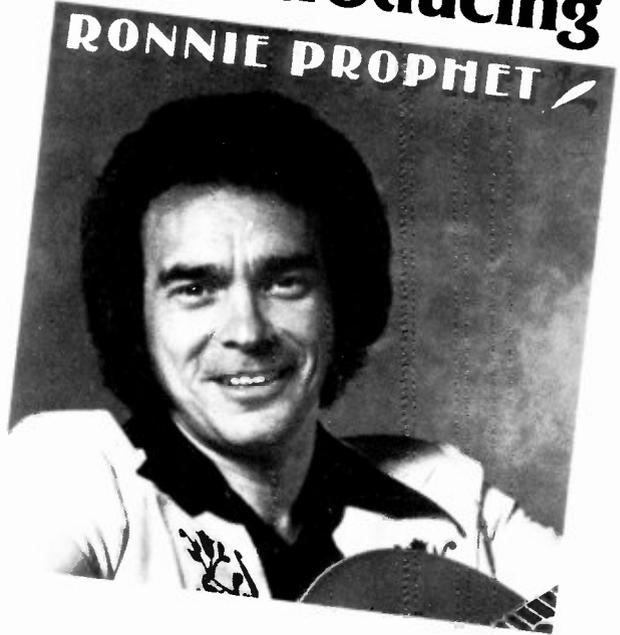


**Congratulations
 Conway and Carroll
 on your Platinum Award 1978**



and continuing success to Merle ...and introducing



60 BULLOCK DRIVE, MARKHAM, ONTARIO L3P 3P2

Federal gov to reverse delete ruling

Following a continuous 18-month period of heavy lobbying on the part of the Canadian Recording Industry Association (CRIA), the Federal Government has announced a new Customs valuation policy pertaining to deleted and overrun recordings. Under the new policy, deleted recordings coming into Canada will be valued at current line prices in the exporting country, less a discount no greater than 20 percent.

In the past, deleted and overrun product, often still available in Canada and on which no royalties are paid, was entering Canada at minimal prices, often taking business away from Canadian manufacturers.

The announcement of the policy change was made by the Honourable Senator Joseph P. Guay, Minister of National Revenue, who stated, "My action follows a careful study prompted by complaints from the Canadian Recording Industry Association about the adverse effect of the value for duty of such importations on Canadian produced musical recordings. The new policy will help restore the competitive position to the Canadian recording industry."

In commenting on the policy change, CRIA President Brian Robertson noted, "The new ruling is a triumph for patience and persistence. We were in touch with one level



Brian Robertson

of government or another every week for a year and a half, and thankfully, the Minister finally took some action. The 'open border' for deletes was having the effect of undermining the total manufacturing base of our Canadian industry. Recordings were coming into this country at 25 cents and 50 cents while they were still current on Canadian catalogues."

The new policy becomes effective November 13, at which time importers will be charged Customs duties on delete recordings at almost the same rate as that of current stock.

Capitol announces changes in marketing

Bob Roper, Director of National Promotion, Press & Artist Relations at Capitol Records-EMI of Canada, has announced several organizational changes within his department. The changes follow the resignation of Barbara Onrot, former director of press & artist relations. Onrot left Capitol to pursue her own career objectives, and Roper has announced a division of her responsibilities.

Scot Irwin, who has been a promotion representative in Capitol's central region since joining the company in 1974, becomes manager of artist relations for the company. Prior to joining Capitol, Irwin had handled promotion chores with Polydor, Stereodyne and GRT.

Assuming responsibility for the press and publicity function at Capitol will be Celeste Mulhern. Mulhern joined Capitol in April of 1977 as an administrative secretary in the retail division, becoming press officer in September of that year. She will report directly to Bob Roper.

Another appointment within Capitol's marketing structure was made by Eastern Region Manager Bill Rotari. Rotari announced the promotion of Robert Quintin to the position of Eastern Region Marketing Manager.

CBS top distributor in September; Capitol leads in the top 25's

CBS Records Canada led all Canadian distributors in placing singles and albums on the RPM Top 100 Singles and Albums charts during the five issues of RPM in the month of September.

On the singles charts, CBS maintained steady strength throughout the month to finish with a total of 104 charted singles, or 20.8 per week, regaining first place from Capitol. Capitol, buoyed by strong first and last weeks, finished solidly in second place with 93 chart listings. WEA Music continued strong to repeat in third place with 81, followed by Polygram, repeating in fourth with 78. A&M, with the addition of the Mushroom label to its national distribution roster, moved up into fifth spot with 39 listings, replacing RCA. RCA listed 31 singles, followed very closely by GRT, who maintained seventh place with 30.

In the top 25, Capitol continued to place the most singles. Capitol singles reached the top quarter a total of 31 times, for a 6.2 weekly average. Polygram also showed strong in this department, moving into second from third place with 28 top 25 listings. CBS placed a solid third with 23, moving up from their fifth place finish of August, with WEA slipping to fourth with 16. A&M again showed steady gains, replacing RCA for fifth place, 10 listings to 8, followed by Motown with 7. Motown were led by the Commodores' Three Times A Lady, which continued as number one single over the first three weeks. It was replaced by Polygram-distributed RSO singles Grease (Frankie Valli) and Hopelessly Devoted To You (Olivia Newton-John) in the last two weeks respectively.

On the album charts, CBS opened up a

huge lead as top distributor on RPM's Album Charts, CBS charted 130 albums over the month, an average of 26 per week, to leave all other distributors well behind. Capitol finished very strongly with 99 charted albums, edging out WEA Music for second. WEA slipped to third with 87, but maintained a very solid lead over fourth-place Polygram, who had 44 album listings. A&M also made gains on the album side, finishing fifth with 40, followed by RCA with 32. GRT slipped to seventh from fifth with 28.

In the top quarter of the albums charts, Capitol had a very strong month, taking first place away from CBS. Capitol experienced 28 top quarter albums, for a 5.6 average, with CBS slipping to second with 24. A&M, aided by strong showings from Quincy Jones, Pablo Cruise, LTD and the Sgt. Pepper soundtrack, moved up from sixth to tie Polygram for third with 17 albums, with WEA slipping to a close fifth with 15. MCA, boosted by the upsurge of the new Who album, finished sixth with 7, with RCA and Motown tied for seventh with 5 each.

RSO album Grease, distributed by Polygram, maintained a solid hold on the number one spot during the first four weeks of September, uprooted during the last week of the month by Boston's Don't Look Back.

CBS continued to experience strength from a wide variety of artists throughout the charts, with new product stepping up quickly to replace records which fell off. In the top 25's, Capitol again led the way with such major hit product and artists as Barry Manilow, Bob Seger, Anne Murray and A Taste Of Honey, with the original Sgt. Pepper album by the Beatles also regaining

top 25 status as an album. It has been re-released on multicoloured vinyl, over ten years after its original release and success.

**NEXT WEEK'S
COVER STORY
THUNDER SOUND
LATEST INNOVATIONS
& NEW DIRECTIONS**



November 18, 19, 20
RADIO PROGRAMMING
& MUSIC CONFERENCE
Inn On The Park - Toronto

November 20
THE RADIO PROGRAMMERS'
MUSIC AWARDS
Inn On The Park - Toronto

January 19 to 25
MIDEM '79
Palais des Festivals - Cannes, France

March 21
THE JUNO AWARDS
Harbour Castle - Toronto

CBS to release debut LP by Vancouver's Dale Jacobs

This month, CBS Canada will release a debut album by Dale Jacobs, a Vancouver-based musician who is well known in the industry as a composer, producer and arranger, as well as a performer.

Jacobs, who heads up a production company and recording studio in Vancouver, is joined on the LP, titled *Cobra*, by a group of musicians who have also distinguished themselves in various musical endeavours. The band members, who have performed, produced or written for such notables as Paul Horn, Doucette, Prism, Stonebolt and BTO, are also presently working on solo projects of their own.

Jacobs, who admittedly "would rather play than produce", is overwhelmed by the reaction that the album has received from FM programmers across the country. "We're fortunate in that the record itself is doing all the work for us. Radio stations that have heard the tapes are ready to go on the album as soon as possible."

The artist, who once taught music and is known for his extraordinary capabilities on the keyboard, is more concerned with the quality of his product than with potential record sales. "You have to be honest with yourself", he explains. "I play what's me -

"... the prophets of doom, the messengers of mediocrity, will be overwhelmed by the new generation of competent, creative, confident artisans and by all those of preceding generations who have already demonstrated their freshness of mind, their talent and their capacity for inspired leadership." -Pierre Juneau



published weekly since
February 24th, 1964, by

RPM MUSIC PUBLICATIONS LTD.
6 Brentcliffe Road
Toronto, Ontario
M4G 3Y2
(416) 425-0257
Telex: 06-22756

Walt Grealis - Editor & Publisher
J.J. Linden - General News
Nancy Gallo - General News
Mike Beard - Country News
Dawn Williams - Record Research
Rita Rusica - Subscriptions
Stan Klees - Special Projects
Rob Wilson - Advertising Sales
Steve Houston - Art Director
MusicAd&Art - Layout & Design

The following codes are used throughout
RPM's charts as a key to record distributors

A&M	W	MOTOWN	Y
CBS	H	PHONODISC	L
CAPITOL	F	POLYDOR	Q
GRT	T	QUALITY	M
LONDON	K	RCA	N
MCA	J	WEA	P

MAPL logos are used throughout RPM
to define Canadian content on discs



M - Music composed by a Canadian
A - Artist featured is a Canadian
P - Production wholly Recorded in Canada
L - Lyrics written by a Canadian

Advertising rates on request
Second Class Mail Registration No. 1351
PRINTED IN CANADA

my music. You can't worry yourself over whether one person is going to like it or a few thousand will, you have to do what you like. I'm really happy with what I've done on this album. I feel that I didn't sell out to the listener, and I didn't sell out to the music, either. If other people like what I've done, too - well, that's great!" Jacobs, along with the rest of the band, is especially insistent on creating music that doesn't lose its initial excitement in making the transition from studio to stage. "If anything, the group is twice as strong live as it is on record", says Jacobs. "A recording studio does restrict you in certain ways; there isn't that energy you get from feeling the response of a live audience. Too many bands are less than their albums; that's very disappointing for an audience."

Dale Jacobs and his band will be performing several western Canada dates in the upcoming months, and plans for a Toronto performance are now underway.

Fosterchild:

New album, new image

On September 18 and 19, CBS recording group Fosterchild performed in Toronto at the El Mocambo, introducing material from their new LP release, *Troubled Child*, to their club audience and CHUM-FM listeners (via a live broadcast on Tuesday evening).

"They used to call us 'FosterMild'," quipped Jim Foster from the stage, but 'mild' is no longer an apt description. The band, now five piece, surprised their Toronto followers with a harder, more rocking sound than they displayed in earlier performances, but managed to retain the melodic vocal arrangements that distinguished them on their self-titled debut album last year.

Troubled Child, released on September 21, is a collection of original songs penned by lead singers Jim Foster and Vern Wills, and also includes several tunes by other band members.

Fosterchild, who hail from western Canada, where their previous single releases have been consistent chart-climbers, came to Toronto after performances with Stonebolt in Victoria and with Trooper in Ottawa.

TV special and new LP for Liona Boyd

In mid-October, Columbia Masterworks will release Liona Boyd's *First Lady Of The Guitar*, which marks the artist's album debut on that label. Acclaimed as Canada's foremost guitarist, Ms. Boyd will also be appearing on her own CBC-TV superspecial on October 23, with guests David Clayton-Thomas, Chet Atkins, the Canadian Brass and Hagood Hardy.

A former student of some of the world's top guitarists, Boyd began performing a few years ago and has toured throughout Europe and North America. In addition to her own TV special, Boyd will be making Television appearances on the Bob McLean Show, Canada After Dark, Merv Griffin, Mike Douglas and Johnny Carson's *Tonight Show* in the near future.

Meat Loaf tops sales of half million in Canada

Epic recording artist Meat Loaf's debut LP, *Bat Out Of Hell*, has now surpassed sales of a half million units in Canada and, with sales of



CBS Chairman, Arnold Gosewich, presents Meat Loaf with platinum award for debut album, *Bat Out Of Hell*, now up to 600,000.

better than 100,000 per month, the album is rapidly approaching the 600,000 mark.

Last month, following an outdoor concert at Cleveland's Blossom Amphitheatre, the artist was honoured at a special celebration attended by CBS and Cleveland International execs. During the evening, CBS Canada Chairman Arnold Gosewich presented Meat Loaf with quadruple platinum for *Bat Out Of Hell*, which reached gold status in Canada before doing so anywhere else. The vocalist's single, *Two Out Of Three Ain't Bad*, is also close to platinum in Canada.

Soundstage active on international front

Toronto's Soundstage Studio, part of the Nimbus 9/Soundstage organization, has been maintaining a heavy schedule of recording and mixing of major international talent. Jim Frank, Studio Manager, informed RPM that over the past few months, Capitol group Starz recorded an album with Nimbus 9 producer Jack Richardson behind the board. After that, veteran songstress Shirley Bassey recorded a new album for United Artists, with noted arranger Nick DeCaro handling production chores.

Other recent international productions taking place at Soundstage have been an album by Rocky Horror star Tim Curry, produced by Bob Ezrin for A&M, the new ABC release by David Clayton-Thomas - produced by Richardson; and a new Moxxy album for the Ahead label, titled *Under The Lights* and produced by Richardson. In addition, an upcoming Burton Cummings CBC Superspecial was taped at Soundstage.

The Toronto studio has also seen its share of major international mixing jobs of late. Notably, Ringo Starr's *Portrait* debut album, *Bad Boy*, was mixed there, as were albums by Dickie Betts and RCA's Richard T. Bear, both produced by Richardson in the U.S. and mixed at Soundstage. As well, Moe Koffman's new GRT album was mixed in the Nimbus studio.

CONGRATULATIONS
PLATINUM DAN

Dan Hill *the night*
featuring



GOLD



GOLD



DOUBLE PLATINUM

GRT.

RCA takes the law into its own hands

Bob McGilpin's Superstar LP has been receiving a concentrated push from RCA promo staffers across the country, but the Ontario Promotion branch decided to put an additional force behind the product. That force turned out to be the Police Force in the person of actor Ed Isenberg who, dressed in full uniform, hand-delivered copies of the LP to music directors at Toronto radio stations.

Reactions ranged from apprehension to embarrassment when radio personnel were 'summoned' to give McGilpin a listen.

Superstar features ten tunes penned by McGilpin, and was produced in California by Norman Ratner, the man who first discovered the artist and ultimately brought him to the attention of Butterfly Records. The label signed him immediately, and McGilpin's music and energetic performing abilities quickly won him critical acclaim.

The 26-year old artist recently appeared on a Montreal television show, and RCA Canada, Butterfly's distributor, is planning additional TV appearances and a promotional tour in other Canadian markets in the months to come.



CHUM's Roger Ashby is served notice by Officer Isenberg.



Officer Isenberg delivers album to a greatly amused Bill Anderson



CKFM's Sheila Connor is relieved it's not a traffic ticket.



CHUM's John Terminessi doesn't know if it's a good idea or not.



Connie Sinclair of CFTR gets the Isenberg treatment.

CBS moves into soul scene

Another busy week at the Pool, with visits from RCA's Chris Allcock, Attic's Tom Williams, Quality's Frank Daller and Carol, and IGM's Jim Zeppa and Tony. Chris came down to talk to the DJ's about upcoming RCA promotions, in clubs and stores, with some of the Salsoul artists, namely Love

DISCO WEEK jackie valasek

Committee and Bunny Sigler. Dancers in costume went touring some area discos Friday, September 22, giving away copies of the Love Committee album to club patrons while Bunny Sigler will be appearing at Music World (Yonge Street), Disco Sounds and A&A (Sherway Gardens) to sign copies of his records for customers. Both artists will be appearing on the upcoming Downright Disco Show, which begins airing on the CTV network Friday, October 6, at 7 pm. Others scheduled to appear on this show are Loleatta Holloway, Musique, Carol Douglas and Marsha Hunt.

Quality's reps at the Pool were there to preview future releases on the Ariola label, now being distributed by Quality here, and to listen to complaints about their pressings. Seems there's room for improvement in the mastering, and these problems should be corrected in the very near future. Our thanks to Quality for listening. Now about that Ariola product...Winners 12", Get Ready For The Future, is just that - a winner. Medium tempo, funky disco, with a very different break, it should make it high on the charts.

Runs 5:44. Deborah Washington 12" Love Shadow/Standing In The Shadow Of Love (6:11), backed by The Letter (4:33). Side 1 is good, but for my money Side 2 is much better. However, the latter could be hurt by the re-mix from TK of the version by Queen Samantha, due on the streets momentarily. London has that one here. Crazy about 12" of Don't Hold Back by Chanson. Mix is by Jim Burgess and runs 4:23. Where the Chanson album is concerned, only other cut I like is I Can Tell, which rates an excellent. This one runs 7:03. Deborah Washington album contains several good cuts, and I feel is a most worthwhile addition to any collection. Album is titled Any Way You Want It, and, as well as those already mentioned above cuts are Fire, Ready Or Not (re-mix of this one not previously available commercially, only 12" promos issued in the U.S.), the old Diana Ross number Baby Love, and the slow title track.

What's this I hear about CBS getting into the Soul Scene? Now that sure is good news, and long overdue. Incidentally, I hear from one major retailer on Yonge St. that they'll be using WBLK-FM's chart as a buying guide. With so many BLK listeners in town, it seems like a darned good idea. Most of the import stores have been using this chart for years. Another little note of interest. Did you know that disco accounts for 42% of all record sales in the U.S. This figure is up from a few months ago, when it was 37%. After all the TV disco shows scheduled to air this season, that figure should be increased drastically.

GRT moved fast on the Denise LaSalle

album, and it is now available in Canada. Love the album, particularly the slow numbers, Feet Don't Fail Me, Let's Stay This Way, Workin' Overtime (simply gorgeous), You Oughta Thank Me and Talking 'Bout My Best Friend. For disco there's P.A.R.T.Y. (Where It Is), which is funky, the faster tempo No Matter What They Say, and the medium Under The Influence. New Claudja Barry single release due in two weeks. 12" re-mix of What Have You Done For Love by Hodges, James & Smith ships soon. New mix runs 5:26. It will be backed with San Francisco (4:45), which doesn't differ too much from original. 12" re-mix of American Generation by Ritchie Family due off here shortly. The above London information courtesy of Gary Chalmers. The 12" of Super Star by Bob McGilpin due from RCA on green vinyl. Current craze in N.Y.C. - kids carrying cassette tape decks and radios around and playing disco music. Seems the subways, schools and streets are ringing with the latest disco sounds, either on tape, or from WKTU. Disco dead? No Way!!

Other new releases worth a mention. T.C. James & The Fist O'Funk Orchestra LP from Quality, Get Up On Your Feet (Keep On Dancin'). Contains the Savarese mix of Dance All Over The World, which hit number 1 in Toronto earlier this year. From Motown, I Love To See You Dance by Finished Touch. Could use a re-mix, though. From TK, the Jim Burgess re-mix of Dance To The Drummer's Beat by Herman Kelly And Life. This one was originally distributed in the U.S. by Audio Latino out of Miami. Didn't think much of it then, and still not crazy about it.

DISCO continued on page 8

TOP 30 PLAYLIST

- 1 MacArthur Park
- Donna Summer LP (Casablanca import)
- 2 Instant Replay
- Dan Hartman 12" (CBS)
- 3 You Make Me Feel
- Sylvester 12" & LP (Fantasy/GRT)
- 4 Keep On Jumpin'
Musique LP (Prelude)
- 5 La Bamba
- Antonia Rodriguez 12" (Epic/IGM)
- 6 A Little Lovin'
- The Raes 12" (A&M)
- 7 Beautiful Band
- Beautiful Band LP (TK)
- 8 I Fell In Love
- Carol Douglas LP (Midsong)
- 9 Victim
- Candi Staton 12" (Warner Bros)
- 10 Mr. D.J.
- The Glass Family LP (Attic)
- 11 Think It Over
- Cissy Houston 12" & LP (Private Stock)
- 12 Rhythm Of Life
- Afro-Cuban Band 12" & LP (Arista)
- 13 I May Not Be There
- Loleatta Holloway LP (Salsoul)
- 14 Get Ready For The Future
- Winners 12" (Arista)
- 15 Follow Me
- Amanda Lear 12" & LP (Epic/IGM)
- 16 I'm A Man
- Star City 12" (Skyline)
- 17 Boogie Oogie Oogie
- A Taste Of Honey 12" & LP (Capitol)
- 18 Wizard Of Oz
- Various Meco 12" (Millennium import)
- 19 Eyes In The Back Of My Head
- Labelle 12" (Epic import)
- 20 TGIF Soundtrack
(Casablanca)
- 21 Hot Shot
- Karen Young 12" (Telson)
- 22 It's A Better Than Good Time
- Gladys Knight & The Pips LP & 12" (Buddah)
- 23 Law & Order
- Love Committee 12" & LP (Salsoul)

- 24 Boogie Fund
- Solar Flare 12" (RCA)
- 25 P.A.R.T.Y.
- Denise LaSalle LP (ABC)
- 26 Starcruiser
LP (TK import)
- 27 Plato's Retreat
- Joe Thomas LP (TK)
- 28 Stand Up
- Atlantic Starr 12" & LP (A&M)
- 29 Stubborn Kind Of Fellow
- Buffalo Smoke 12" (RCA import)
- 30 Poinciana
- Gato Barbieri LP (A&M)

TOP 15 ALBUMS

- 1 Live & More
- Donna Summer (Casablanca import)
- 2 Step II
- Sylvester (Fantasy/GRT)
- 3 Keep On Jumpin'
- Musique (Prelude)
- 4 Beautiful Band
- (TK)
- 5 Burnin'
- Carol Douglas (Midsong)
- 6 Mr. D.J. You Know How To Make Me Dance
- Glass Family (Attic)
- 7 Think It Over
- Cissy Houston (Private Stock)
- 8 Rhythm Of Life
- Afro-Cuban Band (Arista)
- 9 Lady Of The Night
- Loleatta Holloway (Salsoul)
- 10 Amanda Lear
- (Epic IGM)
- 11 A Taste Of Honey
- (Capitol)
- 12 TGIF
- Soundtrack (Casablanca)
- 13 The One And Only
- Gladys Knight & The Pips (Buddah)
- 14 Law & Order
- Love Committee (Salsoul)
- 15 Under The Influence
- Denise LaSalle (ABC)

Glatt's music empire a national entity

by Nancy Gallo

RPM MAGAZINE - October 14, 1978 - 8

When a man like Ottawa's Harvey Glatt discusses the Canadian music industry, he has a lot of current experience to draw on. Not only is he a concert promoter, a distributor of foreign and domestic record product across Canada, and president of radio station CHEZ-FM, he also runs his own record label (Posterity) and a chain of retail stores, including 8 record shops and 6 stereo shops.

Glatt himself devotes most of his time to the label and the distribution operation, Treble Clef, which has been in existence for four years. "For the first two of those years, we dealt almost totally with imports. We were selling to most of the stores across the country, and we realized that if there were independently produced records out there that didn't have any distribution, we were a good vehicle for distributing those records." Glatt's aggressiveness has apparently paid off with a healthy distribution operation.

