Claudia's been with the distrib for about eight years, has an excellent rapport with Royal's customers and is highly regarded in the trade. We wish her well in her new post.

BUSINESS IS ON THE UPSWING at R.H. Belam, as noted by **Bob Halm**, with no summer doldrums in evidence at the present time. Export sales are on the rise, with emphasis on Atari machines and Bob had much praise for the new Meadows "Gypsy Juggler." The Belam Florida distrib is also doing very well, he said, and one of their biggest bits right now is Williams "World Cup" — to the extent where they can't seem to get enough of them to meet the demand... Just back from a round the world trip is Belam's director of international sales **Shane Breaks**, who covered the Far East, made stops in Indian and Iran spent several days in Bierut, Lebanon, stopped off in London — and so on.

1978 State Association Calendar

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. 21-23: Amusement & Music Operators of Virginia; annual conv.; John Marshall Hotel; Richmond, VA.

Oct. 5-7: West Virginia Music & Vending Assn.; annual conv.; Heart O'Town Motor Hotel; Charleston, WV.

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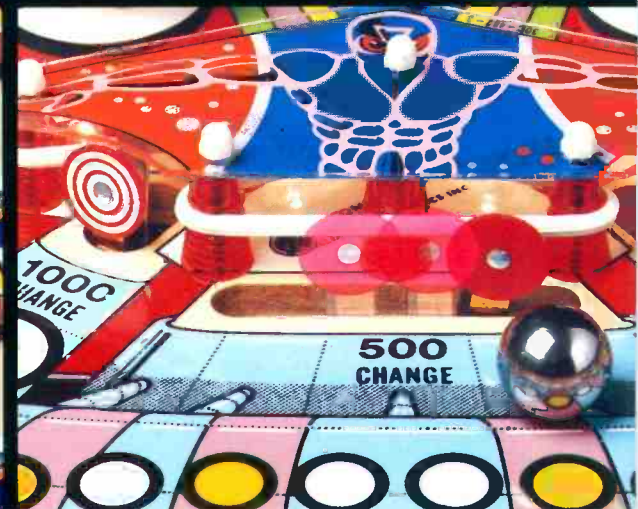
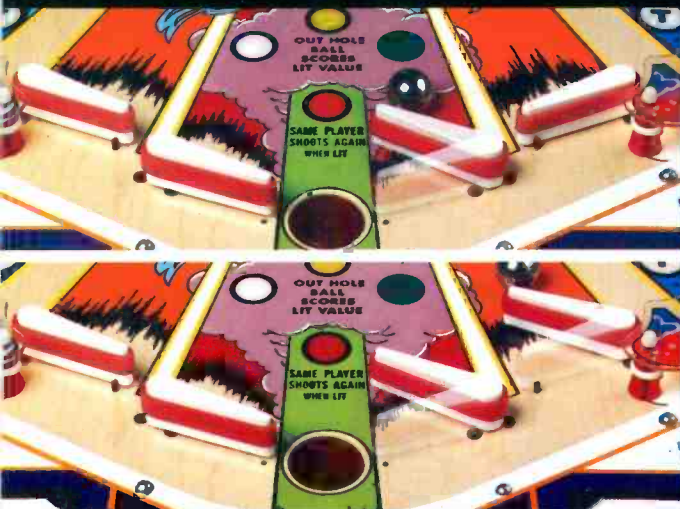


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Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

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WANTED: Large quantities of Seeburg B100, C100, G100, R100, V200, KD200, 201, 161, L100; Wurlitzer 1700, 1800, 1900, 2000, 2104, 2100. Willing to trade against flippers, all models, and assorted free play games like Bally Superjumbos, Keeney Red Arrows, UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, New Jersey 07309. Telephone (201) 992-7813.

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FOR SALE: Midway — Wheels \$695, Wheels II \$795; Gunflight \$695, Sea Wolf \$995, Top Gun \$795, Torando \$695, Maze \$495, 280 Zzap \$895, Checkmate \$795, Boot Hill \$1095, Double Play \$895, Desert Gun \$1095, Guided Missile \$795, Laguna Rollers \$1095, M4 \$895, Clowns \$1095. CENTRAL DISTRIBUTORS, INC., 2315 Olive Street, St. Louis, MO 63103. Call toll free in USA 1-800-325-8997 (in Missouri call 1-800-392-7747).

CONVERSION CARTRIDGES — Play stereo records on Seeburg monaural phonos B thru 201. No adjustments needed — just plug in — eliminates sound distortion, needle skipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. C.A. THORP SERVI, 1520 Missouri, Oceanside, Ca. 92054.

FOR SALE: 200 units used pinball games, Gottlieb, Williams and Bally available, all in working order. FOB Hong Kong U.S. \$100/740. Please write to SUN MONG CO., LTD., 1st floor, 50-56 Mongkok Road, Kowloon, Hong Kong.

FOR SALE: Bally — Capt. Fantastic, Wizard, Fireball, 4 Million BC, Amigo Rogo, Champ, etc.; Williams — Pat Hand, Dealers Choice, Star Pool, etc.; Gottlieb — 300, Magnatron, Super Soccer, Broncos, Royal Flush, Target Alpha, Spirit Of '76, etc. Perfect condition, cheapest prices imaginable. Also big home sale games, 71, 72, 73, 74 models unreasonably cheap. UNITED STATES AMUSEMENTS, 2 West Northfield, Livingston, N.J. Telex: 139315 or telephone (201) 992-7813.

GAME SPECIALIST. We have a large inventory of games. Big price reduction on Drag Races, Triple Hunt, F-1s, Pool Shark, Atarians, Guided Missile, Circus. Call today. Coin Machine Distributors, Inc., 213 N. Division St., Peekskill, N.Y. 10566. Phone (914) 737-5050.

SPRING SPECIALS COMPLETELY RECONDITIONED — BALLY — Air Aces (4pl) \$495; Champ (4pl) \$395; Flicker (2pl) \$545; Twin Win (2pl) \$295; Hokus Pokus (2pl) \$595; Boomerang (4pl) \$495. GOTTLIEB — "300" (4pl) \$595; WILLIAMS — Pat Hand (4pl) \$595. MIDWAY — Ball Park; Basketball; Maze; Play Time; TZ Flipper; Leader; \$395 each. MICKEY ANDERSON, INC., P.O. Box 6369, Erie, PA 16512 (814) 452-3207.

FOR SALE: Have available a great quantity of second-hand electro-mechanical pinball games — Gottlieb and Williams. Price list on request. Write to: SOVODA S.A. Export Dept., 51 rue de Longvic, 21300 Chenove, France. Tel.: 16.80/43.08.01. Telex 350018 SOVODA CHENO.

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FOR SALE: Silver Sails, Red Arrows, Ticker Tapes, Blue Chip and Stock Markets. Also Sweet Shawness, Bally Jumbos and Super Jumbos, Big Threes, Blue Spots, Mt. Climbers, Mystic Gates and Bonanzas. Antique slots for legal areas. Call WASSICK NOVELTY, Morgantown, W. Va. (304) 292-3791.

FOR SALE: Rock-Ola 504 wallbox \$100; Rock-Ola Receivers, 1725-8-2, 1765, 1721, 1769 \$65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore. 228-7565

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SEEBURG LPC 150, AMI 200, N 150. Johnson coin sorter & counter 295, Tennis Tourney 200, Electro Dart 100, BROWSER, 2009 Mott Ave., Far Rockaway, N.Y.

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FOR SALE: Bally's Bingo "Bally Bali," new 10 units and used 9 units, prices negotiable. OVERSEAS LIAISON & TRADING, LTD., 1-20, Tsukiji 4-chome, Chuo-ku, Tokyo 104, Japan. Telex: J25362.

FOR SALE: Seeburg Cs jukeboxes, Gottlieb: Target Alpha, Abra Ca Dabra, Spin Out, Atlantis, Williams: Stratoflight, Triple Strike, El Dorado, Super Star, Bally: Hokus Pokus, Capt. Fantastic, D&L DISTRIBUTING CO., INC., 6691 Allentown Blvd., Harrisburg, Pa. 17112. (717) 545-4264.

FOR SALE: 50 Seeburg 160 selection wall boxes \$25 each; 20,000 used 45 rpm records 1000 or less 10c each, over 1000, 9c each. Walling 200 scale \$200; Rock-Ola Lowboy \$60. One-third down balance C.O.D. CENTRAL MUSIC CO., Box 284, Killeen, Texas 76541.

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YOUNG WRITER-PRODUCER with sources for artists and material desires association with a progressive record company needing same and prepared to make offers. Write C.K. Aspinwall of 652 Azalea Drive in La Grange, Ga. 30240

JO-BAR MUSIC PUBLISHING CORPORATION and BAR-JO Records, Inc. needs investors and stockholders to re-open music business. Write BAR-JO at 83-45 Vlietor Ave., Suite 2B, Elmhurst, NY 11373 or call (212) 898-1628 or 243-5668

CONCERT PACKAGER/COORDINATOR seeking a gig as an assistant road manager or advance person for Christian artists, or production co. Write Chris Ringer at 3333 West 2nd St., Building 56, Apt. #122, Los Angeles, CA. 90004

WANTED: Free Lance classical music writer based in New York. Send samples to Box 617 Cash Box, 119 West 57th Street, New York, N.Y. 10019.

MECHANICS: — Training for slot machines, pinballs, bingos, jukeboxes, arcade games and video/electronic equipment. NEVADA GAMING SCHOOL 3100 Sirius Ave., Dept. CB, Las Vegas, Nv 89102. (702) 873-2345.

WANTED: Bingo mechanics with juke, flipper, and/or video experience. Top wages, apartment, air fare. Write letter, send resume, don't call. SHELTON MUSIC CO., P.O. Box 803, Aqana, Guam 96910.

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WANT: 45s/ALL TYPES 1955-1976 (Pop, R&B, C&W, MOR). Will deliver cash if you got enough of what we want. Call Martin Cert/Phonograph Record Magazine, P.O. Box 2404, Hollywood, CA 90028

INTERNATIONAL RADIO STATIONS, MUSIC PUBLISHERS, discoteques and fanclubs subscribe to our Automatic Airmail Service for all singles and LPs from the charts. The fastest and most dependable service in the world. AIRDISC SPECIAL SERVICES, Box 835, Amityville, New York 11701.

WANT RECORDS & TAPES, 45s AND LPs, surplus returns, overstock cut-outs, etc. Call or write Harry Warner at KNICKERBOCKER MUSIC CO., 101 Gedney St., Nvack, N.Y. 10969 (914) 358-5086.

SUCCEED IN THE ENTERTAINMENT FIELD! Let professional marketing communications firm handle your promotional work 8 years experience. Call (312) 787-3715 or write Corinne Carpenter, Communications, 1636 North Wells, Suite 302, Chicago, Ill 60614.

WANT RECORDS, TAPES, — 45's & LP's — Cut-outs — surplus returns, overstock, etc. Call or write: Herb Shurkman at Paramount Records, Inc., 1 Colonia Gate, Plainfield, N.Y. 11803. (516) 822-8877

KING OF MUSIC RECORDS is looking for masters. Send copies to KING OF MUSIC RECORDS, 806-16th Avenue South, Suite 217, Nashville Tenn. 37203, or call (615) 242-2023

FOR SALE: 5,000 jukebox 45s, 100 different \$8.50; foreign 513. Choose Rock, Disco, Polka, Country. AL's 2249 Coltaaq Grove, Cleveland Heights, Ohio 44118.

OPERATORS — We buy used records not over 1 year old — 10c each plus postage. JOHN M. AYLESWORTH & CO., 9701 Central Ave., Garden Grove, Calif. 92644 (714) 537-5939

RARE RECORD SHOPS AND FINDER. List of 31 United States shops. Up to date list personally compiled \$2. MACLEAN S. 312 Belanquer St., Houma, La. 70360.

FOR EXPORT: All labels of phonograph records, cartridges, cassettes. Also excellently priced selections of close-outs. Nearly 30 years of personalized service to importer's world over. Wholesale only. DARO EXPORTS LTD, 1468 Coney Island Avenue, Brooklyn, N.Y. 11221. Cable: EXPODARO, NEW YORK.

CLASSIFIED POWER!

Got machines to sell? Is there something you're looking to buy? Maybe you'd like to move some used 45's or need a route mechanic? See ad rates above.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

Make sure your check is enclosed



RCA LAUNCHES ROCKET — More than 2,000 press and radio personalities, dealers, and music celebrities were on hand at Studio 54 in New York recently when RCA Records culminated a week of coast-to-coast celebrations of its new association with Rocket Records. Pictured (l-r) in the **top row** of photos are: Tony King, executive vice president of Rocket; John Reid, Rocket president; Colin Blunstone, Rocket artist and Lorna Wright, Rocket artist; Robert Summer, RCA Records president and Mel Ilberman, RCA Records

division vice president, business affairs and associated labels; Summer and John; Bobbi Humphrey, recording artist; Ray Harris, RCA director of R&B promotion and merchandising and recording artist Evelyn "Champagne" King. Shown in the **bottom row** of photos (l-r) are: John; Harris and Hal Jackson of WBLS; Blunstone, Wright and Summer; and John; Alana Hamilton and Rod Stewart. RCA also held a Rocket reception in Los Angeles prior to the New York City gathering.

Commitment To Racked Disc Depts. Still Firm, Most Say

(continued from page 7)

from our side."

Increasing Profitable

The official said the Sears, Penney and other stores Pickwick serves "have shown some very good numbers in the last quarter," adding that "the division is definitely growing and increasingly profitable. It is still a good way to sell records."

John Kaplan, executive vice president of Handleman Company, which racks Kmart stores among others, agreed, saying "Our business has been excellent. We've experienced in the last year about a 35% increase (because) we're doing more business per store and we have more stores.

Looking At Margins

"There is still somewhat of a situation with some of our customers having a difficult time competing directly with retailers," Kaplan said. "I think people at J.C. Penney are still looking at their margins. But I think that's a little bit behind us now."

A J.C. Penney official concurred and said business in that chain's record departments over the past year "generally has been very good." The spokesman said Penney does not release figures on the number of stores that carry records nor the average size of their departments, but he did say records are priced to compete with record retailers.

Priced Competitively

While the pessimistic predictions of last year do not seem to have been fulfilled,

ASF Judging Begins

LOS ANGELES — The judging of songwriting material by executives and artists in the recording and publishing fields has recently begun in the Fifth Annual American Song Festival. This year, in addition to a \$5,000 grand prize for the overall best entry in both the amateur and professional categories, there will be 600 other cash prizes awarded. Category winners will be announced this fall, with grand prize winners to be announced in January at the American Song Festival presentation awards, which will take place in Los Angeles.

many since then have reacted nonetheless by taking new approaches in their marketing strategies.

"One of the things we have done," Kaplan said, "is pursue the important product very early, at its inception rather than waiting for it to get on the charts. I think we've experienced excellent results by doing this. We've been coming in very early and in many cases important product shows up on our charts before it does in trade magazines. That's been a major strategy that's been very beneficial to us."

Not all said they had developed specific new approaches to merchandising records in their departments, but many indicated a generally more aggressive attitude toward advertising in both print and broadcast media.

Advertising In Media

"We believe strongly in a media mix when it comes to advertising," the Two Guys spokesman said. "We use TV and radio tag lines as well as print (advertising) — both in local newspapers and in our tabloid-style insert of which approximately a quarter of a million go out every Sunday in the major newspapers in the states our stores are located in."

Most also said they work together with their rack jobbers in setting up in-store promotional displays and contests.

While the various department store chains differ in many aspects of the way they handle records, they all agreed on the importance of a "commitment" to records.

"Over the years we've serviced some accounts that really haven't made the commitment to records," said a spokesman for Lieberman Enterprises. "Some have tried to look at records with the same viewpoint they do for soft goods or items where they have a 40 or 50 percent markup. You can't do that in our business."

"I think it's a situation where the good are getting better and those that don't really want to be in the record business are getting out." The Lieberman official added, "We have a number of department stores that we service in major markets that have made a total commitment to records, and those are the good stores. Those are the ones doing a lot of business."

FCC Levies Fine Against WMAL

(continued from page 14)

used to justify regulation. "While our existing rules and precedent must govern this case," he said, "... We should consider whether, in such markets, the listener's hand on the tuner and natural competitive marketplace forces provide the most effective form of regulation in the public interest."

