

# CASHBOX

January 29, 1977

NEWSPAPER

\$1.50



**Part Cost  
Justification Series Begins**  
**Wholesalers Move To  
2-Tier Pricing System**  
**Analysis of Tape Market**

**Cover Artist:  
NATALIE COLE**

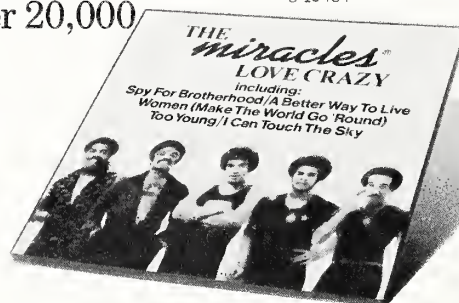
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**Radio's Ongoing Love Affair**  
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# CASH BOX

VOLUME XXXVIII — NUMBER 37 — January 29, 1977

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SUBSCRIPTION RATES \$60 per year anywhere in the U.S.A. Published weekly by CASH BOX, 119 West 57th St., New York, N.Y. 10019. Printed in the U.S.A. Second class postage paid at New York, N.Y., and additional mailing offices.

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

## cash box editorial

### The Saga Of The Love Affair With The Single

One of the reasons why the secondary radio conference in Birmingham last weekend was a joy, in addition to a success, is because it was good to hear people talk positively about the single. You remember, the good old 45 RPM.

The single has been receiving some hard knocks lately, and maybe rightfully so. From a statistical standpoint, the RIAA tells us single sales have dropped by over 60 million units, from 220 million to 160 million in the space of the last two years. Neil Bogart wants to see the complete elimination of the single altogether. And from a financial standpoint, record manufacturers may make a few cents on a single, if they make any money at all. But still, 3¢ profit on a million selling single (before returns) only works out to \$30,000 income.

There's also been talk about the small hole single with the punch-out center, but that configuration is unacceptable to the jukebox operator, who now accounts for some 70% of all singles sold. And against the backdrop of the shrinking singles playlist, and the outright reluctance of major market radio stations to play legitimate hit singles, it's easy to see why the single is in trouble. So where do we go from here?

To the south! The secondary radio people in the south are continuing their love affair with the single. Generally, their playlists are longer, they play records earlier and they are more willing to take shots on new records. The people at these stations are more accessible to the promotion people, and seem to really enjoy breaking and exposing the hits.

Of course, we don't mean to slight any other region of the country, where there are astute and intelligent programmers, who are hit-pickers too. It just seems, and the record company executives present bore this out, that the south is the last remaining hotbed of singles activity.

We feel a market for the single is a viable possibility, and the radio personnel we met tend to bear this out. But it is quite difficult to have a healthy singles market when radio playlists are restricted to a dozen or so top titles.

There's been a lot of negative talk about the singles business lately. But if more people were into the singles market like many of the people we met at the conference, the singles business on the whole would be much healthier.



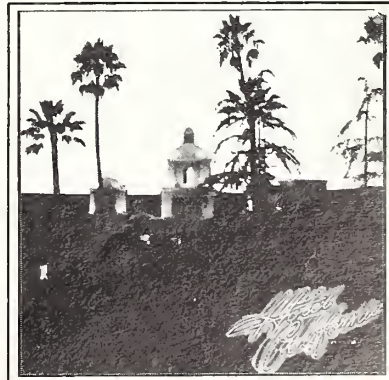
#### NUMBER ONE SINGLE OF THE WEEK

I WISH  
STEVIE WONDER  
T54274F

Writer: Stevie Wonder

Publisher: Jobete/Blackbull — ASCAP

NUMBER ONE ALBUM OF THE WEEK  
HOTEL CALIFORNIA  
THE EAGLES  
Elektra 7E-1084





# THE RITCHIE FAMILY

## LIFE IS MUSIC



## LIFE IS MUSIC (Martin 2203)

The new album  
by  
The Ritchie Family.

Produced and arranged by  
Jacques Morali and Ritchie Rome.  
for Can't Stop Productions Inc.

# DAVID BOWIE LOW



Two sides of Bowie you've never heard before.

**RCA** Records

CPL1-2030

## New York One-Stop And Three Retailers Start Separate Pricing Policy On WEA LPs

by Randy Lewis and Mike Falcon

LOS ANGELES — Because of the WEA subdistributor price increase on \$7.98 list LPs, several one-stops and retailers have instituted, or are considering, separate prices for Warner-Elektra-Asylum products.

Icarus Records, a one-stop in Courtland, New York owned by Russ Singer, has already passed WEA's 11-cent increase on to its accounts.

As a result, two Record People retail outlets owned by Singer, and Spectrum Records, Syracuse University's co-op, all three serviced by Icarus, have boosted their WEA retail prices. Record People's sale price on WEA \$7.98 list albums is now \$4.99 as compared with the \$4.74 charged for the other labels. Spectrum will initiate an 18-cent differential.

Music Plus stores in Southern California have altered prices on Elektra's Queen album and tape reflecting both WEA's higher LP cost and lower tape cost. But Dave Marker, an owner/partner of the 15-store chain, said the higher sale price and

lower tape price "don't necessarily represent a firm policy commitment. We're still waiting before we decide on anything definite."

The owners of Dick's Records in Boston and Gary's Records in Richmond both said they will start dual pricing for WEA releases, but are waiting to see if any other manufacturers raise their prices before doing so.

### Too Much To Handle

At Icarus Records, the price increase was "something we had to do to retain our (profit) margin," Singer said. "The 11-cent increase on \$7.98 LPs was more than we could handle."

"We decided we would just use a two-tier pricing system, rather than raising everything, which would be unfair to our customers. It involves a little more work." Singer also said his prices before WEA's hike were "a little lower than our competitors" but the added cost had now put his prices in the same range as other retailers in his area.

The additional work according to Singer, involves "training the kids to pull orders

and sort it out. Sometimes that gets pretty difficult." But he said the cost of that training and separate sorting "is not going to be overwhelming."

Singer said he has also instituted a two-tier system on tapes, reflecting the savings he received from WEA on them. Since WEA's cost is "a little less on tape, other than Columbia, we decided to pass that on, too." The owner added "It's only a matter of time before other companies follow suit, and I'm sure they will."

Spectrum Records, a co-op at Syracuse University, reflected the price hike from Icarus by starting a dual system. A bulletin posted in the store headed "Ripped-Off Again" explained: "Record companies are raising prices again. For no apparent logical or justifiable reason many new releases will be issued at a \$7.98 list price, rather than \$6.98. On top of this, the companies have raised the wholesale price on \$7.98 list LPs by about 18 cents. Companies may be also raising the prices on some of the \$6.98 LPs. This means you will be paying about \$4.62 for the new release that would have been \$3.80 here, before the price increase, and some of the \$6.98 lists that were \$3.82 will be going up slightly."

### Customers 'Screwed Again'

Reaction from Spectrum customers has been "that they're getting screwed again, and that they definitely resent it," according to Beth Owens, manager. "People have said they're paying more, but they're not

## Craig Promoted To Senior V.P. At CBS Records

NEW YORK — Jack Craig has been named senior vice president and general manager of marketing for CBS Records. He continues to be responsible for all label divisions of CBS Records.

Commenting on the promotion, Bruce Lundvall, president of the CBS Records



Jack Craig

division, in praising Craig's development and coordination of the central core marketing concept, called him "an in-

(continued on page 18)

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## Tapes Near 25 Percent Of Sales, According to Recent Account Survey

by Mike Falcon

(First of two parts)

LOS ANGELES — A nationwide survey of wholesalers, rack jobbers, one stops and retailers indicates that prerecorded tape sales average between 21% and 29% of the total record business. The highest percentage tallied was for the west coast, with a 28.4% figure, followed by the south central/southeast region with 27.4%. Accounts in the north central/midwest region averaged 23% of their business in prerecorded tape, while the northeast, posted a 21.04% level. Average percentage of the four areas is 24.9%.

The ratio of 8-tracks to cassettes ranged from 2:1 in the west to 7:1 in the south central/southeast, midwest/north central accounts averaged a 6:1 ratio, and the northeast recorded a 4.5:1 proportion. Average for the four regions is 4 8-track units sold to each cassette.

### Tapes Could Increase

Most accounts surveyed thought the proportion of tapes sold could increase if a complete tape selection was carried, but the cost of duplicating stock in two additional configuration stymies most operators in this respect. "A one stop can't compete in tape unless they go whole hog,"

**Tape/LP Comparison Chart Appears on Page 36**

observed Don Moscatelli, buyer for Peter's One Stop in Boston. "To do it correctly takes a lot of money." J.L. Marsh, Inc., the nation's largest rack-jobbing operation, has tape sales that total 30% of sales, according to Ira Heilicher, vice president of purchasing.

"Everybody buys much more conservatively on tape," observed George Klimek, tape buyer for Northern Record Sales in Cleveland and Akron. He cited the lack of hardware as another factor in tape sales and added that a record usually has to "take off" before a tape will follow.

Many buyers think the higher percentage of tapes sales in the south and west reflects the increased use of the automobile in these regions. This readily seen in the south, where the overwhelming amount of prerecorded tape sold is in 8-track con-

figuration, a form little used in the home. Inspection of two cities that differ markedly in the use of the automobile seems to confirm this. In New York City, which has built "up"

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## a market analysis / part one

this is the first of a four-part series

## The Increase To \$7.98 List: Is It Justified? Record Company Execs. Discuss Need For \$7.98

by Julian Shapiro

NEW YORK — Amidst the continuing confusion surrounding the fate of the \$6.98 list priced album and the introduction of a new, higher price, \$7.98, only one basic fact has emerged thus far. At this point, all we really know is that four different manufacturers have each decided to raise the list price of one new release by one dollar.

Admittedly, the four companies which have taken the initial steps toward establishment of a higher price (Elektra/Asylum, RCA, Columbia and Warner Bros.) are among the industry's largest and the artists who have been selected are all proven ones (Queen, David Bowie, Pink Floyd and George Benson) whose records regularly sell far in excess of 500,000 units each. But, past that, no one seems to know just how extensive this new pricing concept will be. Certainly, no one is talking.