Glatt employs a small promotion staff to look after the product he distributes as well as his own Posterity Records. "We don't have a very large promo staff because we're just not big enough to afford that luxury right now. What we will do, from time to time is to hire independent PR people; this depends on the artist we're promoting. Sometimes, a large company, when they're pushing an artist in this country, can put down \$50,000 just in promotion. A guy who just scrounged together enough money to put out a thousand records obviously doesn't have that kind of money to promote it, nor do we at this stage of the game."

Glatt points out, however, the fact that there are certain advantages to being with a small independent. "If a guy comes out with an album that might sell 3,000 copies, it's not going to be all that meaningful to a big company. It's going to be, I think, more of a nuisance or an annoyance to them to have to worry about something like that. To us, it's important to have a number of two or three thousand sellers - it's our bread and butter -



Harvey Glatt, here with Sylvia Tyson, recently negotiated a distribution deal for this popular artist's new Salt label.

and if something sells in that amount, we're really happy. If something sells 10,000 in half a year, as Downchild has done for us, or sells like the Raffi albums which have jumped to 40,000 on the first LP with the second one over the 20,000 mark, that's a joyful occasion!"

Glatt explains his point further: "When a sales rep from a major company walks into a retail store, he has a fairly long list of items and his key priorities are going to be those big international sellers. The artist who's going to sell between one and five copies in that store is going to be far down the list and is not going to get all that much attention. Whereas, with us, we really have to hustle those items in order to make a go of it. The question is, what will happen to us when we get big? Where will our priorities lie? Well, I think I'll always have a feel for the developing artist - the future lies there."

Glatt, who is admittedly a "club addict who tries to keep tabs on artists across the country," is especially concerned about the idea that Canadian artists are often of secondary importance to the bigger labels. "I think

that often, especially with the major companies here who are foreign-owned, the first responsibility is to head office. Of course, this isn't always true; there are many promo people and sales people with those companies who may take a particular interest in an emerging Canadian act. I think that A&M certainly have been successful in that way here in Canada, not only in terms of breaking their Canadian acts, but also in terms of breaking some international acts which hadn't happened elsewhere and were broken here first."

Glatt explains that there is a method to the seeming madness of running a record label, along with his other businesses, from Ottawa rather than Toronto. "We've sort of separated from the mainstream being in Ottawa, which is a bit of a disadvantage in terms of efficiency because we have to come to Toronto to get a lot of things done. But, it's very healthy in another way - we have a certain amount of objectivity being outside of it. Sometimes, you can get so wrapped up in the music industry, the 'scene' that you don't realize what it's all about anymore simply because you've gotten too close to it."

DISCO continued from page 7

WALLY MacDONALD

Wonder Bar - Toronto
La Bamba
- Antonia Rodriguez 12"
Victim
- Candi Station/Anikano-a-Kongas LP
You Make Me Feel/Dance
- Sylvester 12" & LP
Think It Over
- Cissy Houston LP & 12"
MacArthur Park
- Donna Summer LP
Rhythm Of Life
- Afro-Cuban Band 12"
Plato's Retreat
- Joe Thomas 12"
Follow Me
- Amanda Lear 12"
Wizard Of Oz
- Meco LP
Start The Dance
- Bohannon LP/Stand Up - Atlantic Starr 12"
A Little Lovin'
- The Raes 12"
Poinciana
- Gato Barbieri LP
You Gotta Dance
- Pacific Blue 12"
Love Over Yonder
- Wayne McGee
Stubborn Kind Of Fellow
- Buffalo Smoke 12"

DISCO DJ PICKS

JOHNNY WEBER

Studio II - Toronto
In The Bush/Keep On Jumpin'
- Musique 12" & LP
MacArthur Park
- Various Live Cuts - Donna Summer LP
Eyes In The Back Of My Head
- Patti LaBelle 12" (re-mix)
Mr. D.J.
- Glass Family LP
Think It Over
- Cissy Houston LP
Pleasure Island
- Paul Jabara LP
I May Not Be There
- Loleatta Holloway LP
A Little Lovin'
- The Raes 12"
I'm A Man
- Star City 12"
It's A Better Than Good Time
- Gladys Knight & The Pips 12" & LP
Law & Order
- Love Committee 12" (re-mix)
Medley (Side 1)
- Amanda Lear LP
Me & The Gang
- Bohannon LP
Make That Feeling Come Again
- Beautiful Band LP
Baby I'm Your Fool
- The Pips LP

GREG HOWLETT

Le Tube - Toronto
In The Bush
- Musique 12"
MacArthur Park Suite
- Donna Summer LP
Summertime Groove
- Bohannon LP (all cuts)
Instant Replay
- Dan Hartman 12"
Wizard Of Oz
- Meco 12"
Love Disco Style
- Erotic Drum Band
Stand Up
- Atlantic Starr 12"
You Make Me Feel/Dance
- Sylvester 12"
Victim
- Candi Station
I Fell In Love
- Carol Douglas LP
Eyes In The Back Of My Head
- LaBelle 12"
Chase
- Giorgio
I May Not Be There
- Loleatta Holloway LP
Starcruiser LP
- All cuts
Beautiful Band
- LP all cuts

UP TO 3000 PROGRAMMERS CAN NOMINATE AND VOTE

The RPM Awards are part of the RPM Radio, Programming & Music Conference, which is a three-day convention of programmers to be held annually. As part of the convention, the awards presentation is a unique opportunity for Canada's programmers to pick the top Canadian recording artists.

Nomination ballots have been mailed to Canadian Station Managers, Program Directors and on-air personalities. Programmers listed in the RPM Canadian Music Industry Directory have been mailed a nomination ballot.

Programmers from across Canada will be attending the three-day conference, and it will be the Canadian programmers who will nominate, vote, and finally make the presentations to the winners at a gala reception to be held the last night of the conference.

NOMINATE ONLY IN ONE OF THE FOUR PANELS BELOW VOTEZ SEULEMENT DANS UNE DES SECTIONS CI-DESSOUS

CHOOSE THE MUSIC FORMAT WITH WHICH YOU ARE MOST FAMILIAR
CHOISISSEZ LE FORMAT DE MUSIQUE QUE VOUS CONNAISSEZ LE MIEUX

CONTEMPORARY
(TOP 40 OR ROCK)

TOP MALE VOCALIST

TOP FEMALE VOCALIST

TOP GROUP

TOP SINGLE RECORDING

TOP ALBUM RECORDING

BEST NEW ARTIST(S)

TOP INTERNATIONAL ARTIST(S)

ADULT ORIENTED
(MIDDLE OF THE ROAD)

TOP MALE VOCALIST

TOP FEMALE VOCALIST

TOP GROUP OR ORCHESTRA

TOP SINGLE RECORDING

TOP ALBUM RECORDING

BEST NEW ARTIST(S)

TOP INTERNATIONAL ARTIST(S)

COUNTRY MUSIC

TOP MALE VOCALIST

TOP FEMALE VOCALIST

TOP DUO OR GROUP

TOP SINGLE RECORDING

TOP ALBUM RECORDING

BEST NEW ARTIST(S)

TOP INTERNATIONAL ARTIST(S)

LANGAGE FRANCAIS
(FRENCH LANGUAGE)

MEILLEUR CHANTEUR

MEILLEURE CHANTEUSE

MEILLEUR GROUPE

MEILLEUR 45 TOURS

MEILLEUR MICROSILLON

MEILLEUR NOUVEL (NOUVEAUX) ARTISTE (S)

MEILLEUR ARTISTE (S) INTERNATIONAL (S)

ACCOUNTANT'S CONTROL
BALLOT No. _____

BALLOTS MUST REACH ACCOUNTANT BY NOON OCTOBER 10TH. USE PREPAID ENVELOPE ENCLOSED! LE COMPTABLE DOIT AVOIR EN MAIN TOUJOURS LES BULLETINS DE VOTE A MIDI LE 10 OCTOBRE. EMPLOYEZ L'ENVELOPPE PREPAREE CI-INCLUSE.

DEADLINE FOR BALLOTS IS NOON OCTOBER 10TH, 1978
DATE LIMITE D'INSCRIPTION POUR LES BULLETINS DE VOTE POUR LES NOMINATIONS, EST LE 10 OCTOBRE

PRE-REGISTRATION UNTIL NOV. 13TH
ALL EVENTS REGISTRATION - \$90. per person
One additional SOCIAL EVENTS REGISTRATION - \$50 is available to each registrant.

Find enclosed \$ _____ for _____ people at \$90. per person and \$ _____ for SOCIAL EVENTS REGISTRATION (One per registrant)

Name(s) _____

Firm _____

Address _____

City _____

Postal Code _____



NOVEMBER 18, 19 & 20
INN ON THE PARK
TORONTO, CANADA

Send your cheque to RPM AWARDS
6 Brentcliffe Road, Toronto M4G 3Y2

Super Clef record-tape-stereo outlet opens in eastern Ontario

Super Clef, a 12,000 sq. foot facility carrying the largest selection of records and tapes in Eastern Ontario, is a complete catalogue store with a special focus on jazz, imports, international and easy listening, with classics representing one-third of the available record space.

The entire store is display-oriented, with open spaces to accommodate major promotions and point of purchase displays. Racks, box displays and browser bins have been designed to display as many album faces as possible.

The store also features a video theatre for taped performances, which can double for an 'artist area' for in-store appearances, and one of the most advanced sound systems available. Super Clef will also carry a wide range of audio equipment, offering seven sound rooms and an 'auto simulator' which can simulate the interior of any type car, insuring that the customer will purchase the stereo system that is best suited to his car or van.

Super Clef will also carry a wide selection of accessories, posters and T-shirts.

Display space for promotional purposes was a prime consideration in Super Clef's design. Here is a portion of the Tape Section.



With 12,000 square feet of space, Super Clef carries the largest selection of records and tapes in Eastern Ontario.



Stereo purchasers can sample sounds in one of seven private 'listening rooms', a rare service to record buyers.



Classical product accounts for a large segment of Super Clef stock, and classical buffs don't feel intimidated by loud music.



Super Clef offers everything in quality products for the discerning audiophile - from records, tapes, hardware and concert tickets.

New booking agency opens Toronto office

Associated Creative Talent (ACT), a new one-night and act-oriented agency, has been started by two Toronto agents, Peter Kewley and Greg Brown.

"Our aim is to provide for the artist and his manager the advice and direction we feel is currently missing in the Canadian booking business," explains Kewley. "Many managers are too often being forced to play the role of agent in order to keep their acts working. We are creating a responsible agency to look after the obtaining of proper engagements for their acts, thereby freeing some of the managers' time so that they can devote themselves to other areas of the artist's career."

Kewley has dealt in all aspects of the booking field, coast to coast, from rock clubs to major concert halls. Brown, who started his

career as the leader/manager of recording group Ocean, has had extensive experience in booking Ontario clubs, co-ordinating western tours, and assisting in establishing career direction for new attractions.

ACT's Secretary/Treasurer, Sheila Posner, comes to the company with ten years experience in the music business. Posner will also head up the organization's administration and contracts department.

Immediate plans for the fall include an expansion of the one night department, in order to better service the Ontario high school and college market.

Associated Creative Talent is currently operating out of 33 Heath Street East, Toronto, (416) 960-3232.

Dan Hill's current LP certified platinum

GRT recording artist Dan Hill's newest album, *Frozen In The Night*, has reached platinum status in Canada just six weeks after release.

Due to the success of this album and the two singles (*Dark Side Of Atlanta*, *All I See Is Your Face*) culled from the recording, sales on previous product by the artist continue to climb. *Longer Fuse* is now a double platinum sales, while *Hold On* and the self-titled debut LP are nearing platinum.

Hill is currently engaged in a cross-Canada tour, with upcoming dates in Winnipeg (Nov. 9 - 11), Toronto (13 - 15), Regina (23 - 24), Saskatoon (25), Victoria (30), Vancouver (Dec. 1), Edmonton (3), Calgary (4 - 5) and Hamilton (11 - 12).

Luncheon for Baker hosted by RCA, MCA & Tee Vee

A luncheon, hosted by MCA, RCA and Tee Vee Records was held at the Chelsea Inn in Toronto (Sept 20) to honour Carroll Baker, Conway Twitty and Brenda Lee. Unfortunately Brenda Lee was absent, due to a death in her immediate family. Baker and Twitty were presented with platinum awards for their respective albums that were released by Tee Vee. The presentations were made by Scott Richards, Vice President of MCA Records Canada, Ed LaBuick President of Tee Vee International and Ed Preston, Vice President and General Manager of RCA Records.

Segments of audio-visual shows featuring

Baker, Twitty and Lee, were shown to the guests as were portions of Baker's CBC-TV *Superspecial*. The gathering was also an opportunity to preview Baker's new RCA album, *If It Wasn't For You* which has shipped above average, according to Barry Haugen of RCA's country A&R division.

In addressing the audience prior to the presentation to Carroll Baker, RCA's Ed Preston pointed out that in the short period of time that Baker has been with RCA, she has sold in excess of a quarter of a million albums, a combination of her RCA releases plus the Tee Vee package, which amounts to more sales than those of Dolly Parton.

Bachman building studio in Washington

Construction is now underway on Randy Bachman's 24-track studio, located in the state of Washington in the U.S. The studio is being designed by John Philip Edwards, the board by John Pritchett of Quantum Audio Labs and Howard Steele of Los Angeles.

The studio, constructed for Bachman's own production activities, should be completed by the first day of the new year, and will possibly be available for commercial use at a later date.

GET INTO SALLY

A great new single from the Ian Thomas Band.

Now being played on:

- CHUM · Toronto
- CFUN · Vancouver
- CFRW · Winnipeg
- CKRC · Winnipeg
- CKY · Winnipeg
- CKLC · Kingston
- CFGO · Ottawa

Available from  GRT.





TOSHIKO AKIYOSHI-LEW TABACKIN
Big Band - Insights RCA AFL1-2678-N
Jazz. Female Japanese composer/pianist
and bandleader Tabackin join for well-
thought-out, pleasant jazz set.



HEART
Dog & Butterfly - Portrait FR-35555-H
Rock. 4th LP release prod. Seattle's
Sea-West Studios. Includes new single,
Straight On. No longer Cancan.



GENTLE GIANT
Giant For A Day - Capitol SW-11813-F
Rock. 6th LP by progressive British
group shows continued trend toward
shorter, more commercial cuts.



KING OF HEARTS
Close But No Guitar - Capitol SW-11813-F
Rock. New group features Richard
Fitoussi & Marc Tobaly in commercial
set. Prod. Richard Landis. Solid credits.



PLAYER
Danger Zone - RSO RS-1-3036-Q Rock
Very commercial LP includes the single
Prisoner Of Your Love, follow-up to
successful self-titled debut on RSO.



LYNYRD SKYNYRD
Skynyrd's First And...Last MCA-3047-J
Rock. Group's 1st LP, intended for '75
release, finally out after the plane
crash. Prod: Musele Shoals in 1970.



STARCASTLE
Real To Reel - Epic PE-35441-H Rock
New Starcastle LP features rock, some
commercial, progressive elements. Pro-
duced by Jeffrey Lesser.



DYAN DIAMOND
Living In The USA - MCA-3053-J Rock. Debut LP from new
16-year old artist shows excellent song-
writing, singing & guitar talents, and pro-
found rock & roll understanding.



DARYL HALL & JOHN OATES
Along The Red Ledge - RCA AFL1-2804
Rock. Another unique, commercial set
from Philly duo, with 45 It's A Laugh.
Illegible liner notes & lyrics included.



EXILE
Mixed Emotions - Warner Bros BSK-3205
Rock/disco. Slight disco tendencies in
commercial, easygoing set. Includes
superhit single Kiss You All Over.



LINDA RONSTADT
Living In The USA - Asylum 6E-155-P
Rock. Another fine Peter Asher produc-
tion blends rock, country & ballads.
Includes single Back In The U.S.A.



THE WIZ
Original Motion Picture Soundtrack
MCA-2-14000-J Rock & pop musical.
Contains hit, Ease On Down The Road
by Diana Ross & Michael Jackson.

Harmonium returning to live performance

On Monday, September 11, CBS recording group Harmonium held a press conference at the Hotel Toronto, giving members of the Ontario press an opportunity to re-acquaint themselves with the Quebec group who are now performing again after a year's absence from the stage.

Group members Serge Fiori and Libert Subirana tactfully answered the many questions asked about their attitude towards the uneasy political situation that exists between French and English-speaking Canada. "We don't consider ourselves to be part of the problem, but we're not part of the solution, either," explained Fiori. "Quebec has a culture that needs to be presented. It's not really a matter of politics, it's a matter of culture, and our music reflects that culture. Wherever people want us to play, we'll go. Our initial venture into Toronto, for example, was very successful."

"People always talk about the problems that exist for a French group in English-speaking Canada," added Subirana. "We haven't really seen that many problems. Our biggest surprise was Vancouver, where we played to a totally English-speaking audience and got an extraordinarily positive reaction. Yes, we have problems getting airplay, but we have the same problems in Montreal because our songs aren't the usual two-and-a-half minutes long."

When asked how well their songs were understood in France when the group performed in that country, Subirana quipped: "About as well as they're understood right here in Toronto!"

Harmonium, who have been involved with individual projects during the past year, played their first date as a group again at a festival in Montreal last month, and were

obviously enthusiastic about playing together again. The band, which started as a trio and is now seven piece, was described by Fiori as having "an orchestral feel. We're always evolving, always maturing, as individuals as well as a group." The basic emphasis of the group now seems to be the stressing of individual talents. "More of the band members are involved in writing now," reports Fiori. "Everyone is really playing what he wants to play. People are forgetting to play these days - I suppose that's a result of doing so much recording. In the studio, things tend to be so prepared, condensed, stuffy. The individualism sometimes gets lost."

Subirana added that the group has a "workshop sort of attitude, in terms of sharing ideas, learning from each other. We give as much time and energy to recording as to our stage performances, but we are a stage group primarily and that is where we are at our best. We like that exchange between ourselves and the audience."

Fiori described the group's writing as "an effort to approach a subject in many different ways; looking at certain emotions from several different aspects. Our songs are long because they get a lot of different moods together, we like to explore when we write."

Fiori also mentioned the fact that Harmonium will soon be travelling to Berkley, California as part of a special presentation "to show what Quebec is, industrially, culturally, economically, and musically. We will be representing the music of Quebec." The group will also be performing for two nights at the Starwood in Los Angeles, introducing themselves to the U.S. for the first time. Harmonium then return to Montreal to compile and prepare material for their next album, which will be recorded next spring. An official tour will follow the new LP release.

GRT "launches" Koffman LP with Toronto cruise

On September 9, GRT Records hosted a luxury cruise aboard the Grand Voyageur to promote the release of Moe Koffman's new album release, *Things Are Looking Up*. After the yacht



"Along for the ride", as they say, on the recent Moe Koffman cruise was Rick Allen of CHEX Peterborough and wife Bev.

set sail for an afternoon excursion around the Toronto Islands, media and press people interviewed the artist and listened to a preview of his new LP.

Later that evening, the yacht was docked at Ontario Place where guests were treated to a Koffman concert at the Forum. The concert was videotaped for a TV airing at a later date.

Koffman is currently on tour promoting the new LP, with upcoming dates in Calgary (October 1), Medicine Hat (2), Lethbridge (4), Red Deer, Alberta (5), Edmonton (6), Kelowna (8), Vancouver (10), Courteney (11), Victoria (12), Prince George (13-14), Powell River (15), Guelph (19), Waterloo (20), London (21), Brantford (26) and Ottawa (27-28).

Attic Publishing growing with more Can releases

The Attic Publishing group is continuing to acquire Canadian rights to various domestic and international hits, and new releases include product by Crystal Gayle, Exile, Zwol, Ronnie Jones, Claudja Barry, Supermax, Rick Danko, Skye Blue and Plastic Bertrand.

The Crystal Gayle (*Talking In Your Sleep*) and Zwol (*New York City*) releases are part of a new relationship between Attic and Ralph Murphy and Roger Cook. Cook, who penned *Talking In Your Sleep* as well as *I'd Like To Teach The World To Sing* and *Doctor's Orders*, is planning to do some co-writing with Attic's roster of Canadian writers.

The Exile (*Kiss You All Over*) and Danko releases are part of an exclusive relationship with Billy Meshel's Arista Music Group, currently one of the hottest new U.S. publishing outfits.

Attic also exclusively represents the Lollipop catalogue from Germany, which includes the Barry and Jones releases.

Attic artist/writers with current record releases includes Patsy Gallant, Triumph, Greg Adams, Larry Evoy and Annie Ryan. Hagood Hardy will have a new single release shortly.

National franchise conference for Roblan and Sam The Record Man

Roblan Distributors Limited recently hosted their annual National Franchise Conference for the Sam The Record Man chain, and franchisees from across Canada converged on Toronto's Chelsea Inn, for the event.

During the three days of panel discussions, seminars, presentations and general business meetings, keynote speeches were delivered

by Sam and Robert Sniderman, who stressed the leadership role and future growth of the organization, not only nationally, but internationally. Plans for the company's expansion into the U.S. later this year are now underway.

The Sam The Record Man chain is now approaching the one hundred outlet mark, including the RD 2000 dealership operations.



Sam The Record Man chain and franchisees gather at Roblan Conference.

RCA hosts record and media reception

On August 2, RCA Records opened their three-day Western Regional Meeting with a reception for record and media people at the Capri Hotel in Kelowna, B.C.

Representatives from one stops, rack jobbers, press, radio, disco and TV were on hand to enjoy a social evening and to view video presentations of new RCA product.

Ed Preston, Vice President and General Manager for RCA Canada, and Barry Haugen, National Country Promotion Manager, both flew to Kelowna for the event.

Ray Ramsay (RCA Vancouver) Leo Budnick "Fintry Queen" hosted cruise, John Ford (RCA Van) and Pat Nicholson (CKOV).



(L to r) RCA's Ed Preston, Pat Nicholson (CKOV Kelowna) Ray Ramsay (RCA Vancouver) and Ted Pound of CKIQ Kelowna.



Also in for the RCA bash were (l to r) Wayne Bailey (RCA Vancouver) Ray Meyer (Kelly's Stereo Mart) and Preston.



Jim Fotheringham (RCA Calgary), Leigh Alden (RCA Vancouver) and Doug Koetke of Kareena Services, Vancouver.



(L to r) Ray Ramsay (RCA Van) Ed Preston, Keith Rogers (CJOV-FM Kelowna) and Ted Pound of CKIQ Kelowna.

GRT breaks Wha-Koo as part of new policy

ABC recording act Wha-Koo, who are distributed by GRT in Canada, have become the first group to benefit from GRT's new policy of a more aggressive attitude in breaking foreign acts in the Canadian market.

On August 26, Wha-Koo performed before over 100,000 people at Canada Jam, which followed two successful nights at Toronto's El Mocambo. (The El Mocambo date was broadcast live on AM station CFTR, a Canadian radio first). From there, the band went on to dates in western Canada, where the response from both audience and press was overwhelmingly positive.