Most broadcasters agree with this argument for deregulation, but would like to extend Fogarty's rationale "to small and medium as well as major markets," NAB president Vincent Wasilewski said in a letter to the FCC. He urged the commission to implement an NAB proposal (submitted April 1) to eliminate FCC staff authority to regulate commercial time, "Each radio station has its own set of problems, most of which are unique to the community they serve. Those factors make it impossible for the Federal government to establish a set of standards which provide equality under the law," Wasilewski said.

A WMAL spokesman said the station has not decided whether or not to appeal. WMAL has 30 days to contest the fine after the FCC's written notice is received, although sources say an appeal is not likely.

In part, the decision was based on precedent set by two other cases. Most of the commissioners agreed it would be inconsistent not to fine WMAL in view of recent fines for similar offenses against KNOX-AM in St. Louis and KCCT-AM in Corpus Christi.

East Coastings/Points West

(continued from page 39)

tified as **Paul Tanner**, also recently upped at Capricorn to the position of national album promotion director... **Perry Como**, who is making his first Los Angeles concert appearance in 40 years July 19-22 at the Greek Theatre, receives a key to the city from L.A. Mayor **Tom Bradley** July 18... The September issue of "Chic" magazine has a special section on rock music entitled "Rock Of 80s" which asks numerous in and out-siders what their predictions are for music of the future. It also has a section called "Least Likely To Succeed" ideas such as "SexPistolmania" and "Airport 1985: A Robert Zimmerman Film" starring **Bob Dylan, Joan Baez, Hurricane Carter, Ronnee Blakely, Dean Martin, Jon Mitchell, Roger McGuinn and Helen Hayes**. The other noteworthy section is artist renderings of several recording artists at age 64, including **Mick Jagger, Neil Young, Dolly Parton, Linda Ronstadt, Johnny Rotten** and "Rolling Stone" publisher **Jann Wenner**. It is one of the more unusual "lets look at rock" articles to come out in a while... **Bill Roberts**, manager of **Le Roux**, reports that the band currently is preparing to go into the studio to work on a new album.

Newton-John Suit

(continued from page 8)

allowing her to pursue other contractual relationships.

Countersuit

MCA filed a countersuit, charging breach of contract. Newton-John's contract, according to published reports, calls for her to deliver two records a year for \$200,000, with her paying recording costs. Lawyers for Newton-John had argued that inflation made the stipulations of the agreement unreasonable. MCA claimed in its suit that Newton-John had not submitted albums on time per the 1975 agreement.

Judge Dowd, in granting MCA's preliminary injunction, did not decide the merits of the case. MCA was required to post a \$1 million bond in case the label lost its suit and was forced to settle with the Australian-born singer.

Presley Month

(continued from page 8)

package carries a suggested list price of \$15.98.

RCA is mounting an extensive marketing campaign to promote the releases with a program which includes heavy trade, print and broadcast advertising.

The label also has prepared a major in-store display package for the "Always Elvis" program, including a 22" x 22" poster blowup of the children's album, a 4' by 4' poster of Presley's signature, a 30" x 30" poster that displays every Elvis LP in the catalog, and a sampler record for in-store play which features songs from the Presley catalog.

randy lewis

JAZZ

TOP 40 ALBUMS

	Weeks On 7/15 Chart		Weeks On 7/15 Chart
1 SOUNDS . . . AND STUFF LIKE THAT!! QUINCY JONES (A&M SP 4685)	2	21 LIVE AT THE BIJOU GROVER WASHINGTON JR. (Kudu KUX-3637 MZ)	17
2 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	1	22 LOVE AFFAIR GARY BARTZ (Capitol 11789)	26
3 ARABESQUE JOHN KLEMMER (ABC AA-1068)	3	23 EVERYDAY, EVERYNIGHT FLORA PURIM (Warner Bros. BSK 3168)	22
4 WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB 3139)	4	24 SAY IT WITH SILENCE HUBERT LAWS (Columbia JC 35022)	15
5 DON'T LET GO GEORGE DUKE (Epic JE 35366)	5	25 MONTREUX SUMMIT VARIOUS ARTISTS (Columbia JG35090)	31
6 MAGIC IN YOUR EYES EARL KLUGH (United Artists UA-LA877-H)	7	26 LIVING ON A DREAM WAYNE HENDERSON (Polydor PD1 6145)	27
7 MODERN MAN STANLEY CLARKE (Nemperor/CBS JZ 35303)	6	27 IN THE NIGHT TIME MICHAEL HENDERSON (Buddah BDS 5712)	29
8 SUNLIGHT HERBIE HANCOCK (Columbia JC 34907)	11	28 DON'T ASK MY NEIGHBORS RAUL de SOUZA (Capitol SW 11774)	28
9 RAINBOW SEEKER JOE SAMPLE (ABC AA-1050)	8	29 ALIVEMUTHERFORYA VARIOUS ARTISTS (Columbia JC 35349)	—
10 THIS IS YOUR LIFE NORMAN CONNORS (Arista AB 4177)	10	30 SUITE LADY GAP MANGIONE (A&M SP 4694)	32
11 CASINO AL DIMEOLA (Columbia JC 35277)	9	31 LOVELAND LONNIE LISTON SMITH (Columbia JC 35332)	23
12 SUPER BLUE FREDDIE HUBBARD (Columbia JC 35386)	18	32 CUMBIA & JAZZ FUSION CHARLES MINGUS (Atlantic SD 8801)	35
13 FREESTYLE BOBBI HUMPHREY (Epic 35338)	21	33 BRAZIL-OUTRA VEZ HERBIE MANN (Atlantic SD 19169)	30
14 SKY BLUE PASSPORT (Atlantic SD 19177)	12	34 PERCEPTIONS CHARLES EARLAND (Mercury SRM-1-3720)	33
15 THE CAPTAIN'S JOURNEY LEE RITENOUR (Elektra 6E-136)	14	35 GLIDER AURACLE (Chrysalis CHR 1172)	36
16 IMAGES CRUSADERS (ABC BA-6030)	24	36 PHIL UPCHURCH (Marlin 2209)	—
17 LOVE ISLAND DEODATO (Warner Bros. BSK 3132)	13	37 SPINOZZA DAVID SPINOZZA (A&M SP 4678)	25
18 SPYRO GYRA (Amherst AMH 1014)	19	38 LIVE AT MONTREUX DON ELLIS (Atlantic SD 19178)	39
19 HEART TO HEART DAVID SANBORN (Warner Bros. BSK 3189)	16	39 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	40
20 ELECTRIC GUITARIST JOHN McLAUGHLIN (Columbia JC 35326)	20	40 HEADS BOB JAMES (Columbia/Tappan Zee JC 34896)	37

ON JAZZ

The CTI/Motown wrangle which was settled a few weeks ago can be seen more clearly now. As mentioned earlier in this column, **Grover Washington Jr.** will become a Motown recording artist for the duration of his Kudu contract; in addition all issued Grover Washington Kudu masters go to Motown. Hank Crawford returns to CTI/Kudu and all remaining CTI/Kudu masters distributed by Motown return to CTI with no selloff period and no further commitment to Motown. The remaining questions are obvious: Will Grover sign with Motown at the end of his current obligation (rumored to be two LPs)? And what major label will get Kudu distribution?

The latest edition of the **Horace Silver Quintet** recently played Keystone Korner in San Francisco. The current personnel includes: **Larry Schneider**, tenor sax; **John McNeil**, trumpet; **Jon Burr**, bass; and **Harold White** on drums.

Walt Dickerson and **Sun Ra** recorded a duo album for SteepleChase last week.

The first ECM releases via Warner Brothers include albums by **Pat Metheny**, **John Abercrombie**, **Keith Jarrett** and **David Holland**.

"Ain't Misbehavin'," the Tony award-winning musical based on the music of **Fats**

Waller, is one of the toughest tickets in New York these days. RCA will have the original cast LP for fall release.

Orrin Keepnews resting comfortably after undergoing a coronary bypass operation described as a complete success.

The latest from Inner City includes "Mantilla" by percussion great **Ray Mantilla** and "Alicia" by the quartet of guitarist **Gregory James**.

Anthony Braxton's next Arista album is rumored to be a multi-record set recorded with three symphony orchestras in a performance of one composition.

Bob James is off on a Japanese tour. Upon his return, he'll finish his next Tappan Zee album. This one features **Hubert Laws**, **Earl Klugh** and **Ron Carter** and will probably not feature the extensive sweetening most James LPs are known for.

Dexter Gordon drew a crowd of more than 3,000 for a recent Jazzmobile concert at Grant's Tomb. It is rumored to be the largest turnout ever for a Jazzmobile show.

At the rate "Images" is going, it seems quite likely that this will be the biggest Crusaders album yet. **Wilton Felder**, star tenor sax of the Crusaders, is set to follow Joe Sample with an album of his own.

bob porter



KLEMMER AT FOX — ABC recording artist John Klemmer recently headlined a concert at the Fox Venice Theatre to support his new album, "Arabesque." Pictured here after the show are (l-r): John Frankenheimer, attorney for Klemmer; Steve Goldman, Klemmer's producer; John Klemmer; Gary Borman, representative for Klemmer; and Mark Meyerson, vice president of A&R, ABC.

JAZZ ALBUM PICKS

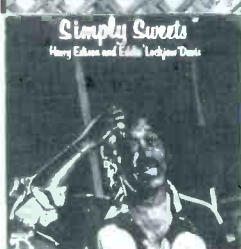
FANCY FREE — Richard Davis — Galaxy/Fantasy GXY-5102 — Producer: Ed Michel — List: 7.98

For more than 15 years a free-lance musician, and now a music professor at the University of Wisconsin/Madison, Davis continues to display the jazz artistry that has established him as one of the premier bassists today. Davis is joined on this album by such performers as Billy Cobham and Eddie Henderson on this set of invigorating jazz pieces. Equally skilled as a soloist and as a rhythm player, this LP is a diverse, consistent delight.



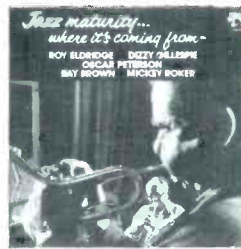
SIMPLY SWEETS — Harry Edison/Eddie Davis — Pablo 2310 806 — Producer: Norman Granz — List: 7.98

There is an excellent Edison trumpet and fine Davis tenor here. There is also a solid rhythm section featuring pianist Dolo Coker, but not everything works. The big backbeat utilized on a pair of tunes simply drags things down. But when things are as on "One For The Count," this music sparkles. The one standard, "My Ideal," is also well done.



THE EARLY TRIOS — McCoy Tyner — ABC/Impulse 93382 — List: 7.98

Tyner was one pianist who was good immediately; thus anything he has recorded is of interest. These trio sides from the early '60s comprise some of his first recordings, and there is nothing at all dated about them. Jimmy Garrison and Elvin Jones (sidekicks from the Coltrane group) are aboard for much of this and the music is fresh and inspired. Two previously unissued titles will add interest to the set.



JAZZ MATURITY — Roy Eldridge/Dizzy Gillespie — Pablo 2310 816 — Producer: Norman Granz — List: 7.98

Once these two trumpet giants get together, almost anything is possible, but quality jazz there is in abundance. Rhythm, headed up by Oscar Peterson and Ray Brown, is great, and there are some standards, a blues and a boogaloo. No holds barred here, but then there is more conversation than one-upmanship in evidence, as the title suggests. Strong trumpets, these guys!

MY SONG — Keith Jarrett — ECM-1-1115 — Producer: Manfred Eicher — List: 7.98

Keith Jarrett is already firmly established as one of today's premiere pianists, and he continues to produce remarkably fresh LPs that add to his stature. His latest finds Jarrett joined by Scandinavian musicians Jan Garbarek, Palle Danielsson and Jon Christensen, and the quartet delivers 48+ minutes of soothing sounds, highlighted, of course, by Jarrett's gifted playing.

BOBBY GORDON — American Jazz AJ-124 — Producer: None Listed — List: 7.98

Clarinetist Bobby Gordon has dedicated this collection of 11 numbers to the great clarinetists of jazz. The songs associated with such legendary reed players as Benny Goodman, Leon Rappolo, Jimmy Dorsey and Pee Wee Russell are performed by Gordon on this album. With each song, Gordon not only captures the essential style of each clarinetist who is honored, but also adds his own interpretation of each classic work to make this LP even more rewarding.





"CUTE" KUTE DISCO — Motown's *High Inergy* were special guests of KUTE 102-FM at the station's disco, held recently in Osko's in Los Angeles. Pictured during the affair (l-r) are: Vernessa Mitchell of *High Inergy*; Annette Williams, Motown's west coast regional promotion manager; Linda Howard of *High Inergy*; Marlene Reyes, Motown's national promotion coordinator; KUTE air personality Lee Bailey; Larry Williams, KUTE program director; and *High Inergy*'s Barbara Mitchell and Michelle Martin.

Prager's Strong Convictions Have Guided Him In Career

(continued from page 10)

In addition, Prager dealt with any potential ego problem by insuring that Foreigner would "not be a press band." It was consciously decided, he maintains, to avoid drawing attention to the group's individual personalities. "There's enough trouble as it is with a new band," Prager says. "Why make it more difficult?"

Press Is Minimal

In fact, Prager is firmly convinced that the role of the press in breaking a new act is minimal. The proof, he says, can be found in the excessive print space devoted to punk rock, which has not materialized as a major industry trend. Rock critics, Prager maintains, are "obsessed with innovation" to the point of ignoring or slighting a conventionally successful sound.

All of which doesn't bother Prager. "Last year," he says, "the marketplace was ready for new artists that this generation of young people could truly relate to. Boston proved that, but I knew there was room for Foreigner, also."

As history has proven, Prager was right.

CBS Inc. Gets Award For Aiding The Arts

NEW YORK — CBS Inc. has received a "Business in the Arts" award for its program of philanthropic grants, totaling \$2,045,000 to seven cultural institutions in New York City.

The awards, co-sponsored annually by the Business Committee for the Arts and *Forbes* magazine are presented annually to corporations for "outstanding contributions to the arts."

Included among CBS' grants was one for \$460,000 to the Bedford-Stuyvesant Restoration Corporation to finance six dramatic productions by the Billie Holiday Theatre as well as to create a recording studio in the community for developing local talent.

PIAF Set Issued By Peters Int'l.

NEW YORK — Peters International has released a two-record set called "Edith Piaf At Carnegie Hall — January 13, 1957," licensed from Pathe Marconi/EMI-France.

The singer's only U.S. concert hall appearance was originally recorded for one-time broadcast on European radio by New York engineer Stephen Temmer, and was freed only recently for commercial use.

Featured on the album are a total of 22 songs, including "Misericorde," "The Poor People of Paris," "Padam Padam," "Autumn Leaves," and "La Vie en Rose."

(continued from page 12)

jects, specializing in soundtrack albums.

Levy Appointed — Jay Levy has been appointed artist relations coordinator for the Robert Stigwood Organization. Levy, who will be located at RSO Records' Los Angeles office, worked for two years in New York at the headquarters of the Robert Stigwood Group of Companies as executive assistant to the president of the worldwide group.

Marino To E/P/A — Epic/Portrait/Associated Labels has announced the appointment of Lois Marino to manager, east coast press and public information, Epic/Portrait/Associated Labels. She comes to E/P/A from CBS Records International, where she has been publicist for the past year. She began at CBS Records in 1974 in the Epic A&R department.

Salsoul Appoints Molitz — Salsoul Records has appointed Sheila Molitz to the post of production manager for the Salsoul family of music. She joined the Salsoul Record Corporation after three years as director of production services for Arista Records. Previously, Molitz held a variety of positions at Bell Records for eight years.

Burrell Named At Atlantic — Horace Burrell, former Atlantic Records publicity services assistant for special markets, has been named tour publicist for special markets, based at the company's New York headquarters.

Spiwack Named At Arista — Arista Records has announced the appointment of David Spiwack as copy chief, creative services for the label. He has been with Arista Records since its inception in 1974, joining the newly formed company as manager, press and publicity.



Burrell

Spiwack

Trombetta

Mambar

Saltzman To MCA — Jim Saltzman has been appointed Los Angeles promotion manager for MCA Records. Prior to this appointment, he held a regional marketing manager position at Warner Brothers and was national promotion manager for United Artists.

Trombetta Joins E/A — Jim Trombetta has been named editorial services manager for the publicity department at Elektra/Asylum Records. Trombetta, a novelist and most recently editor of *Beverly Hills Magazine* and *Celebrity Sports*, spent two years as the west coast editor of *Crawdaddy Magazine*.

Mazzetta Appointed — Ariola Records has announced the appointment of Pete Mazzetta as Chicago promotion director for the label. Prior to joining Ariola, he was regional promotion director for Capricorn Records.