Right now, if we are to believe the companies involved, the increase of the list price to \$7.98 will be imposed selectively. The reasons for the move have been described, naturally, as cost-related by the men most closely involved and they are emphatic in defense of their respective company's policies.

### Finally Addressing The Problem

"The record industry is finally acknowledging all the costs that have been going up steadily the last couple of years, and we're trying to address ourselves to the problem now," commented Mel Posner, president of Elektra/Asylum Records. "Perhaps, we should have been passing on, somehow, these increases in the past. But we tried to keep the prices down and now it's just gotten to the point where we can't really keep those costs down without raising prices."

"I don't think it was too much of a shock," commented Mel Ilberman, division vice president of commercial operations for RCA Records. "It was building; it was due. I think it was a general increase in the inflationary spiral and cost. We've been slow in reacting," he continued. "We do things in a dramatic fashion. All of a sudden we make a change because we're geared to a hypothetical suggested list price. This is just catch-up time; that's all. What really happened to us is what's happened to everybody else."

(continued on page 49)

## Disk Manufacturing Costs: The Price Of Oil Is The Key

by Ken Terry

According to spokesmen for the record companies which have recently announced a list price of \$7.98 on selected releases (*Cash Box*, January 15), increasing costs led these labels to upgrade their price structures. The costs which were specifically mentioned by the company executives fell into four main categories: record manufacturing; packaging; artist-related costs; and advertising.

In a four-part series which begins this week, *Cash Box* will explore the various cost factors involved in each of these areas. The following article, the first of this series, deals with the cost of record manufacturing. Since this process is energy-intensive, the piece also examines the impact that the OPEC oil price increases may have on the record industry.

NEW YORK — Over the eight-year period since 1969, when list prices on most domestic albums rose from \$5.98 to \$6.98, record manufacturing costs have risen substantially.

For example, the standard cost of producing an LP at CBS Records' three pressing plants is now approximately 38¢, 37% more than it was in 1969. A significant factor in this cost increase has been a rise in the prices of raw materials, which account for about 60% of the total manufacturing expense. Polyvinyl chloride (PVC) and a form of copolymer together constitute 93% of the material in an LP. The ingredients of the copolymer constitute 84% of that combined total, yet they cost merely 2¢ per pound. Since 1970, the cost of PVC has risen from 18¢ per pound to around 26¢ for high-grade specialty vinyl.

Most of the remaining costs in manufacturing a record are grouped at CBS under "standard period overhead," which includes such items as labor, plant maintenance, fuel, supplies, depreciation and taxes. Since 1969, overhead has increased 41%. While annual wage increases averaging seven percent comprise a good chunk of this rise, labor cost increases have been offset by advances in worker productivity which have averaged about five percent annually.

### Fuel Costs Soar

By far the largest single cost increase at the CBS pressing plants during the past eight years has been in the cost of fuel. Since 1969, the price of the fuel used in these plants (a combination of oil and

(continued on page 48)

**Today's the day the dam bursts.**

# Beaverteeth



**Beaverteeth  
is on the loose, and  
they're good on rock.**



**RCA Records**



## NRBA Moves To New D.C. Offices

by Joanne Ostrow

WASHINGTON, D.C. — The National Broadcasters Association last week settled into new offices in Washington, uprooting from New York to keep a closer eye on radio's interests on Capitol Hill and at the regulatory agencies.

Executive vice presidents Al King and Abe Voron will have offices at 1705 DeSales Street, N.W.; (202) 466-2030. Messrs. King and Voron handle station services and government relations, respectively, and will continue to work to increase NRBA's membership which, at 800 now, is nearly double last year's total. While the growth has been substantial and the group claims to have "put NAB on their toes" regarding radio, the officers insist the goal is not to take away from NAB's membership — in fact, most NRBA members belong to both organizations.

The NRBA's forerunner, the National Association of FM Broadcasters, was founded in 1958 to sell FM to advertisers. The group found themselves spending more time in Washington than on Madison Avenue, enough to warrant moving the

headquarters here, and they expect greater involvement with the FCC and Congress in the future.

NRBA president Jim Gabbert is based in San Francisco, shuttling between his KIQI (AM) KIOI (FM) there, and his KIKI (AM) Honolulu. From San Francisco, Gabbert outlined the priorities for NRBA's presence in Washington this year.

### Chief Concern

Of chief concern is the proposed rewrite of the Communications Act, for which Gabbert serves on an advisory committee, and out of which NRBA hopes "to separate conceptually television and radio . . . TV has a concentration of power, whereas radio is more diversified. Therefore," Gabbert said, "radio needs considerably less regulation." He estimates the rewrite will take up to five years to complete.

Gabbert also enunciates a strong position on radio format disputes, feeling that if there is a need for a particular format, left to a free marketplace someone will supply it. "By government trying to protect the public interest, they get into an area they don't know much about."

Another area of concern to NRBA is the proposed rulemaking by the FCC on AM stereo. NRBA is co-sponsor (with NAB, Institute of Electrical and Electronics Engineers and Electronic Industries Association) of an all-industry committee studying the matter, which expects to make a report in March or April. Gabbert's KIOI recently ran an experiment using AM stereo for 60 days and he was pleased with the results.

### Rulemaking Proposals

NRBA is involved in day-to-day rulemaking proposals — currently it is "violently fighting roadside radio," for which the government would fund (with taxpayers dollars) use of the low and high ends of the AM dial for traffic safety bulletins. NRBA is fearful that "the government would end up in the broadcasting business," and has proposed that commercial broadcasters air the bulletins voluntarily. "Eight to ten-dollar conversion receivers" hooked up to car radios on AM or FM could be used to indicate traffic bulletins as warranted with a flashing light signal, Gabbert said. He also pointed out that the cost of constructing a roadside radio system, according to his figures for Los Angeles alone, would be exorbitant.

The FCC's proposal to add educational

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## CBS Begins Ad Campaign; More Print For Queen Disc

by Ken Terry and Mark Mehler

NEW YORK — In what is apparently the first big CBS advertising campaign of the new year, ads for releases on the company's various labels appeared this week in 18 of the 25 major markets surveyed: in Atlanta, at J.C. Penney; in Baltimore, at Korvettes; in Boston, at Harvard Coop; in Chicago, at Playback; in Cincinnati, at Rink's Bargain City; in Cleveland, at Record Theatre and Camelot; in Dallas, at Sound Town; in Detroit, at Korvettes; in Houston, at Sound Warehouse; in Kansas City, at T.G. and Y.; in Los Angeles, at The Warehouse, Sears and Music Plus; in Miami, at Woolworth's; in New Orleans, at Tape City U.S.A.; in New York, at Korvettes, Sam Goody and King Karol; in Philadelphia, at Sam Goody and Korvettes; in St. Louis, at Kmart; in San Francisco, ad with no retailer tie-ins; and in Washington, at Giant Music and Korvettes.

Other retail price developments included the following:

- Print ads for the new Queen LP in six markets
- A price "message" from J.P. Snodgrass in Cleveland
- \$3.66 all-label sale at Tower in San Francisco
- Dallas sees more low prices
- Mass merchandisers cut prices in St. Louis

After a couple of weeks during which few print ads for the new Queen LP were observed (**Cash Box**, January 22), the release was advertised this week in six of the 25 markets surveyed. These included five of the seven markets in which, according to George Steele III, vice president of marketing for E/A, print ads for "A Day At

The Races" were scheduled to appear.

In Baltimore, Detroit, Philadelphia and Washington, the \$7.98 list album was promoted at Korvettes for \$4.89/\$5.79 tape; in Detroit, additionally, Queen's other albums were ad-priced at \$3.99/\$5.79 tape. At Korvettes in New York, "A Day At The Races" was advertised for \$4.89/\$5.99 tape, and the rest of Queen's catalog was promoted for \$3.99/\$5.99 tape. All of these ads were included on the same page with

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## CTI Raises List To \$7.98 For All New LP Releases

NEW YORK — CTI Records has raised the list price on all future album releases to \$7.98. The increase, effective immediately, will not affect catalog items which will remain at \$6.98. Tape prices will remain at \$7.98.

In a prepared statement, Jerry Wagner, vice president and general manager for CTI, indicated that recent increases in production costs and in the cost of raw material were responsible for the increase. With that move, CTI becomes the first major label to raise album prices across the board.

Immediately affected by the new price structure are "The Fox" by Urbie Green and "The San Francisco Concert" by Hubert Laws.

All new releases on the company's CTI PS and KUDU lines will now be identified with a 7-prefix. Albums released on the CTI line will be numbered in a new CTI 7000 series.

## Cold, Snow Hurt Retailers; Voltage Dips Cause Closings

by Charles Paikert & Mark Mehler

NEW YORK — A cold wave coupled with heavy snowstorms has had an adverse effect on music retail business in the northeast, midwest and the Washington, D.C. regions over the past week.

Faced with temperatures that plunged down to 15 degrees below zero in certain areas and snowfalls that snarled traffic and

delayed public transportation, many people evidently chose to stay home rather than venture out to buy records. Ironically, though, the closings of schools and businesses in some cities due to the cold resulted in an influx of shoppers at record stores.

### Stores Close Early

In Cleveland shopping plazas, power voltage reductions caused by sub-freezing temperatures forced four Record Theatre stores to close two hours early during the week. However, Jim Kehoe, manager at Record Theatre's North Randall store, reported additional traffic in the store due to the closing of Cleveland schools for the week.

Two Disc Record stores located in Cleveland malls faced a similar problem. Both outlets had to open an hour late and close an hour early. Fred Siegal, manager of the affected West Gate Disc store, noted that "afternoons have been extremely busy, much more so than a normal January afternoon." Record Revolution, another Cleveland retail store that was forced to close early Monday, also reported increased student business; but, according to manager, Jay Vecchio, "It was balanced by older people who stayed inside."