GRT Canada launched an all-out effort to make a success of the Canadian dates, with a campaign that included buttons, T-shirts, stickers, store displays, video presentations and radio and press interviews. The effects have been successful and lasting, with continuing airplay and climbing record sales.

Lee Silversides, who heads up national promotion at GRT, describes the Wha-Koo push as "part of undertaking a new policy of exposing talent on an international basis, and breaking non-Canadian talent in Canada first. The key to this is follow-up, in terms of

continuing the momentum with record sales, airplay, and return live dates." Silversides also credited his promo field staff for their efforts: "Everyone was out there working towards breaking Wha-Koo in this country. GRT has always done well in breaking their Canadian talent, and we're now out to do the same for our foreign acts.

"This is our first step in creating a more prominent image for GRT," concluded Silversides, "and is a serious effort on our part to achieve even more credibility for the label in the Canadian market place."

NEXT WEEK'S COVER STORY THUNDER SOUND LATEST INNOVATIONS & NEW DIRECTIONS

Jensen to CBS sales rep position

CBS Records of Canada has announced the appointment of Peter Jensen to the position of Sales Representative for the British Colum-



Peter Jensen

bia market.

Prior to joining the CBS team, Jensen obtained extensive industry experience through his positions with MCA Records and Kelly's Stereo Marts in B.C.

Jensen will report directly to Garry Newman, manager of sales in the B.C. region.

THE CRIA NATIONAL BEST SELLING RECORD CHART

The CRIA chart of best selling albums and singles is compiled from sales reports supplied by selected retailers across Canada. The CRIA chart is compiled by computer from information gathered by an independent accounting company.

SINGLES

1	2	6	Three Times A Lady - Commodores
2	11	4	Boogie Oogie Oogie - A Taste Of Honey
3	3	4	Hopelessly Devoted To You - Olivia Newton-John
4	1	6	Grease - Frankie Valli
5	6	3	Hot Child In The City - Nick Gilder
6	4	2	Summer Nights - Olivia Newton-John/John Travolta
7	19	12	You're The One That I Want - Travolta & Newton-John
8	41	1	Kiss You All Over - Exile
9	.....	.....	Whenever I Call You Friend - Kenny Loggins
10	44	1	Back In The U.S.A. - Linda Ronstadt
11	12	5	Rivers Of Babylon - Boney M
12	.....	.....	Hollywood Nights - Bob Seger
13	.....	.....	Reminiscing - Little River Band
14	7	4	Hot Blooded - Foreigner
15	10	6	Last Dance - Donna Summer
16	5	6	Copacabana - Barry Manilow
17	15	7	Miss You - Rolling Stones
18	.....	.....	Who Are You - The Who
19	9	2	An Everlasting Love - Andy Gibb
20	43	1	Come Together - Aerosmith
21	25	8	Baker Street - Gerry Rafferty
22	20	4	Macho Man - Village People
23	.....	.....	Right Down The Line - Gerry Rafferty
24	8	4	Life's Been Good - Joe Walsh
25	.....	.....	Fool If You Think It's Over - Chris Rea
26	24	6	Love Is In The Air - Martin Stevens
27	16	4	Magnet & Steel - Walter Egan
28	22	1	Shame - Evelyn King
29	.....	.....	Round Round We Go - Trooper
30	18	7	You Needed Me - Anne Murray
31	26	3	Raise A Little Hell - Trooper
32	14	5	Break It To Them Gently - Burton Cummings
33	13	2	Don't Look Back - Boston
34	17	5	Love Will Find A Way - Pablo Cruise
35	27	2	You & I - Rick James
36	37	5	I Can't Stand The Rain - Eruption
37	.....	.....	Unchained Melody - Elvis Presley
38	29	10	It's A Heartache - Bonnie Tyler
39	.....	.....	Take Me Away - Prism
40	32	6	Music Box Dancer - Frank Mills
41	.....	.....	Got To Get You Into My Life - Earth, Wind & Fire
42	45	8	You Belong To Me - Carly Simon
43	23	3	My Angel Baby - Toby Beau
44	.....	.....	You Light Up My Life - Debby Boone
45	.....	.....	Love Is In The Air - John Paul Young
46	21	8	Two Out Of Three - Meat Loaf
47	38	1	Night Fever - Bee Gees
48	36	3	You - Rita Coolidge
49	28	6	Dance With Me - Peter Brown
50	42	1	Baby Hold On - Eddie Money

ALBUMS

1	1	9	Grease - Soundtrack
2	2	2	Don't Look Back - Boston
3	3	16	Bat Out Of Hell - Meat Loaf
4	5	19	Saturday Night Fever - Soundtrack
5	8	5	Dream Of A Child - Burton Cummings
6	4	5	Natural High - Commodores
7	25	5	Worlds Away - Pablo Cruise
8	13	7	City To City - Gerry Rafferty
9	10	6	Double Vision - Foreigner
10	9	7	Some Girls - Rolling Stones
11	7	17	The Stranger - Billy Joel
12	11	2	Who Are You - The Who
13	35	1	Under Wraps - Shaun Cassidy
14	18	2	A Canadian Tribute - Elvis Presley
15	.....	.....	Pieces Of Eight - Styx
16	15	4	Sgt. Pepper's Lonely Hearts Club - Soundtrack
17	16	2	Macho Man - Village People
18	24	3	Eddie Money
19	6	2	Frozen In The Night - Dan Hill
20	22	11	Even Now - Barry Manilow
21	20	34	Rumours - Fleetwood Mac
22	29	5	Let's Keep It That Way - Anne Murray
23	43	7	Songbird - Barbra Streisand
24	17	9	Thank God It's Friday - Soundtrack
25	14	15	The Album - Abba
26	23	6	But Seriously Folks - Joe Walsh
27	30	17	Running On Empty - Jackson Browne
28	.....	.....	Live & More - Donna Summer
29	.....	.....	Libre - Angele Arsenault
30	34	29	The Grand Illusion - Styx
31	28	4	Out Of The Blue - Electric Light Orchestra
32	21	9	Stranger In Town - Bob Seger
33	12	7	Shadow Dancing - Andy Gibb
34	.....	.....	Along The Red Ledge - Hall & Oates
35	46	1	Love Me Again - Rita Coolidge
36	19	4	20 Golden Greats - Buddy Holly
37	.....	.....	Thick As Thieves - Trooper
38	31	6	Pyramid - Alan Parsons Project
39	.....	.....	The Cars
40	41	22	News Of The World - Queen
41	44	33	Crime Of The Century - Supertramp
42	45	34	Hotel California - Eagles
43	.....	.....	A Taste Of Honey
44	26	4	See Forever Eyes - Prism
45	27	9	It's A Heartache - Bonnie Tyler
46	48	26	Aja - Steely Dan
47	36	7	Street Legal - Bob Dylan
48	38	9	Feels So Good - Chuck Mangione
49	33	7	Octave - The Moody Blues
50	49	22	Footloose & Fance Free - Rod Stewart

RPM MAGAZINE - October 14, 1978 - 16

Quebec's Martin Stevens firmed for CTV's Right Down Disco

Martin Stevens, whose version of Love Is In The Air received top disco action in Canada, was in Toronto recently to tape CTV's Downright Disco show. A Spanish version of his single is to be released shortly. To date, the release has been firmed for Quebec, Argentina, Venezuela and Mexico, with negotiations still in the works for Peru and other Latin American countries as well as Spain. The single will be released by CBS, and will be titled Siempre Hay Amor.

Following the Downright Disco taping, Martin visited area discos, including Studio II, Stages, and Le Tube.

From Toronto Martin returned to Montreal where CBS were hosting a party at the 1234 disco, (Sept 26) to launch his new French-language album. An English version will follow shortly. It's also expected that the English version will be released in the U.S. Both albums were produced by Dominic Sciscente and Michel Daigle for CBS.

Artie Jacobs, Director of the Southeast Disco Association, based in Miami, reports that Stevens' version of Love Is In The Air was the most popular in his area and that the Association is looking forward to the Spanish release.

More Canadian gold and platinum for CBS

Many CBS recording artists have been enjoying overwhelming sales in Canada, and several have been reaching, and surpassing, gold and platinum status with ease.

Billy Joel, who will be appearing at Maple Leaf Gardens on October 5, is quickly approaching quadruple platinum sales with his Stranger LP. Barbra Streisand's Songbird album is also platinum, as is Eddie Money's self-titled debut album.

In the gold category, Earth, Wind And Fire will soon be presented with an award for All 'N All, their latest CBS release.

At CBS Disques, Martin Stevens has a gold single with Love Is In The Air, a record which is enjoying extensive airplay in both disco and pop formats. Another gold single goes to Zachary Richard's L'Arbre Est Dans Ses Feuilles, and a gold album to Joe Dassin's appropriately titled 20 Disques D'Or.

Raes break in U.S. with new A&M 12 incher

Despite the fact that there has been no U.S. release of the Raes' single, A Little Lovin', A&M's New York office reports heavy phones on the recent Canadian 12" release of the single. Michael Wright of A&M (N.Y.) has been receiving calls from U.S. Pools across the country, including the state of Washington. A&M in the U.S. apparently have no plans to release the big disk in the U.S.

Disco News, a new publication out of New York, reports interest from DJ's and stores, placing the Raes' record solidly in their Breakout and Retail Action sections.

All U.S. Pool Directors were serviced with a copy of the 12" disk and invited to get in touch with A&M Canada's Doug Chappell, resulting in requests for more copies.

A Little Lovin' was produced by Harry Hinde with disco mix by John Luongo, Director of the Boston Record Pool.

Attic releases Glass Family on coloured vinyl

The Glass Family's disco hit, Mister DJ You Make Me Want To Dance, is being rush released in Canada by Attic Records. The record, already Top 20 on all of the U.S. disco charts, will be the label's first release to be pressed on coloured vinyl.

The Glass Family becomes the fourth disco-oriented act on Attic. Another disco artist, Marsha Hunt, whose 12" single is on Attic in both Canada and the U.S., was recently named the number 3 New Female Vocalist in the Disco Awards of a major U.S. trade publication.

Finally CBS presents the first L.P. of Martin Stevens.



This super new L.P. features the Gold Disco Hit "Love Is In The Air" and seven new original songs composed by Michel D'Aigle and Dominic Sciscente, the two disco music producers, who have contributed greatly to the success of Alma Faye Brooks and Black Light Orchestra.



Martin Stevens...on CBS records and tapes!!!



NEXT WEEK'S
COVER STORY
THUNDER SOUND
LATEST INNOVATIONS
& NEW DIRECTIONS

ARS Canada stretches from coast to coast

by Nancy Gallo

ARS, a rack jobbing operation which is a division of CBS, is now a truly national organization with offices in St. John's, Halifax, Montreal, Toronto, Calgary, Vancouver, and a recently opened Winnipeg branch. Distributing records to department stores across the country, ARS has clients spread out from the major cities and rural areas of Canada to the far reaches of Labrador, the Yukon and the northern regions of British Columbia.

Jacques Gagne, Vice President and General Manager of ARS, attributes the success of the company to the fast, reliable service available to each of their clients. "We believe very strongly in quick service; our clients are serviced once a week. Another reason for our success is the relationships we have established between our sales representatives and store personnel." Gagne explains that



The ARS Winnipeg branch help celebrate the opening of the modern new branch.

about two-thirds of ARS employees are women, an idea which has proven an enormous plus to the company for several reasons. "We started this in 1974 with a woman sales rep in Thunder Bay. We found that women have a good feel for records and merchandising. In general, women tend to be more meticulous than men, and are also able to establish close, human relationships with store managers. What else can I say,

except that it just works."

Rack jobbing is a complex operation that must take an almost infinite number of factors into consideration in order to run smoothly and efficiently. Sales representatives, supervisors, branch managers, buyers and promotion and advertising people must work closely with each other and with record companies to insure maximum distribution, exposure and sales for their product.

Sales representatives, who work directly with store personnel, usually live in the area of the stores they service. A sales rep must decide what product is appropriate for their stores, and residing in the same locale gives the rep a sense of local feeling and an awareness of what's getting airplay on local radio stations. A sales rep makes up orders for their stores, oversees in-store display set-ups, and keeps track of stock movement. Because sales reps are in constant touch with store managers, they can pass on valuable information to their supervisors about what the trends are and what type of product is moving quickly.

ARS ARE OFTEN THE FIRST TO DISCERN TRENDS IN MUSIC

Once each week, supervisors, armed with information from their sales reps, meet with the branch manager, buyer and promotion people to review new product and discuss what will be ordered, how it will be distributed, and which recordings will be given special promotional attention. Promotion depends on

a variety of things: how much support will come from the record company, is the artist or group currently performing in certain Canadian markets, are in-store appearances possible, video presentations available? Once all of this data is compiled, a cohesive promotion campaign can be initiated.

Carol Doyle, advertising and promotion manager for the Toronto branch, handles the responsibilities of preparing ad layouts, coordinating autograph sessions and in-store appearances, and working closely with an advertising firm in preparing appropriate radio spots.

Because most ARS clients are record departments in larger chain stores, special considerations must be made. Product chosen for in-store play (ARS issues a list of appropriate in-store material) must be familiar enough to attract a shopper's attention without being distracting or annoying to departments situated within ear-shot of the record section of the store. Lyle Drake, Toronto branch manager, points out that in-store play is a matter of "exposing records that can sell themselves on one or two hearings. We sell records on the basis of impulse buying rather than pre-planned buying, and therefore, in-store play of the right product is vitally important." Also, certain records are not appropriate for sale in department stores because their cover artwork might be deemed offensive by the store's clientele.

In terms of promotion, radio spots and ad layout must be kept consistent with the store's image, and merchandising and display materials (posters, special racks, VTR units, etc.) must conform to the individual specifications of each store. Store clientele, image and locale also play an important role in choosing product for the store's stock. For example, country music sells exceptionally well in rural areas, as do cassettes. Certain department store chains sell more AOR product than others, while other chains are strong in the area of children's records.

As Gagne explains, "ARS deals in a cross-section of musical tastes, and those tastes vary from place to place. Our clients don't want 'borderline' product, or product for the specialist. Everything must be streamlined and geared to the masses."

PROMOTION DEPENDS ON . . . A VARIETY OF THINGS - PROMO, ETC.

Due to their weekly servicing of stores across the country, ARS are often the first to discern trends in music and their regional as well as national effects on sales. Each week, each ARS branch compiles a Top 30 chart in each category of music, based on sales. These charts serve as a guideline for re-ordering product, as well as giving a good indication of what new product will be suitable for distribution in each area.

Angela Benjamin, senior buyer for the Toronto branch, heads up that office's purchasing department and works closely with sales supervisors to determine what's to



(L to r) Dave Fanning (National buyer for Woolco/Woolworth), Arnold Gosewich (CBS Chairman), Terry Lynd (President ARS and CBS Canada), and John Weisher (Woolco's Winnipeg District Mgr.).

CBS RECORDS CANADA

**salutes
the**

ALL RECORD SUPPLY

company

ARS RECORDS	TORONTO
ARS DISQUES	MONTREAL
ARS RECORDS	CALGARY
ARS RECORDS	BRITISH COLUMBIA
ARS RECORDS	DARTMOUTH, NOVA SCOTIA
ARS RECORDS	SAINT JOHNS, NEWFOUNDLAND

**AND CONGRATULATE ARS
ON THE
OPENING
OF THE
NEW
WINNIPEG
BRANCH**



be ordered on a weekly basis. Her job entails making sure that inventory control is kept in order and handling the necessary book-keeping to insure that purchases are kept within an allotted budget. Benjamin also chooses titles for special promotions, and works closely with the promotion and advertising department in setting up special marketing plans. Benjamin explained the

terms of record sales. He has become increasingly aware of the potential of country music and recently participated in RPM's Big Country Weekend in Regina (Sept 30 Oct 1).

Wipf points out the fact that ARS is often largely responsible for exposing and breaking acts in Canada, such as Meat Loaf, Eddie Money and Cheap Trick. "We rely on feedback from branch managers to decide on groups for special promotion, usually when an act starts getting some kind of commercial acceptance on the AM, FM, or retail level. Right now, we're getting ready for a massive campaign for Trooper, a new direction for us in that they're a Canadian group on their way to stardom."

Wipf describes the ARS system as one which serves as "a mini Gallop poll" in terms of the company's ability to give feed-

back to record labels on key items. "We can track a major item, such as the Sgt. Pepper soundtrack, and give the record company information on how and where the record is selling."

Wipf agrees wholeheartedly with Gagne that the "quick service" philosophy is ARS' biggest asset. "It was this philosophy which led to the opening of our Winnipeg branch. We felt that Manitoba wasn't being serviced as efficiently as the other provinces. Within a few weeks of opening the branch, that region was being serviced as quickly as any other."

"Someone recently asked me 'where does it all stop; when will ARS be finished?' My reply," says Wipf "was 'never!' Expansion and better service is an ongoing thing - we owe it to our customers - ARS will always be a leader in its field rather than a follower."



MCA Records welcomes ARS to Winnipeg with gramophone-decorated cake.

importance of inventory control for a company like ARS, which prides itself on its "quick and efficient service" to clients. Warehouse stock is spot-checked daily to insure that fast moving product is re-ordered and therefore available to stores on short notice. Full inventory is taken weekly, while Top 30 product and singles, which must be watched closely, are checked twice-weekly and re-ordered daily.

GOOD LUCK TO JACQUES GAGNE & THE TEAM AT ARS

ON THE OPENING OF THEIR WINNIPEG BRANCH. BEST WISHES FOR CONTINUED GROWTH AND SUCCESS

FROM YOUR FRIENDS AT LONDON RECORDS.



ARS staffers (l to r) Jacques Gagne, Jerry Wipf, Peter Anderson, Isabella Chadwick and Lyle Drake.

Benjamin must keep abreast of sales figures, special promotions, trends, etc., so that product will be ordered in sufficient amounts. Top 30 charts supply information on brisk selling records, while Benjamin relies on input from sales reps for sales information on newly-released product.

ARS IS LARGELY RESPONSIBLE FOR BREAKING ACTS IN CANADA

Gerry Wipf, ARS' national marketing director, is one of the people who keeps ARS on top of the marketing trends on a nationwide level. "When we saw the potential for videotape presentations, for instance, we decided to grow with it. Video concerts have a great impact, especially in rural areas where live concerts are not a frequent event." Wipf was also responsible for bringing artists like Carroll Baker, Conway Twitty and Eddie Money into stores for personal appearances, which have proven highly successful in

MOTOWN RECORDS

**RICK JAMES SAYS
A.R.S. IS
A.O.K.**



Jerry Wipf, National Director of Marketing for ARS, welcomes Dave Fanning (National buyer for Woolco) to Winnipeg opening.



Judy Law, Jerry Unger, Darlene Chagnon, Peter Anderson, June Morey and Janice Virkus of the new ARS Winnipeg branch.



(L to r) Ken Graydon (Polygram Western Region Mgr), Alan Reid (National Sales Mgr/MCA) and ARS Wpg Mgr. Peter Anderson.

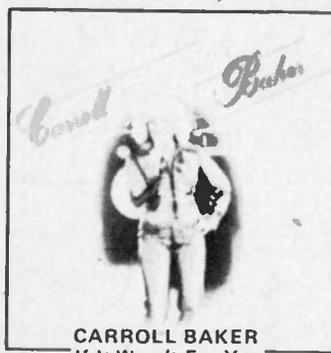
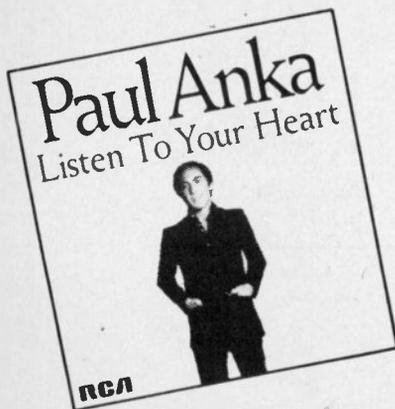
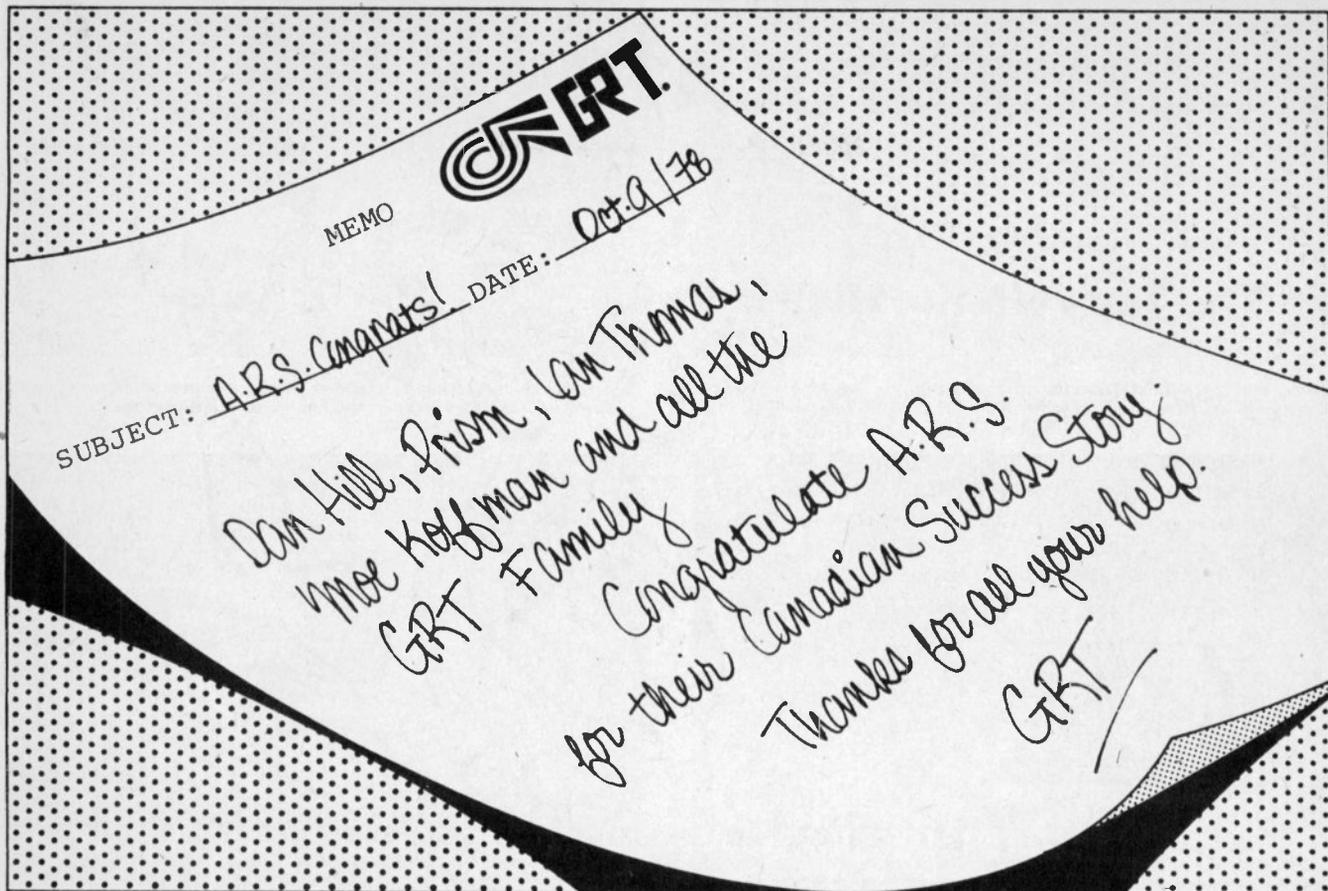


Arnold Gosewich, Chairman of the Board, CBS, was on hand for opening ceremonies of the new branch, with Mgr. Peter Anderson.