Culp Promoted — Rod Culp has been promoted to sales manager for the Detroit office of MCA Records and Janice Langeley joins the sales staff of the label in New Orleans. Culp, who has been a salesman in the Detroit office for the last two years, came to MCA from Korvettes. Langeley comes to MCA from All South Distributors where she was product coordinator.

London Makes Appointments — Martin Merle has joined the pop product department of London Records. In his new post, he will be in charge of press relations for the label. Also George Hornfeck has been appointed as assistant national sales manager. He will continue his duties as export manager.

Czosnyka Appointed At CBS — CBS Records has announced the appointment of John Czosnyka as manager, customer merchandising. Czosnyka has also held sales positions with Musical Isle and Gem International Stores and been self-employed as a commercial photographer and professional musician.

Leber Appointed At April-Blackwood Music — April-Blackwood Music has announced the appointment of Marc Leber to manager, professional services, in the New York office of April-Blackwood Music Publishing. Prior to joining April-Blackwood, he worked for George Wein in coordinating the production of music festivals.

Salsoul Adds Two — Salsoul Records has announced the appointment of Alan-Michael Mamber and Ellen Galloway to Salsoul's Disco promotion department. Mamber, who has been named national director of disco promotion, joins the Salsoul family of music from the New York based West End Records as national director of disco promotion for nearly two years. Galloway has been appointed associate director of disco promotion after assisting in the company's disco promotion department for a year.

Anderson Named At GRT — Max G. Anderson has been named field sales manager for GRT's Music Tapes Division. He has been with the company for seven years and most recently was field promotion manager. He will continue to be headquartered in the company's Dallas, Texas, region and will administer his national field responsibilities from that area.

Allan Named — Pickwick Records has announced the appointment of Mark Allan as liaison on the west coast. He will operate out of Pickwick's offices in Los Angeles.

Rohde Promoted At GMA — Steve Rohde has been promoted to agent in charge of colleges in the northwest office of The Good Music Agency, Missoula, Montana. He will represent the GMA roster to colleges and become an active participant in NECAA. He served six months as an administrative assistant at GMA and prior to that he was the talent buyer for the University of Montana.



WPIX-FM HOSTS GABRIEL — Atlantic recording artist Peter Gabriel visited the studios of New York City's WPIX-FM during his U.S. promotional tour. Pictured are (l-r): John Ogle, WPIX-FM news; Bev Mire, WPIX-FM music director; Gabriel; Judy Libow, national FM promotion coordinator for Atlantic Records and Roy Rosenberg, local promotion representative for Atlantic.

PRINT NEWS

Disney Music, Robbins Corp. In Three Year Print Accord

by Lorry Armstrong

BURBANK — The Walt Disney music companies have signed a three-year contract giving the Robbins Music Corp. non-exclusive print rights on all sheet music and folios. The contract signed by Disney's Vic Guder and Robbins' Herman Steiger, is effective from June 1, 1978 through July 31, 1981.

Guder, a 10 year veteran of Disney, pointed out that this contract does not affect the firm's educational band, orchestra and choral agreement with the Hal Leonard Company. Disney and Leonard are presently promoting a half-time show aimed at high school and college marching bands entitled "Happy Birthday, Mickey Mouse."

Tribute Planned

Disney and the UCLA Bruin band have reached a tentative agreement to present the program as hosts to an invitational high school band competition at the Los Angeles Coliseum, on November 4. The outstanding competing school will be given title of Honor Band at Disneyland's Mickey Mouse Birthday Celebration.

119 Cartoons

Walt Disney debuted Mickey Mouse on November 18, 1928 as the star of the first sound cartoon, "Steamboat Willie," at the Colony Theatre in New York. This was the third Mickey cartoon which Disney produced. In 1930 the Mickey Mouse Club was formed as a Saturday afternoon feature in theatres nation-wide. The versatile little mouse has since gone on to star in 119 cartoons to date, including the

Schirmer Plans Series On Music Sightreading

NEW YORK — G. Schirmer Inc. will distribute a new series of books based on an innovative sightreading system designed to make the average instrumental student read music as fluently as words.

The first books in the series, created by violinist and music educator Burton Kaplan, deal with rhythmic sightreading problems encountered by students of all ages and are suitable for individual as well as class instruction. Future books will focus on pitch, melody and more advanced rhythmic sightreading.

Published by Perception Development Techniques of New York, the large-note volumes are priced at \$3.95 each and are available from G. Schirmer Inc., 866 Third Avenue, New York, N.Y.

Free Flow, UA Music Sign Worldwide Pact

NEW YORK — Free Flow Music has signed an agreement with United Artists under which Free Flow will assign four writers to produce songs for the joint enterprise during an initial two-year period.

The worldwide pact, according to officials of both companies, will allow the writers to take advantage of UA's promotion staff, as well as Free Flow's wide-ranging production facilities.

Jones Joins ASCAP

LOS ANGELES — Composer-conductor Quincy Jones, winner of numerous Grammy Awards, has joined the American Society of Composers, Authors and Publishers (ASCAP).

Jones, who was born in Chicago in 1933, began his professional career as a jazz arranger and trumpet player. He has scored more than 50 major motion pictures including "In Cold Blood" and "In The Heat Of The Night." Jones records for A&M Records.

classic 1940 production "Fantasia." His first film in 25 years is the soon-to-be-released "Mickey's Birthday Party" featuring many of Disney's early cartoon characters.

One of the finest tributes to Mickey was given by Walt Disney himself when, on his first TV show, he surveyed Disneyland and said "I hope we never lose sight of one fact: that this was all started by a mouse."

Future Plans Outlined

Disney and Robbins will print sheet music of "Something Good Is Bound To Happen" and "May The Best Man Win," to match the July release of the features film "Hot Lead And Cold Feet." This Christmas the studio will release a special seasonal film entitled "The Small One," from which three songs will be printed.

Presently, the Robbins Corp. is planning to release a set of four Christmas folios featuring holiday music from the Disney and Wonderland catalogs. The firm is also preparing a special limited edition songbook to be entitled "Mickey's Birthday Songfest," which will contain five or six specially prepared songs, selected photographs and an interview with the award-winning mouse.

Robbins will also reprint several Disney song classics using all-new artwork. Specific projects include a special four language edition of "It's A Small World" and pop editions of such copywrites as "A Dream Is A Wish Your Heart Makes," recently recorded by Bette Midler. All artwork for these projects will be handled by the Disney studios. Distribution for the Robbins product is handled by Big Three Music, Inc.

Great Jazz Books In Almo Release

LOS ANGELES — In response to a suggestion by A&M Records vice chairman Herb Alpert to create a jazz collection aimed at aiding in the education of serious young instrumentalists, Almo Publications has introduced a six-edition music volume entitled "World's Greatest Jazz Solos."

At Alpert's suggestion, according to Almo's Joe Carlton, "We promptly polled hundreds of outstanding jazz musicians and critics to come up with a consensus of the world's greatest jazz solos."

15 Artists

The books contain titles by Cannonball Adderley, John Coltrane, Dizzy Gillespie, Charlie Parker and 11 other jazz legends. Each book has been edited for solo play by a master of his own given instrument. All pieces have been graded as to complexity to aid the student in picking tunes geared to their individual abilities.

Hansen Pub. Rushes New Drum Method

LOS ANGELES — Hansen House Publications of Hollywood has released a special "Visual Drum Chart" by Dick Hardwick for display at the NAMM show in Chicago this week. Hardwick, who has been a professional drummer for 13 years, is presently performing at Disneyland and is becoming a familiar television and recording personality. His upcoming picture method book "50 Easy Lessons For The Drums" will include the chart and a special sound sheet. The project should be complete by mid-summer according to personnel at Hansen House.

MTB Signs Cerrone

NEW YORK — MTB Music, the publisher affiliate of SESAC, has signed disco artist Cerrone for publishing rights to his albums in the United States.



FAMOUS CARTOON CLASSICS THE BETTY BOOP BOOK (Hansen)



CAROLE KING: GREATEST HITS (Columbia Pictures)



SOMETIMES WHEN WE TOUCH (Warner Brothers)



STARLAND VOCAL BAND: LATE NITE RADIO (Cherry Lane)



WORLD'S GREATEST JAZZ SOLOS (Almo)



NEIL YOUNG: DECADE (Warner Bros.)

NewBooks

- 1 BEATLES ILLUSTRATED RECORD: HARMONY BOOKS OF ITALY
- 2 DENVER, JOHN: BEST OF, Vol. I-EZP (Cherry Lane)
- 3 FAMOUS CARTOON CLASSICS, THE BETTY BOOP BOOK: (Hansen House)
- 4 GATES, DAVID: PIANO SOLOS BY (Columbia Pictures Pub.)
- 5 HANSEN HOUSE TOP 10 PLUS ONE (Hansen House)
- 6 JEFFERSON STARSHIP: EARTH (Columbia Pictures Pub.)
- 7 JOEL, BILLY: TURNSTILES (April Blackwood/Bradley)
- 8 KING, CAROLE: GREATEST HITS — SONGS OF LONG AGO (Columbia Pictures Pub.)
- 9 SATURDAY NIGHT FEVER: EASY PIANO (Warner Bros.)
- 10 SOMETIMES WHEN WE TOUCH (Warner Bros.)
- 11 STARLAND VOCAL BAND: LATE NIGHT RADIO (Cherry Lane)
- 12 WINGS: COMPLETE (Big Three)
- 13 WORLD'S GREATEST EZ-PLAY HARDBACK SONGBOOK (Sight And Sound)
- 14 WORLD'S GREATEST JAZZ SOLOS IN SIX EDITIONS (Almo)
- 15 YOUNG, NEIL: DECADE (Warner Bros.)

TopSellingFolios

- 1 JOEL, BILLY: THE STRANGER (April Blackwood/Bradley)
- 2 SATURDAY NIGHT FEVER: MOTION PICTURE SEL. (Warner Bros.)
- 3 MANILOW, BARRY: EVEN NOW (Big Three)
- 4 YOU LIGHT UP MY LIFE & STAR WARS PLUS 24 (Columbia Pictures Pub.)
- 5 GREASE: BROADWAY SEL. (Hansen)
- 6 STEELY DAN: AJA (Columbia Pictures Pub.)
- 7 MANILOW, BARRY: LIVE (Big Three)
- 8 FLEETWOOD MAC: RUMOURS (Warner Bros.)
- 9 ABBA: THE FOLIO (Almo/Big Three)
- 10 KISS: ALIVE II (Almo)
- 11 LIBERACE BIG NOTE SONGBOOK (Hansen)
- 12 RONSTADT, LINDA: VOL. I & II (Warner Bros.)
- 13 JEFFERSON STARSHIP: EARTH (Columbia Pictures Pub.)
- 14 #1 SONGS OF THE SEVENTIES (Warner Bros.)
- 15 STYX: GRAND ILLUSION (Almo Pub.)

TopSellingSheetMusic

- 1 BAKER STREET (Columbia Pictures Pub.)
- 2 DUST IN THE WIND (Warner Bros.)
- 3 JUST THE WAY YOU ARE (April-Blackwood/Bradley)
- 4 CAN'T SMILE WITHOUT YOU (Warner Bros.)
- 5 IT'S A HEARTACHE (Columbia Pictures Pub.)
- 6 SEND IN THE CLOWNS (Plymouth)
- 7 TAKE A CHANCE ON ME (Almo/Ivan Mogull)
- 8 TOO MUCH, TOO LITTLE, TOO LATE (Warner Bros.)
- 9 THE CLOSER I GET TO YOU (Hansen House)
- 10 THIS TIME I'M IN IT FOR LOVE (Columbia Pictures Pub.)
- 11 FEELS SO GOOD (Big Bells)
- 12 EVEN NOW (Big Three)
- 13 MISS YOU (Columbia Pictures Pub.)
- 14 RUNAWAY (Columbia Pictures Pub.)
- 15 YOU LIGHT UP MY LIFE (Columbia Pictures Pub.)
- 16 IMAGINARY LOVER (Columbia Pictures Pub.)
- 17 GOODBYE GIRL (Warner Bros.)
- 18 ALWAYS AND FOREVER (Almo)
- 19 ON BROADWAY (Columbia Pictures Pub.)
- 20 COME SAIL AWAY (Almo)

LATIN

LATIN BEAT

For the past two years, **Ralph Mercado** and **Ray Aviles** have presented "Salsa Day" at Madison Square Garden over the Labor Day weekend. Now, because they feel the time has come, the celebration will be extended to include a weekend of "Salsa." Called the First New York Salsa Festival, it will take place Sept. 1 and Sept. 2. There will be two concerts, and an incomparable array of top names.

As of this date the following artist have been lined up to perform at the Festival: **Cella Cruz**, **El Gran Combo**, **Johnny Pacheco**, **Willie Colon**, **Roberto Roena**, **Su Apollo Sound**, **Ruben Blades**, **Hector LaVoe**, **Angel Canales**, **Ismael Miranda** and **La Sonora Poncena**. Making one of their rare concert appearances in New York will be two big names from Santo Domingo, **Johnny Ventura** and **Los Hijos del Rey**.

As the festival nears, more information will be released.

Coco Records has released a new album by **Eddie Palmieri** entitled "Exploration." Unlike his other albums, this one contains no vocals. It is completely instrumental and besides being a discarga album it also shows Eddie's jazz side.

Another new release from Coco Records is an album entitled "Salsa Disco Fever." This album promises to keep dancers partying for days. It contains some of the best recordings by **Eddie Palmieri**, the **Puerto Rico All-Stars**, **Cortijo Y Su Combo Original Con Ismael Rivers**, **Orquesta Broadway**, **Andy Montanez**, the **Cesta All Stars** featuring **Charlie Palmieri**, **Machito**, **Jose Fajardo**, **Lalo Rodriguez**, **Graciela Y Marlo**, **Raffy Diaz** and **Cortijo**.

Coco Records has released an album entitled "Harvey Avere Presents Boleros de Amor." It is a compilation of boleros recorded by different artists, believed to be the first time a company has released this kind of album. Some of the featured artists are: **Eddie Palmieri**, **Orq. Broadway**, **Charlie Palmieri**, **Cheo Feliciano**, **Machito**, **Lalo Rodriguez**, **Ismael Quintanta**, **Graciela**, **Marlo Bauza** and **Fe Cortijo**.

Orfeon Records has already launched to the national market the long playing record titled "Orfeon Salsa Super Stars," in which the best performers of this rhythm that gets youth excited at the present time, have been joined together. **Welfo** presents the song "Salsa"; **Cella Cruz**, "Ven Bernabe"; **Perez Prado**, "Pachito El Che"; **Pancho Cataneo**, "Mata Siguaraya"; **La Sonora Matancera**, "La Vecina"; **Johnny Laboriel**, "No Pidas Mas Perdon" b/s "Slome" and "Cochoero, Pare, Pare, Cochoero"; **Lubo Y Su Tribu**, "Pa Todas Las Salsa"; **Leo Soto** "Controversia" and **Santino**, "No Me Malinterpretes". These songs have become hits and obtained the first ten places of the Orfeon Records Salsa's sales, up to the moment.

The famous composer and singer **Pallito Ortega** was in Mexico for a few days just to promote his most recent recording, titled "Por Muchas Razones Te Quiero." This song is already, in a short time, among the first popularity places in Latin America. That is why it is expected also that in Mexico this theme will soon reach the top selling record charts.

Sociedad '76 just finished their new album, titled "From The Big Apple with Love." The group records for Borinquen Records.

The New York Chapter of the National Academy of Television Arts and Sciences presented Emmys to 29 programs and 41 individual achievements for excellence in TV produced and seen in New York City from September 1, 1976 to August 31, 1977. **Felipe Luciano** was awarded an Emmy for his "Special," entitled, "Riker's Island," News Center 4, WNBC-TV.

Louis Ramirez, all-around musician and producer has completed his LP on Fania, **Louis Ramirez Y Sus Amigos** featuring the voices of **Ruben Blades**, **Azquita** and **Aldaberto Santiago**. His 45 r.p.m. single entitled "Something" is enjoying a great deal of attention for his experimental combo of salsa/jazz.

ray terrace

Argentinian News

Buenos Aires — Spanish chanter **Julio Iglesias** will be visiting Buenos Aires this week, for a series of concerts at the Opera Theater and TV. He will also spend some time as a sports commentator for Venezuelan TV during the Soccer World Cup. His recent single and LP have been selling well.

Phonogram has released a new **Santa Esmeralda** LP, following the success of the album featuring **Leroy Gomez**. The flamenco-rock music has many adherents here, according to the position of these records in the charts.