### Hearty Breed

The freezing weather in Chicago did not affect either the hours or business of Rose Records, according to Dave Shakin, manager of the downtown Warren Street store. "It's bitter cold here," Shakin said, "but Chicagoans are a hearty breed. They come back strong."

In Pittsburgh, where the mercury dropped to 15 below, virtually all transportation in the city and suburbs was forced to a halt, according to Maurice Simon, manager of National Record Mart's main downtown

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## FRONT COVER



Natalie Cole is one of the brightest spots on the entertainment horizon today, as evidenced by two Grammy awards in 1976, including "best new artist of the year."

She has further established herself with two certified-gold LPs, including the #1 R&B single "This Will Be" on Capitol. Her second album "Natalie" jumped on the **Cash Box** Top 200 Albums chart last year and remained there for almost 30 weeks.

The daughter of the late Nat "King" Cole, Natalie claims her father had little influence on her music. Nevertheless, music was an inevitable part of her upbringing in Los Angeles. Singing started for Natalie after her junior year at the University of Massachusetts. After graduation, she began playing clubs "that hired me strictly for my name." Her breakthrough came when two songwriters, Marvin Yancy and Chuck Jackson, helped her cut a master tape. Shortly thereafter her 1975 debut album, "Inseparable" on Capitol, shot up both the R&B charts and pop charts and spawned two crossover hits, the title tune and "This Will Be."

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**FOUNDATION SETS DINNER** — A kick-off luncheon was held last week for the T.J. Martell Memorial Foundation Dinner for Leukemia Research. CBS Records president Bruce Lundvall will receive the foundation's Humanitarian Award at the industry-sponsored dinner March 26 at New York's Americana Hotel. Luncheon guests, seated from left, were: Floyd Glinert, vice president of Shorewood Packaging; David Rothfeld, vice president and divisional merchandising manager of E.J. Korvettes; Walter Yetnikoff, president of CBS Record Group; and Tony Martell, vice president and general manager of the Associated Labels of CBS Records. Standing, from left: Morris Levy, president of Roulette Records; Steve Tannenbaum, of Eichler and Tannenbaum, foundation accountants; Paul Shore, president of Shorewood Packaging; Tommy Noonan of Billboard; Joe Cayre, president of Caytronics; Arnold Levine, vice president of advertising and sales promotion for CBS Records; Marty Ostrow, executive vice president of **Cash Box**; Joe Smith, chairman of the board of Elektra/Asylum Records; Jerry Greenberg, president of Atlantic Records; Jules Malamud, president of NARM; Al DeMarino, director of artist development for Epic and associated CBS labels; Sam Goody, chairman of the board of Sam Goody; Paul Smith, vice president of marketing sales and distribution for CBS Records; and George Levy, president of the Sam Goody chain.



**WONDER JOURNEYS TO ATLANTA** — Stevie Wonder made a trip to *Together Distributors* in Atlanta, where he visited friends and staff. Seen (from left) are: Harry Clarke, *Together* sales manager, Wonder, and Chuck Huesman, *Together* branch manager. At right, Wonder is helping a *Together* employee load boxes containing his "Songs In The Key Of Life" LP.

## Fewer LPs And Singles Reached No. 1 Or Top 10 In 1976 Vs. 1975: CB Study

by Jeff Ray & Mark Mehler

NEW YORK — Fewer albums and singles reached the top ten or the number one position during the second half of 1976, compared with the same period in 1975, continuing the trend over the first six months of those years.

An analysis of the **Cash Box** pop charts from July 1 to December 31 of 1976 revealed 37 LPs occupied positions in the top ten and four releases reached number one. The top position was dominated by Peter Frampton's "Frampton Comes Alive," which was number one for 12 weeks, and Stevie Wonder's "Songs in the Key of Life," which held that spot for 11 weeks. "Wings at the Speed of Sound" (two weeks) and "Spitfire" by Jefferson Starship (one week) rounded out the number one list for the 26-week period.

For the same period in 1975, 42 LPs reached the top ten and nine reached number one. "Captain Fantastic" (eight weeks) and "Rock of the Westies" (five weeks), both by Elton John, predominated number one. Other albums holding the top spot during that time were John Denver's "Windsong" (four weeks), Chicago's "Greatest Hits" (three weeks); Jefferson Starship's "Red Octopus" (two weeks); and Pink Floyd's "Wish You Were Here." The Isley Brothers' "The Heat Is On," the Eagles' "One Of These Nights" and Wings' "Venus And Mars," for one week each.

### Singles Followed Pattern

A similar pattern emerged in singles charts over the last six months of the past two years.

In 1976, 56 singles reached top ten with 15 making number one. Of the 15, six remained for more than a week: "Tonight's The Night" by Rod Stewart for five weeks; "Afternoon Delight" by the Starland Vocal Band and "Don't Go Breaking My Heart" by

Elton John and Kiki Dee, both for three weeks; "Kiss And Say Goodbye" by the Manhattans, "Play That Funky Music" by Wild Cherry, and Rick Dees' "Disco Duck," all for two weeks. The following singles were number one each for a week: "Let 'Em In" by Wings; "You Should Be Dancing" by the Bee Gees; "A Fifth Of Beethoven" by Walter Murphy; "Shake Your Booty" by K.C. and the Sunshine Band; "Lowdown" by Boz Scaggs; "If You Leave Me Now" by Chicago; "Rock 'N Me" by Steve Miller; "Wreck Of The Edmund Fitzgerald" by Gordon Lightfoot; and "You Make Me Feel Like Dancing" by Leo Sayer.

### Comparable Period

In the comparable period of 1975, 63 singles hit the top ten, 21 at number one. Only four 45s stayed number one for more than a week, however. They were: "That's The Way I Like It" (three weeks) and "Get Down Tonight" (two weeks) both by K.C. and the Sunshine Band; and two weeks each for Elton John's "Island Girl" and Neil Sedaka's "Bad Blood." Reaching the top spot for a week were: "Love Will Keep Us Together" by the Captain & Tennille; "Listen To What The Man Said" by Wings; "The Hustle" by Van McCoy; "Please, Mr. Please" by Olivia Newton-John; "One of These Nights" by the Eagles; "Jive Talkin'" by the Bee Gees; "Someone Saved My Life Tonight" by Elton John; "Rhinestone Cowboy" by Glen Campbell; "Fallin' in Love" by Hamilton, Joe Frank & Reynolds; "At Seventeen" by Janis Ian; "Fame" by David Bowie; "Run, Joey Run" by David Geddes; "I'm Sorry" by John Denver; "Mr. Jaws" by Dickie Goodman; "Fly, Robin Fly" by Silver Convention; "Let's Do It Again" by the Staple Singers and "Saturday Night" by the Bay City Rollers.

Analyses of the first six months of 1976 compared with 1975 indicate an extension of this trend, with fewer records piercing the top ten in 1976 and staying longer once they do.

## Midland Expands Operations With Regional Appts.

NEW YORK — Midland International Records plans to accelerate its release schedule in 1977 by the addition of several key promotion personnel on both coasts.

Bob Reno, Midland president, said that by adding promotion directors in New England, California and New York, as well as a director of creative services and artist relations here, much of the promotional function will now be handled in-house. While Midland's distributor, RCA, will continue to provide some promotional services, Reno said, it would now be freer to concentrate on distribution for Midland. Reno said he expected an increase of at least 50% in wholesale business this year as a result of the regional promotion changes.

In addition to the personnel moves (see Executives on the Move) the company announced an expansion of its New York offices.

## Congressional Committees Plan For New Year, Issues

by Joanne Ostrow

WASHINGTON, D.C. — While there is no specific timetable for committee appointments as the 95th Congress gets underway, most members should be in place before the end of the month and the subcommittees will take shape after that. Even the number of committees and Senators' assignments is up in the air until the Senate votes on the Stevenson Proposal in mid-January. The current total of 20 Senate Communications Subcommittee members

would most likely be cut to 17, among other bureaucracy trimming involved in the proposal, and with six vacancies to fill under Subcommittee Chairman Ernest Hollings (D-S.C.), each reduction increases pressure for appointments.

On the House side, the Commerce Committee's Communications Subcommittee will need replacements for Rep. Goodloe Byron (D-Md.), who is leaving for the Armed Services Committee, and for Charles Carney (D-Ohio), who is also expected to leave.

The two to watch, according to Charles Firestone of Citizen's Communications Center, will be House Communications Subcommittee Chairman Lionel Van Deerlin (D-Calif.) and Harry (Chip) Shooshan, subcommittee counsel. They spearhead activity on an issue of chief concern: the top-to-bottom rewrite of the Communications Act of 1934. The project calls for an overhaul of the structure of decision-making in telecommunications, to cover newer issues and technologies. It will be at least two months before a draft of the rewrite is presented to subcommittee members for review.

### No Copyright Issue

With copyright no longer a legislative issue but a legal reality, other issues take the limelight as the new Congress begins. Format cases, with any new legislation on renewals (it is generally agreed that the question is likely to make it to the Supreme Court for a decision on who is to regulate program formats. The FCC has decided it cannot be the one; the law has in several

(continued on page 56)

(continued on page 18)

## American Can Co. Offers To Acquire Pickwick's Stock

NEW YORK — The American Can Company has offered to buy Pickwick International for about \$101 million.

Under terms of the proposed merger, American Can would pay \$23 a share for Pickwick's 4.4 million outstanding common shares. In comparison, The Hartz Mountain Corp. recently paid Amos and Daniel Heilicher \$14.75 per share for 450,000 shares of Pickwick stock (**Cash Box**, October 23), which gave them a 17% controlling interest in the corporation.

American Can has entered into an agreement with Hartz by which Hartz will recommend approval of the merger transaction to the board of Pickwick and will vote its shares in favor of the merger. Three designees of Hartz, including Leonard N. Stern, a member of the company's board of directors and a major Hartz stockholder,

## Two Manufacturers Sued For Illegal Frampton And Daltrey Merchandise

by Phil DiMauro

NEW YORK — Several lawsuits have been filed by firms representing Peter Frampton and Roger Daltrey against two manufacturers/distributors of accessory merchandise, alleging failure to pay royalties. The suits, commenced in New York State Supreme Court, each request five million dollars damages.