Congratulations
Congratulations
Congratulations
Congratulations
Congratulations
Congratulations
Congratulations



PICKWICK RECORDS OF CANADA LTD.
106 - 108 McMASTER AVENUE
AJAX, ONTARIO, CANADA L1S 2E7



Thanks
A.R.S.
For Keeping Our
Canadian Talent "Up Front"
Where It Belongs!

RCA

CONGRATULATIONS

to Jacques and his team at A.R.S.
from Disneyland Records...

The Toy with the Hole in it!

We take this opportunity on Mickey's 50th Birthday to extend our best wishes for your continued success and for helping to keep Disneyland Records & Tapes # 1 in Canada.

Walt Disney Music of Canada Limited,
2323 Yonge Street, Toronto, M4P 2C9



© Walt Disney Productions

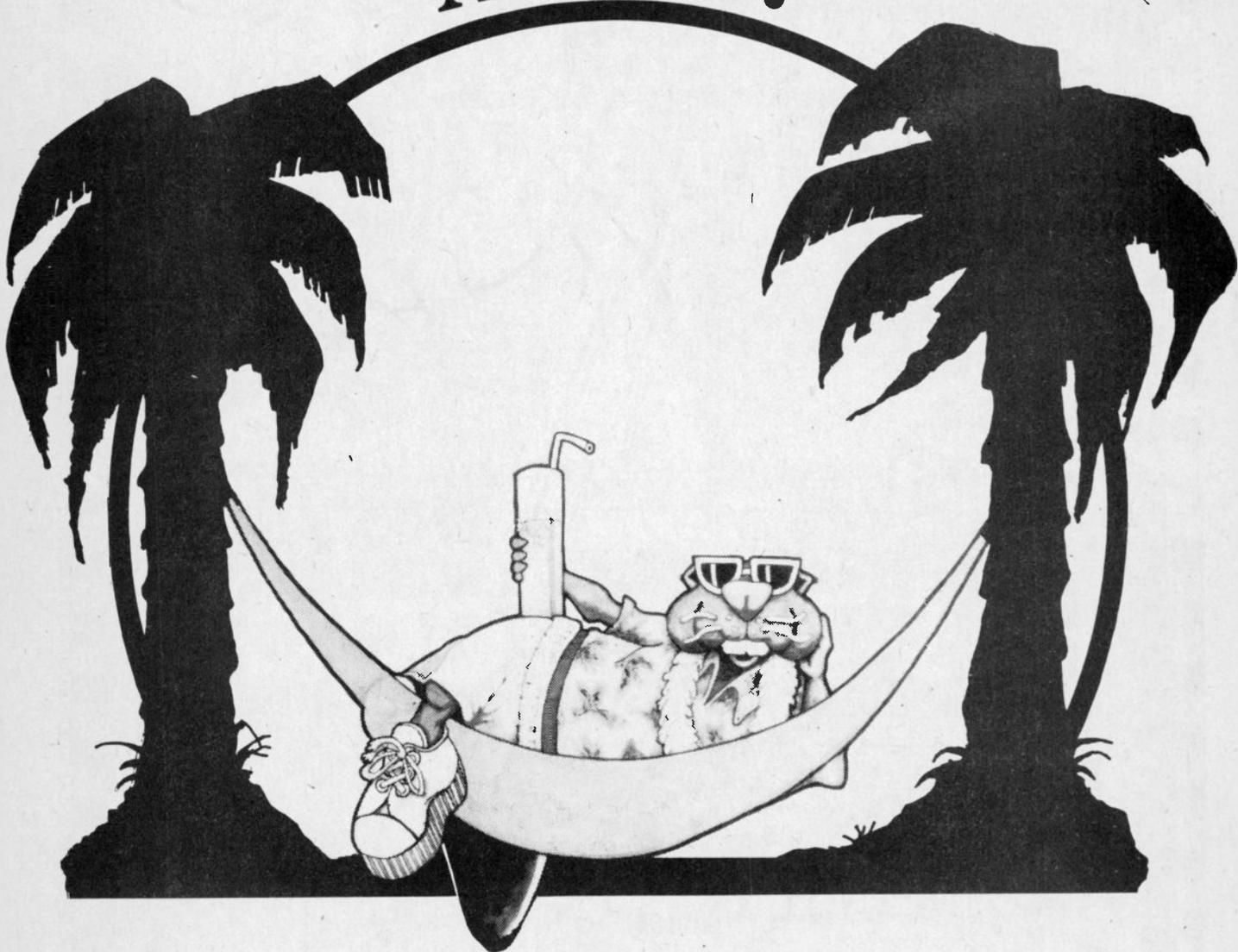
LOOK TO THE NAME **Disneyland** FOR THE FINEST IN CHILDREN'S RECORDS & TAPES

CONGRATULATIONS A.R.S. FROM ALL OF US AT CAPITOL RECORDS-EMI OF CANADA LIMITED

Title and Artist	Number	INV	ORD
Sgt. Pepper's Lonely Hearts Club Band - The Beatles	SMAS 2653		
Book of Dreams - Steve Millér	SW 11630		
Stranger In Town - Bob Seger	SW 11698		
London Town - Wings	SWX 11777		
Sleeper Catcher - Little River Band	SW 11783		
French Kiss - Bob Welch	ST 11663		
Let's Keep It That Way - Anne Murray	ST 11743		
A Taste of Honey - A Taste of Honey	ST 11754		
Time Passages - Al Stewart	AB 4190		
Even Now - Barry Manilow	AB 4164		
Pyramid - Alan Parsons Project	AB 4180		
Change of Heart - Eric Carmen	AB 4184		
Bursting Out - Jethro Tull	CH2 1201		
City Nights - Nick Gilder	CHR 1202		
Whatever Happened To Benny Santini? - Chris Rea	UALA 879H		
Signature _____			
P.O. # _____			



a toast to A. R. S.



your friends at
MCA RECORDS (CANADA)

**ANY COMPANY
WHOSE NAME
STARTS WITH AN**



HAS TO BE GOOD

**CONGRATULATIONS TO A.R.S.
FROM A & M RECORDS**



Double gold for Village People at Canada Jam

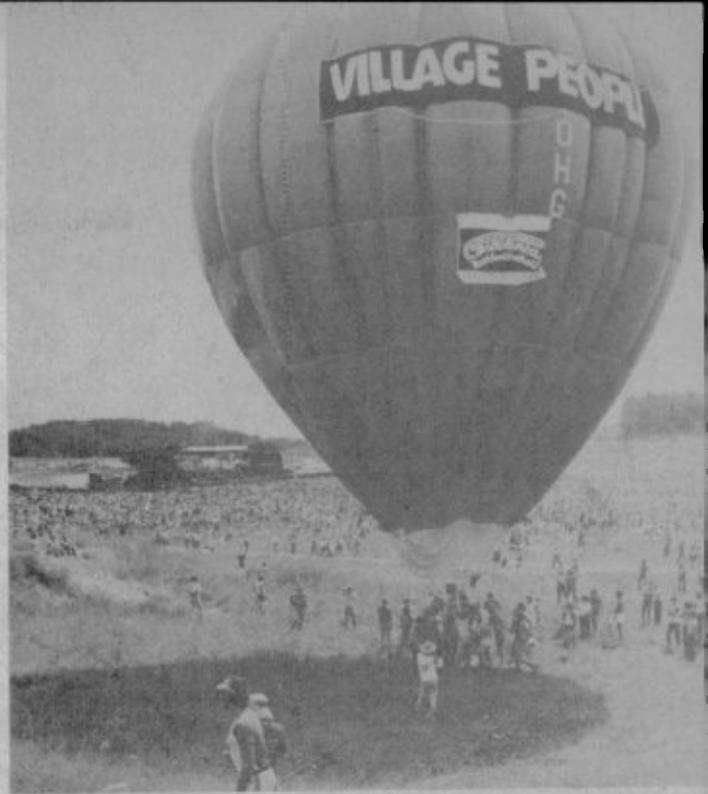
Polygram Limited took advantage of the first Canadian appearance by Casablanca recording group The Village People at Canada Jam. While the group were on the site at Mosport Park, 50 miles from Toronto, they were presented by the company with gold albums for their two efforts to date, Village People and Macho Man.

The group surprised the crowd of 110,000 people with an energetic funk/disco set which was appreciated by many who were not ordinarily disco fans. Particularly enjoyed was the Macho Man title cut, their current single, a major disco hit crossing over into the pop field. The song highlighted the set which won the group an encore.

Another Polygram act, the Atlanta Rhythm Section, made a well-received Canadian debut appearance at the Mosport event, also receiving an encore. The group's current Polydor release, Champagne Jam, has just achieved Canadian gold status with 50,000 units sold.

Polygram contributed a unique element to Canada Jam by being the only record company to make use of a hot air balloon in promoting its acts. The balloon, which flew during the ARS and Village People sets, featured ARS and the Polydor logo on one side and Village People and the Casablanca logo on the other.

Polygram balloon crew prepare to launch giant balloon during Village People set. Balloon advertised ARS and Village People.



Polygram Ontario promo rep Jean-Marie Heimrath and national publicity manager Bob Ansell display Polygram balloon at Jam.



Village People, in debut Canadian appearance, surprised crowd with well-received high energy funk/disco set and encore.



After the Canada Jam set, Casablanca's Village People were presented with gold for self-titled debut and Macho Man LPs.



Polydor group Atlanta Rhythm Section meet at Canada Jam with Polygram's Gerry Young, Jean Marie Heimrath and Bob Ansell.

Radio promotions: A full-time endeavor for CFTR's Grant

Radio promotions have been around almost as long as radio itself, but few people realize the amount of research, time and effort that goes into all those promo spots that come off sounding so spontaneous and off-the-cuff. A seemingly simple concert ticket giveaway, which often sounds like a sudden burst of generosity on the part of the DJ, is actually the result of weeks of consideration and careful planning.

RPM recently spoke to Barbara Grant, Promotion Director for Toronto AM radio station CFTR, to find out exactly what's involved in setting up those radio promos that (hopefully) keep the listeners listening!

"Entertainment is the most important aspect of any promotion," says Grant. "It's not enough to just run a contest; the actual presentation of the contest must entertain the listener." CFTR runs four of its own seasonal promotions each year, such as The Gift Of Christmas during December, and also runs various contests and giveaways throughout the year. The station also involves itself in community events and charity fund-raisers, such as the Bike-A-Thon. Because of the popularity and extensive listening audience of the station, Grant is approached constantly by community organizations wishing to promote fund-raising events. "If I said 'Yes' to every promotion we're asked to do, there would be no time to do anything but promotions" says Grant. "The phone would never stop ringing!"

New ideas for promotions are discussed by Grant, CFTR's General Manager, Program Director Les Sole and an advertising agency who together decide on promotions that are suitable for the station.

"Everything must be taken into consideration," says Grant. "Does the promotion fit the image of the station? Is it appropriate for our format? Aside from these considerations, there are CRTC regulations which must be met." These regulations govern the amount of money (in prizes) that can be given away by the station, and also require that in a contest situation, everyone has an equal opportunity to win.

On-air promotions require so many different aspects of consideration that almost everyone on the CFTR staff is involved to some extent. Up-to-date research must be consulted to assure that the promotion is not out of step with the station's current listening audience. The DJ's who will be doing the on-air spots must also be considered. "An air personality who has a heavy rock image is going to sound ridiculous giving away bouquets of yellow roses to his listeners," explains Sole. "You have to give a DJ a promotion that's in keeping with his particular image and format."

After promotional ideas are discussed fully and chosen for use, staff writers go to work writing copy for the DJ to use during their program. At this point, research must be done on the station's time schedule, to decide where and how often promo spots can be run, and where they will be most effective, in conjunction with commercials, music, etc.

In addition to on-air promotions, CFTR also utilizes press and billboard promotions which are just as carefully-planned and executed by Grant and the station's staff, with the assistance of an advertising agency.

"The temperament of a large city is incredible," concludes Sole. "It's constantly changing. When we plan these promotions, we have to constantly keep up with our research to know exactly what the public wants to see and hear."

Sarazin named station manager for 6X-FM

Charles Brown, Chairman of the Board for Radio Fanshawe Incorporated, has announced the appointment of Barry P. Sarazin to the position of Station Manager for 6X-FM, London, Ontario's newest FM station.

Sarazin, a fifteen year veteran of the broadcast field, has held positions with four other



Barry P. Sarazin

Ontario radio stations, including a five year stint as Program Manager of Oshawa's CKLB Radio.

In making the announcement, Brown stated that "FM programming is very much a pioneer field, largely uncharted, and Barry is exceptionally qualified to direct the massive pool of talent connected with the station."

Sarazin will also retain his current position as co-ordinator of the radio broadcasting program whose students, along with those in the broadcast journalism program, will operate the station.

6X-FM is unique in that it is the only radio station in Canada operated by students enrolled in broadcasting programs, providing a staff of nearly 100 announcers, newscasters, public affairs and production people. "Their past work has been impressive, some of it award-winning," said Brown. "I believe that London's in for an exciting new sound."

SINGLES ALPHABETICALLY

- 82 A Little Lovin'
- 88 A Rock & Roll Fantasy
- 35 All I See Is Your Face
- 85 All I Wanna Do
- 45 Almost Like Being In Love
- 18 An Everlasting Love
- 65 Arms Of Mary
- 15 Back In The U.S.A.
- 66 Badlands
- 31 Beat Of Burden
- 52 Blue Collar Man
- 9 Boogie Oogie Oogie
- 10 Break It To Them Gently
- 91 Champagne Jam
- 71 Change Of Heart
- 79 Close The Door
- 80 Come Runnin'
- 27 Come Together
- 93 Copacabana
- 78 Crazy Feeling
- 68 Cry Out For The Sun
- 96 Dance (Disco Heat)
- 86 Dear Christine
- 50 Devoted To You
- 6 Don't Look Back
- 56 Don't Want To Live Without
- 74 Double Vision
- 54 Ease On Down The Road
- 59 Everybody Needs Love
- 63 Eyes Of Laura Mars
- 55 5.7.0.5
- 49 Flyin'
- 98 Flying High
- 42 Fool
- 22 Get Off
- 38 Got To Get You Into My Life
- 24 Grease
- 41 Heartbreaker
- 60 Holding On
- 12 Hollywood Nights
- 4 Hopelessly Devoted To You
- 19 Hot Blooded
- 1 Hot Child In The City
- 77 How Much I Feel
- 51 I Just Wanna Stop
- 37 I Love The Night Life
- 36 I Will Still Love You
- 32 It's A Laugh
- 28 Josie
- 69 Just What I Needed
- 2 Kiss You All Over
- 72 Last Dance
- 76 Let's Get Crazy Tonight
- 89 Life's Been Good
- Lights
- 87 Listen To Her Heart
- 53 London Town
- 26 Love Is In The Air
- 62 Love Will Find A Way
- 40 MacArthur Park
- 64 Macho Man
- 33 Magnet & Steel
- 39 Miss You
- 75 Music Box Dancer
- 92 My Angel Baby
- 90 New York City
- 16 Oh Darlin'
- 11 Paradise By The Dashboard
- 61 Peggy Sue
- 83 Please Come Back To Me
- 48 Prisoner Of Your Love
- 47 Ready To Take A Chance
- 7 Reminiscing
- 14 Right Down The Line
- 23 Round Round We Go
- 84 Searching For A Thrill
- 70 Sharing The Night Together
- 20 She's Always A Woman
- 73 Sgt. Pepper's Lonely Hearts
- 57 Straight On
- 99 Strange Way
- 94 Stuff Like That
- 3 Summer Nights
- 21 Sweet Life
- 46 Talking In Your Sleep
- 25 Themes From Wizard Of Oz
- 34 Three Times A Lady
- 44 Took The Last Train
- 97 Two Tickets To Paradise
- 8 Wavelength
- 13 Whenever I Call You Friend
- 67 Who Are You
- 17 You
- 5 You And I
- 30 You Needed Me
- 100 You Never Done It Like That
- You Should Do It



100 Singles

CANADA'S ONLY NATIONAL 100 SINGLE SURVEY
Compiled from record store, radio station and record company reports.

The following codes are used throughout RPM's charts as a key to record distributors:

A&M	-W	MOTOWN	-Y
CBS	-H	PHONODISC	-L
CAPITOL	-F	POLYDOR	-Q
GRT	-T	QUALITY	-M
LONDON	-K	RCA	-N
MCA	-J	WEA	-P

- 1 4 (15) **HOT CHILD IN THE CITY**
Nick Gilder - Chrysalis CHS 2226-F
(LP) N/A
- 2 13 (9) **KISS YOU ALL OVER**
Exile - Warner/Curb WBS-8598-P
(LP) Mixed Emotions - RSK-3205-P
- 3 3 (9) **SUMMER NIGHTS**
John Travolta & Olivia Newton-John RSO 906-Q
(LP) Grease - RS2-4002-Q
- 4 1 (12) **HOPELESSLY DEVOTED TO YOU**
Olivia Newton-John - RSO RS-903-Q
(LP) Grease - RS2-4001-Q
- 5 5 (26) **YOU NEEDED ME**
Anne Murray - Capitol ST-4574-F
(LP) Let's Keep It That Way - ST-11743-F
- 6 6 (8) **DON'T LOOK BACK**
Boston - Epic B 50590-H
(LP) Don't Look Back - PE 35050-H
- 7 7 (11) **REMINISCING**
Little River Band - Capitol 4605-F
(LP) Sleeper Catcher - SW-11783-F
- 8 8 (10) **WHENEVER I CALL YOU "FRIEND"**
Kenny Loggins - Columbia 3-10794-H
(LP) Night Watch - PC-35387-H
- 9 2 (13) **BOOGIE OOGIE OOGIE**
A Taste Of Honey - Capitol 4565-F
(LP) A Taste Of Honey - ST-11754-F
- 10 9 (14) **BREAK IT TO THEM GENTLY**
Burton Cummings - Portrait 6 70016-H
(LP) Dream Of A Child - PR-35481-H
- 11 23 (9) **PARADISE BY THE DASHBOARD LIGHT**
Meat Loaf - Cleveland Int'l B 50588-H
(LP) Bat Out Of Hell - PE 34974-H
- 12 12 (8) **HOLLYWOOD NIGHTS**
Bob Seger - Capitol 4618-F
(LP) Stranger In Town - ST-11698-F
- 13 14 (6) **WHO ARE YOU**
The Who - MCA 40948-J
(LP) Who Are You - MCA 3050-J
- 14 18 (8) **RIGHT DOWN THE LINE**
Gerry Rafferty - United Artists 1233-F
(LP) City To City - UALA 840-F
- 15 25 (7) **BACK IN THE U.S.A.**
Linda Ronstadt - Asylum E45519-P
(LP) Living In The U.S.A. - 6E155-P
- 16 21 (8) **OH DARLIN'**
Robin Gibb - RSO RS-907-Q
(LP) Sgt. Pepper Soundtrack - A&M SP-6600-W
- 17 15 (12) **YOU AND I**
Rick James - Gordy G7156F-Y
(LP) Come Get It - G7981R1-Y
- 18 10 (12) **AN EVERLASTING LOVE**
Andy Gibb - RSO RS 904-Q
(LP) Shadow Dancin' - RS1-3034-Q
- 19 11 (14) **HOT BLOODED**
Foreigner - Atlantic AT-348B-P
(LP) Double Vision - KSD-19999-P
- 20 30 (10) **SHE'S ALWAYS A WOMAN**
Billy Joel - Columbia 3-10796-H
(LP) The Stranger - PC-34987-H
- 21 31 (11) **TALKING IN YOUR SLEEP**
Crystal Gayle - United Artists 1214-F
(LP) When I Dream - UALA 858-F
- 22 46 (6) **GET OFF**
Foxy - Dash/TK K42018-H
(LP) Get Off - PTK 92026-H
- 23 22 (12) **ROUND ROUND WE GO**
Trooper - MCA 40940-J
(LP) Thick As Thieves - MCA 2377-J
- 24 16 (19) **GREASE**
Frankie Valli - RSO RS 897-Q
(LP) Grease - RS2 4001-Q
- 25 17 (16) **THREE TIMES A LADY**
Commodores - Motown M 1443F-Y
(LP) Natural High - M7902R1-Y

- 26 19 (13) **LOVE IS IN THE AIR**
Martin Stevens - Columbia C4-4187-H
(LP) N/A
- 27 27 (9) **COME TOGETHER**
Aerosmith - Columbia 3-10802-H
(LP) Sgt. Pepper Soundtrack - A&M SP-6600-W
- 28 34 (6) **JOSIE**
Steely Dan - ABC 1022-12404-T
(LP) Aja - 9022 1066-T
- 29 33 (6) **LOVE IS IN THE AIR**
John Paul Young - Atlantic SB-402-P
(LP) N/A
- 30 32 (8) **YOU NEVER DONE IT LIKE THAT**
Captain & Tennille - A&M AM-2063-W
(LP) Dream - SP-4707-W
- 31 39 (4) **BEAST OF BURDEN**
Rolling Stones - Rolling Stone RS 19309-P
(LP) Some Girls - COC 39108-P
- 32 45 (6) **IT'S A LAUGH**
Daryl Hall & John Oates - RCA PB-11371-N
(LP) Along The Red Ledge - AFL1 2084-H
- 33 24 (19) **MAGNET AND STEEL**
Walter Egan - Columbia 3-10719-H
(LP) Not Shv - PC-35077-H
- 34 40 (8) **TOOK THE LAST TRAIN**
David Gates - Elektra E45500-P
(LP) Goodbye Girl - 6E148-P
- 35 35 (8) **ALL I SEE IS YOUR FACE**
Dan Hill - GRT 1230-161-T
(LP) Frozen In The Night - 9230 1079-T
- 36 43 (10) **I WILL STILL LOVE YOU**
Stonebolt - Parachute RR 512-Q
(LP) Stonebolt - RRLP-9006-Q
- 37 47 (6) **I LOVE THE NIGHT LIFE**
Alicia Bridges - Polydor PD-14483-Q
(LP) Alicia Bridges - PD-16158-Q
- 38 20 (9) **GOT TO GET YOU INTO MY LIFE**
Earth, Wind & Fire - Columbia 3-10796-H
(LP) Sgt. Pepper Soundtrack - A&M SP-6600-W
- 39 29 (21) **MISS YOU**
Rolling Stones - RS 19307-P
(LP) Some Girls - COC 29108-P
- 40 84 (2) **MACARTHUR PARK**
Donna Summer - Casablanca NB-939-Q
(LP) Live & More - NBLP 7119 2-Q
- 41 42 (7) **HEARTBREAKER**
Dolly Parton - RCA PB 11296-N
(LP) Heartbreaker - AFL1-2797-N
- 42 26 (13) **FOOL (If You Think It's Over)**
Chris Rea - United Artists UAXW-1198-F
(LP) What Ever Happened... UALA-879-F
- 43 49 (6) **SWEET LIFE**
Paul Davis - Bang B738-N
(LP) Singer Of Songs Teller Of Tales - BLP 410-N
- 44 36 (14) **TWO TICKETS TO PARADISE**
Eddie Money - Columbia 3-10765-H
(LP) Eddie Money - PC 34909-H
- 45 50 (7) **ALMOST LIKE BEING IN LOVE**
Michael Johnson - EMI-8604-F
(LP) Michael Johnson - 17002-F
- 46 52 (5) **THEMES FROM THE WIZARD OF OZ**
Meco - Millenium MN 620X-M
(LP) N/A
- 47 67 (3) **READY TO TAKE A CHANCE AGAIN**
Barry Manilow - Arista AS 0357-F
(LP) Foul Play - AL-9501-F
- 48 65 (4) **PRISONER OF YOUR LOVE**
Player - RSO RS 908-Q
(LP) Danger Zone - RS1-3036-Q
- 49 41 (8) **FLYIN'**
Prism - GRT 1230-156-T
(LP) See Forever Eyes - 9230-1075-T
- 50 51 (6) **DEVOTED TO YOU**
Carly Simon & James Taylor - Elektra E45506-P
(LP) Boys In The Trees - 6E128-P