RCA is having success with two albums by **Giorgio** featuring disco music, which appears to be the strongest LP trend at the moment. "From Here To Eternity" has reached Top Ten status in all the country, and looks like a good bet for the oncoming weeks. On singles, RCA has "Mienteme" by Spanish chanter **Camilo Sesto**, who appeared here a couple of weeks ago.

CBS' **Daniel Magal** seems heading to reach one million singles sold worldwide of his "Cara de Gitana," while his second waxing, "Donde Andaras Amor" is also high in the charts locally. CBS has rushed his first LP, which will be released in several other markets very soon.

MAI Publishers arranged an unusual audition for several new tango artists at Cano 14, the biggest tango nitery in town. With an audience composed by several great artists in this field, the chanters and groups unveiled new songs. It was also an-

nounced that four U.S. arrangers have received tango tunes to arrange and direct here during the music season to be opened here soon.

Microfon's **Mario Kaminsky** has reported to **Cash Box** the return of its budget line records Asi, with a price tag of 2,990 pesos, roughly \$3.50. Since regular singles are costing 1,800 pesos (about \$2.20, one of the highest prices in the world) the idea is to attract thousand of buyers who cannot spare \$6.00 for regular LPs. A strong promo campaign has been designed for newspapers, radio and TV.

CBS, through its EPO (Epic/Portrait/Orfeo) division is launching the TK Records catalog in Argentina, previously distributed by RCA here. The same diskery is already marketing the Brazilian Copacabana product, with good results. On the local side, CBS re-linked the **Cuarteto Imperial**, a group that has sold about six million LPs during its career.

Phonogram offered an "asado" (barbecue) to its top group **Los Cantores del Alba** during its stay in Buenos Aires, where the group has been appearing at the Hotelga Show.

After some time, RCA group **Los Iracundos** is back on the charts with their latest effort, "Pasión y Vida." The group has been strong in regional markets for fifteen years with a mix of melodic and pop music which has also found markets abroad.

miguel smirnoff

TOP 20 ALBUMS

Chicago Salsa

Chicago Pop

- 1 **EXPLORANDO**
LA SONORA PONCENA (Inca 1060)
- 2 **780 KILOS DE SALSA**
LA DIMENSION LATINA (Top Hits 2025)
- 3 **ONLY THEY COULD HAVE MADE THIS ALBUM**
CELIA CRUZ/WILLIE COLON (Vaya 66)
- 4 **ADALBERTO**
ADALBERTO SANTIAGO (Fama 512)
- 5 **LA RAZA LATINA**
ORCHESTRA HARLOW (Fania 516)
- 6 **TIENE CALIDAD**
LIBRE (Salsoul/Salsa 4114)
- 7 **MACHO MUMBA**
SAOCO (Salsoul/Salsa 4117)
- 8 **LOS PROFESIONALES**
PUERTO RICO ALL STARS (Fama 1001)
- 9 **EL NEGRO CHOMBO**
TOMMY OLIVENCIA (Inca 1055)
- 10 **THE ARTIST**
JOHNNY PACHECO (Fania 503)
- 11 **NUMBER 9**
ROBERTO ROENA (International 924)
- 12 **NO VOY AL FESTIVAL**
ISMAEL MIRANDA (Fania 508)
- 13 **MI TIERRA Y YO**
CHEO FELICIANO (Vaya 69)
- 14 **CON MUCHA SALSA**
VITIN AVILES (Alegró 6001)
- 15 **MEJOR QUE NUNCA**
EL GRAN COMBO (EGC 013)
- 16 **EL GIGANTE DEL SUR**
SONORA PONCENA (Inca 1054)
- 17 **METIENDO MANO**
W. COLON/R. BLADES (Fania 500)
- 18 **DE TI DEPENDE**
HECTOR LAVOE (Fania 492)
- 19 **CONQUISTA MUSICAL**
LA SONORA PONCENA (Inca 1052)
- 20 **DE TODAS MANERAS ROSAS**
ISMAEL RIVERA (Tico 1415)

- 1 **NUMERO 8**
LOS TIGRES DEL NORTE (Fama 564)
- 2 **LA VOZ RANCHERA**
CHELO (Musart 10638)
- 3 **SIEMPRE EN MI MENTE**
JUAN GABRIEL (Arcano 3388)
- 4 **CON MARIACHI**
CHELO (Musart 10585)
- 5 **LA HIJA DE NADIE**
YOLANDA DEL RIO (Arcano 3202)
- 6 **LOS ALAMBRADOS**
LOS BUKIS (Mericana/Melody 5611)
- 7 **BESITOS**
LOS HUMILDES (Fama 560)
- 8 **CANTA A JUAN GABRIEL**
ROCIO DURCAL (Pronto 1031)
- 9 **AMIGO**
ROBERTO CARLOS (Caytronics 1505)
- 10 **ME ESTOY ACOSTUMBRANDO A TI**
RICARDO CERRATTO (Latin Int'l. 5042)
- 11 **LO MEJOR**
ROBERTO CARLOS (Caytronics 132)
- 12 **ABRAZAME**
LOLITA (Caytronics 1489)
- 13 **RASGOS**
CAMILO SESTO (Pronto 1025)
- 14 **LA MUERTE DE UN GALLERO**
VICENTE FERNANDEZ (Caytronics 1492)
- 15 **LEO DAN**
(Caytronics 1504)
- 16 **SERENATA SIN LUNA**
LOS ANGELES NEGROS (International 925)
- 17 **ESTOS SON LOS FELINOS**
(Musart 1735)
- 18 **VIVAN LOS MOJADES**
LOS TIGRES DEL NORTE (Fama 554)
- 19 **EL AMOR**
JULIO IGLESIAS (Alhambra 23)
- 20 **SON TUS PERJUMENES MUJER**
LOS HURACANES DEL NORTE (Luna 1018)

Latin Picks



THE HEAVYWEIGHT — Charlie Palmieri — Alegre 6009 — Producer: Charlie Palmieri

Heavyweight is the right name to describe this album. We are once again treated to Charlie Palmieri's impeccably delightful piano style, as he takes his inimitable salsa solos on three of six sides. The arrangements are excellent, the horns are superb and the rhythm section is tight. Honorable mention goes to the vocals of Menique and Julito Villot. Each cut is a gem in its own right especially "Melodica in F." This album can't miss top charting.



SALSA DISCO PARTY LIVE AT ROSELAND — Various Artists — TR138X — Producers: Stanley I. Cohen/Phil DeCarlo

On March 10, 1978 at Roseland Dance City, Tito Rodriguez's dream became a reality. His dream? To build a record company with the best of New York's artists as its foundation. Roseland seemed like the perfect showplace. Salsa Disco Party (live) was recorded in good taste and very minor changes in editing. The following TR stars appear on this album: Charanga '76, Linda Leida, Siete Potencias, Ralph Santi, Angel Canales, Nelson Gonzalez and Sublime. Good sound and good mixing for a live album of Salsa Disco.



LA SALSA Y CHARANGA — Wayne Gorbea — Disco International 1003 — Producer: Stanley Lewis

Wayne Gorbea's combination of trumpets, trombones and violins mark this orchestra's auspicious beginning in the salsa market. Outstanding solos by the leader Wayne Gorbea on piano, Jose Ramos-bass, Ruben Borgas-timbales and superb vocals and coros. The best cuts on this album are "Paranoia," "Elena," "Un Duelo," "Contigo No," and "Armonioso." The orchestra swings hard at all times. This album should not be overlooked in any Latin retail store.

Record Manufacturers

APG ELETRONICA S.A.

Rua Funchal, 314
Sao Paulo SP
Tel: 210-4755 (011)
Manager: Sebastiao Bastos
Rus Melvin Jones, 35
Rio de Janeiro RJ
Manager: Alberto Pittigliani

CIA. BRASILEIRA DE DISCOS PHONOGRAM

Avenida Rio Branco, 277-Gr. 301
Rio de Janeiro RJ
Tel: 252-6195
Manager: Antonio Coelho Ribeiro

CIA. INDUSTRIAL DE DISCOS

Rua 7 de Marco, 331
Rio de Janeiro RJ
Tel: 280-9222
Manager: Harry Zuckermann

DISCOS CBS S.A. INDUSTRIA E COMERCIO

Rua Hassid Mofarrej, 559
Villa Leopoldina
Sao Paulo SP
Tel: 261-6922 (011)
Manager: Juan Truden

DISCOS MARCUS PEREIRA

Rua Minas Gerais, 201
Sao Paulo SP
Manager: Marcus Pereira

DISCOS RGE/FERMATA LTDA.

Rua do Triunfo, 177
Sao Paulo SP
Manager: Enrique Lebendiger

EMI-ODEON FONOGRFICA INDUSTRIAL E ELETRONICA

Rua Mena Berreto, 181
Rio de Janeiro RJ
Tel: 286-1212/266-0661
Manager: Rolf Dihlmann

GRAVACOES CHANTECLER S.A.

Rua Aurora, 974
Sao Paulo SP
Manager: Victor Settani

GRAVACOES ELETRICAS S/A-DISCOS CONTINENTAL

Avenida do Estado, 4.667
Sao Paulo SP
Tel: 279-6811 (011)
Manager: Wilson Rodrigues Poso

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Manager: Alan Cordover

RCA ELETRONICA LTDA.

Rua Dona Veridiana, 203-6o andar
Sao Paulo SP
Tel: 220-7655/220-1699 (011)
Manager: Adolfo Pino

SIGLA-SISTEMA GLOBO DE GRAVACOES AUDIO-VISUAIS (SOM LIVRE)

Av. Borges de Medeiros, 2.331
Rio de Janeiro RJ
Tel: 246-9357/246-2931

TOP TAPE MUSIC LTDA.

Rua Alice 97
Rio de Janeiro RJ
Tel: 205-5552
Manager: Jose R. Sobrinho

SOM INDUSTRIA E COMERCIO S/A — BEVERLY — COPACABANA

Rua dos Gusmoes, 235
Sao Paulo SP
Tel: 221-7855 (011)

TAPECAR GRAVACOES S.A.

Rua Aguiar Moreira, 639
Rio de Janeiro RJ
Tel: 260-3385/260-4065
Manager: Manuel V. Camero

WEA DISCOS LTDA/WARNER/ELEKTRA

Rua Itaipava, 44
Rio de Janeiro RJ
Tel: 225-0629
Manager: Andre Midani

Music Publishers

EDICOES INTERSONG LTDA. EDICOES MUSAIS SATURNO LTDA. EDICOES MUSAIS HELLO LTDA. EDICOES MUSAIS PERGOLA LTDA.

Avenida Rio Branco, 277-Gr. 710
Rio de Janeiro RJ
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MCA DO BRASIL EDITORA MUSICAL LTDA. MUSIRAMA EDITORA MUSICAL LTDA. DUCHESS EDITORA MUSICAL LTDA.

Rua Aurora, 964
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Music Publishers

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Manager: Olavo Antonio Bianco

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Manager: Edwilson Jose de Azevedo

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Rio de Janeiro RJ
Tel: 234-8105
Manager: Fernando Cesar Pereira

EDCLAVE EDICOES CLAVE MUSICAL LTDA.

Rua General Gustavo Cordeiro de Farias, 545
Rio de Janeiro RJ
Manager: Romeo Braynner Nunes dos Santos

Recording Studios

AUDIO STUDIO B
Rua Anita Garibaldi 83-D
Sobre Lo ja 206
Rio De Janeiro ZC-07
Tel: 256-5941/235-1525

CBS SA
Rua Visconde de Rio Branco 53
Rio de Janeiro ZC-58
Tel: 231-4040

GRAVACOES ELECTRICAS SA
Rua Aurora 984
Sao Paulo
Tel: 220-9539

ODEON SA (IEM-INDUSTRIA ELECTRICAS & MUSAIS FABRICAL)
Rua Evaristo de Veiga 20
Rio de Janeiro
Tel: 252-8032

PHONOGRAM (COMPANHIA BRASILEIRA DE DISCOS)
Estradas das Furnas 1467
Rio de Janeiro

SOM INDUSTRIA & COMERCIO SA
(Office) Rua Correa Dias 93
04104 Sao Paulo
(Plant) Rua Eugenia S. Vitale 173 s.
Bernardo do Campo, Sac Paulo
Tel: 71-2441/71-7561/71-3616

Pressing Plants

MUSIDISC
Rua Quissama 190
Petropolis
COMPANHIA BRASILEIRA de DISCOS
Estrada des Furnas 1467
Rio de Janeiro

COMPANHIA INDUSTRIAL de DISCOS
Rua 7 de Marco
331, Bonsucesso
Rio de Janeiro

INDUSTRIAS ELECTRICAS e MUSAIS FABRICA ODEON (EMI)
Rua Odeon s/n
San Bernardo do Campo
RCA ELETRONICA BRASILEIRA AV
Engenheiro Billings 2229
Sao Paulo

ROZENBILT
Etarada dos Remedios 855
Recife, Pernambuco

SOM.
Rua Eugenia S. Vitale
173. Sao Bernardo do Campo
Tel: 32-74-11

TAPECAR GRAVACOES LTDA
Rua Aguiar Moreira
639, Bonsucesso

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Radio Stations

RADIO GLOBAL Y MUNDIAL
Rua Russell 434
Rio de Janeiro
Tel: 225-7243

RADIO JORMAL DO BRASIL

Av. Brasil 500
Rio de Janeiro
Tel: 254-4422

RADIO NACIONAL

Craza Maya #7
Rio de Janeiro
Tel: 243-8850

RADIO D AMOIO Y RADIO DUPI

Av. Venezuela #43
Rio de Janeiro
Tel: 223-1647

RADIO BAMDEIRAMDES

Rua Radiades #13
Sao Paulo
Tel: 211-3011

RADIO ELTORADO

Rua Major Quedinho #76
Sao Paulo
Tel: 256-5411

RADIO EXCELSIOR

Rua Dos Dalmeiras #315
Sao Paulo
Tel: 677-510

RADIO CAZETA

Av. Paulista #900
Sao Paulo
Tel: 355-151

RADIO PAN AMERICANA Y RADIO RECORD

Av. Mirana #713
Sao Paulo
Tel: 240-2022

(1978) WORLD ALMANAC

Population: 109,180,000
GNP: 109 billion
Currency/Rate Of Exchange: Cruzeiro 13.3 = \$1 U.S.
No. Of TV Sets Currently In Use: 6,600,000
No. Of Radios In Use: 6,250,000
No. Of Radio Stations Listed:
No. Of Record Manufacturers Listed: 29
No. Of Distributors Listed: 5
No. Of Music Publishers Listed: 17
No. Of Recording Studios Listed: 7

INTERNATIONAL

Music Shopp International & The Agency Join Forces Aug. 1

by Kirk LaPointe

TORONTO — In a surprising business move, Canada's two largest concert and club booking agents have officially decided to merge as of August 1.

Music Shoppe International, with gross revenues last year of \$8 million, and The Agency, MSI's biggest competitor with total revenue in 1977 of over \$4 million, will join forces as The Music Shoppe Agency.

Ron Scribner, president of Music Shoppe, told **Cash Box**, "The Toronto market was near the point where it could no longer afford two major agencies. We (MSI and The Agency) were outbidding each other for groups in some instances. Sure, there was healthy competition, but we were beginning to think too often of the other guy (agency) rather than the proper way of doing business."

In the new agency, Scribner will be president, and The Agency's president, David Bluestein, will become vice president. Clients will include major Canadian bands like Rush, Max Webster, Triumph and others. Scribner estimates the company will do close to \$20 million in business this year.

Several smaller booking agents in Toronto termed the move "monopolistic." Representatives from Canadian General Artists and Listing House, two agencies based in Toronto, both claim the move may

CBC Radio Poll Places Rush #1 Among Local Acts

WINNIPEG — Rush is the most popular Canadian act, according to a poll taken by the CBC-AM radio program, 90 Minutes With A Bullet. Conducted independently by the show through listenership, schools and retail outlets, the poll determined this country's favorite 25 Canadian recording artists.

A breakdown regionally of the poll shows that the major markets of Vancouver, Toronto and Montreal had an almost equal representation in the tabulations.

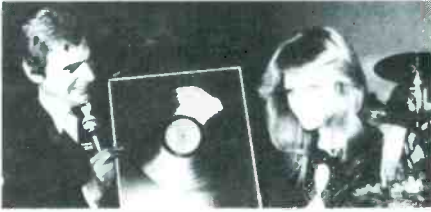
Only three female acts were among the Top 25, and only one French-language act (Harmonium) was chosen. The results were aired June 28 on a special Canada Week program.