The complaints charge unlawful exploitation of the artists names and likenesses. Products involved include heat transfers and posters.

The plaintiffs are Bandana Merchandise, Inc., exclusive licensing agent for Peter Frampton, and Star Rights Co., representing Roger Daltrey. Named as defendants in each case are Wild World, Inc. of Miami, Florida and Big Shot, Inc. of

New Orleans, Louisiana, both of which manufacture and distribute personality merchandise on a nationwide basis.

Elliott Hoffman, attorney for Bandana and Star Rights, commented that "it is impossible to tell" the exact financial loss to the plaintiffs resulting from the sale of merchandise carrying each performer's likeness. "Our experience is that they keep their books and records in deliberate disorder or none at all, so that even if you get an injunction against them, when you attempt to compute the damages, it's an impossible accounting job. Many of the little head shops pay in cash. And the harder job is to estimate what it's cost you in legitimate sales. How many people would have bought the properly licensed merchandise but for the existence of the pirates?" He likened the problems to those involved in the pirating of phonograph recordings.

Hoffman pointed out that most licensing agreements, in addition to the payment of a royalty and advance or guarantee, require a careful accounting of sales by the licensee.

These lawsuits follow two actions commenced against Korvettes, Inc. and Marlboro Bookshops Corp. by the attorneys in behalf of Peter Frampton (**Cash Box**, November 27). Hoffman pointed out that in the past, certain defendants, mainly "the bigger and more reputable businesses," had made amends by voluntary consent once advised that their merchandise was not authorized. Korvettes and Marlboro have agreed to destroy the remainder of unauthorized Frampton posters that had once been sold in their stores. According to Hoffman, an out-of-court settlement is presently being negotiated.

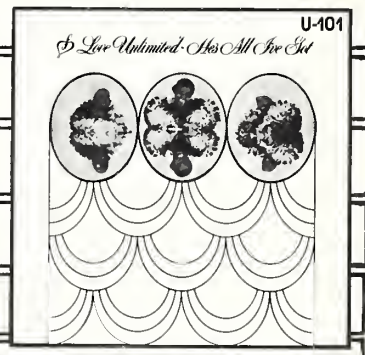
The defendants in the current lawsuits in connection with Frampton and Daltrey merchandise were served papers at the National Fashion and Boutique Show recently held in New York.



**'EVITA' IN AMERICA** — Andrew Lloyd Webber and Tim Rice recently introduced to America their new double album on MCA Records, "Evita," at a presentation at the Bar-Bizco Plaza Hotel in New York. "Evita" is based on the life of Eva Peron, wife of Argentina's former dictator, Juan. Celebrating after the listening preview are, from left: Rice; J.K. Maitland, MCA president; Webber; and Lou Cook, vice president of administration for MCA.

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**BRASS TURNS TO GOLD** — Brass Construction was recently honored at a Christmas party thrown by their record company, United Artists, at the St. Moritz Hotel in New York. Presentations which took place during the party included a proclamation that the day had been declared "Brass Construction Day" in Brooklyn, a \$1,000 donation from Brass Construction producer Jeff Lane and Moondock Productions to Jesse Jackson's Operation PUSH (People United to Save Humanity) and gold and platinum records awarded to the members of the group for their first two albums. Pictured, kneeling from left are Brass Construction members Wade Williamston, Sandy Billups and Morris Price, and producer Jeff Lane. Standing from left are group members Larry Payton, Joseph Arthur Wong, Jesse Ward, Jr. and Randy Muller; Jeff Samuels, member of A&R department of United Artists Records, and group member Wayne Parris.

## Embryo Reformed By Atlantic/Atco

NEW YORK — Embryo Records has been reactivated by Atlantic Records, which will distribute the label via the WEA Distribution Corporation and WEA International.

Herbie Mann, the original director of Embryo Records, has been reappointed to the post, effective immediately. Atlantic president Jerry Greenberg said Mann will serve as producer on all releases issued on Embryo, as he did in 1970 and 1971.

Embryo, begun as an affiliated label seven years ago to introduce new young talent, featured several jazz-rock albums by Mann, Ron Carter's "Uptown Conversation" and Miroslav Vitous' "Infinite Search." Embryo in those years was distributed by Cotillion Records.

Mann said in addition to virtually unknown artists, Embryo would now seek out established artists who could use a fresh label behind them.

## Deutch Forms Co. To Advise Pubs

NEW YORK — Murray Deutch, former chief executive officer with the New York Times Publishing Co., has formed Buttermilk Sky Associates, a professional service company for the record/film/music publishing industries.

### Will Obtain Copyrights

Deutch said Buttermilk Sky will be involved in obtaining recordings, creating new copyrights and bringing in added income to existing catalogs. He explained that the new firm will work with film producers and distributors in several areas: obtaining and recommending composers to create a score; obtaining soundtrack and single recording releases; exploiting the music in coordination with the film's release, and advising the musical director of the film. Similar services will be provided to the legitimate theatre, Deutch added.

## Kmart Plans New 55,000 Sq. Ft. Units As Adjunct To Smaller Prototype

NEW YORK — Kmart, the fast-growing 1,000 plus store chain, has announced construction of its first 55,000 sq. ft. prototype store late this year or early in 1978. Kmart spokesmen said the opening date would depend on construction schedules.

### New Models

The new 55,000 sq. ft. models, expanded versions of the current 40,000 sq. ft. units, will provide an "extra 15,000 feet for additional departments, rather than enlarging the ones that are in the 40,000 foot stores," according to a spokesman for the company. He added that there are presently music departments, which include records, in all the 40,000 sq. foot stores. The new prototypes will include home improvement

and white goods lines which cannot fit into the smaller units, he noted.

Robert Dewar, chairman of S.S. Kresge, Kmart's parent firm, told security analysts that the chain would continue opening and operating 40,000 sq. ft. stores in smaller markets, while 55,000 sq. ft. units would be targeted to borderline markets, too big for the smaller stores but not large enough to support 71,000 sq. ft. stores. Kmart has traditionally averaged about 71,000 to 96,000 sq. feet.

In addition to the new prototype stores, Kmart plans 1977 openings for 40 stores, each with at least 71,000 sq. feet and projects 30% of its future growth to the 40,000 and 55,000 units.

## Washington Forces Benson To Number 2 On CB Jazz Chart

LOS ANGELES — With 50 percent of the **Cash Box** jazz accounts reporting his album as their number one best seller, Grover Washington moves into the number one spot on the **CB** jazz chart this week, edging out George Benson's "Breezin'," an album that held that spot for the last 29 weeks. Benson, whose album debuted at #1 30 weeks ago, received number one reports from only 12 percent of the reporters.

Key accounts such as Korvettes, Music Millennium, Wide World of Music, Everybody's, Soul Shack (D.C.), Strawberries, Win One Stop, Record Masters, Streetside, Peaches (St. Louis) and Wax Museum were among those reporting number one sales on Washington's newest LP, "Secret Place," on Kudu Records.

## Janus Concludes 1st '77 Meeting

LOS ANGELES — Janus Records has recently completed its first company meeting in Lake Tahoe, California. Ed De Joy, vice president and general manager of Janus, praised the efforts of his staff in breaking Al Stewart's "Year of the Cat" album which recently became gold. Jack Woodman, vice-president of sales for GRT Music and Tapes, speaking on behalf of GRT Corp., commended the work of all at Janus for a very profitable year. Albums by Molkie Cole, Charlie and Steve Hill, all of whom recently signed with Janus, were previewed at the meeting.

## Campbell Signs For 15th Year At Capitol

LOS ANGELES — Capitol Records will release Glen Campbell's new "Southern Nights" album in March as part of an exclusive, long-term recording agreement he has re-signed. The 1977 contract marks the 15th year Campbell has recorded for Capitol.

## Mercury Discounts 7 Singles, Catalog

CHICAGO — Seven new singles in the Mercury pop and country Celebrity Series will be part of a 10% discount program from Mercury Records. The cash discount, in effect through Feb. 28, will apply to the entire 121-piece singles catalog as well as the new releases from Thin Lizzy, 10cc, Ohio Players, Tom T. Hall, the Statler Brothers, Johnny Rodriguez and Cledus Maggard.

## Love, White LPs Due From 20th

LOS ANGELES — Love Unlimited's "He's All I've Got" and Tony Joe White's "Eyes," both on 20th Century Records, are scheduled for release late this month.



**CBS RECORDS** hosted their annual New Year's party in Los Angeles recently, and CBS executives from New York flew in to join the fun. Artists from CBS and non-CBS labels were there, as well as industry executives on the manufacturing and artist sides. Seen at the party, top row (l to r) are: Bruce Lundvall, president of CBS Records, with Mary Kay Place; Bill Graham, Carlos Santana and Don Ellis, national vice president of Columbia A&R; Jerry Goldstein, Far Out Productions; Irving Azoff, manager of Boz Scaggs; Walter Yetnikoff, president of CBS Records Group; Boz Scaggs and Paul Ahern, manager of Boston, Lenny

Petze, vice president of Epic A&R; Mark Jones, son of Tom Jones; Ron Alexenburg, senior vice president of Epic; Tom Jones and his manager, Gordon Mills. Bottom row (l to r) are: Burton Cummings, Phoebe Snow and her producer, David Rubinson; Lundvall and Wah Wah Watson; Ellis; Larry Fitzgerald, president of Caribou Management, and Tom Jans; Yetnikoff with Joe Jackson, father/manager of The Jacksons; Shep Gordon, manager of Burton Cummings, Larry Harris, vice president and general manager of Portrait Records; Burton Cummings and Ron Alexenburg.