RPM 100 Top Singles (51-100)

51	63 (4)	I JUST WANNA STOP Gino Vannelli - A&M AM-2072 W (LP) Brother To Brother - SP-4722-W	76	59 (6)	LET'S GET CRAZY TONIGHT Rupert Holmes - Private Stock PSR 45199-M (LP) Rupert Holmes - PS-7006-M
52	66 (4)	BLUE COLLAR MAN (Long Nights) Styx - A&M AM-2087 W (LP) Pieces Of Eight - SP-4724 W	77	.... (1)	HOW MUCH I FEEL Ambrosia - Warner Bros WBS-8640-P (LP) Life Beyond L.A. - BSK-3135-P
53	64 (4)	LONDON TOWN Wings - Capitol 4625 F (LP) London Town - WX 11777-F	78	96 (2)	CRAZY FEELING Jefferson Starship - RCA FB-11374-N (LP) Earth - BXL1-2515-N
54	61 (5)	EASE ON DOWN THE ROAD Diana Ross & Michael Jackson - MCA 40947 J (LP) The Wiz - MCAZ-14000 J	79	79 (7)	CLOSE THE DOOR Teddy Pendergrass - Philadelphia Int'l ZS-83648-H (LP) Life Is A Song Worth Singing - PZ-35095-H
55	55 (11)	5,7,0,5 City Boy - Mercury M73999-Q (LP) N/A	80	80 (6)	COME RUNNIN' Greg Adams - Attic AT-191-K (LP) Greg Adams - LAT-1040-K
56	75 (3)	DON'T WANT TO LIVE WITHOUT IT Pablo Cruise - A&M AM-2076 W (LP) Worlds Away - SP-4697-W	81	81 (5)	LIGHTS Journey - Columbia 3-10800-H (LP) Infinity - PC-34912-H
57	71 (3)	STRAIGHT ON Heart - Portrait 6-70020-H (LP) Dog & Butterfly - PR-35555 H	82	97 (2)	A LITTLE LOVIN' (Keeps The Doctor Away) The Raes - A&M AM-466-W (LP) N/A
58	28 (17)	SHAME Evelyn "Champagne" King - RCA PD-11213-N (LP) Smooth Talk - APL1-2466-N	83	85 (3)	PLEASE COME BACK TO ME Good Brothers - RCA PB-50475-N (LP) Doing The Wrong Things Right - KKL10282-N
59	68 (4)	EVERYBODY NEEDS LOVE Stephen Bishop - ABC 1022-12406-T (LP) Bish - 9022 1082 T	84	98 (2)	SEARCHING FOR A THRILL Starbuck - United Artists UAX-1245Y-F (LP) N/A
60	60 (6)	HOLDING ON (When Love Is Gone) L T D - A&M AM-2057 W (LP) Togetherness - SP-4705-W	85	86 (6)	ALL I WANNA DO Doucette - Mushroom M7036 (LP) Mama Let Him Play - MRS-5009
61	62 (5)	PEGGY SUE Beach Boys - Brother/Reprise RPS-1394-P (LP) N/A	86	89 (3)	DEAR CHRISTINE Klaatu - Daffodil DSS-1079-F (LP) Sir Army Sult - SBA-16059-F
62	37 (18)	LOVE WILL FIND A WAY Pablo Cruise - A&M AM2048 W (LP) Worlds Away - SP-4697 W	87	99 (2)	LISTEN TO HER HEART Tom Petty - Shelter/ABC 1309 62011-T (LP) You're Gonna Get It - 9309-52029-T
63	48 (9)	EYES OF LAURA MARS (Prisoner) Barbra Streisand - Columbia 3-10777 H (LP) Eyes Of Laura Mars/Soundtrack JS 35487 H	88	53 (14)	A ROCK 'N ROLL FANTASY The Kinks - Arista AS-342-F (LP) Misfits - AB-4167-F
64	56 (15)	MACHO MAN Village People - Casablanca NB 922-Q (LP) Macho Man - NBLP-7096-Q	89	82 (15)	LIFE'S BEEN GOOD Joe Walsh - Asylum E-45493-P (LP) But Seriously Folks -6E141-P
65	58 (16)	ARMS OF MARY Chilliwack - Mushroom M7033 (LP) Lights From The Valley - MRS-5011	90	94 (3)	NEW YORK CITY Zwol - Capitol 8005-F (LP) Zwol - SW-17005-F
66	44 (5)	BADLANDS Bruce Springsteen - Columbia 3-10801 H (LP) Darkness On The Edge Of Town - PC 35318 H	91	91 (3)	CHAMPAGNE JAM Atlanta Rhythm Section - Polydor PD-14504-Q (LP) Champagne Jam - PD-1-6134-Q
67	54 (12)	YOU Rita Coolidge - A&M AM 464 W (LP) Love Me Again - SP-4699-W	92	73 (19)	MY ANGEL BABY Toby Beau - RCA PB-11250-N (LP) Toby Beau - AFL1-2771-N
68	69 (4)	CRY OUT FOR THE SUN One Horse Blue - Vera Cruz VCR-102 M (LP) N/A	93	77 (18)	COPACABANA (At The Copa) Barry Manilow - Arista AS 0339-F (LP) Even Now - AB-4164-F
69	38 (19)	JUST WHAT I NEEDED Cars - Elektra E45491-P (LP) The Cars - 6E135-P	94	83 (16)	STUFF LIKE THAT Quincy Jones - A&M AM-464-Q (LP) Sounds & Stuff Like That - SP-46R5-W
70	76 (3)	SHARING THE NIGHT TOGETHER Dr. Hook - Capitol 4621 F (LP) N/A	95	88 (3)	YOU McCrays - Portrait 6-70014-H (LP) Loving Is Living - PR-34764-H
71	78 (3)	CHANGE OF HEART Eric Carmen - Arista AS 0354-F (LP) N/A	96	.... (1)	DANCE (Disco Heat) Sylvester - Fantasy 1160-827-T (LP) Step II - 9160-9556-T
72	72 (21)	LAST DANCE Donna Summer - Casablanca NB 926 Q (LP) Thank God It's Friday - NB-P 7099 3-Q	97	.... (1)	WAVELENGTH Van Morrison - Warner Bros WBS-8661-P (LP) Wavelength - BSK-3212-P
73	74 (4)	SGT. PEPPER'S LONELY HEARTS CLUB BAND Beatles - Capitol 4612 F (LP) Sgt. Pepper's Lonely Hearts SMAS-2653 F	98	.... (1)	FLYING HIGH Commodores - Motown M1452-Y (LP) Natural High - M7902R1-Y
74	95 (2)	DOUBLE VISION Foreigner - Atlantic AT 3514-P (LP) Double Vision - KSD-19999-P	99	.... (1)	STRANGE WAY Firefall - Atlantic AT-3518-P (LP) Elan - KSD-19183-P
75	70 (12)	MUSIC BOX DANCER Frank Mills - Polydor 2065 392-Q (LP) The Poet And I - 2424 170 Q	100	.... (1)	YOU SHOULD DO IT Peter Brown - TK/Drive K4-2015-P (LP) Elan - KSD-19183-P

SUBSCRIPTIONS
(Canada & USA)

- One year \$30
- Two years \$50
- Three years \$60
- FIRST CLASS \$50 for 1 year

Enter my subscription to RPM Weekly

(as indicated). Find enclosed \$-----

RPM
6 Brentcliffe Road
Toronto, Ontario
M4G 3Y2

Name -----

Address -----

City ----- Prov. -----

Postal Zone ----- Telephone -----



Adult Oriented Playlist

- | | | | | | | | |
|----|------|------|---|----|------|------|--|
| 1 | 1 | (10) | BREAK IT TO THEM GENTLY
Burton Cummings - Portrait 6 70016 H
(LP) Dream Of A Child - PR 35481 H | 26 | 28 | (3) | MACHO MAN
Village People - Casablanca NB 922 Q
(LP) Macho Man - NBLP 7096 Q |
| 2 | 4 | (10) | AN EVERLASTING LOVE
Andy Gibb - RSO 904 Q
(LP) Shadow Dancing - RS1 3034 Q | 27 | 21 | (13) | TALKIN' IN YOUR SLEEP
Crystal Gayle - United Artists 1214 F
(LP) Sgt. Pepper Soundtrack - A&M SP 6600 W |
| 3 | 7 | (5) | HEARTBREAKER
Dolly Parton - RCA PB 11296 N
(LP) Heartbreaker - AFL1 2797 N | 28 | 25 | (11) | LOVE IS IN THE AIR
Martin Stevens - Columbia C4 4187 H
(LP) N/A |
| 4 | 15 | (3) | SUMMER NIGHTS
John Travolta & Olivia Newton John - RSO-906 Q
(LP) Grease RS 2 4002 Q | 29 | 30 | (7) | HOOKED ON A FEELING
Carroll Baker - RCA - PB 50473 N
(LP) If It Wasn't For You - KKL1 0285 N |
| 5 | 4 | (10) | BLUE SKIES
Willie Nelson - Columbia 3 10784 H
(LP) Stardust - PC 35305 H | 30 | 18 | (14) | GREASE
Frankie Valli - RSO
(LP) Grease - RS2 4002 Q |
| 6 | 2 | (9) | HOPELESSLY DEVOTED TO YOU
Olivia Newton John - RSO 903 Q
(LP) Grease - RS2 4002 Q | 31 | 36 | (4) | REMINISCING
Little River Band - Capitol 4605 F
(LP) Sleeper Catcher - SW 11783 F |
| 7 | 11 | (8) | ROUND ROUND WE GO
Trooper - MCA 40940 J
(LP) Thick As Thieves - MCA 2377 J | 32 | 34 | (5) | GOT TO GET YOU INTO MY LIFE
Earth, Wind & Fire - Columbia 3 10796 H
(LP) Sgt. Pepper Soundtrack - A&M SP 6600 W |
| 8 | 14 | (6) | DEVOTED TO YOU
Carly Simon & James Taylor - Elektra E45506 P
(LP) Boys In The Trees | 33 | 37 | (5) | LIVINGSTON SATURDAY NIGHT
Jimmy Buffett - ABC 1022 12391-T
(LP) Son Of A Son Of A Sailor - 9022 1046 T |
| 9 | 13 | (11) | IF I KNEW JUST WHAT TO SAY
Roger Whittaker - RCA KD 50454 N
(LP) N/A | 34 | 38 | (4) | ALMOST LIKE BEING IN LOVE
Michael Johnson - EMI 8604 F
(LP) Michael Johnson - 17002 F |
| 10 | 20 | (5) | OH DARLIN'
Robin Gibb - RSO RS 907 Q
(LP) Sgt. Pepper Soundtrack - A&M SP 6600 W | 35 | 40 | (4) | I WILL STILL LOVE YOU
Stonebolt - Parachute RR 512 Q
(LP) Stonebolt: RRLP 9006 Q |
| 11 | 5 | (9) | YOU'RE ALL I NEEDED TO GET BY
Martha & Williams - Columbia 3 10772 H
(LP) That's What Friends Are For - PC 35435 H | 36 | 42 | (6) | A LITTLE LOVIN' (Keeps The Doctor Away)
The Raas - A&M AM 466 W
(LP) N/A |
| 12 | 6 | (8) | SHE'S ALWAYS A WOMAN
Billy Joel - Columbia 3 10788 H
(LP) The Stranger - PC 34987 H | 37 | 44 | (3) | LONDON TOWN
Wings - Capitol 4625 F
(LP) London Town WX 11777-F |
| 13 | 16 | (6) | TAKIN' IT EASY
Seals & Crofts - Warner Bros WBS 8639 P
(LP) Takin' It Easy - BSK 3163 P | 38 | 41 | (4) | WHENEVER I CALL YOU "FRIEND"
Kenny Loggins - Columbia 3 10794-H
(LP) Night Watch - PC 35387 H |
| 14 | 8 | (15) | THREE TIMES A LADY
Commodores - Motown M 1443F Y
(LP) Natural High - M7902R1 Y | 39 | 45 | (3) | ALL I SEE IS YOUR FACE
Dan Hill - GRT 1230 161 T
(LP) Frozen In The Night - 9230 1079-T |
| 15 | 23 | (6) | BOOGIE OOGIE OOGIE
A Taste Of Honey - Capitol 4565 F
(LP) A Taste Of Honey - ST-11754 F | 40 | 43 | (3) | RIGHT DOWN THE LINE
Gerry Rafferty - United Artists 1233 F
(LP) City To City - UALA 840 F |
| 16 | 19 | (8) | IMAGINE A SONG
Christopher Ward - Warner Bros CW 72000 P
(LP) Spark Of Desire - KWSC 92000 P | 41 | 47 | (3) | MY ANGEL BABY
Toby Beau - RCA PB 11250 N
(LP) Toby Beau - AFL1 2771 N |
| 17 | 22 | (8) | TOOK THE LAST TRAIN
David Gates - Elektra 45500 P
(LP) Goodbye Girl - 6E 148 P | 42 | 46 | (3) | LET ME LOVE YOU
Peter Pringle - Warner/Curb FWB 0021-P
(LP) N/A |
| 18 | 17 | (21) | YOU NEEDED ME
Anne Murray - Capitol 4574 F
(LP) Let's Keep It That Way - ST 11743 F | 43 | | (1) | I JUST WANNA STOP
Gino Vannelli - A&M AM 2072 W
(LP) Brother To Brother - SP 4722-W |
| 19 | 9 | (12) | YOU
Rita Coolidge - A&M 2058 W
(LP) Love Me Again - SP 4699 W | 44 | 49 | (2) | HARLEQUIN THEME
Hagood Hardy - Attic AT-188 K
(LP) N/A |
| 20 | 12 | (11) | FOOL (If You Think It's Over)
Chris Rea - United Artists UAXW 1198 F
(LP) What Ever Happened - UALA 879 F | 45 | 50 | (2) | MINSTREL'S HYMN
Moe Koffman - GRT 1230-162 T
(LP) Things Are Looking Up - 9230 1078 T |
| 21 | 29 | (6) | EVERYBODY'S WRITIN' SONGS
Peter Chipman - Capcan CML 2203
(LP) You Girl - CML 220 | 46 | | (1) | HOW MUCH I FEEL
Ambrosia - Warner Bros WBS 8640-P
(LP) Life Beyond L.A. - BSK 3175 P |
| 22 | | (1) | MacARTHUR PARK
Donna Summer - Casablanca NB 939 Q
(LP) Live & More - NBLP 7119-2 Q | 47 | | (1) | MARINA DEL REY
Marc Jordan - Warner Bros WBS 8669 P
(LP) Mannequin - KBS 3143 P |
| 23 | | (1) | EASE ON DOWN THE ROAD
Diana Ross & Michael Jackson - MCA 40947 J
(LP) The Whiz - MCA2 14000 J | 48 | | (1) | EVERYBODY NEEDS LOVE
Stephen Bishop - ABC 1022 12406 T
(LP) Bish - 9022 1082-T |
| 24 | 24 | (6) | DREAMLAND
Gordon Lightfoot - Warner Bros WBS 8644 P
(LP) Endless Wire - KBS 3149 P | 49 | | (1) | YOU NEVER DONE IT LIKE THAT
Captain & Tennille - A&M AM 2063 W
(LP) Dream - SP 4707 W |
| 25 | 10 | (8) | BROUGHT UP IN NEW YORK
Paul Anka - PB 11381 N
(LP) Listen To Your Heart - AFL1 2892 N | 50 | | (1) | THERE WILL BE LOVE
Lou Rawls - Philadelphia Int'l 83653 H
(LP) When You've Heard Lou - PZ 35036 H |

by George Pollard

"More profits with less selling"

The following marks the first of a six part series on Broadcast Marketing by well-known Ottawa-based consultant George Pollard.

'Marketing' has become a very popular word in broadcasting. Everyone seems to be using it. Station sales departments have become marketing departments. Sales people are now marketing representatives. A plethora of ancillary firms are offering stations a variety of marketing aids and services. Everyone, it seems, is into marketing.

But this heightened interest appears more a fad than sound business practice. Too frequently, the word 'marketing' is used euphemistically to denote a form of aggrandized or super-sales effort. "An effort based on this definition will," writes David Butterfield in TV/radio age, "miss the real profit leverage available in a (true) 'marketing orientation.'" I couldn't agree more. A well developed and determined marketing effort will, in the long-run, tend to maximize station profits and advertiser satisfaction. What's more, a marketing orientation will tend to stabilize station performance and help develop audience loyalty and exclusive cumes. Not a bad return for a little long-range planning.

Given the potential benefits - what Butterfield calls "leverage" - of a marketing orientation, it appears useful to spend a little time considering the idea in more depth. First, a definition of marketing.

Marketing, as a concept or idea, is most clearly and most easily seen when contrasted to the more traditional 'selling orientation.' "Selling," according to the American Marketing Association, is a process of, "...persuading a prospective customer (i.e. advertiser) to buy a commodity or service (i.e. audiences) ..." You can easily see the selling emphasis is on making someone want your product (audience), of fitting the advertiser to the audience. In radio, selling means persuading businesses to buy 30 to 60 second spots. Among other things, sales means having to work hard - sometimes very, very hard - to show potential and even current advertisers why your particular audience profile, for instance, is of value to them. If, by now, you are beginning to get the idea that selling is something akin to trying to fit an almost round peg into a perfectly round hole, you're right!

"Marketing," according to Jack McLachlen, Professor of Marketing at Ottawa's Algonquin College, "suggests that a business (i.e. station) has more to gain, particularly in the long-run from adjusting its product (i.e. audience) to fit customer (i.e. advertiser) needs rather than vice-versa." Typically, this philosophy involves a determined effort to uncover advertiser needs (research). Once advertiser needs are established, your audience may be adjusted or built to fit those needs. This, of course, requires mobilization of all station staff, not just the sales department. With your full organization working towards fulfilling advertiser needs, you can more easily satisfy them when the advertiser wants to and at a price which is both attractive to advertisers and profitable for you.

To recap, a sales orientation involves but one aspect of your station: sales, which

attempts to persuade advertisers that your station's audience fits their needs. A marketing orientation, on the other hand, is advertiser-oriented, and tends to involve all station staff in a concerted and purposeful effort to attract and hold an audience which fits advertiser needs. And, if the proof is indeed in the pudding, a marketing orientation will more often than not maximize profits. I'd venture that each and every one of the ten most profitable stations in North America ascribes to a marketing orientation.

Enough for now! Next week we'll consider some more-specific reasons for developing a marketing orientation and take a closer look at some of the general elements which go into a marketing strategy.

In the meantime, a good book to get you into a marketing mind-set is Jerome McCarthy's Basic Marketing: A Managerial Approach, from Irwin. Your library should have a copy. This text has been through several editions, so be sure you get the most, recent one, probably 7th or 8th.

AOR programming returns to CKOC

Following very favourable listener response to AOR programming, CKOC Hamilton announced the re-establishment of some album-oriented programming on their station.

To coincide with this decision, CKOC acquired the services of Mike McCoy, who will be hosting two weekly album-oriented programs, Wednesday and Thursday morning 1:00 to 5:00 am beginning Sept. 27.

McCoy has an extensive radio and music background, most notably his past responsibilities as CHUM-FM's music foreground producer. Record promotion people will deal directly with McCoy regarding exposure of their album product on the AOR programs.



Early action on new singles are featured below showing additions to playlists and charts not yet charted on the RPM charts.

- BRAD PHILLIPS**
CHED EDMONTON
 PLAYLISTED
 97 Wavelength - Van Morrison
 • Everybody Needs Love - Stephen Bishop
 • Raining In My Heart - Leo Sayer
 47 Ready To Take A Chance - Barry Manilow
 48 Prisoner Of Your Love - Player
 • Sassy - Jesse Winchester
 83 Please Come Back - Good Brothers
 • Marina Del Rey - Marc Jordan
- TERRY WILLIAMS**
CJCH HALIFAX
 CHARTED
 6 (1) Don't Look Back - Boston
 13 (27) Who Are You - The Who
 51 (28) I Just Wanna Stop - Gino Vannelli
 36 (30) I Will Still Love You - Stonebolt
- NEVIN GRANT**
CKOC HAMILTON
 CHARTED
 9 (1) Boogie Oogie Oogie - Taste Of Honey

ALBUMS ALPHABETICALLY

- 7 A Taste Of Honey
- 77 April Wine
- 83 Ambrosia
- 59 Ashford & Simpson
- 55 Atlanta Rhythm Section
- 97 Atlantic Starr
- 16 85 Beatles
- 81 Bishop, Stephen
- 1 Boston
- 75 Brothers Johnson
- 56 Cars, The
- 42 Cassidy, Shaun
- 41 Cheap Trick
- 37 Chilliwack
- 61 Clifford, Linda
- 73 Cockburn, Bruce
- 13 Commodores
- 90 Cooper Brothers
- 11 Cummings, Burton
- 62 Crusaders
- 49 Dylan, Bob
- 15 Egan, Walter
- 86 Emotions
- 30 Exile
- 96 Flack, Roberta
- 72 Fogelberg, Dan/Weisberg, Tim
- 6 Foreigner
- 45 Foxy
- 68 Gayle, Crystal
- 44 Gibb, Andy
- 84 Gilmour, David
- 95 Hagar, Sammy
- 71 Hall & Oates
- 65 Henderson, Michael
- 63 High Inergy
- 34 Hill, Dan
- 31 Holly, Buddy
- 79 Jackson, Millie
- 40 James, Rick
- 89 Jefferson, Starship
- 14 Joel, Billy
- 54 Jones, Quincy
- 36 K.C. & Sunshine Band
- 43 King, Evelyn "Champagne"
- 57 Kinks
- 21 Little River Band
- 12 Loggins, Kenny
- 46 LTD
- 67 Lynyrd Skynyrd
- 64 Mangione, Chuck
- 26 Manilow, Barry
- 39 Mathis, Johnny
- 20 Meat Loaf
- 98 Michael Stanley Band
- 52 Money, Eddie
- 32 Moody Blues
- 99 Muppets & Robin Gibb
- 5 Murray, Anne
- 94 O'Jays
- 8 Pablo Cruise
- 35 Parsons, Alan
- 29 Parton, Dolly
- 27 Pendergrass, Teddy
- 82 Player
- 80 Ponty, Jean Luc
- 10 Presley, Elvis
- 76 Prism
- 22 Rafferty, Gerry
- 51 Rea, Chris
- 47 Rogers, Kenny
- 4 Rolling Stones
- 53 Rose Royce
- 100 Rossi, Walter
- 48 Rundgren, Todd
- 25 Seger, Bob
- 93 Simon, Carly
- 23 Springsteen, Bruce
- 33 Steely Dan
- 50 Streisand, Barbra
- 17 Styx
- 24 Summer, Donna
- 92 Switch
- 91 Sylvester
- 78 Talking Heads
- 19 Trooper
- 66 Trover, Robin
- 70 UFO
- 60 Van Halen
- 74 Vannelli, Gino
- 28 Village People
- 18 Walsh, Joe
- 2 Who, The
- 69 Wright, Betty
- SOINDRACKS
- 88 FM
- 3 Grease
- 38 Saturday Night Fever
- 9 Sgt. Pepper's Lonely Hearts
- 87 Thank God It's Friday

ROCK continued on page 33



100 Albums

CANADA'S ONLY NATIONAL 100 ALBUM SURVEY
 Compiled from record store, radio station and record company reports.