The results, in order of popularity, from number one to 25 are: Rush, April Wine, Trooper, Burton Cummings, B.T.O., Heart, Chilliwack, Dan Hill, Moxy, Prism, Klaatu, Patsy Gallant, Gordon Lightfoot, Max Webster, Triumph, Murray McLaughlan, The Hometown Band, Harmonium, Ian Thomas, Jerry Doucette, Valdy, Ronney Abramson, Randy Bachman, Mahogany Rush, and Gino Vannelli.

drive them both out of business. "The move is a blockbuster, no doubt about it," said an official of C.G.A., "and a lot of the acts we have may shift alliances to them because Music Shoppe is going to have all the clout from now on. That may squeeze the little guy down the drain."

David Bluestein says the move wasn't made to set up a strangle-hold on the market. "We had the big shares of the market between us (MSI and The Agency) anyway," he said. "The best part about this move, and the determinant factor I think, is that it gives us the opportunity to look towards the United States." Bluestein, whose agency booked many local concerts, as well as the El Mocambo and Colonial clubs, says the new merger will not affect adversely any of his client's entertainment policy. "We've joined forces without changing directions that much."

The new firm will set up business August 1 in temporary quarters on Jarvis Street in Toronto. Both of their talent rosters have remained intact, although Music Shoppe International indicated it will present its new business proposal to its acts, and allow them to leave the firm if they so desire. Thus far, no booking agents have been let go by either firm, although neither agency is replacing people who have voluntarily resigned their positions.



BONNIE GOLD — RCA recording artist Bonnie Tyler recently received in Berlin a gold record representing German sales of "The Hits Of Bonnie Tyler." Pictured presenting the award to Tyler is Hans-Georg Baum, manager of RCA Schallplatten GmbH.

ASF Winner Represents U.S. In Pacific Comp.

LOS ANGELES — The Grand Prize winner of the first American Song Festival, Tim Moore, has been selected to represent the United States in the Pacific Song Competition.

Contestants in the Pacific Song Festival will perform their entries before a live audience, including judges, in the host country of New Zealand while judges from other countries watch via satellite. Set to participate are Australia, Japan, the Philippines, Hong Kong and Canada, with Hawaii, Chile, Mexico and Malaysia expected to be added.



WEA INTL. CELEBRATES — WEA International celebrated the recent simultaneous openings of WEA Malaysia, WEA Hong Kong and WEA Singapore companies. Phil Rose executive vice-president of WEA International has just completed a tour of the three headquarters. With Paul Ewing being named managing director of all three companies, Jimmy Wee has been named general manager of the Singapore company; Frank Cheah has been named GM of WEA Malaysia. Ewing, who was formerly GM for EMI, Hong Kong, will remain based there. Pictured (l-r) in the top row are: Ken Cooper, WEA Australia; Eugene Lim and Ronnie Loh of WEA Singapore. In the bottom row are: Ewing; Wee; and Rose.

International Talk

TORONTO — GRT (Ariola America in the U.S.) recording artists **Prism** came to Toronto for interviews regarding their second album, "See Forever Eyes," which has gone gold in Canada two weeks after its release. Drummer **Rocket Norton** says the band is "progressing considerably" in perfecting its onstage presentation. "We've really worked hard during the last year, playing in front of very demanding crowds." The Vancouver-based band has really been the sleeper success of the year in Canada, having earned a platinum award for its debut disc. Norton says the band will be touring the U.S. with **Meat Loaf** and is negotiating for several Styx dates. A European tour is also slated. The band will perform as opening act for **Heart** at this year's CNE in Toronto. . . . News from an extremely reliable source says that **Randy Bachman** is disgruntled with his new label, Polydor, and may leave. Apparently, Polydor asked to hear bed tracks for his second disc, and Bachman refused, leading to ill feelings. Neither side is talking. . . . In spite of vociferous protest, the Canadian National Exhibition has scheduled only one Canadian headliner for its line-up at the Grandstand this year. **Burton Cummings** will perform August 27 (if you stretch your definition of a Canadian band, **Heart** will make two CNE headliners). . . . **Bruce Cockburn** is in the midst of an extensive five-month cross-Canada tour. Cockburn's new album, "Further Adventures Of . . ." has just been released. . . . The new **April Wine** album, "First Glance," will be released in

the States in September, as part of Capitol's new arrangement in Canada with Aquarius Records. . . . The new Klaatu album is called "Sir Army Suit," and is scheduled for an August 14 release date in Canada. . . . **F. Giselle Cline** has been appointed national merchandising manager for A.E.S. Records, a subsidiary of CBS Records Canada.

kirk lapointe

STOCKHOLM — A couple of weeks back, CBS Sweden indulged in quite an unusual form of record advertising. For "Love Is In The Air" by Australian rock singer John Paul Young, CBS hired a plane that circled over Swedish capital Stockholm for three consecutive days.

PARIS — **Helnz T. Voigt**, executive vice president of Polygram's publishing division assumed the presidency of that organization May 1, 1978. Voigt succeeds founder president **Georges Meyerstein Malgret** who reached mandatory retirement age. Voigt participated in the acquisition of Chappell Publishing group and became its president in 1975. The same year he acquired the Hill Range catalogs for Intersong international and was appointed chief operational officer of the Polygram Publishing division.

claudette monnet

Tull's 'Heavy Horses' Goes Gold In Canada

TORONTO — The Canadian Recording Industry Association has certified gold Jethro Tull's latest album, "Heavy Horses."

INTERNATIONAL BESTSELLERS

Brazil

TOP TEN 45s

- 1 **Dance A Little Bit Closer** — Charo and the Salsoul Orch. — Top Tape
- 2 **Quem E Ele** — Miss Lene — CBS
- 3 **Verde Vinho** — Paulo Alexandre — Chantecler
- 4 **From Here To Eternity** — Giorgio — RGE/Fermata
- 5 **Foi Voce** — Beth Maia — Phonogram
- 6 **Don't Let Me Be Misunderstood** — Santa Esmeralda — Phonogram
- 7 **Emotion** — Samantha Sang — Odeon
- 8 **How Deep Is Your Love** — Bee Gees — Phonogram
- 9 **Black Coco** — Painel de Controle — RCA
- 10 **Que Pena** — Peninha — Phonogram

TOP TEN LPs

- 1 **O Astro** — Int. Various — Som Livre
- 2 **Amigo** — Roberto Carlos — CBS
- 3 **Je T'Aime** — Various — Som Livre
- 4 **Amor Canto Prmelro** — Various — Som Livre
- 5 **Don't Let Me Be Misunderstood** — Santa Esmeralda — Phonogram
- 6 **A Banda Do Ze Pretinho** — Jorge Ben — Som Livre
- 7 **Passaro Da Manha** — Maria Bethania — Phonogram
- 8 **The House Of The Rising Sun** — Santa Esmeralda — Phonogram
- 9 **Star Power** — Various — K-Tel
- 10 **Macho Man** — Village People — RCA

BPRA

Argentina

TOP TEN 45s

- 1 **Argentina Te Queremos** — Los Campeones — Philips
- 2 **Melodia Eam '78** — Ennio Morricone — RCA
- 3 **Marcha Oficial Mundial 78** — Banda Columbia — CBS
- 4 **Tu Siempre Tu** — Franco Simone — Microfon
- 5 **Pasion Y Vida** — Los Iracundos — RCA
- 6 **Sueno De Amantes** — Donny Willer — Interdisc
- 7 **Adios Mi Amor Adios** — Demis Roussos — Philips
- 8 **Sabado A La Tarde** — Tiberio — Microfon
- 9 **Silver Lady** — David Soul — Private Stock-EMI
- 10 **Gorillon** — Miguel Gallardo — EMI

TOP TEN LPs

- 1 **Argentina Campeon** — Jose Maria Munoz — RCA
- 2 **Fiesta Argentina** — Los Campeones — Philips
- 3 **Los Primeros Del Ranking** — Selection — CBS
- 4 **En Castellano** — Demis Roussos — Philips
- 5 **Los Exitos Del Amor Vol. 4** — Selection — Microfon
- 6 **Ruidos Vol. 4** — Selection — Philips
- 7 **Rockollection** — Laurent Voulyz — RCA
- 8 **Saturday Night Fever** — Various — RSO
- 9 **A Mis 33 Anos** — Julio Iglesias — CBS
- 10 **From Here To Eternity** — Giorgio — RCA

Prensario

New Zealand

TOP TEN 45s

- 1 **You're The One That I Want** — John Travolta/Olivia Newton-John — Phonogram
- 2 **Rivers Of Babylon** — Boney M — WEA
- 3 **Too Much, Too Little, Too Late** — Johnny Mathis/Deneice Williams — CBS
- 4 **Baker Street** — Gerry Rafferty — Fest.
- 5 **Night Fever** — Bee Gees — Phonogram
- 6 **Flashlight** — Parliament — Phonogram
- 7 **Wuthering Heights** — Kate Bush — EMI
- 8 **Love Is Like Oxygen** — Sweet — Phonogram
- 9 **Shadow Dancing** — Andy Gibb — Fest.
- 10 **Everyone's A Winner** — Hot Chocolate — EMI

TOP TEN LPs

- 1 **Saturday Night Fever** — Various — Phonogram
- 2 **Kamahl** — Kamahl — Phonogram
- 3 **The Sound Of Bread** — Bread — WEA
- 4 **The Legendary Jim Croce** — Jim Croce — RCA
- 5 **The Kick Inside** — Kate Bush — EMI
- 6 **Barry Manilow Live** — Barry Manilow — EMI
- 7 **The Stranger** — Billy Joel — CBS
- 8 **Bat Out Of Hell** — Meat Loaf — CBS
- 9 **Simple Dreams** — Linda Ronstadt — WEA
- 10 **City To City** — Gerry Rafferty — Fest.

Record Publications

INTERNATIONAL

Brazil

(continued from page 55)

Music, Utopia, Wand, Windsong, Wooden Nickel (USA), Ariola (Spain), Barclay, Erato, Riviera (France), Hansa (Germany), Numero Uno, Ricordi, Vanilla (Italy), Pickwick (U.K.), Polar (Sweden).

RGE/FERMATE LTDA

Rua de Truinfo 177
Sao Paulo SP
Tel: (011) 37-2600
LABELS (Owned) Fermata, Importa/Som, Peralta, Pick, Premier, RGE, Som/Major, Young
(Lic.) Baal (Singapore), Carosello (Italy), DJM (U.K.), Inmus (Germany), Famous Group, GNP Crescendo, PPX, Ranwood (USA).

ABRIL S/A CULTURAL E INDUSTRIAL

Rue do Cortome, 571
Sao Paulo SP
Tel: 262-6222

BASF BRASILEIRA S/A

Avenida Sao Luis, 86
Sao Paulo SP
Tel: (021) 231-4040
LABELS (Owned) CBS, Epic, Okey, Tropicana
(Lic.) CBS (worldwide), Columbia (USA).

COMPANHIA IND'L DE DISCOS

7 de Marco 331 Bonsucesso — Zc 24
Rio de Janeiro
Tel: (021) 260-7922
LABELS (Owned) CID, Carroussel, Crazy Cat, Itamaraty, Magic Music, Square
(Lic.) Ember (U.K.), Oasis (Germany), Pickwick (USA), Saar (Italy).

GRAVACOES CHANTECLER LTDA

Rua Aurora 974/978
Sao Paulo SP
Tel: (011) 221-3311
LABELS (Owned) Alvorada, Chantecler, Galinho, Rosicler, Scramble, Sertanejo
(Lic.) Ariston (Italy), Pye (U.K.), Roda (Portugal), Teldec (Germany).

GRAVACOES de DISCOS E FITAS JAPOTE LTDA

Avenida Casper Librero 573
2nd Floor Rm. 4
Sao Paulo SP
Tel: (011) 279-1348

GRAVACOES ELECTRICAS SA

Avenida do Estado 4667
Sao Paulo SP 01551
Tel: (011) 279-0115
LABELS (Owned) Caboclo, Concorde, Continental, Discao, Disquinho, Formula, Musicolor, Strawberry
(Lic.) Ampex (Canada), Audio Fidelity CTI, GNP Crescendo, GRT, Janus (USA), Charly (U.K.), Gamma (Mexico), Hispavox (Spain), Melodiya (USSR), Radio Truinfo (Portugal), Ri-Fi (Italy).

Sonopresse Issues EP

NEW YORK — Roadshow Records' French licensee, Sonopresse, will release a 12-inch single of "Get Ready For The Future" by the label's newest group, The Winners.



TOZZI GOLD — CBS recording artist Umberto Tozzi recently received gold records for his single "Ti Amo," which has sold in France in excess of 1 million units (which is double gold status). Pictured (l-r) are: Robert Toutan, director of promotion, CBS; and Tozzi.

Green Wins Top Prize At Tokyo Music Festival

TOKYO — Al Green has been awarded the Grand Prix at the 7th Tokyo Music Festival International Contest which was held in Nippon Budokan Hall in Tokyo on June 18, 1978. This contest was held under the sponsorship of the Tokyo Music Festival, Tokyo Broadcasting Company and the Japan Phonograph Record Association.

In addition the the Grand Prix, Green received 3,000,000 yen for his winning song "Belle."

Other prize-winners were as follows: Gold prize: Debby Boone (U.S.A.) "God Knows"; Silver prize: Kate Bush (Great Britain) "Moving"; The Emotions (U.S.A.) "You'll Find I Love You." Bronze prize winners were: Leah Navarro & Manila Music Machine (Philippines) "Two Lovers"; Park Kyung Hee (Korea) "I'm Going My Way"; Barbara Dickson (Great Britain) "Second Sight." Best Composer's Award recipient was Mayumi Itsuwa (Japan) for "Sayonara Dakewa Iwanaide." Best Arranger's Award went to Gene Page (U.S.A.) for "1,000 Laughs" (sung by Eloise Laws.) Best Singer's Award went to Akira Fuse (Japan) for "Kimino Utaga Kikoeru." Best Japanese Singers Award went to Hideki Saijo (Japan) for "Honoho."

TBS (Tokyo Broadcasting System) Award recipients were: Hideki Saijo (Japan) "Honoho"; Akira Fuse (Japan) "Kimino Utaga Kikoeru"; Mayumi Itsuwa "Sayonaradakewa Iwanaide"; Hedva (Israel) "Valentino."

Winners of the Cherry Blossoms Award were: Eloise Laws (U.S.A.) for "1,000 Laughs," Lydia Verkine (France) "Pour La Musique," Blonde on Blonde (Great Britain) "You Can Call It A Miracle," and Connie Kissinger (U.S.A.) for "From Today."

CGD Holds Annual Meeting Consolidation Plans Affirmed

by Guido Haral

ROME — Interesting changes of structure and activity have been announced by CGD-Messaggerie Musicali during its annual convention, which was held at the end of May at Il Ciocco, in Tuscany.

CGD managing director Franco Crepax officially announced the consolidation of the three Sugar-owned companies, effective June 1. As of that date, CGD (records & tapes production and pressing plants), Cogestin (recording studios) and Messaggerie Musicali (marketing arm) will merge to form a new company designated CGD.

Entitled "Close Encounters with CGD-MM," the convention attracted more than 500 people, including agents, disc jockeys, dealers, independent TV and radio reps and artists of all categories.

1977 Sales

Crepax also disclosed that 1977 sales figures for records and tapes in Italy, excluding jukebox sales, royalties and manufacture for third parties, amounted to \$20 million. In addition, well over \$2 million were billed for sheet music, musical instruments and other imported products. For the same period, sales of CGD products overseas reached \$7 million, thanks to Italian artists such as Umberto Tozzi and his hit "Ti Amo."

Sales in the first quarter of 1978 are running at a level of just under \$26 million for the year. This sales level will surely be affected by the recent termination of the WEA distribution deal on June 30, but CGD is confident it will exceed the targeted \$23 million. If this forecast is reached, CGD will have maintained its traditional yearly increase of approximately 30 percent.

The group had recently lost some ground with the loss of the CBS catalog, even though CGD had retained the distribution. Another substantial loss is the announced discontinuation of the WEA catalog which had in the past three years generated approximately \$15 million.

Strategy

The strategy of the new company is to go beyond the role of production and offer an efficient organization to serve large and small licensees and even individual artists' small labels.

With this in mind, CGD is confident to fill the gap created by CBS and WEA with the projected development of new distribution plans. CGD intends to promote intensively the Italian products, the foreign labels it represents (among others, DJM, ABC, Impulse, Beserkley, CTI and Butterfly) and, effective August 1, the A&M catalog recently acquired by CBS Dischi.