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## CBS Plans Natl. Marketing Meetings To Be Held In Atlanta This Week

NEW YORK — CBS Records will hold its annual national marketing meetings in Atlanta January 27-30. The meetings of executives from all CBS Record branches around the country will feature sales, promotion and merchandising seminars, product presentations and performances by various CBS artists.

Jack Craig, senior vice president and general manager of marketing for CBS Records, and Paul Smith, vice president of

marketing for branch distribution, will chair the week's activities.

Speakers for the week will include Walter Yetnikoff, president of CBS Records Group; Bruce Lundvall, president of CBS Records division; Craig; Ron Alexenburg, senior vice president of Epic Records and associated labels; and Tony Martell, vice president and general manager of associated labels. Smith will be the keynote speaker.

## Schlachter Forms Prelude Records

NEW YORK — Prelude Records has been formed by Marvin Schlachter, with his imminent departure from ATV/Pye Records.

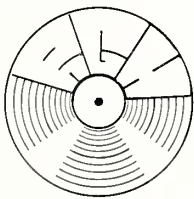
Schlachter said his agreement with Pye calls for the termination of his contract and the acquisition by Prelude of Pye's most recently signed artists. That list includes Silk, Jumbo, Broadway, 9th Creation and Lorraine Frisaura. Although Jumbo and Frisaura have had albums released on the Pye label, those releases will be recalled by Pye and re-released on Prelude.

Schlachter indicated that most Prelude releases will be distributed domestically by the same companies that handled Pye, although distribution details are still being worked out. Distribution outside the U.S. will be handled by RCA International.

Stan Hoffman will be joining Schlachter in the formation of Prelude.

## ZZ Top LP Goes Gold

NEW YORK — ZZ Top's fifth album, "Tejas," on London Records, has been certified gold by the RIAA.



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## Eagles Catalog Waits For The Right Key To 'Hotel California'

NEW YORK — Holders of the keys to "Hotel California" may win 10 free albums, including the Eagles catalog, in a special promotion currently underway at 10 Disc Record and Tape shops in Missouri, Indiana and Kentucky.

According to Gary Arnold, midwest regional manager for the chain, each of the approximately 125 Eagles' "Hotel California" albums in each store has a hotel key and tag shrink wrapped to its cover. Album buyers may try the key in the hotel door display. Two or three keys in each store will open the door, behind which are the Eagles catalog and assorted other Elektra/Asylum LPs.

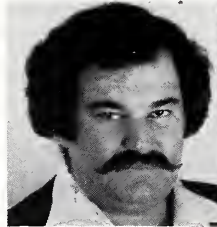
Arnold said this is one of several "Hotel California" promotions his stores are now running. Included in the giveaways are "Hotel California" ashtrays.

The hotel key promotion, which began January 17, is strictly in-store, and is designed to "put something more on the album," Arnold said. He added that the promotion would run three to four weeks, depending on consumer response.

## TA Corp. Nets \$113 Mil. In 1976

LOS ANGELES — The Transamerica Corp. last week released revenue figures reporting 1976 revenue from all operations was \$2.73 billion and 1976 net income was \$113 million. Both amounts were up from 1975 figures of \$2.4 billion in total revenue and \$73 million in net income. John Chase, public relations officer for Transamerica in San Francisco, said no line-by-line figures for the company's various subsidiary companies were available yet.

## EXECUTIVES ON THE MOVE



Klenfner



Mollica



Young



Kalodner

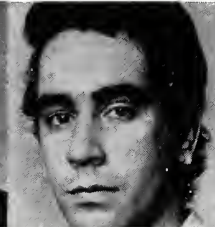
**Klenfner Promoted At Arista** — Michael Klenfner has been promoted to the newly created position of vice president, promotion and artist management at Arista Records, where he will be responsible for directing an increased national FM promotion effort. Klenfner, who began his career in the music business as part of the staff at the Filmore East, has also served as music director at WNEW-FM and as director of FM promotion at Columbia Records.

**A&M Names Mollica** — Pete Mollica has been appointed to the newly created post of assistant national promotion director of A&M Records. He was A&M's local promo man in New York City for the past three years, and will headquarter in A&M's home office in Los Angeles.

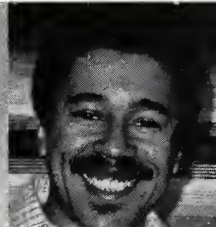
**Young To WB** — David Young has joined Warner Bros. Records' national promotion office in a national album promotion capacity. Young comes to Warner Bros. from Capricorn Records where he served as national sales manager for the past three years.



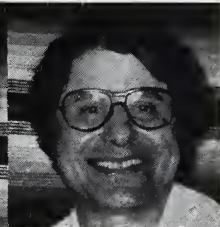
Schoenbaum



Silva



Jackson



Anger

**Management Changes At Midland** — Midland Records has expanded its staff with the signings and promotions of several key executives on both coasts. Ed O'Loughlin, who acquired Carol Douglas and Silver Convention recordings for the label, has been named executive vice president of all Midland companies. Denny Zeitler will be west coast promotion director, giving the company its first presence there. Lois Kennedy has been appointed Midland's promotion director for the New England area, headquartered in Boston. Harry Spero has been named director of creative services/artist relations in New York. In addition, Noel Love has been named vice president and general manager of Midland and Howard Rosen has been named vice president and director of promotion (**Cash Box**, January 15).

**Promotions At Atlantic** — John David Kalodner, former pop A&R/product manager for Atlantic, has been named west coast director of A&R; Raymond Silva, former Jazz A&R/product manager, has been named east coast director of A&R; and Mitch Schoenbaum joins the staff as pop A&R/product manager. Prior to this appointment, Schoenbaum spent 3 years at Chappell Music, where he served as general professional manager.



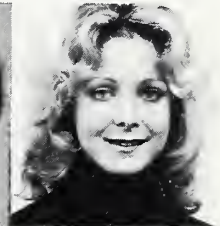
Jaffe



Jackson



Proffer



Emmer

**Martucci To Roulette** — Mike Martucci has been named sales manager of Roulette Records effective February 1. With this appointment, Martucci leaves Arista Records where he was singles sales manager for the past two years. Prior to his employment at Arista, he worked at **Cash Box** for 17 years.

**Polydor Announces Appointments** — Harry Anger has been promoted to the position of marketing director of Polydor Inc. He joined Polydor in August, 1976 as national sales director, coming from Discount Records where he served as general manager for two years. Jerry Jaffe has been named publicity director, moving over from the promotion department, where he was national special projects manager since coming to Polydor in June, 1976. Keith Jackson has been appointed national R&B promotion coordinator, where he will be working with the company's local and regional promotion staff on all R&B product.

**Phonogram Names Raphael** — Ron Raphael has been appointed as Phonogram/Mercury's western regional promotion manager. For the past two years he has served as the Phonogram/Mercury promotion manager in the Dallas marketing area.

**Jackson Joins Lifesong** — Wynn Jackson has joined Lifesong Records as director of promotion, southern region. Jackson, who has worked for a number of companies in the southern area of the country, will be based in Atlanta.

**Promotion At Janus** — Michael Plummer has been named to national album promotion director for Janus Records. He has been with Janus Records for three years as west coast regional promotion man. Chuck Reichenbach has been advanced to west coast regional promotion man. He has been with Janus Records for two years and previously held the position of local promotion man for California.

**ATV Pacts Proffer** — ATV Music announces the signing of a worldwide songwriting and co-publishing agreement with independent record producer Spencer Proffer and his publishing company, SashaSongs Unlimited. Proffer was formerly national executive director of A&R at United Artists Records.

**Emmer Upped At 20th** — Susan Emmer has been appointed to the position of publicity coordinator. She has been associated with 20th since 1975 where she was previously an assistant in the artist relations department.

(continued on page 16)

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**SURPRISE FETE FOR WEXLER** — Jerry Wexler was given a surprise 60th birthday party recently at New York's Hotel Carlyle. Among the many guests in attendance were, top row, from left: Wexler with Paul Simon, Ringo Starr; Wexler and producer Mike

Stoller. Bottom row, from left: Wexler, Nesuhi Ertegun president of Warner/Elektra/Asylum International and Jack Hooke; and Wexler, Milt Gabler, Larry Uttal, president of Private Stock Records and George Simon.

## London Slates Heavy Promos For ZZ Top Tour

NEW YORK — ZZ Top's "Worldwide Texas Tour" will return to the road January 28 after a two-month break. Initial dates include Cincinnati's Riverfront Stadium January 28, Detroit's Cobo Hall February 3, and Chicago Stadium February 5.

London Records plans promotional support of the tour to boost sales of the group's latest LP, "Tejas." In addition to a two-stage radio and print ad program, the label plans contests and drawings tied in with 31 Korvettes stores and radio stations in over 50 markets.

Bernie Oshin of Korvettes' promotion department said in-store promotions include large displays and sales of group photos, with awards for the best display going to store personnel. In addition, customers in each store may register to win the entire ZZ Top catalog.

## AFE Debuts 14LPs

NEW YORK — Audiofidelity Enterprises is releasing 14 new albums, including two debut albums on the company's new label division, Image Records.

Debuting on Image are "The Lady Wants To Be A Star" by Martee Lebons and "Beauty And Soul" by Jimmy Dockett.

Chiaroscuro, AFE's jazz label, is releasing four LPs, including the Gerry Mulligan Sextet's debut, "Idol Gossip." Other jazz releases are "Jazz Party Time" by the Buck Clayton Jam Session, and "Snake And Rag" and "Great Alternatives," both by Louis Armstrong and the Dukes of Disneyland.

On the Audiofidelity label the company is releasing Hildegard's "What I Did For Love." Also on the label are "Goodness" and "Hirt... So Good" both by Al Hirt, His Trumpet and Orchestra.

Three jazz and two classics are being released on the AFE-distributed MPS/BASF label. The jazz LPs are "Wham" by Clark Terry Live at the Jazz House; "The Day After" by the Rolf Kuhn Group featuring Phil Woods; and "Helen 12 Trees" featuring Charlie Mariano.