The following codes are used throughout RPM's charts as a key to record distributors

A&M	W	MOTOWN	Y
CBS	H	PHONODISC	L
CAPITOL	F	POLYDOR	Q
GRT	T	QUALITY	M
LONDON	K	RCA	N
MCA	J	WLA	P

1	1	(8)	BOSTON Don't Look Back (Epic) PE-35050-H PEA-35050-H PET-35050-H
2	3	(5)	THE WHO Who Are You (MCA) MCA-3040-J MCAT-3040-J MCAC-3040-J
3	4	(26)	GREASE Soundtrack (RSO) RS2-4002-Q RS82-4002-Q RS42-4002-Q
4	5	(16)	ROLLING STONES Some Girls (Rolling Stone) COC-39108-P TP-39108-P CS-39108-P
5	10	(32)	ANNE MURRAY Let's Keep It That Way (Capitol) ST-11743-F 8X-11743-F 4X-11743-F
6	6	(13)	FOREIGNER Double Vision (Atlantic) KSD-19999-P TP-19999-P CS-19999-P
7	9	(14)	A TASTE OF HONEY A Taste Of Honey (Capitol) ST-11754-F 8XT-11754-F 4XT-11754-F
8	8	(15)	PABLO CRUISE Worlds Away (A&M) SP-4697-W BT-4697-W CS-4697-W
9	2	(10)	SGT PEPPER'S LONELY HEARTS CLUB BAND Soundtrack (A&M) SP-6600-W BT-6600-W CS-6600-W
10	12	(6)	ELVIS PRESLEY A Canadian Tribute (RCA) KKL1-7065-N KKS1-7065-N KKK1-7065-N
11	11	(12)	BURTON CUMMINGS Dream Of A Child (Portrait) PR-35481-H PRA-35481-H PRT-35481-H
12	13	(12)	KENNY LOGGINS Night Watch (Columbia) PC-35387-H PCA-35387-H PCT-35387-H
13	7	(18)	COMMODORES Natural High (Motown) M7902R1-Y M7902HT-Y M7902HC-Y
14	14	(48)	BILLY JOEL The Stranger (Columbia) PC-34987-H PCA-34987-H PCT-34987-H
15	46	(8)	WALTER EGAN Not Shy (Columbia) PC-35077-H PCA-35077-H PCT-35077-H
16	16	(6)	BEATLES Sgt. Pepper's Lonely Hearts Club Band (Capitol) SMAS-2653-F 8X-2653-F 4X-2653-F
17	45	(4)	STYX Pieces Of Eight (A&M) SP-4724-W BT-4724-W CS-4724-W
18	15	(17)	JOE WALSH But Seriously Folks (Asylum) 6E141-P ET8141-P TC5141-P
19	17	(14)	TROOPER Thick As Thieves (MCA) MCA-2377-J MCAT-2377-J MCAC-2377-J
20	19	(34)	MEAT LOAF Bat Out Of Hell (Columbia) PE-34974-H PEA-34974-H PET-34974-H
21	26	(15)	LITTLE RIVER BAND Sleeper Catcher (Capitol) SW-11783-F 8XW-11783-F 4XW-11783-F
22	18	(21)	GERRY RAFFERTY City To City (United Artists) UALA-840G-F UAEA-840H-F UACA-840H-F
23	20	(18)	BRUCE SPRINGSTEEN Darkness On The Edge Of Town (Columbia) PC-35318-H PCA-35318-H PCT-35318-H
24	55	(3)	DONNA SUMMER Live And More (Casablanca) NBLP-7119-Q NBL5-7119-Q NBL5-7119-Q
25	21	(19)	BOB SEGER & THE SILVER BULLET BAND Stranger In Town (Capitol) SW-11698-F 8XW-11698-F 4XW-11698-F
26	22	(32)	BARRY MANILOW Even Now (Arista) AB-4164-F 8X-4164-F 4X-4164-F
27	30	(6)	TEDDY PENDERGRASS Life Is A Song Worth Singing (Philly Int'l) PZ-35095-H PZA-35095-H PZT-35095-H
28	28	(24)	VILLAGE PEOPLE Macho Man (Casablanca) NBLP-7096-Q NBL5-7096-Q NBL5-7096-Q
29	29	(7)	DOLLY PARTON Heartbreaker (RCA) AFL1-2797-N AFS1-2797-N AFK1-2797-N
30	42	(6)	EXILE Mixed Emotion (Warner/Curb) BSK-3205-P M8-3205-P M5-3205-P
31	31	(11)	BUDDY HOLLY & THE CRICKETS Buddy Holly Lives (MCA) MCA-3040-J MCAT-3040-J MCAC-3040-J
32	32	(16)	MOODY BLUES Octave (London) PS-708-K PS8-708-K PS5-708-K
33	23	(50)	STEELY DAN Aja (ABC) 9022-1006-T 8022-1006-T 5022-1006-T
34	35	(8)	DAN HILL Frozen In The Night (GRT) 9230-1079-T 8230-1079-T 5230-1079-T
35	34	(13)	ALAN PARSONS PROJECT Pyramid (Arista) AB-4180-F 8A-4180-F 4A-4180-F
36	36	(8)	K.C. & THE SUNSHINE BAND Who Do Ya Love (TK) PTK-92021-H PTKA-92021-H PTKT-92021
37	39	(11)	CHILLIWACK Lights From The Valley (Mushroom) MRS-5011 MRS8-5011 MRSC-5011
38	37	(31)	SATURDAY NIGHT FEVER Soundtrack (RSO) RS-2-4001-Q RS8-2-4001-Q RS4-2-4001-Q
39	38	(11)	JOHNNY MATHIS & DENIECE WILLIAMS That's What Friends Are For (Columbia) PC-35435-H PCA-35435-H PCT-35435-H
40	41	(15)	RICK JAMES Come Get It (Motown) G7981R1-Y G7981H-Y G7981HC-Y
41	43	(10)	CHEAP TRICK Heaven Tonight (Epic) PE-35312-H PEA-35312-H PET-35312-H
42	27	(8)	SHAUN CASSIDY Under Wraps (Warner/Curb) BSK-3222-P M8-3222-P M5-3222-P
43	25	(15)	EVELYN "CHAMPAGNE" KING Smooth Talk (RCA) APL1-2466-N N/A N/A
44	44	(16)	ANDY GIBB Shadow Dancing (RSO) RS-1-3034-Q RS8-1-3034-Q RS4-1-3034-Q
45	50	(6)	FOXY Get Off (TK) PTK-92026-H PTKA-92026-H PTKT-92026
46	24	(15)	LTD Togetherness (A&M) SP-4705-W BT-4705-W CS-4705-W
47	47	(10)	KENNY ROGERS Love Or Something Like It (United Artists) UALA-903-F UAEA-903-F UACA-903-F
48	48	(21)	TODD RUNDGREN Hermit Of Mink Hollow (Warner Bros) BRK-6981-P M8-6981-P M5-6981-P
49	43	(16)	BOB DYLAN Street Legal (Columbia) JC-35453-H JCA-35453-H JCT-35453-H
50	49	(18)	BARBRA STREISAND Songbird (Columbia) PC-35375-H PCA-35375-H PCT-35375-H

RPM 100 Top Albums (51-100)

51	53	(8)	CHRIS REA What Ever Happened To Benny Santini (U.A.) UALA-879-F UAEA-879-F UACA-879-F		
52	54	(32)	EDDIE MONEY Eddie Money (Columbia) PC-34909-H PCA-34909-H PCT-34909-H		
53	59	(4)	ROSE ROYCE Strikes Again - Warner Bros WHK 3227-P M8-3227-P M5-3227-P		
54	40	(15)	QUINCY JONES Sounds And Stuff Like That (A&M) SP-4685-W BT4685-W CS-4685-W		
55	52	(27)	ATLANTA RHYTHM SECTION Champagne Jam (Polydor) PD-1-6134-Q PDB-1-6134-Q PD4-6134-Q		
56	57	(9)	THE CARS The Cars (Elektra) 6E135-P ET8135-P TC5-138-P		
57	58	(16)	THE KINKS Mifits (Arista) AB-4167-F BA-4167-F 4A-4167-F		
58	56	(11)	THE BUDDY HOLLY STORY Soundtrack (Columbia) SE-35412-H SEA-35412-H SET-35412-H		
59	68	(4)	ASHFORD AND SIMPSON Is It Still Good For Ya (Warner Bros) BSK 3219-P N/A N/A		
60	60	(29)	VAN HALEN Van Halen (Warner Bros) KBS-3075-P M8-3075-P M5-3075-P		
61	62	(16)	LINDA CLIFFORD If My Friends Could See Me Now (Curton) CUK 5021-P M8-5201-P M5-5021-P		
62	61	(10)	CRUSADERS Images (ABC) 9307-6030-T N/A N/A		
63	64	(6)	HIGH INERGY Steppin' Out (Motown) G7982R1-Y G7982HT-Y G7982HC Y		
64	99	(2)	CHUCK MANGIONE Children Of Sanchez (A&M) SP-6700-W BT-6700-W CS-6700-W		
65	65	(5)	MICHAEL HENDERSON In The Night (Buddah) BDS 5712-M N/A N/A		
66	77	(5)	ROBIN TROWER Caravan To Midnight (Chrysalis) CHR 1189-F 8CH 1189-F 4CH 1189-F		
67	96	(2)	LYNYRD SKYNYRD Skynyrd's First And Last (MCA) MCA-3047-J MCAT-3047-J MCAC-3047-J		
68	70	(13)	CRYSTAL GAYLE When I Dream (United Artists) UALA-858-F UAEA-858-F UACA-858-F		
69	69	(6)	BETTY WRIGHT Live (TK) PTK-92029-H N/A N/A		
70	71	(7)	UFO Obsession (Chrysalis) CHR-1182-F 8CH-1182-F CCH-1182-F		
71	75	(4)	DARYL HALL & JOHN OATES Along The Red Edge (RCA) AFC 12804-N N/A N/A		
72	73	(3)	DAN FOGELBERG & TIM WEISBERG Twin Sons Of Different Mothers (Epic) PE 35339-H PEA-35339-H PET-35339-H		
73	74	(12)	BRUCE COCKBURN Further Adventures Of (True North) TN-33-H TNA-33-H TNT-33-H		
74	90	(2)	GINO VANNELLI Brother To Brother (A&M) SP-4722-W BT-4722-W CS-4722-W		
75	51	(7)	BROTHERS JOHNSON Blam (A&M) SP-4714-W BT-4714-W CS-4714-W		
76	63	(24)	PRISM See Forever Eyes (GRT) 9230-1075-T 8230-1075-T 5230-1075-T		
77	72	(18)	APRIL WINE First Glance (Aquarius) AQR-517-K AQR8-517-F AQR5-517-F		
78	78	(5)	THE TALKING HEADS More Songs About Buildings & Food (Sire) 9147-6058-T N/A N/A		
79	79	(8)	MILLIE JACKSON Get Outcha' System (Polydor) SP1-6719-Q SP8-1-6719-Q N/A		
80	82	(4)	JEAN LUC PONTY Cosmic Messenger (Atlantic) KSD-19189-P TP-19189-P CS-19189-P		
81	87	(3)	STEPHEN BISHOP Bish (ABC) 9022-1082-T 8022-1082-T 5022-1082-T		
82	98	(2)	PLAYER Danger Zone (RSO) RS1-3036-Q RS8-3036-Q RS4-3036-Q		
83	97	(3)	AMBROSIA Life Beyond L.A. (Warner Bros) BSK-3135-P MB-3135-P M5-3135-P		
84	84	(14)	DAVID GILMOUR David Gilmour (Columbia) PC-35388-H PCA-35388-H PCT-35388-H		
85	76	(5)	BEATLES Beatles 1967-70 (Capitol) SKBL 3404-F 8XKB-3404-F 4XKB 3404-F		
86	66	(6)	EMOTIONS Sunbeam (Columbia) PC-35385-H PCA-35385-H PCT-35385-H		
87	80	(22)	THANK GOD IT'S FRIDAY Soundtrack (Caseblanca) NBLP-7099/3-Q NBL8-7099/3-Q NBL5-7099/3-Q		
88	67	(22)	FM Soundtrack (MCA) MCA2-12000-J MCPA2-12000-J MCA2-1200-J		
89	89	(14)	JEFFERSON STARSHIP Earth (Grun) BXL1-2515-N BXS1-2515-N 8XC1-2515-N		
90	81	(12)	COOPER BROTHERS The Cooper Brothers (Capricorn) CPN-0206-Q MBN-0206-Q M5N-0206-Q		
91	....	(1)	SYLVESTER Step II (Fantasy) 9160-9556-T 8160-9556-T 5160-9556-T		
92	100	(2)	SWITCH Switch (Motown) G7980R1-Y G7980HT-Y G7980HC-Y		
93	83	(23)	CARLY SIMON Boys In The Trees (Elektra) 6E128-P ET8128-P TC5128-P		
94	95	(5)	O'JAYS So Full Of Love (Philadelphia Int'l) PZ 35355-H PZA-35355-H PZT-35355-H		
95	85	(5)	SAMMY HAGAR All Night Long (Capitol) SMAS-11812-F BXT-11812-F 4XT-11812-F		
96	....	(1)	ROBERTA FLACK Roberta Flack (Atlantic) KSD-1986-P TP-1986-P CS-1986-P		
97	....	(1)	ATLANTIC STARR Atlantic Starr (A&M) SP-4711-W BT-4711-W CS-4711-W		
98	....	(1)	MICHAEL STANLEY BAND Cabin Fever (Arista) AB-4182-F N/A N/A		
99	....	(1)	MUPPETS & ROBIN GIBB Sesame Street Fever (Pickwick) CTW-79005 BT-79005 C-79005		
100	....	(1)	WALTER ROSSI Six Strings Nine Lives (Aquarius) AQR-519-F 8AQ-519-F 4AQ-519-F		

A GUIDELINE AS TO HOW THE RPM 100 IS COMPILED

The RPM 100 is a national chart compiled weekly from national sales and radio station airplay and chart action. The top 50 records are computed from sales and airplay.

The computation of the records from 51 to 100 is based on early airplay, chart action and regional sales and breakouts. The chart is based on samplings from markets across Canada and indicates trends that may not be prevalent in all areas of Canada. Shaded numbers indicate a strong upward trend and gains in airplay or sales. This chart is offered as a guide to new product and an indication of trends in Canadian markets.

The RPM 100 singles and album chart (or any part thereof) may be reproduced with a proper credit.

CANADIAN MAJOR MARKETS

Radio station additions show new records that are playlisted or charted by the major radio stations each week. The first number indicates the position on the RPM Singles chart - the second number, the chart position on the station's chart or playlist, and an asterisk indicates there is no listing on the RPM Singles chart.

JOHN KEOGH - CKGM MONTREAL

- CHARTED
 24 (1) Grease - Frankie Valli
 8 (29) Whenever I Call You Friend - Kenny Loggins
 31 (30) Beast Of Burden - Rolling Stones
 PLAYLISTED
 52 Blue Collar Man - Styx
 * How Much I Feel - Ambrosia
 * The Dream Never Dies - Cooper Brothers

ROGER ASHBY - CHUM TORONTO

- CHARTED
 2 (1) Kiss You All Over - Exile
 77 (27) How Much I Feel - Ambrosia
 74 (28) Double Vision - Foreigner

JOYCE FALKOWSKI - CFUN VANCOUVER

- CHARTED
 2 (1) Kiss You All Over - Exile
 28 (28) Josie - Steely Dan
 57 (29) Straight On - Heart
 74 (30) Double Vision - Foreigner
 PLAYLISTED
 99 Strange Way Way - Firefall
 56 Don't Want To Live Without It - Pablo Cruise
 47 Ready To Take A Chance Again - Barry Manilow
 83 Please Come Back To Me - Good Brothers

DON STEVENS - CKLG VANCOUVER

- CHARTED
 2 (1) Kiss You All Over - Exile
 51 (20) I Just Wanna Stop - Gino Vannelli
 PLAYLISTED
 * Sassy - Jesse Winchester
 47 Ready To Take A Chance - Barry Manilow
 21 Talking In Your Sleep - Crystal Gayle

BEV MERRILL - CKLW WINDSOR

- CHARTED
 2 (1) Kiss You All Over - Exile
 29 (22) Love Is In The Air - John Paul Young & Martin Stevens
 HITBOUND
 71 Change Of Heart - Eric Carmen

ROCK continued from page 30

- 28 (38) Josie - Steely Dan
 57 (40) Straight On - Heart
 PLAYLISTED
 77 How Much I Feel - Ambrosia
 * Substitute - Clout
 PAUL MOORMAN
 CKLC KINGSTON
 CHARTED
 2 (1) Kiss You All Over - Exile
 77 (27) How Much I Feel - Ambrosia
 32 (28) It's A Laugh - Hall & Oates
 51 (30) I Just Wanna Stop - Gino Vannelli
 PLAYLISTED
 28 Josie - Steely Dan
 GARY MERCER
 CKWS KINGSTON
 CHARTED
 2 (1) Kiss You All Over - Exile
 31 (27) Beast Of Burden - Rolling Stones
 77 (29) How Much I Feel - Ambrosia
 * (30) Greased Lightning - J. Travolta
 HITBOUND
 47 Ready To Take A Chance - Barry Manilow
 * School Dropout - Beauty
 74 Double Vision - Foreigner
 59 Everybody Needs Love - Stephen Bishop
 CJBK
 LONDON
 CHARTED
 1 (1) Hot Child In The City - Nick Gilder

- 13 (22) Who Are You - The Who
 36 (23) I Will Still Love You - Stonebolt
 35 (28) All I See Is Your Face - Dan Hill
 PLAYLISTED
 50 Devoted To You - Simon/Taylor
 20 She's Always A Woman - Billy Joel
 30 You Never Done It - Captain & Tennille
 CKSL
 LONDON
 PLAYLISTED
 28 Josie - Steely Dan
 78 Crazy Feelin' - Jefferson Starship
 70 Sharing The Night Together - Dr. Hook
 82 A Little Lovin' - Midnight
 31 Beast Of Burden - Rolling Stones
 20 She's Always A Woman - Billy Joel
 40 MacArthur Park - Donna Summer
 DAVE WATTS
 CFRA OTTAWA
 CHARTED
 1 (1) Hot Child In The City - Nick Gilder
 15 (29) Back In The U.S.A. - Linda Ronstadt
 13 (30) Who Are You - The Who
 PETER SUMMER
 CJME REGINA
 CHARTED
 2 (1) Kiss You All Over - Exile
 74 Double Vision - Foreigner
 47 Ready To Take A Chance - Barry Manilow
 MIKE WILLIAMS
 CKOM SASKATOON
 CHARTED

- 4 (1) Hopelessly Devoted - O. Newton-John
 31 (28) Beast Of Burden - Rolling Stones
 27 (39) Come Together - Aerosmith
 30 (13) Who Are You - The Who
 CKDA
 VICTORIA
 CHARTED
 2 (1) Kiss You All Over - Exile
 15 (24) Back In The U.S.A. - Linda Ronstadt
 57 (26) Straight On - Heart
 27 (28) Come Together - Aerosmith
 35 (29) All I See Is Your Face - Dan Hill
 PLAYLISTED
 31 Beast Of Burden - Rolling Stones
 DOUG TAYLOR
 CKY WINNIPEG
 CHARTED
 25 (1) Three Times A Lady - Commodores
 12 (28) Hollywood Nights - Bob Seger
 1 (29) Hot Child In The City - Nick Gilder

DON GORDON

- CKBB BARRIE
 PLAYLISTED
 14 Right Down The Line - Gerry Rafferty
 20 She's Always A Woman - Billy Joel
 JOE DEVEAUX
 CKBC BATHURST
 PLAYLISTED
 * Let Me Love You - Peter Pringle
 51 I Just Wanna Stop - Gino Vannelli
 * Goin Goin Gone - Colleen Peterson
 83 Please Come Back - Good Brothers
 66 Badlands - Bruce Springsteen
 22 Get Off - Foxy
 43 Sweet Life - Paul Davis
 28 Josie - Steely Dan
 MARK LEWIS
 CFRN EDMONTON
 PLAYLISTED
 * The Dream Never Dies-Cooper Bros.
 * Holding Out Too Long-Myles
 56 Don't Want To Live Without-Pablo Cruise
 48 Prisoner Of Love-Player
 BRIAN BLACKBURN
 CKOK FORT McMURRAY
 CHARTED
 25 (1) Three Times A Lady-Commodores
 16 (33) Oh Darlin'-Robin Gibb
 20 (34) She's Always A Woman-Billy Joel
 35 (37) All I See Is Your Face-Dan Hill
 34 (38) Took The Last Train-David Gates
 45 (39) Almost Like Being-Michael Johnson

TEX BAGSHAW

- CKLY LINDSAY
 CHARTED
 8 (1) Whenever I Call You-Kenny Loggins
 11 (21) Paradise By The Dashboard-Meat Loaf
 PLAYLISTED
 47 Ready To Take A Chance-Barry Manilow
 GUY BONNIER
 CHCL MEDLEY
 CHARTED
 4 (1) Hopelessly Devoted-O. Newton-John
 * (37) Our Love Will-New City Jam Band
 * (38) Heaven-Bonnie Tyler
 * (40) Pretty Girls-Lisa Dal Bello
 PLAYLISTED
 * Takin' It Easy-Seals & Crofts
 51 I Just Wanna Stop - Gino Vannelli
 * It's A Better Than Good-Gladys Knight
 * How Can This Be Love-Andrew Gold
 AUDIE LYNDIS
 CHAB MOOSE JAW
 CHARTED
 3 (1) Summer Nights-Travolta/Newton-John
 51 (37) I Just Wanna Stop-Gino Vannelli
 31 (38) Beast Of Burden-Rolling Stones
 32 (39) It's A Laugh-Hall & Oates
 86 (40) Dear Christine-Klaatu
 FRED RICKARD
 CHMO MOOSONEE
 CHARTED
 4 (1) Hopelessly Devoted-O. Newton-John
 16 (37) Oh Darlin'-Robin Gibb
 31 (29) Beast Of Burden-Rolling Stones
 41 (30) Heartbreaker-Dolly Parton

PLAYLISTED

- 47 Straight On-Heart
 - Let Yourself Go-April Wine
- 47 Ready To Take A Chance-Barry Manilow
 - When You're Loved-Debbie Boone
 - Sweet Young Thing-Guess Who

PAT WELTER

CJNB NORTH BATTLEFORD

CHARTED

- 4 (1) Hopelessly Devoted-O. Newton-John
- 73 (36) Sgt. Pepper's Lonely Hearts-Beatles
- 98 (37) Flying High-Commodores
 - (38) A Real One-Macho
 - (39) Sally-Ian Thomas

PLAYLISTED

- 52 Blue Collar Man-Styx
- 40 MacArthur Park-Donna Summer
- 49 Everybody Needs Love-Stephen Bishop
 - Laughter-Bruce Cockburn

DOUG PAPE

CIGO PORT HAWKESBURY

CHARTED

- 3 (1) Summer Nights-Travolta/Newton-John
- 10 (6) Break It To Them-Burton Cummings
- 14 (20) Right Down The Line-Gerry Rafferty
- 36 (24) I Will Still Love You-Stonebolt
- 9 (26) Boogie Oogie Oogie-Taste Of Honey
- 7 (27) Reminiscing-Little River Band
- 12 (28) Hollywood Nights-Bob Seger
- 16 (29) Oh Darlin'-Robin Gibb
- 69 (30) Just What I Needed-Cars

STEVE MOORE

CHLO ST. THOMAS

PLAYLISTED

- 31 Beast Of Burden-Rolling Stones
- 57 Straight On-Heart
- 71 Change Of Heart-Eric Carmen
 - Never Be The Same-Chilliwack
 - You Overwhelm Me-Robert Palmer

74 Double Vision

CHNO

SUDBURY

CHARTED

- 2 (1) Kiss You All Over-Exile
- 12 (25) Hollywood Nights-Bob Seger
- 30 (29) You Never Done-Captain & Tennille

BILL WIGGINS

CHER SYDNEY

CHARTED

- 2 (1) Kiss You All Over-Exile
- 77 (34) How Much I Feel-Ambrosia
- 51 (37) I Just Wanna Stop-Gino Vannelli
- 43 (39) Sweet Life-Paul Davis
- 32 (40) It's A Laugh-Hall & Oates

PLAYLISTED

- Never Be The Same-Chilliwack
- Let Yourself Go-April Wine
- Sally-Ian Thomas

**ADULT ORIENTED
TITMAKERS**

Early action on new singles are featured below showing additions to playlists and charts not yet charted on the RPM charts.