CGD central general manager Giuseppe

Giannini explains his optimism, "Even though we have not lately had any consistent chart items, yet in this first quarter we exceeded by 15% our forecast. We were convinced we did not have a strong catalog, but this has proved wrong across the board, and in particular in the Record Bazaar mid-price line which continues to expand.

New Mid-Price Line

"This has led us to plan the launch of a new mid-price line of classical music in September, 'CGD Classics,' with an initial 50 album release.

"In the future, we plan to develop the Italian products, but will not neglect foreign products. Ideally, the best balance has been reached by CGD a couple of years ago, when the sales of foreign catalogs equalled the Italian repertoire. Today the sales of foreign products is 28% of our total."

This approach is most interesting when compared with what CBS Dischi marketing manager Piero La Falce declared during the convention. For CBS Dischi, besides developing the international catalog, the maximum promotion will be devoted to national talents of increasing prestige: among others, Raffaella Carra, progressive rock-group Osanna (their latest album "Suddance" has won the 1978 Record Critics' Association Award as for "Best Italian Rock-Group"), singer-songwriter Giangilberto Monti, Asha Puthli (an international artist who scored her first huge success in Italy) and recently signed Claudio Baglioni. CBS Dischi managing director Mike Von Winterfeldt added in a recent interview: "We are actively following our biggest target which is to find local talent and to develop it and establish it in Italy and abroad. Carra's recent success now proves we can successfully promote and sell Italian talent outside of Italy."

New Initiatives

CGD presented at the convention new products and initiatives: a national preview of Walt Disney's movie "Pete's Dragon" and an audio-visual projection of the latest releases by Adriano Celentano, Pooh, Gianni Bella, John Paul Young, Idris Muhammad, Jonathan Richman and the French group, the Rockets, whose second album "On The Road Again" has sold over 40,000 copies in just ten days after release-date.

Another audio-visual show presented CBS Dischi latest products by Asha Puthli, Osanna, Julio Iglesias, Bruce Springsteen, Boston, Billy Joel, Raffaella Carra and A&M artist Peter Frampton.

Progressive rock group Area gave a live performance of its new album "1978: Les Dieux S'En Vont, Les Enrages Restent."

INTERNATIONAL BESTSELLERS

France

TOP TEN 45s

- 1 En Chantant — Michel Sardou — RCA/Trema
- 2 I Can't Stand The Rain — Eruption — Barclay
- 3 Let's All Chant — Michael Zager Band — Sonopresse
- 4 Bubble Star — Laurent Voulzy — RCA
- 5 Solitude — Sylvie Vartan — RCA
- 6 Miss You — Rolling Stones — Pathe Marconi
- 7 Rivers Of Babylon — Boney M — Carrere
- 8 It's A Heartache — Bonnie Tyler — RCA
- 9 Femme, Femme, Femme — Serge Lama — Phonogram
- 10 Una Lacrima Sul Viso — Bobby Solo — Ibach Rec

TOP TEN LPs

- 1 Saturday Night Fever — Various — Polydor
- 2 Pomme — Il Etait Une Fois — Pathe Marconi
- 3 Got A Feeling — Patrick Juvet — Barclay
- 4 Nostalgies — Gerard Lenorman — Carrere
- 5 Jaloux — Julien Clerc — Pathe Marconi
- 6 Thank God It's Friday — Love & Kisses/D. Summer — Vogue
- 7 ... And Then There Were Three — Genesis — Phonogram
- 8 La Vieille Dame — Michel Fugain — RCA
- 9 Misere — Coluche — Pathe Marconi
- 10 Oh Happy Day — Marion Williams — RCA

— Europe 1

Japan

TOP TEN 45s

- 1 Mr. Summer Time — Circus — Victor Musical Industries
- 2 Jikan Yo Tomare — Eikichi Yazawa — CBS/Sony
- 3 Darling — Kenji Sawada — Polydor
- 4 Kamome Ga Tonda HI — Machiko Watanabe — CBS/Sony
- 5 Playback Part 2 — Momoe Yamaguchi — CBS/Sony
- 6 Yodonashi — Masanori Sera & Twist — Canyon
- 7 Honoho — Hideki Saijo — RVC
- 8 Tonde Istanbul — Mayo Shono — Columbia
- 9 Tokyo Lalabye — Rie Nakahara — CBS/Sony
- 10 South Paw — Pink Lady — Victor Musical Industries

TOP TEN LPs

- 1 Gold Rush — Eikichi Yazawa — CBS/Sony
- 2 Alice VI — Toshiba — EMI
- 3 Umi Ni Tsuretette — Machiko Watanabe — CBS/Sony
- 4 Saturday Night Fever — Various — Polydor
- 5 Kaguyahime — Kyo — Crown
- 6 Nadja II — Kenyichi Hagiwara — Tokuma Music Industries
- 7 Aishiteiru To Itteku — Miyuki Nakajima — Canyon
- 8 Alice V — Toshiba-EMI
- 9 Shikashu (Anthology) — Masashi Sada — Warner/Pionner
- 10 Swing — High Figh Set — Toshiba-EMI

JPra

Australia

- 1 You're The One That I Want — John Travolta/Olivia Newton-John — RSO
- 2 Rivers Of Babylon — Boney M — Atlantic
- 3 Baker Street — Gerry Rafferty — United Artists
- 4 Love Is In The Air — John Paul Young — Albert
- 5 Jack And Jill — Raydio — Arista
- 6 I Can't Stand The Rain — Eruption — RCA
- 7 Wuthering Heights — Kate Bush — EMI
- 8 Can't Smile Without You — Barry Manilow — Arista
- 9 Macho Man — Village People — RCA
- 10 Too Much, Too Little, Too Late — Johnny Mathis/Deniece Williams

TOP TEN LPs

- 1 Bat Out Of Hell — Meat Loaf — Epic/Cleve. Int'l.
- 2 Saturday Night Fever — Various — RSO
- 3 City To City — Gerry Rafferty — United Artists
- 4 The Kick Inside — Kate Bush — EMI
- 5 Kaya — Bob Marley & The Wailers — Island
- 6 Macho Man — Village People — RCA
- 7 The Stranger — Billy Joel — CBS
- 8 Grease — Motion Picture Soundtrack — RSO
- 9 Some Girls — The Rolling Stones — Rolling Stones
- 10 Even Now — Barry Manilow — Arista

Kent Music Report

A&M Convention Opens In L.A.

(Continued from page 7)

dustry, providing you with more marketing information than you have ever had before. Information like the exact number of albums and tapes sold in your market by account, as well as by distributor. Specific histories about airplay and accounts that reported to the trades. Exact information on our level of advertising investment in your market by account and media."

Citing the recent appointments of Bob Reitman, Ernie Campagna, Al Moinet, Jeff Ayeroff and Andy Meyer as A&M vice presidents, Friesen continued, "The objective is to provide us with a more directed marketing approach for all our music."

Friesen also said A&M has begun to feel the impact of new methods for accounting and cost analysis. "We're leaner than we've ever been. We're smarter than we've ever been. We've got better music than we've ever had. And we've got the ability to adjust to changes in the industry much more quickly than ever before," he said.

While noting that A&M has become a multi-national corporation, Friesen said, "It is important to note that now more than ever before, there's a consistent exchange of information between our domestic and overseas operations."

Provide A Perspective

A main purpose of the meeting, Friesen concluded, is to provide a perspective on where the company has been, where it is now and where it is going. "If you don't have a sense of where you are, and what your goals are," he said, "even the best music starts at a disadvantage."

Mike Gormley, communications director for A&M, chaired a publicity panel that also included Ernie Campagna, vice president of sales; Lenny Bronstein, national promotion director; and Bob Fead, senior vice president of marketing and distribution. "Publicity is a marketing tool," Gormley emphasized, "not just some little department over in the corner that sends out fan mail, concert tickets and party invitations. Publicity sells records and brings money into the company."

Campagna cited heavy press coverage of the recent Herb Alpert-Hugh Masekela tour as an example of how publicity sells albums. "In an early review of the tour, somebody called it 'the jazz event of the year,' and we used that quote to sell more records," he said.

Similarly, Bronstein commented that favorable reviews can be reprinted and blown-up to poster size for in-store displays. "When people see good reviews over a stack of records," he said, "it creates sales. The stores reported it to the trades and you can use that information to get airplay."

Fead noted that in the case of an artist who is performing live but doesn't have any current product out, tour publicity can help sustain the act's momentum until the new release is available.

Creative Services

A creative services panel, chaired by A&M's Jeff Ayeroff, detailed the role of the department in "calling attention to the music we sell." Other panel members included art director Roland Young; Jordan Harris, director of product management; Chuck Cassell, who heads the label's editorial department; Dory Mauer, product manager; and Claire Barron, who is involved in advertising.

Much of the discussion centered around the importance of placing the various merchandising aids — including the album jacket, stickers, posters, displays, etc. — in the market in time to capitalize on radio airplay and chart action.

Commenting on the function of product management, Harris noted, "Lately we've been working on balancing releases so that we don't have five albums by female singers, or five albums by new artists, coming out at the same time."

Martin Kirkup, A&M's director of artist

development, turned the manager's panel discussion over to panel members Stan Goldstein of Magna Artists and Derek Sutton, Michael Lembo and Fred Heller, managers of A&M artists Styx, Peter C. Johnson and Gato Barbieri respectively.

On the subject of in-store appearances by artists, Sutton explained that, from a manager's standpoint, such promotions "rank far below live performances and radio interviews" and that they "are the easiest to screw up" if product, posters and so forth aren't in place in the store. "You have to generate mass hysteria to make it work," he said.

Importance Of Club Dates

It was the unanimous opinion of the panel that playing dates in more intimate regional clubs, as opposed to opening for established acts in giant concert halls, is crucial in developing the career of a new artist. "Club dates have broken many an artist," Goldstein said. "It's important to have that close contact between the artist and the audience, which you don't get in a big arena where nobody cares about what the opening act plays."

Heller added that established artists also benefit from club appearances. "A major selling artist can go into a club and turn a town inside out," he said. "With long lines around the club and every thing, it becomes a media event."

Thursday's session opened with an address by former FCC commissioner Nicholas Johnson. An outspoken consumer advocate, Johnson proposed that radio stations be required to open up their playlists under provisions of the so-called "fairness doctrine."

In short, Johnson feels that the broadcasters' obligation to present all sides of controversial issues should be expanded to include music as well as public affairs. "Why not argue," he said, "that short playlists violate the musical fairness doctrine and that radio stations have an obligation to play a full range of artists?"

He went on to blast current programming practices on antitrust grounds, saying that limited playlists constitute a barrier to entry into the marketplace. "In this case," Johnson explained, "it's hard for a new artist to make an impact in the market because he doesn't get any airplay."

Johnson also said he is in favor of pending performance rights legislation but vigorously opposed the recently introduced Communications Act revision. He said passage of the proposed bill to rewrite the Communications Laws would result in "an unregulated monopoly" for broadcasters.

Radio's programming practices also came under fire during a panel discussion headed by Harold Childs, A&M's senior vice president of promotion. Also sitting on the panel were Al Moinet, vice president of promotion; Lenny Bronstein, national promotion director; Al Edmondson, director of special projects. R&B promotion; Rich Totoian, national album director; Larry Green, assistant national promotion director; and Bob Frymire, director of college promotion.

The panel cited passive research, the proliferation of national programming consultants and what they called a "no fault" approach to adding records as factors contributing to shortened playlists at both the Top 40 and AOR levels. "AOR is becoming the Top 40 of the '80s," Bronstein said. "Instead of the music, the stations are more concerned with demographics and mass appeal programming."

Similarly, Moinet noted, "The bottom line at Top 40 radio is the advertising agencies. All the program directors want to talk about is the 18 to 34 demographic."

The second day's business session closed with a sales presentation by Bob Fead, A&M's senior vice president of marketing and distribution.



KANSAS AT THE U.N. — Kirshner recording group Kansas was recently honored at the United Nations after being named deputy ambassadors of good will for the U.S. Committee for UNICEF, for the 1979 International Year of the Child. Pictured at the "ambassadoria" appointment are (l-r): Rich Williams, Dave Hope, Kerry Livgren, Bobby Steinhardt, Steve Walsh, and Phil Ehart of Kansas; and C. Lloyd Bailey, executive director of the U.S. Committee for UNICEF.

Deep Discounting Declines; Image Replaces Competition

(continued from page 7)

any more. Retailers have seen too many other stores go out of business.

Pat Berry, co-owner of Leisure Landing, won't sell records for lower than \$4.99 and is confident that prices will stabilize in the long run. "Last year some people felt like they should match New Attitude, and in fact Warehouse is again starting to advertise records below \$4.00. But most people realize it's a domino thing, and it doesn't make sense to lose money on a record or just make ten or fifteen cents on it. I think you're gonna see Leiberman stick with his \$4.44, and you'll see Warehouse quit lowballing as soon as they're confident that they've got the public's attention. Jimmy's had an effect on some of those lowballers. It made them realize the kind of stakes they were playing for. I think that prices are basically more stable. There's a Tape City coming in next to New Attitude and they're probably going to fight; but for the most part, store owners here want to keep records at a decent price."

While there is no price war in Boston at the moment, there are indications that its present stability may be uneasy at best. Steve Jensen, record manager for the MusicSmith chain, feels that things are level now, though he hasn't forgotten the price war of a year ago, when Strawberries was selling \$6.98 list albums for \$2.99 and \$7.98 albums for \$3.49.

"Things are more stable now," Jensen said. "Part of the former competition left downtown Boston because the owners didn't think it was worth it to knock heads with Strawberries. Strawberries now has a big part of downtown locked up, and now that they've eliminated the local competition downtown, they've brought the price up to where they could start making a little money (\$4.99). Everywhere else things are spread out enough so competition isn't that direct. There are millions of malls around Boston." But Dick Mitchell, president of Dick's One-Stop, does not feel the present situation is secure. "I can actually see something on the horizon between Strawberries and Popcorn," he said, referring to the aggressive new firm that has opened up three new stores in suburban Boston in the past year, one of which competes directly with Strawberries in Framingham. "Your more established outfits have been through this so many times that they realize that they're going to do a certain percentage of the business and they get smart to the fact that you can't give merchandise away and make money. But there are always two or three people who are going to set the world on fire and show everyone how it's done, and they take this gamble and they give away stuff until finally, after six months or a year, some accountant tells them that

they've been working for the record companies."

Coop's Deep Discount

In a potentially explosive development, the Harvard Coop recently advertised seven albums for \$3.99, undercutting their market competitor, Strawberries, which advertised the new Bruce Springsteen album for \$4.69.

This ad was not ignored by Strawberries general manager, Harry Safter, who told **Cash Box**, "That ad means that they are either desperate for business or they're just doing a one-shot thing. But I will watch that, and, if it seems to be a continuing trend, I'll have to react." He added, "I don't see this as a continuing trend because I know their new merchandising manager, who is a bottom-line conscious man. We are all bottom-line conscious today. If retailers want to stay in business, they have to pass on to the public the price rises they have received on the wholesale level. Basically, people want to stay in business and they can't continue to give their best product away day after day. People got a little scared when they saw what happened to Jimmy's and they said, 'Hey, listen. I'd rather be here five years from now and sell 10 records less,' and I think it's an awareness that everyone came to at the same time."

Suit Charges Hawaiian Fee Bias

LOS ANGELES — Sol Bright, president of the Hawaiian Professional Songwriters Society filed a multi-million dollar lawsuit July 11 against ASCAP charging discrimination against Hawaiian songwriters and composers.

The suit, filed July 11 in U.S. District Court in Hawaii, alleges that Bright, composer of the first English version of "Hawaiian Wedding Song," and all Hawaiian songwriters have been denied their share of millions of dollars collected by ASCAP in fees for the licensing of performances of Hawaiian music in Hawaii.

Background Music Ops Set Meeting For Sept.

NEW YORK — The Independent Background Music Operators will hold their annual IBMA convention on Sept. 10-13, at the San Diego Hilton at Mission, Ca.

While the itinerary has yet to be formalized, it will include a marketing seminar and an exhibit of hard and software by 25 associate members. In addition there will be a report to the membership which will include an update on the legal contest between IBMO and ASCAP over the rate of royalty payments.