The BASF classics are "French Chansons" featuring Dietrich Fischer-Dieskau and Wolfgang Sawallisch; and Mozart's "Bastien Und Bastienne" featuring Walter Berry, Claes Ahnsjo, Leopold Hager and Edith Mathis.

## Pickwick Sets Dividend

WOODBURY, N.Y. — Pickwick International has declared a regular quarterly dividend of \$ .05 per share.

## EXECUTIVES ON THE MOVE

(continued from page 14)

**Cordell Named At Chappell** — Ritchie Cordell has been appointed as a professional manager to the Chappell Music staff in New York. His duties include the signing and development of writers, writer/artists and self-contained groups.

**Capitol Promotes Steel** — Tracy Steele has been promoted to the newly-created position of coordinator of A&R components & special projects at Capitol Records. She joined Capitol in September, 1973, and has worked as both an A&R secretary and coordinator of independent labels.

**Molloy To 20th** — Frank Molloy has been named to the position of director of business affairs at 20th Century Records. Before joining 20th Century, he was an attorney with MCA Records for two and a half years.

**Lloyd To Backstage** — Johnny Lloyd has been appointed vice president of promotion and special projects for Backstage Management, where he will work closely with the labels of Backstage acts.

**Willen Joins Festival Calliope** — Phil Willen has joined Festival/Calliope Records as vice president in charge of marketing and sales. He was formerly western regional marketing director for Pickwick International Productions.

**Gardner Joins BNB** — Michael Gardner, ICM executive, resigned after 12 years' tenure to join BNB Assoc., Ltd. While with ICM he headed up the agency's concert division on the west coast.

**Glaseman Joins All Label** — Bill Glaseman has been appointed as vice president, general manager of All Label Record Service, Inc. Prior to joining All Label, he was associated with

(continued on page 18)

## Sonderling To Buy WDAS For \$4 Million

LOS ANGELES — Sonderling Broadcasting Corp. has agreed to purchase WDAS AM & FM radio stations in Philadelphia from Max M. Leon, Inc. for "between \$4 and \$4½ million dollars," according to Sonderling controller Alan Jacoby.

Sonderling has also agreed in principle to borrow an additional \$2.5 million from Massachusetts Mutual Life Insurance Co. in an organizational restructuring move. The additional loan money will increase Sonderling's present debt to \$5 million, which is to be repaid in 10 equal annual installments beginning in 1981. Jacoby said that during the first three years of repayment, there would be no principle involved.

The sale is now pending approval by the Federal Communications Commission.

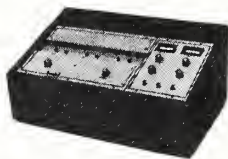


**SAN FRANCISCO SWITCH** — KFRC, San Francisco, presented Howard Smiley with the #1 music award for K.C. & The Sunshine Band's "That's The Way I Like It." Seen at the presentation (l to r): Dave Sholin, KFRC music director; Phil Pruski and Freddie Auner of Pacific Record & Tape Distribution Promotion; Bill Pfordresher, regional promotion and Howard Smiley, general manager of T.K. Records.

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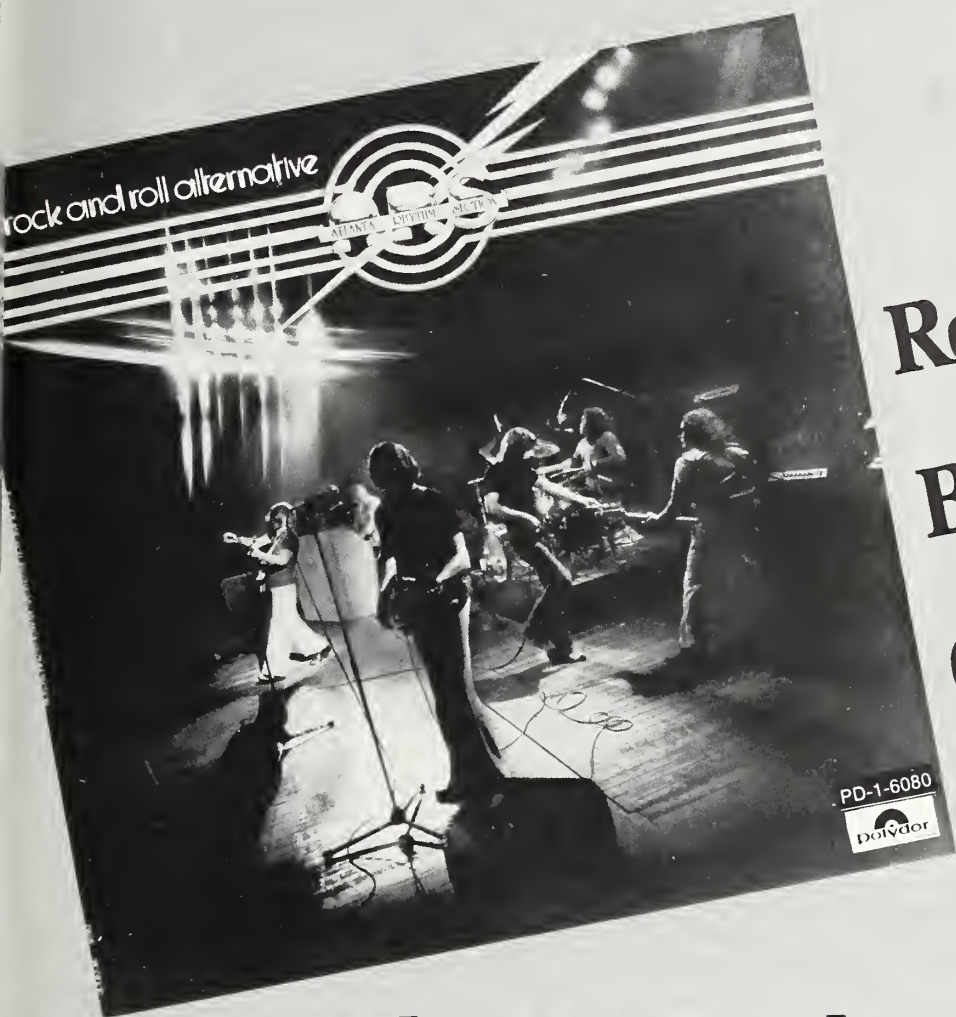
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## LOOKING AHEAD TO TOP 100

- 101 **SWEET DREAMS**  
(Acuff-Rose — BMI)  
EMMYLOU HARRIS (Reprise RPS 1371)
- 102 **HA CHA CHA (FUNKTION)**  
(Desert Moon/Jeffmar — BMI)  
BRASS CONSTRUCTION (United Artists XW 921)
- 103 **SUMMER SNOW**  
(W.M.O.T./Friday's Child — BMI)  
BLUE MAGIC (WMOT/Atlantic 4003)
- 104 **ISN'T IT A SHAME**  
(Hastings — BMI)  
LABELLE (Epic 8-50315)
- 105 **FEELINGS**  
(Fermata — ASCAP)  
WALTER JACKSON  
(Chi-Sound/UA CH 17599)
- 106 **BE MY GIRL**  
(Electrocord — ASCAP)  
MICHAEL HENDERSON (Buddah BDA 552)
- 107 **ARE YOU READY FOR THE COUNTRY**  
(Silver Fiddle — BMI)  
WAYLON JENNINGS (RCA PB 10842)
- 108 **ROUND THE WORLD WITH THE RUBBER DUCK**  
(American Gramophone — SESAC)  
C.W. McCALL (Polydor 14365)
- 109 **ASHES AND SAND**  
(Rivers — ASCAP)  
JOHNNY RIVERS (Soul City 007)
- 110 **BLESS THE BEASTS AND CHILDREN**  
(Screen Gems-EMI — BMI)  
BARRY DEBORZON & PERRY BOTKIN JR.  
(A&M 1890)

## Committee Plans

(continued from page 10)

cases ruled to the contrary); access to media, independent funding of public television; and the "Bell Bill," are uppermost on the minds of several industry spokesmen.

The Consumer Protection Communications Act of 1976 (nicknamed the Bell Bill and carried over to this Congress) seeks to set forth as a matter of Congressional policy that there be one dominant telephone communications system in the country. Of course that's AT&T. The opposition is strong, including most notably the independents who provide alternate communications systems such as landlines or microwave dishes for television transmission; the National Cable Television Association; a number of consumer groups and a fair number of legislators on the Hill. The National Association of Broadcasters has taken no position so far, and will do so only when the bill goes to hearings.

### 'Rough Sledding'

Bill Carlisle, vice president for government relations for the NAB, anticipates "very rough sledding" for the bill in Congress. He will not speculate which side the NAB would take, saying "we don't usually support monopolistic practices, which is what some people have called this but we've worked closely with AT&T" and considered them friends in the past.

A spokesman among the bill's opponents said the NAB is likely to take sides against the bill eventually, if only to keep the rates down for NAB members.

## GRT's Dec. Up By 10%

SUNNYVALE, CA — December tape sales for GRT Music Tapes exceeded GRT's previous December by 10% and established it as the best tape sales month in the company's history. The increase was attributed to new product releases.

## NARM Panel Studies 'Black Is Beautiful'

CHERRY HILL, N.J. — A special program, "Black Is Beautiful . . . Bottom Line," will be presented at the general business session of the NARM convention at the Century Plaza Hotel in Los Angeles on March 6.

The session will examine what is currently called "black music" and take a look at the black consumer.



**BENEFIT AT CHANDLER PAVILION** — Jethro Tull became the first rock group to play a benefit concert for Los Angeles' Music Center on Jan. 16 when the band played to a full house at the Center's Dorothy Chandler Pavilion. Discussing the benefit from left are



Tull's Ian Anderson, Shona Anderson, Mrs. Dorothy Chandler, and Cash Box president and publisher George Albert. In second photo from left: Jeff Wald and Helen Reddy, Mrs. Chandler and Terry Ellis, president of Chrysalis Records.