BILL NELSON

CFVR ABBOTSFORD

PLAYLISTED

- Don't Hold In Your Love-Delta
- With Love There Is A Way-Wayne Howard
- Laughter-Bruce Cockburn
- When You Feel Love-McGilpin
- Imagine-Roger Whittaker
- She's A Dream-Average White Band
- First Love-Marty Butler
- Forever Autumn-Justin Hayward

ANDY PAWELEK

CKBB BARRIE

PLAYLISTED

- 37 London Town-Wings
 - She's A Dream-Average White Band
 - You Overwhelm Me-Robert Palmer

RUSS TYSON

CFCN CALGARY

PLAYLISTED

- Don't Want To Live-Pablo Cruise
- Deadlock Holiday-10CC
- Forever Autumn-Justin Hayward

MOST ADDED ROCK SINGLES

The three most popular singles as indicated by radio stations, based on the radio station additions.

- KISS YOU ALL OVER - Exile (WEA)
- BEAST OF BURDEN - Rolling Stones (WEA)
- HOW MUCH I FEEL - Ambrosia (WEA)

MOST ADDED ADULT-ORIENTED SINGLES

The three most popular singles as indicated by radio stations, based on the radio station additions.

- LONDON TOWN - Wings (Capitol)
- LET ME LOVE YOU - Peter Pringle (WEA)
- WHEN YOU FEEL LOVE - Bob McGilpin (RCA)

MOST ADDED COUNTRY SINGLES

The three most popular singles as indicated by radio stations, based on the radio station additions.

- CRYIN' AGAIN - Oak Ridge Boys (GRT)
- AIN'T NO CALIFORNIA - Mel Tillis (MCA)
- HOLD ME LIKE A BABY - Tim Daniels (Fame)

- 24 Dreamland-Gordon Lightfoot
- 7 Round Round We Go-Trooper

GEOFF BANKS

CFTJ CAMBRIDGE

PLAYLISTED

- 34 Almost Being In Love-Michael Johnson
 - The Merchant Song-Cleo Laine
- 5 Blue Skies-Willie Nelson
- 10 Oh Darling-Robin Gibb
- 3 Heartbreaker-Dolly Parton
 - It's A Laugh-Hall & Oates

LOUISE GUY

CHUC COBOURG

PLAYLISTED

- Whole Lot Of Shaking-Ed Blackwood
- Peggy Sue-Beach Boys
- Girl From Ipanema-Astrud Gilberto
- Beautiful Lover-Brotherhood Of Man
- Lost In The Love-Celi Bee & Buzzy Bunch
- Triflin-Thelma Houston

BILL PRUDEN

CJDC DAWSON CREEK

PLAYLISTED

- Imagine-Roger Whittaker
- If I Sing A Love Song-Bonnie Tyler
- Loneliness-Helen Schneider
- 48 Everybody Needs Love-Stephen Bishop

SEAN RYAN

CIHI FREDERICTON

CHARTED

- 31 (1) Reminiscing-Little River Band
- 38 (25) Whenever I Call You-Kenny Loggins
 - (29) Prisoner Of Your Love-Player
 - (30) Don't Look Back-Boston

PLAYLISTED

- Goin' Goin' Gone-Colleen Peterson
- 43 I Just Wanna Stop-Gino Vannelli
- 7 Round Round We Go-Trooper
- 42 Let Me Love You-Peter Pringle

JIM GOOD

CKGO HOPE

CHARTED

- 31 (1) Reminiscing-Little River Band
- 8 (15) Devoted To You-Simon & Taylor
 - (21) Beast Of Burden-Rolling Stones
 - (30) If The World Ran Out-Dan & Coley
 - (40) Lights-Journey

PLAYLISTED

- Sweet Young Thing-Guess Who
- 42 Let Me Love You-Peter Pringle

JOHN HARADA

CHYR LEAMINGTON

PLAYLISTED

- Close The Door-Teddy Pendergrass
- Nightlife-Alicia Bridges
- Get Off-Foxy
- 42 Let Me Love You-Peter Pringle
 - I Love-Ron Mahqin

BILL BRADY

CFPL LONDON

PLAYLISTED

- The Merchant Song-Cleo Laine
- 50 There Will Be Love-Lou Rawls
- 40 Right Down The Line-Gerry Rafferty
- 17 Took The Last Train-David Gates
- 37 London Town-Wings
 - Sweet Life-Paul Davis
- 44 Never Done It Like That-Capt & Tennille
- 3 Heartbreaker-Dolly Parton

ROBB AUSTIN

CKOK PENTICTON

PLAYLISTED

- When You Feel Love-Bob McGilpin
- 48 Everybody Needs Love-Stephen Bishop
 - Crazy Feelin-Jefferson Starship
 - Prisoner Of Your Love-Player
- 22 MacArthur Park-Donna Summer
 - It's The Fallin In Love-Carole Bayer Sager
 - Going Going Gone-Colleen Peterson
 - Sne's Waiting-Raru
 - Never Be The Same-Chilliwack
 - Into The Night-Toby Beau
 - Blue Collar Man-Styx
 - You Could Do It-Peter Brown
 - Peggy Sue-Beach Boys

TOM BULMER

CJCI PRINCE GEORGE

PLAYLISTED

- 27 Talking In Your Sleep-Crystal Gayle
 - Soul To Soul-Michael Zager
- 49 Never Done It Like That-Capt & Tennille
 - Do It Again Tonight-Larry Gatlin
 - Goin Goin Gone-Colleen Peterson

MITCH MARKIN

CKRW WHITEHORSE

CHARTED

- 37 (28) London Town-Wings
 - (29) Kiss You All Over-Exile
 - 35 (30) I Will Still Love You-Stonebolt
- PLAYLISTED**
- Who Are You-The Who

IONA TERRY

CKNX WINGHAM

PLAYLISTED

- 37 London Town-Wings
 - That Grand Illusion-Janis Ian
- 21 Everybody's Writin Songs-Peter Chipman

BRIAN MacKENZIE

CKJS WINNIPEG

PLAYLISTED

- Beautiful Lover-Brotherhood Of Man
- Together-Buzzy Bunch
- Water Of March-Sergio Mendes
- Sweet Life-Paul Davis
- First Love-Marty Butler
- 44 Harlequin Theme-Hagood Hardy
 - Amoureux-Tony Green

...AND THE
WINNERS ARE...

BIG COUNTRY AWARDS



Top Country Female Singer
CARROLL BAKER

Top Country Male Singer
DICK DAMRON

Top Country Duo Or Group
FAMILY BROWN

Outstanding Performance Country Female Singer
GLORY-ANNE CARRIERE

Outstanding Performance Country Male Singer
ORVAL PROPHET

Outstanding Performance Country Duo Or Group
TERRY CARISSE & TENDERFOOT

Top Country D.J.
BILL ANDERSON - CFRB TORONTO

Best Country Single
WILD HONEY
by **JOHNNY BURKE & EASTWIND**

Best Country Album
THE FASTEST GUN
by **DALLAS HARMS**

Top Country Record Company
RCA

Top Country Producer
DALLAS HARMS

Top Country Composer
DALLAS HARMS

Top Canadian Country TV Show
TOMMY HUNTER COUNTRY
CBC-TV NETWORK

Outstanding New Artist(s) (Single, Duo Or Group)
EDDIE EASTMAN

Top Country Instrumentalist (Solo Or Group)
AL CHERNY
EASTWIND

Canadian Country Entertainer Of The Year
CARROLL BAKER

WATCH
THE **BIG**
COUNTRY
AWARDS

On The
Global Television Network
SATURDAY
OCTOBER 14TH 8PM
CHECK YOUR LOCAL LISTINGS FOR
DATE AND TIME IN
OTHER AREAS

COUNTRY AWARD WINNING FAMILY BROWN TO APPEAR AT ONTARIO PLACE

Big Country award winners, the Family Brown, will be appearing at the Ontario Place Forum, Saturday, October 7. The group, who won this year's Big Country Award for Top Country Group, will be featured as Ontario Place honours Ontario fall fairs. The Ottawa-based group have won the Top Group Award for three years running.

One of the most travelled acts in country music, the group have entertained at many fairs across Canada and are considered one of the most popular attractions on the circuit. Besides their own CJOH-TV show out of Ottawa the Family Brown have made appearances on the Tommy Hunter and Ronnie Prophet network shows.

The Family Brown have been in existence for 10 years and attribute their success to the fact that there have been no personnel changes over those years. Their show appeals to families of all ages and they will be taking their show on a tour of the U.K. in April of next year.

The Ontario Place Forum concert will be the Family Brown's first appearance in Toronto since winning the Big Country Award in Regina (Oct 1).

The popular country family are also showing good chart form with their new single release, Love Is A Contact Sport which moves up to No. 34 this week on the RPM Country 75.

AROUND THE COUNTRY

TORONTO

Ronnie Prophet who did such a great job hosting the Big Country Awards Show (to be aired on the Global Network, Oct 14) is set for a great lineup on his own CTV show for Oct. 23. He will guest Jeanne Pruett, Dave & Sugar and Ray Francis. One side note. Ronnie Prophet has become the first artist in Tee Vee Records' history to sign an exclusive contract on their label. This is a new phase of growth for the company, who will use their unique marketing system to promote a new album by Ronnie.

REGINA

The Big Country Awards Weekend was a tremendous success, with many country music artists from across Canada attending. The seminars and showcases were well attended as were all the hospitality suites. A list of all the Award winners is elsewhere in this issue. A full and detailed report on the Big Country Awards Weekend will appear in next week's issue.

BARRIE, ONTARIO

Wendy May, currently showing action on her Nite Star single, You Make Me Feel, will be showcased on a one-hour special on CKVR-TV. The special is titled Country Girl.

**NOMINATION BALLOTS
HAVE BEEN MAILED
TO PROGRAMMERS
FOR THE RPM AWARDS**

REGINA

Regina Country Music Week came off as a large sized hit as many country fans participated in the week's activities. Fred King of CKRM Radio was the host and the chief organizer and deserves a well deserved thank you from the industry. The co-chairman, Don Cody, should also be congratulated for his hard work in getting country into the mainstream of the Queen City.

TORONTO

Broadland has announced the release of a new album by Dave Evans. The album was recorded in Nashville and, through Broadland, Evans hopes to make his mark on the North American market. Evans produced the album with Mike Reed who also supplied back-up vocals and instrumentation. Broadland and Dave Evans have the almost unique relationship of a Canadian label signing an American artist.

EDMONTON

Jack Hennig's new single, Mindy, has been released and is on its way, picking up charts and playlists across the country. The single is currently No. 47 on the RPM Country 75. The 100% Cancan single is on the Damon label and is distributed by RCA. Jack will be returning to the studio to record new material written by himself. Then he will be off to the Edmonton Inn for the month of October. The months of November and December will be spent at the Coliseum Dining Lounge in Edmonton.

REGINA

Moe Koffman, one of Canada's best known session men and a GRT artist, dropped by the Regina Inn to visit with a few of the Big Country delegates. Moe is on an extensive cross-country tour promoting his new single, Minstrel's Hymn.

COUNTRY HITPICKERS

Early action on new singles are featured below showing additions to playlists and charts not yet charted on the RPM charts.

LIN WARD CHOO AJAX PLAYLISTED

- 69 Two Hearts Tangled In Love-Kenny Dale
- Cryin' Again-Oak Ridge Boys
- Last Night Every Night-Reba McEntire
- I'm Still Missing You-Silver City Band
- Roses Ain't Red-Cathy O'Shea
- 46 Sweet Desire-Kendalls
- I Want To Be In Love-Jacky Ward
- 19 Another Goodbye-Donna Fargo

JIM ZACK CKLQ BRANDON PLAYLISTED

- 10 The Long Way-Ronnie Milsap
- 27 Living In Best Of Two Worlds-Rondini
- 40 Ain't No California-Mel Tillis
- 31 Hooked On A Feeling-Carroll Baker
- 20 Hold Me Like A Baby-Tim Daniels
- If You've Got Ten Minutes-Joe Stampley
- Three Times A Fool-Jim Burns
- Cryin' Again-Oak Ridge Boys

DAVID WILKIE CFAC CALGARY CHARTED

- 1 (1) Heartbreaker-Dolly Parton
- 40 (49) Ain't No California-Mel Tillis
- 64 (50) Anyone Who Isn't-Rogers & West

CURLY GURLOCK CFCW CAMROSE/EDMONTON CHARTED

- 12 (11) Always Been Crazy-Waylon Jennings
- 55 (16) Here Comes Hurt Again-Mickey Gilley
- (19) Do It Again Tonight-Larry Gatlin
- 20 (20) Hold Me Like A Baby-Tim Daniels
- (21) Cryin' Again-Oak Ridge Boys

- 40 (23) Ain't No California-Mel Tillis
- 17 (24) My Good Woman-Dick Damron
- 6 (25) I Fought The Law-Hank Williams Jr.

RICK KEVAN CHUC COBOURG PLAYLISTED

- 70 Can't Get Your Loving-Heather Haig
- The Choking Kind-Cotty Bearpaw
- Music Music Music-Rebecca Lynn
- Room Full Of Roses-Ray Smith
- You're Gonna Love-Ava Barber

BILL PRUDUN CJDC DAWSON CREEK PLAYLISTED

- 49 No Sleep Tonight-Randy Barlow
- To Ease Your Mind Eddie Eastman
- 27 Living In Best Of Two Worlds-Rondini

MATTI ANTILLA CKAY DUNCAN PLAYLISTED

- 68 Devoted To You-Simon & Taylor
- 55 Here Comes Hurt Again-Mickey Gilley
- 43 Always Having Your Love-Marie Bottrell

DOUG BLACKWOOD CKNR ELLIOT LAKE PLAYLISTED

- 20 Hold Me Like A Baby-Tim Daniels
- 33 A Country Mile Better-Canadian Zephyr
- 45 Half Hour Later-Carlton Showband

R. WAYNE CAVANAGH CFMK-FM KINGSTON PLAYLISTED

- 65 Sleeping Single-Barbara Mandrell
- 68 Devoted To You-Simon & Taylor
- 19 Another Goodbye-Donna Fargo
- 21 Hooked On A Feeling-Carroll Baker
- Last Love Of My Life-Lynn Anderson
- 20 Hold Me Like A Baby-Tim Daniels
- Border Town Woman-Mel McDaniel

TEX BAGSHAW CKLY LINDSAY CHARTED

- 12 (1) Always Been Crazy-Waylon Jennings

COUNTRY continued on page 37

Congratulations
To All
THE BIG COUNTRY
AWARD WINNERS

From
JIM & HELEN SIMS
At The
"The Best Country Room
In Ontario"
EASTGATE HOTEL

Eastgate Hotel
874 Queen St. E. Sault Ste. Marie
Ontario. 705-256-2864

COUNTRY continued from page 36

10 (20) The Long Way-Ronnie Milsap
PLAYLISTED
23 One Sided Conversation-Gene Watson

CLARK BARROW
CHCL MEDLEY
CHARTED

3 (1) Tear Time-Dave & Sugar
40 (29) Ain't No California-Mel Tillis
• (30) California Friends-Dick Damron
PLAYLISTED
• Cajun Cowboy-Wayne Fehr
• Lonely-David Boyer

FRED RICKARD
CHMO MOOSONEE
CHARTED

28 (1) Boogie Grass Band-Conway Twitty
• (22) Carribean-Sonny James
21 (25) Hooked On A Feeling-Carroll Baker
PLAYLISTED
• Willie-Hank Cochrane
• Dreamland-Gordon Lightfoot
• Last Love Of My Life-Lynn Anderson
• Whine Whistle-John Anderson

DEBI FOUGERE
CIGO PORT HAWKESBURY
CHARTED

12 (1) Always Been Crazy-Waylon Jennings
3 (8) Tear Time-Dave & Sugar
11 (11) With Love-Rex Allen Jr.
• (16) Cryin' Again-Oak Ridge Boys
40 (20) Ain't No California-Mel Tillis
20 (24) Hold Me Like A Baby-Tim Daniels
16 (30) Your Own Best Friend-Ray Stevens

JACK NORTMAN
CHTK PRINCE RUPERT
PLAYLISTED

• You're The Rock-Joyce Seamone
18 Do It Again Tonight-Larry Gatlin
43 Always Havin' Your Love-Marie Bottrell
27 Living In Best Of Two Worlds-Rondini

ROSS HOWEY
CFGM RICHMOND HILL/TORONTO
CHARTED

26 (1) When I Stop Leaving-Charley Pride
4 (17) Penny Arcade-Cristy Lane

DYNAMITE DON
CFSX STEPEHENVILLE
PLAYLISTED

70 Can't Get Your Lovin-Heather Haig
• Marry For Money-Lynn Anderson
40 Ain't No California-Mel Tillis
• Things Were The Same-A.Frank Willis
• Didn't I-Gerry Rafferty
59 Nights Are Forever-Buck Owens

• The Name Of That Song-Glen Barber

MONTE SOLBERG
CHOA STETTLER
PLAYLISTED

16 Your Own Best Friend-Ray Stevens
2 Been A Great Afternoon-Merle Haggard

BILL WIGGINS
CHER SYDNEY
CHARTED

1 (1) Heartbreaker-Dolly Parton
46 (22) Sweet Desire-Kendalls
51 (23) Toe To Toe-Freddie Hart
23 (24) One Sided Conversation-Gene Watson
• (25) Cryin' Again-Oak Ridge Boys
PLAYLISTED

54 All Cried Out-Van Dyke
17 My Good Woman-Dick Damron
20 Hold Me Like A Baby-Tim Daniels

HELEN MOULTON
CJVI VICTORIA
CHARTED

41 (1) Hello Mexico-Johnny Duncan

• (32) So Sad-S.Wariner
13 (34) Blue Skies-Willie Nelson
• (35) Roses Ain't Red-J. Blancy
9 (36) Womanhood-Tammy Wynette
51 (39) Penny Arcade-Cristy Lane

JOHANNA SOLIMA
CKLW-FM WINDSOR
CHARTED

62 (1) Always Been Crazy-Waylon Jennings
46 (30) Sweet Desire-The Kendalls
PLAYLISTED
• Sweet Survivor-Sylvia Tyson
27 Living In Best Of Two Worlds-Rondini
• I Miss You So Tonight-Ray Golding
17 My Good Woman-Dick Damron

IONA TERRY
CKNX WINGHAM
PLAYLISTED

64 Anyone Who Isn't-Rogers & West
19 Another Goodbye-Donna Fargo
69 Two Hearts Tangled In Love-Kenny Dale
66 I Need Time-Doug Loder
• You're The Rock-Joyce Seamone

THANX



FRED KING - CKRM RADIO REGINA
FOR THE WARM HOSPITALITY.
WALT GREALIS AND BIG COUNTRY
FOR INVITING ME TO APPEAR ON THE
GLOBAL NETWORK TELEVISION AWARDS
SHOW.

RPM MAGAZINE FOR SPECIAL GUIDANCE
AND PUBLICITY
DJ'S FOR THE INTERVIEWS AND KIND
ACCEPTANCE OF MY RECORDS.

exclusively on GIRO RECORDS

3832 Lake Aire Dr.,
Nashville, Tennessee
37217

FREDDY DIXON

EXCLUSIVELY ON

Diana
records

TAKE IT FROM ME

MANY THANKS TO DJ'S
FOR PLAYLISTING
"TAKE IT FROM ME"
PLAYLISTED AT No. 63
AND STILL CLIMBING!!

Thank You
Carroll Baker



If It Wasn't For You...?

RPM COUNTRY WEEK 75 SINGLES

The following codes are used throughout RPM's charts as a key to record distributors.