T A L E N T

Donna Summer

UNIVERSAL AMPHITHEATRE, L.A. — Although long lauded as the femme fatale of the dancing beat, Donna Summer is more than a disco DJ's delight. Her recent lavish show with its overt wide-angle Las Vegas approach demonstrated that Summer is capable of executing pop, MOR, R&B and disco material with equal aplomb. Surrounded on stage by a large orchestra under the direction of Michael Warren, Summer offered theatrical treatments of tunes from her recent albums as well as medleys which included standards such as "The Way We Were" and "Song For You." Changing costumes to fit the loose-knit lyrical themes of her material, Summer seemed inspired by her film debut in TGIF to make her show increasingly theatrical.

With the concert being recorded for a possible live album, Summer touched the audience with a tender rendition of "Mimi's Song," a number written by Summer for her young daughter. Donna lifted Mimi onto the stage for a formal introduction and then whisked her to "bed," ending the first half of the show.

After intermission, Summer returned with a more uptempo set which allowed the band to stretch and find the funk. On "I Feel Love," Summer provocatively handled her microphone, reminding all of the sultry sighs that originally brought her to worldwide attention. However, "Last Dance," Summer's recent single from TGIF, was the song that brought everyone to their feet. The finale was a beautiful fireworks display thrown into the night sky.

peter hartz

Tom Jones Bonnie Tyler

GREEK THEATRE, L.A. — Tom Jones is such a totally professional entertainer that he is able, much like the "all-stops-out" showmen of George M. Cohan's day, not only to continually please his fans, but win over the skeptics as well.

He is virtually the consummate showroom performer, combining striking good looks, commanding stage presence and powerfully expressive vocals with a charm and wit that lets everyone know he doesn't take his "super-macho" image too seriously.

Jones was supported by a core rhythm section consisting of guitar, bass, keyboard, drums and one trumpet player supplemented by approximately two dozen other horn and string players. The Blossoms trio supplied backup vocals and harmonies.

Jones has a fine pop voice which is highly effective on romantic ballads, but he also has the range and versatility to swing away from MOR pop to gritty rock as well as slick R&B numbers. He accentuates the music with precisely executed dance steps as well as karate-like hand movements as Elvis Presley did. Jones even dedicated a set to the late Presley doing his versions of the Elvis classics "Are You Lonesome Tonight" and "Can't Help Falling In Love."

The highlight of the show was the 15-minute segment in which Jones ran through a medley of his hits, from the earliest "It's Not Unusual" and "Green Green Grass of Home" through "Daughter of Darkness" and "She's A Lady." Most importantly, Jones' performance reaffirmed that a showroom entertainer can be

musically talented as well as charismatic, and how effective a show is when the artist is both.

Bonnie Tyler opened the show before an audience which primarily was not familiar with her, although when she started into "It's A Heartache" she was greeted with scattered enthusiastic applause. Her gritty blues-rock voice gives her what few female performers have, and that is the ability to sing driving rock numbers with authority.

But it is on the ballads that she excels. Along with "Heartache," her versions of "If I Sing You A Love Song" and "Here's Monday" are most effective and show she should continue to be a solid pop-MOR-country crossover artist.

randy lewis

Kinks Charlie

SAN JOSE CENTER FOR PERFORMING ARTS — Ray Davies is a loveable rock performer. Wearing a bow tie, he captures the adolescent awkwardness of a prep school scribe; his movements about the stage have the absorbed playfulness of a rock 'n' roll maniac. Taunting, mocking and inviting, Davies continues to be a commanding frontman.

The new Kinks album, "Misfits," is one of the band's most appealing recent efforts and it provides the new muscle for the current tour.

With a long-lasting band like the Kinks, it is possible to offer a "greatest hits" show which is a musical tour of the past decade. The boys did just that, offering "You Really Got Me," "Waterloo Sunset," "All Day And All Of The Night" and "Lola." However, stinging versions of new material such as "Hay Fever" and "Rock 'N' Roll Fantasy" were outstanding and spared the band the temptation to coast on the successes of the past.

Janus recording group, Charlie, opened the show with its brand of tight, melodic rock. Terry Thomas is the writer of such clean and impactful tunes as "She Loves To Be In Love" and "No Second Chance." Already an FM favorite, this English band shows the promise to create a substantial Top 40 following.

peter hartz

Television

THE BOTTOM LINE, NYC — As one of New York's founding new wave bands, Television has yet to achieve the commercial success of other groups associated with the New York underground scene (particularly Patti Smith and Talking Heads), and the quartet's recent appearance here pointed to some of the reasons why the group has yet to commercially blossom in this country.

Led by Tom Verlaine, who plays guitar along with Richard Lloyd, Television's rhythm section of Fred Smith and drummer Billy Ficca provides the support from which the two guitarists feed. But unlike those bands whose sound revolves around the instrumental interplay of its frontmen, Television's music builds in textural layers, and their set, which showcased songs from their current "Adventure" LP, reflected this careful construction.

Unfortunately, Verlaine's voice is not classically suited as a vehicle for mass American appeal, and his lyrics have put people off with their artiness. As soloists, however, the guitarists' can be deeply moving and hypnotic. Verlaine is decidedly more poignant and direct, though Lloyd's

explosive phrasing gives the music its cutting edge. Additionally, the pair are visually striking—both men are tall, thin and angelic-looking.

The group kicked off with "The Dream's Dream," "Venus," and "Friction," and though the tension of the performance slackened until the finale of "Marquee Moon," encores of "See No Evil" and the Stones' "Satisfaction" were crisply rendered.

MCA recording artist Lisa Burns preceded Television. An engaging singer whose sheer vocal strength carried her above the volume of her band, Burns' energetic versions of the Seekers' "When You Walk Into The Room" and the Box Tops' "Soul Deep" (culled from her self-titled debut) turned the set into a convincing metropolitan area debut.

leo sacks

Stanley Clarke Michael Franks

GREEK THEATRE, L.A. — Stanley Clarke is riding a wave of success matched only by the high energy output of his band, "School Days." Perhaps the highest-profiled bassist around, Clarke draws on a diverse classical and jazz background to serve up a sophisticated brew of progressive jazz-rock fusion.

At his recent two-day stint under the stars, Clarke presented a series of visual effects in keeping with the theme of his latest album, "Modern Man." The LP's extraterrestrial material was reflected in the band's entrance through billowing clouds of smoke and slides of the cockpit interior of a mock spaceship.

Clarke, playing an assortment of Alembic electric basses and piccolo basses, took his seven-man outfit through several of the main passages of "Modern Man" before breaking into the infectious title track of his "School Days" LP. The four-piece horn section provided a nice counterbalance to the throbbing rhythm section and Clarke's soaring bass licks. Guitarist Ray Gomez was a featured soloist throughout the two-hour set, often trading riffs side-by-side with Clarke.

But it was Clarke's work on the classic upright bass that best showcased his virtuosity and drew the wildest audience response. His nimble solos, moving up and down the neck in rapid-fire note clusters, were greeted with repeated standing ovations.

Vocalist Michael Franks opened the show. Fronting a quartet, he played acoustic guitar on selections from his "The Art Of Tea," "Sleeping Gypsy" and "Birchfield Nines" LPs. Unlike most performers today, Franks' vocals are soft and delicate, as befits his often whimsical romantic compositions.

alan sutton

Charlie Byrd Stan Getz

CARNEGIE HALL, NYC — One of the major criticisms of the Newport Jazz Festival through the years has been the fact that many groups appear every year and there are frequently too many acts on the bill. These criticisms melted away with the presentation of an evening of Brazilian music.

Byrd opened the show backed by bass and drums and played several interesting melodies on his Spanish guitar. Getz joined him for a pair of popular favorites, including a delightful "So Danco Samba."

Getz and his group followed, and the

Brazilian mood continued (in fact nothing but Brazilian tunes were played during the evening.) Al Dailey played some effective piano here and percussionist Larry Killian proved to be versatile and discriminating. Bassist Mike Richmond and drummer Billy Hart were also fine, but it was Getz who dominated with his sound — still one of the most unique in jazz. Brazilian melodies are truly melodic, and to hear Getz play material of this nature is to hear him at his best. He has, in recent years, flirted with the avant garde and played themes that might best be described as lines rather than songs. Getz's greatest virtue is as an interpreter, and the more melodic the material he plays, the better he sounds.

Byrd, his bassist, and Getz joined for a pair of encores. Getz ignored his mike, and with only the overhead mike for amplification, the group really sounded beautiful. After the frequent aural debacles at Newport it is a pleasure to report that the great natural acoustics of Carnegie Hall still serve some jazz groups well.

bob porter

Frankie Valli

CENTRAL PARK, NYC — The Central Park summer concert series kicked off its thirteenth season with Frankie Valli. Though this year's ticket prices, with a \$4.50 top, are not the giveaway they've been in the past, they are still the best buy in town.

Valli was appropriate as a season's opener. Hailing from New Jersey, he has long had a Metropolitan New York identification. As lead singer for the Four Seasons, he racked up a string of national hits that extended from the '60s through the early '70s, and he is currently enjoying a resurgence with his recording of the theme from "Grease."

A sense of drama prevailed throughout the show. Though Valli has made successful recordings alone, this was his first official local appearance as a solo. The show was pervaded with Valli's sense of discovery as he was showered with affection by an audience that included both adults and teenagers.

Valli's stage show was streamlined. His clean, electrified rhythm section and his vocal backing, a trio of one man and two women, effectively freshened Valli's show while separating his image from that of the Four Seasons.

His set evenly mixed the past with the present. Four Seasons and Valli solo oldies were interspersed throughout. But these were offset by fresh material, like a delightfully reworked version of "Native New Yorker" and "Grease", whose Barry Gibb authorship and production define today's pop norm. Valli also debuted material from his forthcoming Warners album which, gratifyingly, was firmly in the tradition of his emotional opuses. Bill LaBounty's "Sometimes Love Songs Make Me Cry" sounded particularly impressive.

But, while Valli's was hardly an oldies show, material from his huge catalogue of Four Seasons hits figured importantly. Towards the show's close, Valli did a Season's medley of "Sherry," "Walk Like A Man," "Big Girls Don't Cry," and "Bye, Bye, Baby." He capped the chorus of the latter with his imprimatur, a soaring falsetto, which drew a standing ovation.

With the success of "Grease," there is an increasing interest in the music and culture of the era to which Valli traces his roots. With his performance at the park, however, Valli proved that while, he has been faithful to those roots, he has achieved an universality that has come with the enhancement of his music.

aaron fuchs

ON STAGE

Eddie Money



Hey, big spender. Eddie Money's gold.

On Columbia Records and Tapes.

Artist development is an art at CBS Records.

Produced by Bruce Botnick for Wolfgang Productions.
Direction: Bill Graham Management. Agency: Premier Talent Associates.

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cash box top albums/101 to 200

July 22, 1978

		Weeks On 7/15 Chart			Weeks On 7/15 Chart			Weeks On 7/15 Chart	
101	SIMPLE DREAMS LINDA RONSTADT (Asylum 6E-104)	7.98	98	45	168	NOT SHY WALTER EGAN (Columbia JC 35077)	7.98	175	12
102	THIS YEARS MODEL ELVIS COSTELLO (Columbia JC 35331)	7.98	79	15	169 FAME GRACE JONES (Island ILPS 9525)	7.98	—	1	—
103	LOVE BREEZE SMOKEY ROBINSON (Tamlia T7-359R1)	7.98	108	19	170 FREESTYLE BOBBI HUMPHREY (Epic JE 35338)	7.98	177	7	—
104	BETTY WRIGHT LIVE (Alston 4408)	7.98	146	5	171 DREAMBOAT ANNIE HEART (Mushroom 5005)	7.98	164	121	—
105	U.K. (Polydor PD-1-6146)	7.98	86	11	172 LINES CHARLIE (Janus JXS-7036)	7.98	155	16	—
106	HEADLIGHTS THE WHISPERS (Solar/RCA BXL-1-2274)	7.98	112	8	173 BOSTON (Epic JE 34188)	7.98	169	98	—
107	PARKERILLA GRAHAM PARKER AND THE RUMOUR (Mercury SRM-2-100)	10.98	110	6	174 THE BUDDY HOLLY STORY (American Int'l. Pict./Epic SE 35412)	8.98	178	4	—
108	BORN LATE SHAUN CASSIDY (Warner/Curb BSK 3126)	7.98	101	45	175 BANDIT IN A BATHING SUIT DAVID BROMBERG BAND (Fantasy F-9555)	7.98	176	9	—
109	ELECTRIC GUITARIST JOHN McLAUGHLIN (Columbia JC 35326)	7.98	113	9	176 SEE FOREVER EYES PRISM (Ariola SW 50034)	7.98	184	2	—
110	TEN YEARS OF GOLD KENNY ROGERS (United Artists LA 835-H)	7.98	104	27	177 THEIR GREATEST HITS EAGLES (Asylum 6E-105)	7.98	172	123	—
111	CALIFORNIA JAM 2 VARIOUS ARTISTS (Columbia PC2-35389)	13.98	154	2	178 THREE'S A CROWD TARNEY-SPENCER BAND (A&M SP4692)	7.98	—	—	—
112	BLUE LIGHTS IN THE BASEMENT ROBERTA FLACK (Atlantic SD 19149)	7.98	88	31	179 OUT OF THE BLUE ELECTRIC LIGHT ORCHESTRA (Jel/CBS KZ2-35467)	11.98	161	35	—
113	STREET PLAYER RUFUS AND CHAKA KHAN (ABC AA-1049)	7.98	100	24	180 LAKE II LAKE (Columbia JC 35289)	7.98	181	4	—
114	WAITING FOR COLUMBUS LITTLE FEAT (Warner Bros. 2BS 3140)	9.98	95	21	181 HAPPY TO BE WITH YOU JEAN CARN (Phil. Int'l. JZ 34986)	7.98	186	3	—
115	CONTRARY TO ORDINARY JERRY JEFF WALKER (MAC 3041)	7.98	133	5	182 SPARK OF LOVE LENNY WILLIAMS (ABC AA-1073)	7.98	189	2	—
116	TUXEDO JUNCTION (Butterfly FLY007)	7.98	124	11	183 ALIVEMUTHERFORYA VARIOUS ARTISTS (Columbia JC 35349)	7.98	—	—	—
117	REACHING FOR THE SKY PEABO BRYSON (Capitol ST 11729)	7.98	117	24	184 COLLISION COURSE ASLEEP AT THE WHEEL (Capitol SW-11726)	7.98	—	—	—
118	GET OFF FOXY (Dash/TK 30005)	7.98	151	4	185 CHIC (Atlantic SD 19153)	7.98	157	32	—
119	LIVING ROOM SUITE HARRY CHAPIN (Elektra 6E-142)	7.98	125	5	186 COME FLY WITH ME BOBBY BLAND (ABC AA-1075)	7.98	187	7	—
120	LIVE BARRY MANILOW (Arista AB 8500)	11.98	115	59	187 SUPER BLUE FREDDIE HUBBARD (Columbia JC 35386)	7.98	182	3	—
121	RANDY MEISNER (Asylum 6E-140)	7.98	137	3	188 BOOTSY? PLAYER OF THE YEAR BOTTSY'S RUBBER BAND (Warner Bros. BSK 3093)	7.98	160	23	—
122	20 GOLDEN GREATS BUDDY HOLLY/THE CRICKETS (MCA 3040)	7.98	140	6	189 ONCE UPON A TIME DONNA SUMMER (Casablanca NBLP 7078-2)	11.98	191	3	—
123	TAKIN' IT EASY SEALS & CROFTS (Warner Bros. BSK 3163)	7.98	103	12	190 WAR OF THE WORLDS VARIOUS ARTISTS (Columbia PC2.35290)	13.98	—	—	—
124	FOREIGNER (Atlantic SC 18215)	7.98	127	70	191 SWEET THUNDER (WMOT/Fantasy F-9547)	7.98	196	3	—
125	THE DIRT BAND (United Artists LA854-8)	7.98	139	5	192 COME ON DANCE, DANCE SATURDAY NIGHT BAND (Prelude PRL 12155)	7.98	193	4	—
126	ONLY ONE LOVE IN MY LIFE RONNIE MILSAP (RCA AFL 1-2780)	7.98	143	5	193 WHITE MANSIONS VARIOUS ARTISTS (A&M SP 6004-K)	9.98	—	—	—
127	PLEASE DON'T TOUCH STEVE HACKETT (Chrysalis CHR 1176)	7.98	106	13	194 FUNKENTELECHY VS. THE PLACEBO SYNDROME PARLIAMENT (Casablanca NBLP 7084)	7.98	166	32	—
128	LOUISIANA'S LE ROUX (Capitol SW-11734)	7.98	142	4	195 BOOK OF DREAMS STEVE MILLER BAND (Capitol SO-11630)	7.98	180	61	—
129	POWERAGE AC/DC (Atlantic SD 19180)	7.98	136	5	196 ALMIGHTY FIRE ARETHA FRANKLIN (Atlantic SD 19161)	7.98	170	12	—
130	FRENCH KISS BOB WELCH (Capitol SW 11663)	7.98	107	40	197 NIGHT MOVES BOB SEGER (Capitol ST 1157)	6.98	183	90	—
131	MY RADIO SURE SOUNDS GOOD TO ME LARRY GRAHAM AND THE GRAHAM CENTRAL STATION (Warner Bros. BSK 3175)	7.98	111	9	198 FAITH, HOPE & CHARITY (20th Century T-560)	7.98	—	—	—
132	STEPPIN' OUT HIGH INERGY (Gordy G7-982R1)	7.98	149	3	199 GHOST TOWN PARADE LES DUDEK (Columbia JC 35088)	7.98	185	14	—
133	HOW MUCH, HOW MUCH I LOVE YOU LOVE AND KISSES (Casablanca NBLP 7091)	7.98	134	13	200 THE BEST OF THE SPINNERS (Atlantic SD 19179)	7.98	179	11	—