## Anti Terms Radio Meet A Success; Wichita Is Chosen As Site For 1977

LOS ANGELES — Terming the Southeast Secondary Radio Conference held recently in Birmingham a "huge success," Don Anti, of Anti-Muscolo Productions, cited the mood of those attending along with the easy accessibility of all participants as the two main positive factors behind the two-day meetings. "The planning board worked very hard in making this conference one that allowed individuals to voice their opinions without being intimidated," Anti noted. "We had great panelists and great moderators. I guess the only thing I could have possibly asked for would have been more people."

Anti, who served as moderator of the

trade panel meetings that included Cash Box editor-in-chief Gary Cohen, said "lyric content" of records as well as the "rack situation" provided two very interesting topics during the affair.

Revealing to Cash Box that the next conference set up by him and Tony Muscolo would be held June 17-19 in Wichita, Anti said it would involve such states as Kansas, Oklahoma, Missouri, Arizona, New Mexico and northern Texas. "The main idea is to get an ideal central location so that people who have to pay for these conferences themselves can easily drive to them. Wichita will provide us with that central area," he concluded.

## Cold And Snow Hurt Retailer's Sales

(continued from page 9)

store. By Thursday morning the temperature had climbed to +5 degrees. Store traffic, he said, which had been nonexistent Monday through Wednesday, was picking up Thursday as a result.

The main store was forced to close two hours early on one night this week. Likewise, other chain stores in the area also had early closings.

### Marked Improvement In Weather

In Ohio, however, retailers found this week's chill a marked improvement over the previous week's snowfall. Bess Jauch, manager of the record department of Swallens, Redbank store outside Cincinnati, said snow on Friday, January 14, had forced her store to close at 2 p.m., seven hours early. In Columbus, she said, snow conditions were the worst, forcing several early Swallens closings. "The combination of our inventory and this weather makes it (sales) doubly bad," she concluded.

### Northeast Conditions

In the northeast, the cold wave and a couple of recent snowstorms have had an adverse affect on business, but not to the extent observed in other areas. For example, according to John Baier, manager of King Karol's store in midtown Manhattan, the weather has had "some, but not all that bad" an effect on business. "The first day, when it was cold, business was down. But other than that, it really didn't mean that much." Likewise, a spokesman for Sam

Goody in Paramus, N.J. indicated that his store's business has not been especially affected by the cold.

On the other hand, Peter Paul, manager of Sam Goody's west side store in Manhattan, stated that, since the cold wave began, business "has slowed down tremendously." He speculated that Sam Goody stores in heated suburban malls haven't suffered any loss at all; "but out here on 49th St., it's a little walk in the cold."

### More Snarled Traffic

In Philadelphia, Dennis Horn, manager of one of Jerry's Records' five stores, explained that cold weather snarled traffic, "but our business seemed to be maintained. We have our regular customers who live and work in the area that still came in."

An opposite viewpoint was expressed by Valerie Kargher of Richman Bros., a one-stop in Philadelphia which owns the Sound Odyssey stores. The cold wave "has hurt," she said. "Business has been really slow with this bad weather. People are just not coming out. Our accounts are coming in to pick up their merchandise; however, the orders have been minimal."

Sales were off an estimated 25% at Waxie Maxie's in Washington, D.C. for three days this week. Bob Boilen, warehouse manager for the 15-store chain, commented, "Sure, things are pretty sad. It's been bitter cold all week, five to ten degrees, plus things are always slow at this time of year, anyway."

## Executives On The Move

(continued from page 16)

Decca-MCA Records for a period of 43 years, having been with that company since its inception.

**Gibney To AFE** — Cathy Gibney has been named coordinator of national promotion at the recently established new labels and talent division of Audiofidelity Enterprises. She spent the past two years with the Polydor Inc. organization in New York, where she served as administrative assistant to the director of promotion, and later, to the director of national singles promotion.

**O'Brien Named At Passport** — Walter O'Brien has been named to the newly created position of label manager, Passport Records. He previously worked with Passport's parent company

(continued on page 20)

## Accounts Plan Dual Pricing For WEA Albums

(continued from page 7)

getting higher quality in records. The quality is not increasing. In fact, many people think it's decreasing, and they're getting a lot less for their money."

Owens thinks that even an 18 cent increase will make her customers more selective in their buying habits. "People are going to have to get a lot more selective about what they're going to buy because it costs so much more. They're also going to be a lot more particular about the quality. If the quality remains as poor as it is, or decreases, the people will keep bringing them back until they get something that is worth what they're paying for."

"People here are very adamant about that," Owens added, noting that increased returns "are a hassle for us, but they're going to do it." Owens singled out defects such as background hiss, warping and recycled vinyl as principal reasons her customers return records, noting that higher prices will increase returns. "Sometimes they can even tell it's recycled, because there are little flecks of paper stuck into the pressing."

### Hates To, But Will

Dick Mitchell, owner of Dick's Records one-stop in Boston, said he will wait until Feb. 1 before implementing a dual price system. "By then, if the other companies haven't gone along with WEA, I'll set up separate pricing. I'd hate to do it, but I'd have to."

Mitchell said he hopes either WEA "will rescind their increase or everyone else will go up, so prices will be uniform."

He said the reason he is waiting is that should the other companies raise their prices in a short time, he doesn't want to send announcements of one price increase now, then another in a few weeks.

But Mitchell said he would not raise all prices because one company boosted its price. "That would be ripping off our customers. When I do raise the WEA price I might take the opportunity to make up for their last price increase which I absorbed." As a result, Mitchell said he would add the four-cent increase from the last time costs went up to the present 11-cents extra cost and charge 15 cents more for all his WEA products.

"I can't absorb a 25% increase on a third of my business."

### 'Might Wait Longer'

Martin Gary, owner of Gary's Records in Richmond, Va., said he "might wait a little longer than the first of the month," before starting a two-tier system, "but if WEA's products cost 15 cents more than everyone else's we certainly will do it." Presently, Gary's charges the same for WEA's records because "we're still in the process of reviewing."

# Classical Reviews

**PIANO CONCERTOS NOS. 14 and 24 by Mozart.** Murray Perahia, piano; English Chamber Orchestra. Columbia M 34219 — List: \$6.98

Perahia's brilliant technique and his winged, effervescent style make him an almost ideal Mozart interpreter. His exquisite sense of timing in the slow movements of these concertos recalls the elegant playing of the late Geza Anda. With excellent performances by the English Chamber Orchestra thrown into the bargain, this is an album that should not be missed.

**POLONAISES by Chopin.** Maurizio Pollini, piano. DG 2530 659 — List: \$7.98.

Pollini's traversal of seven Chopin polonaises evidences great maturity and assurance. Unlike Garrick Ohlsson in his recent Angel recording of the complete polonaises, Pollini knows when and how to use rubato and how to handle sudden tempo changes. In Pollini's interpretation, the outer sections of the E flat minor ("Serbian") polonaise cut as keenly as the winter wind; and his version of the familiar polonaise in A flat major ("Heroic") is simply grand.

**ANNEES DE PELERINAGES — DEUXIEME ANNEE: ITALIE by Liszt.** David Bean, piano. ABC Westminster Gold WGS-8339 — List: \$3.49.

"Deuxieme Annee: Italie," the most popular volume of "Annees De Pelerinages," includes a great deal of lovely, reflective music, yet it has been recorded even less often than the "Transcendental Etudes." To his versions of this neglected masterpiece, American pianist David Bean brings dazzling virtuosity and a telling, poetic style. Despite some surface noise on the disc, it is a good bargain at its budget price.

**Perahia Plays and Conducts Mozart**

Piano Concerto No. 14 in E-Flat Major, K. 449  
Piano Concerto No. 24 in C Minor, K. 491  
English Chamber Orchestra



CHOPIN: POLONAISES  
MAURIZIO POLLINI

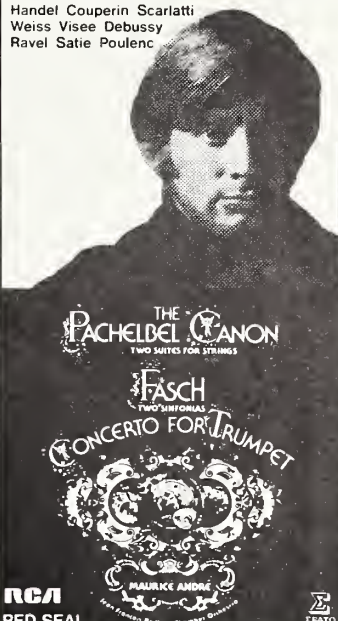


FRANZ LISZT 1811-1886  
ANNEES DE PELERINAGE  
DEUXIEME ANNEE: ITALIE  
DAVID BEAN, PIANO



**PARKENING AND THE GUITAR**

music of two centuries:  
Handel Couperin Scarlatti  
Weiss Visee Debussy  
Ravel Satie Poulenc



THE PACHELBEL CANON  
TWO SUITES FOR STRINGS  
FASCH  
CONCERTO FOR TRUMPET  
MAURICE ANDRE  
RCA RED SEAL

DORATI  
Orff  
CARMINA BURANA  
Royal Philharmonic



**PARKENING AND THE GUITAR.** Christopher Parkening, guitar. Angel S-36053 — List: \$6.98.

A student of Segovia who has clearly taken the master's lessons to heart, Parkening seems to enjoy greater popularity with each album he records. The reason is not hard to find in this collection of baroque and French impressionist pieces, imaginatively selected and beautifully performed. Highlights of the album include Alessandro Scarlatti's "Preambulo" and "Allegro Vivax" and Parkening's transcription of a "Giga" by Sylvius Leopold Weiss.

**CANON IN D, SUITE IN B-FLAT and SUITE IN G by Johann Pachelbel; CONCERTO IN D FOR TRUMPET AND TWO OBOES and SINFONIAS IN C AND A by Friedrich Fasch.** Maurice Andre, trumpet; Pierre Pierlot and Jacques Chambon, oboes; Paillard Chamber Orchestra, Jean-Francois Paillard, conductor. RCA FRL 1-5468 — List: \$7.98.