A&M	-W	MOTOWN	-Y
CBS	-H	PHONODISC	-L
CAPITOL	-F	POLYDOR	-O
GRT	-T	QUALITY	-M
LONDON	-K	RCA	-N
MCA	-J	WEA	-P

CANADA'S ONLY NATIONAL WEEKLY COUNTRY SINGLE SURVEY
(Albums containing listed singles are shown below)

TW	LW	WKS			
1	1	(8)	HEARTBREAKER Dolly Parton - RCA PB-11296 N (LP) Heartbreaker - AFL1 2797	26	15 (14) WHEN I STOP LEAVING (I'll Be Gone) Charley Pride - RCA 11287-N (LP) Someone Loves You Honey - APL1-2478
2	3	(8)	IT'S BEEN A GREAT AFTERNOON Merle Haggard - MCA 40936 J (LP) I'm Always On A Mountain - MCA 2376 J	27	31 (9) M A P LIVING IN THE BEST OF TWO WORLDS Rondini G1 41 (LP) N/A
3	10	(6)	TEAR TIME Dave & Sugar - RCA PB-11322 N (LP) Tear Time - APL1-2861 N	28	12 (11) BOOGIE GRASS BAND Conway Twitty - MCA 40919 J (LP) N/A
4	9	(6)	PENNY ARCADE Cristy Lane - GRT 1185-167 T (LP) N/A	29	21 (13) M A P CARIBOU TO NASHVILLE Fjellgaard - Royalty R100067 (LP) N/A
5	2	(11)	BEAUTIFUL WOMAN Charlie Rich - Epic 8-50562 H (LP) Classic Rich - 35394	30	23 (13) M A P SUN ALWAYS SHINES Laura Vinson & Redwyng - Royalty R100065 (LP) First Flight - R200031
6	13	(7)	I FOUGHT THE LAW Hank Williams Jr. - Warner/Curb WBS-8641-P (LP) N/A	31	20 (15) M A P THE FASTEST GUN Dallas Harms - Broadland BR-2288X-M (LP) The Fastest Gun - BR-1982
7	17	(7)	IF THE WORLD RAN OUT OF LOVE TONIGHT Jim Ed Brown & Heien Cornelius - RCA PB-11304 N (LP) N/A	32	39 (8) M A P COMIN' ON STRONGER Mersey Brothers - MBS - MBS-1008 (LP) Comin' On Stronger - MBS-2000
8	5	(8)	EASY FROM NOW ON Emmylou Harris - Warner Bros - WBS 8623 P (LP) Quarter Moon In A Ten Cent Town - KBS 3141	33	26 (9) M A P COUNTRY MILE BETTER Canadian Zephyr - RCA PB-50463 N (LP) A Country Mile Better - KKL1-0256
9	6	(11)	WOMANHOOD Tammy Wynette - Epic 8-50574 H (LP) Womanhood - 35442	34	47 (3) M A P LOVE IS A CONTACT SPORT Family Brown - RCA PB-50474-N (LP) N/A
10	37	(4)	LET'S TAKE THE LONG WAY AROUND WORLD Ronnie Milsap - RCA PB-11369 N (LP) N/A	35	35 (21) M A P YOU NEEDED ME Anne Murray - Capitol 4574-F (LP) You Needed Me - Capitol 11743
11	7	(9)	WITH LOVE Rex Allen Jr. - Warner Bros WBS 8608 P (LP) Brand New - BSK 3190 P	36	40 (6) FAIR AND TENDER LADIES Charlie McCoy - Monument 45-258-H (LP) N/A
12	4	(10)	I'VE ALWAYS BEEN CRAZY Waylon Jennings - RCA 11344 N (LP) I've Always Been Crazy - AFL1 12979 N	37	28 (13) M A P FAT CITY BLUES George Brothers & Ol' Blue - Grand Slam GS-2279X (LP) N/A
13	8	(10)	BLUE SKIES Willie Nelson - Columbia 3-10784 H (LP) Redheaded Stranger - KC-33482	38	41 (7) M A P DREAM MAKER Sheila Ann - Boot BTX-217-K (LP) Dream Maker - BOS-7187
14	14	(8)	HOPELESSLY DEVOTED TO YOU Olivia Newton-John - RSO RS-903-Q (LP) Grease - RS2 4002	39	24 (9) THREE TIMES A LADY Nate Harvell - Republic REP-025-N (LP) N/A
15	25	(6)	'57 CHEVROLET Billy Jo Spears - United Artists UA X1229-F (LP) N/A	40	75 (2) AIN'T NO CALIFORNIA Mel Tillis - MCA 40984-J (LP) I Believe In You - MCA-2364-J
16	38	(6)	BE YOUR OWN BEST FRIEND Ray Stevens - Warner Bros WBS 8603 P (LP) Be Your Own Best Friend - BSK 3195 P	41	11 (9) HELLO MEXICO (And Adio Baby To You) Johnny Duncan - Columbia 3-10783-H (LP) The Best Is Yet To Come - 35451
17	18	(8) M A P	MY GOOD WOMAN Dick Damron - RCA PB-50471-H (LP) Lost In The Music - KKL1 0271	42	32 (15) M A P SWEET CLOVER Don Cochran - Broadland BR-2282X-M (LP) Sweet Clover - BR-1981-N
18	44	(7)	DO IT AGAIN TONIGHT Larry Gatlin - Monument 45-259 H (LP) Oh! Brother - MG7626	43	49 (8) M A P ALWAYS HAVIN' YOUR LOVE Marie Bottrell - MBS - MBS-1009 (LP) Just Reach Out And Touch Me - MBS-2001
19	42	(6)	ANOTHER GOODBYE Donna Fargo - Warner Bros WBS 8643 P (LP) Dark-Eyed Lady - BSK 3191-P	44	48 (9) M A P SHE'S AN OUTLAW Russell Thornberry - Royalty R100068 (LP) N/A
20	22	(8) M A P	HOLD ME LIKE A BABY Tim Daniels - TDF 001 (LP) N/A	45	27 (9) M A P HALF HOUR LATER IN NEWFOUNDLAND Carlton Showband - RCA PB-50467-N (LP) 16 Most Requested Songs - KSL1-7067 N
21	30	(7)	HOOKED ON A FEELING Carroll Baker - RCA PB-50473 N (LP) If It Wasn't For You - KKL1-0285	46	53 (2) SWEET DESIRE The Kendalls - Ovation OV-1112-N (LP) Old Fashioned Love - OV-1733-N
22	62	(2)	TWO LONELY PEOPLE Moe Bandy - Columbia 3-10820-H (LP) Soft Lights Hard Country Music - KC-35288-H	47	55 (4) M A P MINDY Jack Hennig - Damon D-112-N (LP) N/A
23	50	(4)	ONE SIDED CONVERSATION Gene Watson - Capitol 4616 F (LP) N/A	48	61 (7) THAT'S ALL I WANT FROM YOU Eddie Eastman - Bel Air BA-179 (LP) N/A
24	16	(15) M A P	OL' AMOS Orval Prophet - Broadland BR-2288X-M (LP) Ol' Amos - BR-1986	49	58 (5) NO SLEEP TONIGHT Randy Barlow - Republic REP-024-N (LP) N/A
25	45	(5)	SWEET FANTASY Bobby Borchers - Epic 8-50585 H (LP) N/A	50	57 (7) M A P THE LOVE I WANT TO WASTE Johnny Burke And Eastwind - Grand Slam GS-2276X-M (LP) Wild Honey - GS-1976

COUNTRY WEEK 75 (51 to 75)

- 51 51 (4) **TOE TO TOE**
Freddie Hart - Capitol 4609-F
(LP) N/A
- 52 52 (9) **GIVE ME**
Roger Quick - Thunderbird TBR-1047
(LP) Turn On Country - TBR-1043
- 53 56 (7) **I WISH YOU WERE WITH ME TONIGHT**
Brent Williams - Grand Slam GS-2277X-M
(LP) N/A
- 54 64 (3) **ALL CRIED OUT**
Van Dyke - Change CH-4-45007-J
(LP) Deal Me In - CLP-8001-J
- 55 60 (6) **HERE COMES THE HURT AGAIN**
Mickey Gilley - Epic 8 50580-H
(LP) N/A
- 56 66 (3) **HALF OF WHAT YOU'VE BEEN TO ME**
R. Harlan Smith - Royalty R1000-71
(LP) Here Comes Yesterday - R2000-26
- 57 59 (6) **DEAR OLD DADDY**
Art Young - Downs D45-001
(LP) N/A
- 58 63 (4) **TAKE IT FROM ME**
Freddy Dixon - Diana DO 1014
(LP) N/A
- 59 70 (6) **NIGHTS ARE FOREVER WITHOUT YOU**
Buck Owens - Warner Bros - WBS-8614-P
(LP) N/A
- 60 65 (6) **FEEL IT**
Dale Russell - Sunshine SS-53
(LP) N/A
- 61 69 (4) **HOLD ON TO MY HEART**
Chris Nielsen/R. Harlan Smith - Royalty R1000-69
(LP) N/A
- 62 71 (2) **TRUCK DRIVER'S GIRL**
Good Brothers - RCA PB-50475-N
(LP) Doing The Wrong Things Right - KKL10282-N
- 63 67 (5) **RUNWAY No. 9**
Russ Orange - Marc MP-048
(LP) N/A

- 64 (1) **ANYONE WHO ISN'T TONIGHT**
Kenny Rogers & Dottie West - U.A. 1234-4-F
(LP) Everytime Two Fools Collide - UALA-864H-F
- 65 (1) **SLEEPING SINGLE IN A DOUBLE BED**
Barbara Mandrell - ABC 1022-12403-T
(LP) N/A
- 66 68 (6) **I NEED TIME TO THINK IT OVER**
Doug Loder - Snocan SC-147
(LP) N/A
- 67 (1) **DANGER HEARTBREAK AHEAD**
Zwella Lehr - RCA PB-11359-N
(LP) N/A
- 68 74 (2) **DEVOTED TO YOU**
Carly Simon & James Taylor - Elektra E-45506-P
(LP) Boys In The Trees - 6E128-P
- 69 (1) **TWO HEARTS TANGLED IN LOVE**
Kenny Dale - Capitol 4619-F
(LP) N/A
- 70 72 (3) **I CAN'T GET YOUR LOVING OFF MY MIND**
Heather Haig - Cloud Burst P-14-10
(LP) N/A
- 71 (1) **WHAT HAVE YOU GOT TO LOSE**
Tom T. Hall - RCA PB-11376-N
(LP) N/A
- 72 73 (3) **YOU MAKE ME FEEL**
Wendy May - Nite Star 51277
(LP) N/A
- 73 (1) **THAT'S WHAT YOU DO TO ME**
Charly McClain - Epic 8-50598-H
(LP) N/A
- 74 (1) **HUBBA HUBBA**
Billy Crash Craddock - Capitol 4642-F
(LP) N/A
- 75 (1) **DAYLIGHT**
T.G. Sheppard - Warner Bros WBS-8678-P
(LP) N/A

Compiled weekly from record store, radio station and record company reports.

RPM COUNTRY WEEK 25 ALBUMS

Third Line indicates LP number, 8 track & cassette numbers if available.

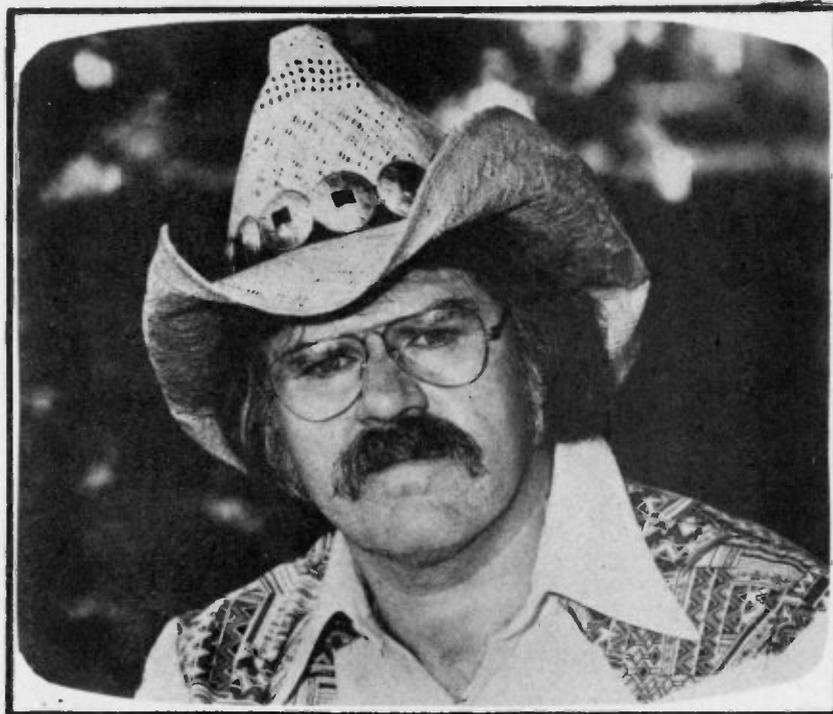
- 1 5 (3) **ELVIS PRESLEY**
Sings For Children And Grownups (RCA)
CEL1-2901-N CES1-2901-N CEK1-2901-N
- 2 1 (9) **ANNE MURRAY**
Let's Keep It That Way (Capitol)
ST-11743-F 8X-11743-F 4X-11743-F
- 3 2 (6) **ELVIS PRESLEY**
A Canadian Tribute (RCA)
KKL1-7065-N KKS1-7065-N KKK1-7065-N
- 4 3 (7) **DOLLY PARTON**
Heartbreaker (RCA)
AFL1-2797-N AF81-2797-N AFK1-2797-N
- 5 10 (5) **MOE BANDY**
Soft Lights And Hard Country Music (Columbia)
KC 35288-H N/A N/A
- 6 6 (7) **CHARLIE RICH**
Classic Rich (Epic)
PE 35394-H PEA-35394-H PET-35394-H
- 7 4 (9) **CHARLEY PRIDE**
Someone Loves You Honey (RCA)
APL1-2478-H AF-8102478-H AFK1-2478-H
- 8 9 (9) **EMMYLOU HARRIS**
Quarter Moon In A Ten Cent Town (Warner Bros)
KBS-3141-P MB-3141-P M5-3141-P
- 9 7 (9) **WILLIE NELSON**
Stardust (Columbia)
JC35305-H JCA-35305-H JCT-35305-H
- 10 16 (2) **CONWAY TWITTY & LORETTA LYNN**
Honky Tonk Heroes (MCA)
MCA-2372-J MCAT-2372-J MCAC-2372-J
- 11 8 (5) **JOHNNY DUNCAN**
The Best Is Yet To Come (Columbia)
KC 35451-H N/A N/A
- 12 12 (5) **JOE STAMPLEY**
Red Wine And Blue Memories (Epic)
KE 35443-H N/A N/A
- 13 11 (9) **TAMMY WYNETTE**
Womanhood (Epic)
KE-35442-H EA-35442-H ET-35442-H

- 14 14 (7) **MERLE HAGGARD**
I'm Always On A Mountain When I Fall (MCA)
MCA-2375-J MCAT-2375-J MCAC-2375-J
- 15 13 (9) **KENNY ROGERS**
Love Or Something Like It (United Artists)
UALA-903-F UAEA-903-F UACA-903-F
- 16 15 (9) **CRYSTAL GAYLE**
When I Dream (United Artists)
UALA-858-F UAEA-858-F UACA-858-F
- 17 17 (9) **DON WILLIAMS**
Country Boy (ABC)
9310 2088-T 8310-2088-T 5310-2088-T
- 18 18 (9) **DICK DAMRON**
Lost In The Music (RCA)
KKL1-0271-N KKS1-0271-N N/A
- 19 19 (9) **BILL ANDERSON**
Love... And Other Sad Stories (MCA)
MCA-2371-J MCAT-2371-J MCAC-2371-J
- 20 21 (6) **THE FAMILY BROWN**
Believe In Us (RCA)
KK11-0260-N KKK1-0260-N KKS1-0260-N
- 21 20 (9) **CARROLL BAKER**
Sweet Sensation (RCA)
KKL1-0233-N KKS1-0233-N KKK1-0233-N
- 22 25 (2) **GOOD BROTHERS**
Doing The Wrong Things Right (RCA)
KKL1-0282-N N/A N/A
- 23 23 (9) **JERRY JEFF WALKER**
Contrary To Ordinary (MCA)
MCA-3041-J MCAT-3041-J MCAC-3041-J
- 24 (1) **BUDDY HOLLY & THE CRICKETS**
20 Golden Greats (MCA)
MCA-3040-J MCAT-3040-J MCAC-3040-J
- 25 (1) **DAVE & SUGAR**
Tear Time (RCA)
APL1-2861-N N/A N/A

Compiled weekly from record store, radio station and record company reports.

BIG COUNTRY

WINNER 1978



★ **Top Country Composer** ★

★ **Best Country Album** ★
"THE FASTEST GUN"

★ **Top Country Producer** ★

Broadland

RECORDING ARTIST

Dallas Harmon

THANK YOU MEMBERS OF A.C.M.E.

CLASSIFIED & HELP WANTED

**RADIO STATIONS, GROUPS
RECORD COMPANIES, INDUSTRY
OFFERING EMPLOYMENT?**

Help Wanted ads appear in RPM free of charge. Our usual low ad rates apply to non-help wanted ads and any ads that require an RPM box number. Free ads must be mailed or telexed to RPM by Tuesday noon to appear in the next issue. Free ads will not be accepted on the telephone. Limit the copy to 25 words or less. Regular rates for classified, 50 cents per word (minimum 25 words or \$12.50). Name, address and telephone number to be included in word count. Address all ads to: RPM Magazine, 6 Brentcliffe Road, Toronto M4G 3Y2.

CREATIVE DIRECTOR

CFCN radio, Calgary has an immediate opening for the position of a creative director. We offer top company benefits, excellent working conditions and remunerations commensurate with experience. The successful applicant will have strong organizational and administrative ability and will have a proven record as a writer. Applications should be sent to: Vern Rombough, Manager Programming, CFCN, P.O. Box 7060, Stn. "E", Calgary, Alberta, T3C 3L9.

**EXPERIENCED & FUNNY
MORNING MAN**

CFTK Radio in Terrace, British Columbia is looking for an experienced funny morning man, 6 am to 9 am. Send tape and resume to: Bryan Edwards, CFTK Radio, 4625 Lazelle Ave. Terrace, B.C. V8G 1S4. Phone 604-635-6316.

**LOOKING FOR
TOP AIR TALENT**

CJCH, Atlantic Canada searching for this country's top air talent. Please forward tapes and resume to David Williams, Program Director, CJCH Radio, 2885 Robie St. Halifax, Nova Scotia B3J 2Z4.

**TWO ANNOUNCERS
NEEDED**

CFPA Radio, Thunder Bay requires people to communicate within an adult contemporary format. Market, 130,000. Send tape and resume to Jim Parker, GM, CFPA. P.O. Box 2747, Thunder Bay, Ont. P7B 5G2.

**ASTONISH YOUR
FRIENDS**

with magic, ESP, and tricks, you can do. Highly guarded secrets used by internationally famous magicians. Details: Langen, Box 191-FA, Downsview, Ont. M3M 3A3.

**AVAILABLE FROM
126 CFRN**

A one-hour in depth look at Trooper and their new LP "Thick As Thieves". A sixty-minute uninterrupted look at one of Canada's premier rock bands. 100% Canadian content. Details can be had by calling Mark Lewis at CFRN 403-484-3311 ext. 280.

**DISC JOCKEY
AVAILABLE**

With four years experience at a university radio station. Call 1-613-235-8875. Will relocate.

SWING JOCK

CKLC Kingston, has an immediate opening for one talented swing announcer with production skills. If you're great, send tapes and resumes to Paul Moorman, CKLC, 99 Brock St., Kingston, Ontario K7L 4Y5. No calls please.

**ANNOUNCER
FOR CJFL ESTEVAN**

An announcer for prime daytime shift at Saskatchewan's fastest growing country station, soon to be 10,000 watts. Good production a must. Tapes and resumes to Dwayne Anderson, Radio CJFL, P.O. Box 365, Estevan, Saskatchewan S4A 2A4.

DON'T MISS



**THE EVENT
OF
THE YEAR**

IF YOU DIDN'T MAKE IT IN THE SPRING
Directory why not make sure **NOW** that you
don't miss the **FALL DIRECTORY**

(to be published in November '78)

INDICATE NEW LISTINGS & CORRECTIONS BELOW &
MAIL NOW TO: RPM Directory, 6 Brentcliffe Rd., Toronto, Ontario. M4G 3Y2

CATEGORY

PLEASE INDICATE ONE BELOW

- Record Companies
- Rack Jobbers
- Record Producers
- Recording Studios
- Recording Equipment
- Mastering Facilities
- Pressing Plants
- Tape Manufacturers
- Record Jackets
- One Stops
- Personal Managers
- Booking Agents
- Promotion & Publicity
- Concert Promoters

PLEASE PRINT

FIRM

ADDRESS

CITY

*POSTAL CODE..... PROV.....

*TELEPHONE

PRESIDENT OR GENERAL MANAGER

Note: CAPAC & P.R.O. Canada publishers are supplied to RPM by the organizations.
* Postal Code and Telephone Code are mandatory.

GREAT ENCOUNTERS OF THE BEST KIND

(Don't let them happen without you).



Midem'79

International Record and Music Publishing Market
January 19 - 25 1979. Palais des Festivals - Cannes - France.
In 1978 : 52 countries represented, 1.238 firms, 5.050 participants.

Bernard Chevy Commissaire Général.

Xavier Roy : International Manager.

Information and reservations :
FRANCE
3 rue Garnier - 92200 Neuilly
Tél. : 747.84.00 - Telex : 630547 F MIP/MID
Christian Bourguignon
International Sales Executive

UNITED KINGDOM :
International Equipment and Services
Exhibition Organisation Ltd,
43 Conduit Street - London W. 1.
Tel. : (01) 439.6801 - Telex : 25230 MIPTV/Midem LDN
Liz Sokoski, U.K. Representative

U.S.A. :
30 Rockefeller Plaza, Suite 4535
New York, N. Y. 10020
Tel. : (212) 489.1360 - Telex : 235309 OVMU
John Nathan
International Representative

Midem. The winner's date.

ARS RECORDS CANADA

the truly National Distributor

VANCOUVER

A.R.S. RECORDS CANADA
4125 McConnel Drive
Burnaby, B.C.
V5A 3A7
Tel: (604) 299-7511

CALGARY

A.R.S. RECORDS CANADA
4532 Manilla Road S.E.
Calgary, Alberta
T2C 4B7
Tel: (403) 243-4906

WINNIPEG

A.R.S. RECORDS CANADA
1415 Church Street
Winnipeg, Manitoba
R2X 1G5
Tel: (204) 632-5524

TORONTO

A.R.S. RECORDS CANADA
160 Milner Avenue
Agincourt, Ontario
M1S 3B2
Tel: (416) 293-1941

MONTREAL

A.R.S. DISQUES CANADA
119 montée de liesse
Montréal, Québec
H1S 1S6
Tel: (514) 735-5531

**HALIFAX
DARTMOUTH**

A.R.S. RECORDS CANADA
100 Wright Avenue
Burnside Industrial Park
Dartmouth, Nova Scotia
B3B 1L2
Tel: (902) 463-9344

ST. JOHN'S

A.R.S. RECORDS CANADA
58 Kenmount Road
St. John's, Newfoundland
A1B 3M9
Tel: (709) 726-6970
119 montée de liesse

7 BRANCHES – BETTER SERVICE