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Abba	25	Connors, Norman	88	Heart	57,171	Love & Kisses	133	Prism	176	Sun	84
AC/DC	129	Coolidge, Rita	31	Heatwave	35	L.T.D.	33	Queen	139	Sweet	61
A Taste Of Honey	42	Costello, Elvis	102	Henderson, Michael	87	Mangione, Chuck	12	Rafferty, Gerry	5	Sweet Thunder	191
Alivemutherforya	183	Crusaders	76	High Inergy	132	ManiLOW, Barry	16,120	Rare Earth	160	Tarney-Spencer Band	178
Asleep At The	184	DiMeola, Al	142	Holly, Buddy	122	Marley, Bob	149	Raydio	147	Thin Lizzy	83
Average White Band	60,134	Dirt Band	125	Horne, Jimmy "Bo"	161	Marshall Tucker	56	REO Speedwagon	67	Toby Beau	80
Bee Gees	167	Dramatics	97	Hubbard, Freddie	187	Martin, Steve	137	Ritenour, Lee	165	Tuxedo Junction	116
Benson, George	59	Duke, Les	199	Humphrey, Bobbi	170	Mason, Dave	59	Roadmaster	164	Tyler, Bonnie	26
Bland, Bobby	186	Duke, George	85	Isley Bros.	47	Mathis, Johnny	31	Robinson, Smokey	103	UFO	148
Bootsy's Rubber Band	188	Dylan, Bob	19	Jackson, Millie	135	McLaughlin, John	109	Robinson, Tom	138	U.K.	105
Boston	173	Eagles	154,177	James, Rick	34	Meat Loaf	29	Rogers, Kenny	110,140	Van Halen	69
British Lions	155	Earth, Wind & Fire	78	Jefferson Starship	14	Meisner, Randy	121	Rolling Stones	14	Village People	46
Bromberg, David	175	Egan, Walter	168	Jennings/Nelson	95	Miller, Steve	195	Ronstadt, Linda	101	Voyage	143
Brown, Peter	43	Electric Light Orch.	179	Jethro Tull	92	Milsap, Ronnie	126	Rufus	113	Walker, Jerry Jeff	115
Brown, James	152	Faith, Hope & Charity	198	Joel, Billy	15	Mink DeVille	141	Rundgren, Todd	94	Walsh, Joe	10
Browne, Jackson	30	Flack, Roberta	112	Johnson, Michael	90	Money, Eddie	89	Sample, Joe	136	War Of The Worlds	190
Bryson, Peabo	117	Fleetwood Mac	70	Jones, Grace	169	Moody Blues	17	Sanborn, David	163	Welch, Bob	130
Buffett, Jimmy	72	Foghat	53	Jones, Quincy	24	Nelson, Willie	58	Saturday Nite Band	192	Whispers	106
California Jam 2	111	Foreigner	8,124	Journey	55	Oak Ridge Boys	162	Seals & Crofts	123	White Mansions	193
Carn, Jean	181	Foxy	118	Kansas	65	O'Jays	21	Seeger, Bob	7,197	Williams, Lenny	182
Cars	75	Franklin, Aretha	196	King, Carole	144	Olivor, Jane	93	Simon, Carly	23	Wings	18
Cassidy, Shaun	74,108	Gabriel, Peter	68	King, Evelyn	38	Pablo Cruise	20	Smith, Patti	54	Wright, Betty	104
Chapin, Harry	119	Gatlin, Larry	166	Kinks	49	Palmer, Robert	62	Snail	151	Zevon, Warren	96
Charlie	172	Gayle, Crystal	79	Kiss	37,100	Parker, Graham	107	Spinners	200		
Cheap Trick	41	Genesis	44	Klemmer, John	71	Parliament	194	Springsteen, Bruce	9	SOUNDTRACKS	
Chic	185	Gibb, Andy	4,82	Klugh, Earl	146	Parsons, Alan	28	Spyro Gyra	91	Buddy Holly Story	174
Clapton, Eric	40	Gilmour, David	45	Lake	180	Parton, Dolly	160	Stanley, Michael	153	FM	32
Clarke, Stanley	145	Go	156	Lee, Alvin	98	Pendergrass, Teddy	22	Steeley Dan	27	Grease	2
Clifford, Linda	48	Graham Central Station	131	Le Roux	128	Petty, Tom	36	Stewart, Rod	73	Last Waltz	64
Cole, Natalie	63,81	Hackett, Steve	127	Little River Band	66	Pleasure	158	Streisand, Barbra	11	Saturday Night Fever	3
Commodores	6	Hall & Oates	150	Little Feat	114	Pousette-Dart Band	157	Styx	77	Thank God It's Friday	13
Con Funk Shun	50	Hancock, Herbie	99	Loggins, Kenny	52	Prine, John	86	Summer, Donna	189		

CASH BOX TOP 100 ALBUMS

July 22, 1978

		Weeks On 7/15 Chart			Weeks On 7/15 Chart			Weeks On 7/15 Chart		
1	SOME GIRLS	7.98	ROLLING STONES (Rolling Stones Records/Atlantic COC 39108)	1	5	69	VAN HALEN	7.98 (Warner Bros. BSK 3075)	65	22
2	GREASE	12.98	VARIOUS ARTISTS (RSO RS-2-4002)	4	10	70	RUMOURS	7.98 FLEETWOOD MAC (Warner Bros. BSK 3010)	63	73
3	SATURDAY NIGHT FEVER	12.98	BEE GEES AND VARIOUS ARTISTS (RSO RS 4001)	3	33	71	ARABESQUE	7.98 JOHN KLEMMER (ABC AA-1068)	82	7
4	SHADOW DANCING	7.98	ANDY GIBB (RSO RS-1-3034)	5	6	72	SON OF A SON OF A SAILOR	7.98 JIMMY BUFFETT (ABC AA-1046)	66	16
5	CITY TO CITY	7.98	GERRY RAFFERTY (United Artists LA 840-G)	2	15	73	FOOT LOOSE AND FANCY FREE	7.98 ROD STEWART (Warner Bros. BSK 3092)	70	36
6	NATURAL HIGH	7.98	COMMODORES (Motown M7-902R1)	6	9	74	SHAUN CASSIDY	6.98 (Warner/Curb BS 3067)	72	58
7	STRANGER IN TOWN	7.98	BOB SEGER & THE SILVER BULLET BAND (Capitol SW-11698)	7	9	75	THE CARS	7.98 (Elektra 6E-135)	85	5
8	DOUBLE VISION	7.98	FOREIGNER (Atlantic SD 19999)	16	3	76	IMAGES	7.98 THE CRUSADERS (ABC Blue Thumb BA 6030)	99	2
9	DARKNESS ON THE EDGE OF TOWN	7.98	BRUCE SPRINGSTEEN (Columbia JC 35318)	8	6	77	THE GRAND ILLUSION	7.98 STYX (A&M SP 4637)	68	52
10	"BUT SERIOUSLY, FOLKS ..."	7.98	JOE WALSH (Asylum 6E-141)	10	8	78	ALL 'N ALL	7.98 EARTH, WIND & FIRE (Columbia JC 34905)	74	34
11	SONGBIRD	7.98	BARBRA STREISAND (Columbia JC 35373)	12	7	79	WHEN I DREAM	7.98 CRYSTAL GAYLE (United Artists LA 858-H)	96	4
12	FEELS SO GOOD	7.98	CHUCK MANGIONE (A&M SP 4658)	9	39	80	TOBY BEAU	7.98 (RCA AFL-1-2772)	91	6
13	THANK GOD IT'S FRIDAY	14.98	VARIOUS ARTISTS (Casablanca NBLP 7099)	11	12	81	THANKFUL	7.98 NATALIE COLE (Capitol SW 11708)	84	33
14	EARTH	7.98	JEFFERSON STARSHIP (Grunt/RCA BXL 1-2515)	14	19	82	FLOWING RIVERS	7.98 ANDY GIBB (RSO RS-1-3019)	87	57
15	THE STRANGER	7.98	BILLY JOEL (Columbia JC 34987)	15	40	83	LIVE AND DANGEROUS	9.98 THIN LIZZY (Warner Bros. 2BS 3213)	118	3
16	EVEN NOW	7.98	BARRY MANILOW (Arista AB 4164)	17	22	84	SUNBURN	7.98 SUN (Capitol ST-11723)	78	14
17	OCTAVE	7.98	MOODY BLUES (London PS 708)	21	4	85	DON'T LET GO	7.98 GEORGE DUKE (Epic JE 35366)	69	9
18	LONDON TOWN	7.98	WINGS (Capitol SW-11777)	13	15	86	BRUISED ORANGE	7.98 JOHN PRINE (Asylum 6E-139)	89	8
19	STREET-LEGAL	7.98	BOB DYLAN (Columbia JC 35453)	38	3	87	IN THE NIGHT TIME	7.98 MICHAEL HENDERSON (Buddah BDS-5712)	105	4
20	WORLDS AWAY	7.98	PABLO CRUISE (A&M SP-4697)	26	6	88	THIS IS YOUR LIFE	7.98 NORMAN CONNORS (Arista AB 4177)	92	11
21	SO FULL OF LOVE	7.98	THE O'JAYS (Phila. Int'l. JZ 35355)	19	15	89	EDDIE MONEY	7.98 (Columbia PC 34909)	77	38
22	LIFE IS A SONG WORTH SINGING	7.98	TEDDY PENDERGRASS (Phila. Int'l./JZ 35095)	32	6	90	THE MICHAEL JOHNSON ALBUM	7.98 (EMI-America SW-17002)	121	3
23	BOYS IN THE TREES	7.98	CARLY SIMON (Elektra 6E-128)	18	14	91	SPYRO GYRA	6.98 (Amherst AMH 1014)	94	14
24	SOUNDS ... AND STUFF LIKE THAT	7.98	QUINCY JONES (A&M SP-4685)	31	6	92	HEAVY HORSES	7.98 JETHRO TULL (Chrysalis CHR 1175)	83	14
25	THE ALBUM	7.98	ABBA (Atlantic SC 19164)	22	24	93	STAY THE NIGHT	7.98 JANE OLIVOR (Columbia JC 35437)	109	5
26	IT'S A HEARTACHE	7.98	BONNIE TYLER (RCA AFL 1-2821)	20	8	94	HERMIT OF MINK HOLLOW	7.98 TODD RUNDGREN (Bearsville BRK 6981)	76	13
27	AJA	7.98	STEELY DAN (ABC AB-1006)	27	41	95	WAYLON & WILLIE	7.98 WAYLON JENNINGS & WILLIE NELSON (RCA AFL-1-2686)	90	25
28	PYRAMID	7.98	THE ALAN PARSONS PROJECT (Arista AB 4180)	35	4	96	EXCITABLE BOY	7.98 WARREN ZEVON (Asylum 6E-118)	75	23
29	BAT OUT OF HELL	6.98	MEAT LOAF (Cleve. Int'l./Epic PE 34974)	30	38	97	DO WHAT YOU WANNA DO	7.98 THE DRAMATICS (ABC AA-1072)	93	12
30	RUNNING ON EMPTY	7.98	JACKSON BROWNE (Asylum 6E-113)	25	30	98	ROCKET FUEL	7.98 ALVIN LEE (RSO RS-1-3033)	80	11
31	LOVE ME AGAIN	7.98	RITA COOLIDGE (A&M SP-4699)	37	6	99	SUNLIGHT	7.98 HERBIE HANCOCK (Columbia JC 34907)	128	4
32	FM	13.98	VARIOUS ARTISTS (MCA 2-12000)	23	12	100	ALIVE II	7.98 KISS (Casablanca NBLP 7076-2)	97	45
33	TOGETHERNESS	7.98	L.T.D. (A&M SP-4705)	43	6	35	CENTRAL HEATING	7.98 HEATWAVE (Epic JE 35260)	28	15
34	COME GET IT!	7.98	RICK JAMES (Gordy G7-981R1)	44	8	36	YOU'RE GONNA GET IT	7.98 TOM PETTY & THE HEARTBREAKERS (Shelter/ABC DA-52029)	29	8
						37	DOUBLE PLATINUM	12.98 KISS (Casablanca NBLP 7100-2)	24	11
						38	SMOOTH TALK	7.98 EVELYN "CHAMPAGNE" KING (RCA APL 1-2466)	40	10
						39	MARIPOSA DE ORO	7.98 DAVE MASON (Columbia JC 35285)	46	5
						40	SLOWHAND	7.98 CRS-1-3030)	34	33
						41	HEAVEN TONIGHT	7.98 CHEAP TRICK (Epic JE 35312)	41	8
						42	A TASTE OF HONEY	7.98 (Capitol ST-11754)	55	8
						43	FANTASY LOVE AFFAIR	7.98 PETER BROWN (Drive 104)	33	28
						44	...AND THEN THERE WERE THREE ...	7.98 GENESIS (Atlantic SD 19173)	45	15
						45	DAVID GILMOUR	7.98 (Columbia JC 35388)	59	5
						46	MACHO MAN	7.98 VILLAGE PEOPLE (Casablanca NBLP 7096)	47	19
						47	SHOWDOWN	7.98 ISLEY BROTHERS (T-Neck JZ 34930)	36	15
						48	IF MY FRIENDS COULD SEE ME NOW	7.98 LINDA CLIFFORD (Curtom CUK 5021)	50	12
						49	MISFITS	7.98 THE KINKS (Arista AB 4167)	39	8
						50	LOVESHINE	7.98 CON FUNK SHUN (Mercury SRM-1-3725)	61	6
						51	YOU LIGHT UP MY LIFE	7.98 JOHNNY MATHIS (Columbia JC 35259)	42	18
						52	NIGHTWATCH	7.98 KENNY LOGGINS (Columbia JC 35387)	73	2
						53	STONE BLUE	7.98 FOGHAT (Bearsville BRK 6977)	48	10
						54	EASTER	7.98 PATTI SMITH GROUP (Arista AB 4171)	51	16
						55	INFINITY	7.98 JOURNEY (Columbia JC 34912)	60	25
						56	TOGETHER FOREVER	7.98 MARSHALL TUCKER BAND (Capricorn CPN 0205)	53	11
						57	MAGAZINE	7.98 HEART (Mushroom MRS-5008)	49	14
						58	STARDUST	7.98 WILLIE NELSON (Columbia JC 35305)	54	12
						59	WEEKEND IN L.A.	7.98 GEORGE BENSON (Warner Bros. 2WB3139)	52	25
						60	CHAMPAGNE JAM	7.98 ATLANTA RHYTHM SECTION (Polydor PD-1-6134)	56	17
						61	LEVEL HEADED	7.98 SWEET (Capitol SKAO-11744)	64	23
						62	DOUBLE FUN	7.98 ROBERT PALMER (Island ILPS 9576)	58	19
						63	NATALIE ... LIVE!	11.98 NATALIE COLE (Capitol SKBL-11709)	81	2
						64	THE LAST WALTZ	14.98 THE BAND AND VARIOUS ARTISTS (Warner Bros. 3WB 3146)	62	13
						65	POINT OF KNOW RETURN	7.98 KANSAS (Kirschner/Epic JA 34929)	57	40
						66	SLEEPER CATCHER	7.98 LITTLE RIVER BAND (Harvest SW-11783)	71	7
						67	YOU CAN TUNE A PIANO BUT YOU CAN'T TUNA FISH	7.98 REO SPEEDWAGON (Epic JE 35082)	67	14
						68	PETER GABRIEL	7.98 (Atlantic SD 19181)	114	2

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Leon Russell

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