Although the pizzicato accompaniment here seems unique to this arrangement of Pachelbel's much recorded "Canon," the Paillard players deliver a very fine reading of the work. In addition, their versions of two suites by Pachelbel will be welcomed by listeners who have wondered what else this composer wrote besides the "Canon." Unsurprisingly, Maurice Andre plays superbly in the trumpet concerto; and Fasch's little-known "Sinfonia in G" turns out to be a very strong piece.

**CARMINA BURANA by Carl Orff.** Norman Burrowes, Louis Devols, John Shirley-Quirk, the Royal Philharmonic Orchestra, Antal Dorati, conductor. London SPC 21153 — List: \$6.98.

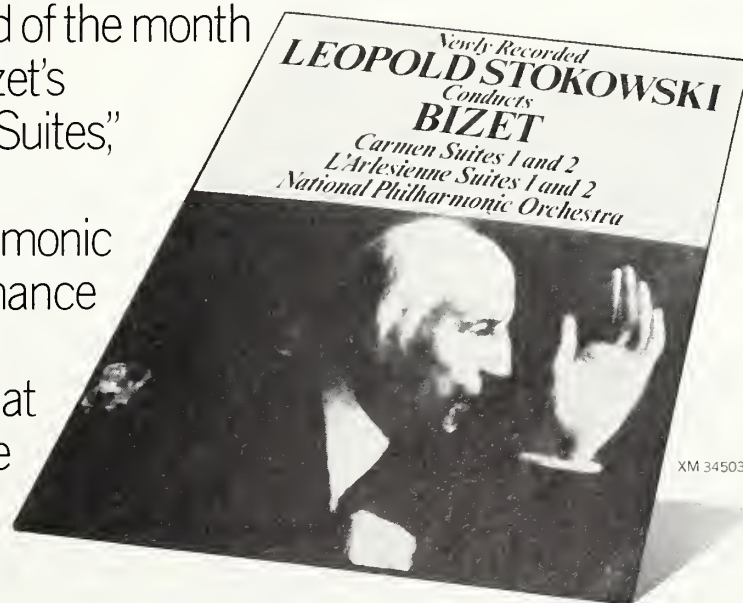
Orff's masterpiece has never received a more exciting or lively interpretation than the one on this well-engineered LP. Tempos tend to be on the brisk side, but the meditative quality that imbues much of the work comes across well. All three soloists give readings that are both dramatically convincing and musically satisfying.

## The new record of the month is the bargain of a lifetime!

Leopold Stokowski conducts Bizet: "Carmen Suites" and "L'Arlésienne Suites."

Columbia Masterworks' new record of the month is a specially-priced recording of Bizet's "Carmen Suites" and "L'Arlésienne Suites," conducted by Leopold Stokowski. Stokowski and the National Philharmonic Orchestra deliver a brilliant performance of these all-time favorites, with the same verve and dynamic energy that characterize the careers of both the conductor and the composer.

On Columbia Records and Tapes.





**ABC NIGHT AT THE TROUBADOUR** — ABC recording acts John Handy and his group *Hard Work*, and *Street Corner Symphony* previewed their upcoming albums at Los Angeles' *Troubadour*. Pictured after the session are (front row l to r): John Handy IV of *Hard Work*; and *Street Corner Symphony* members Jesse Harris, Luigi Smith, Maurice Chestnut, Lawrence Miller and Milton Hayes. Back row (l to r): John Brown, national director of promotion, R&B; Al Lewis, director of special projects, R&B; Belinda Wilson, west coast promotion director, R&B; Don England, vice president, sales and distribution; Herb Belkin, vice president, creative services & marketing; Chuck Fassert, west coast crossover promotion, R&B, pop, all of ABC Records and Jay Morgentern, president, ABC music.

## Executives On The Move

(continued from page 18)

poration, Jem Records, as national promotion director, and most recently served in the same capacity for ATV-Pye Records.

**Tomlinson To Jem** — Pete Tomlinson has been named national FM promotion manager for Jem Records. Tomlinson comes to Jem from several years of freelance journalism, writing for, among others, *Phonograph Record* magazine and *Creem*.

**Appointments at WEA** — WEA has announced the appointment of 19 promotion personnel throughout the nation. The new promotion men's responsibilities will include introducing new product to radio, television and print media and will be heavily involved with local artist relations duties.

In Dallas, branch manager Tom Simms made the following appointments: Bruce Boyd at Atlantic (Dallas) — most recently he was WEA branch promo mailroom clerk; Todd Galli at Atlantic (Houston) — he is a 4½ year veteran of the branch having previously worked in display, inventory and sales; Chris Uncangco to Atlantic (New Orleans) — he was transferred from the Atlantic post in Philadelphia and Steve Tucker to Elektra/Asylum (New Orleans) — he previously was Melody Shop retail store manager.

In Chicago, branch manager made the following appointments: Sam Kaiser — he is currently holding down the Elektra/Asylum & Atlantic slot, but formerly was with radio station WDBR (St. Louis); Steve Goralsky to Warner Bros. (Chicago) — he was formerly responsible for Elektra/Asylum; Ray Schnepf to Warner Bros. (Kansas City) — he was singles action specialist at Chicago branch; Kenny Nowak to Elektra/Asylum (Chicago) — he was marketing coordinator of WEA Dallas branch; Greg Lewis at Atlantic (Chicago) — he will supervise R&B duties and John Nance at Warner Atlantic (St. Louis) — most recently he held promo posts with indie distributors.

In Boston, branch manager Don Dumont appointed Herb Green at Atlantic (Boston). He was promoted to Boston from Hartford.

In Cleveland, branch manager Mike Spence has appointed the following personnel: Mark Wallace at Warner Bros. (Pittsburgh); Thom Heil to Atlantic (Cincinnati) — he moves over from retail management of Biddles Sight'n Sound and Ted Joseph at Warner Bros. (Detroit) — he will concentrate on R&B media and is a veteran of promo stints with indies.

In New York, branch manager George Rossi appointed Bill Cataldo at Atlantic (New York) — he is the former promo rep of Atlantic and Elektra music in Miami.

In Philadelphia, branch manager appointed the following personnel: Barry Terry at Warner Bros. (Baltimore/D.C.) — Terry comes from Sam K retail operation and will handle R&B stations and Rick Alden to Atlantic (Philadelphia) — Alden is a former RCA promo man and will concentrate on pop promo.

In Atlanta, branch manager Bill Riggs appointed the following personnel: Curtis Jones to Warner Bros. (Atlanta) — a veteran of Lifesong and Shelter Records, Jones will be taking care of promotion for local pop stations; Marty Schwartz to Elektra (Miami) — after serving as promotion man for Tone Distributors, Schwartz replaces Bill Cataldo in Florida; Rob Senn to Atlantic (Charlotte) — Senn comes to WEA from Columbia Records; Mike Preger to Atlantic (Miami) — Preger was previously involved with promotions for local television; Everett Smith to Atlantic (Charlotte) — Smith is an R&B specialist who leaves Cotillion Records to join WEA and L.C. Sneed to Warner Bros. (Miami) — previously in independent promotion, Sneed now handles R&B promotion in Miami.

In Los Angeles, branch manager Russ Bach announced the appointment of Steve Rowland to Atlantic (Los Angeles) — Boyd had been running promo duties for RCA, now he'll be heading up pop promotion efforts on behalf of Atlantic in the L.A. market.



**SPANKY TO ABC** — ABC Records has announced the signing of Spanky McFarland to a recording contract. Pictured at the signing (l to r) are: Al Schlesinger, Spanky's attorney; Spanky McFarland; Jerry Rubinstein, chairman of the board of ABC Records; Larry Gordon, Spanky's producer; Eddie Wenrick, Spanky's manager and Jim Moore and Nigel Pickering, members of *Our Gang*.

**EAST COASTINGS** — To be rock and roll or not to be? That isn't the question, according to **Andrew Lloyd Webber** and **Tim Rice**, the erudite composer/lyricist team that virtually defined the term "rock opera" when their "*Jesus Christ Superstar*" quickly became successful in 1970. Their new work is "Evita," an opera based on the life of Eva, the second wife of Argentina's dictator **Juan Peron**. While the immediate publicity surrounding the work has focused upon whether "Evita" qualifies as a rock opera, the two gentlemen insist that "it's not deliberately aimed at anybody." Webber recalled a discussion broadcast over British radio where one debater went to ridiculous lengths to prove, because of certain rhythmic patterns used, that some of **Bartok** qualifies as rock and roll.

For now, the two are confident that "Evita," despite its more esoteric sections, has proven itself a commercially appealing piece of music and literature. The single "Don't Cry For Me Argentina" was well into the top ten of both British charts at last look, recalling "I Don't Know How To Love Him," the hit single that was one of the biggest factors in the success of "*Jesus Christ Superstar*." "Evita" has not been performed on stage or screen as yet, and the authors informed us that this time around, they will "insist on a more genuine rather than theoretical control" over the eventual staging of the work, which they feel "is written more for those media (live or filmed performance)." Asked whether they would once again work with **Robert Stigwood**, who produced the "*Superstar*" performances, Webber stated that Stigwood was "impressed and interested" with the work, though he certainly would allow them to take any route they desired. (Stigwood owns the firm that handles Webber & Rice's personal management.) The composers explained that they were dissatisfied with certain aspects of the live performance of "*Superstar*" because it was such an "unexpected success." Neither of the men had had any experience with staging a show as they rushed into that production, therefore necessitating that they learned as they went along. Was the success of "*Superstar*" really that surprising? "We didn't know America," quipped Rice.

**FRIEDMAN FROLICS** — **Dean Friedman**, a new songwriter/performer whose first album will be released on Lifesong Records in February, performed before a small gathering at the Riverside Drive apartment of Lifesong vice president **George Brown** last week. With his uniquely downtrodden sense of humor, Friedman lamented that his hometown of Paramus, New Jersey didn't lend itself to the romantic moods created by, let's say, **Asbury Park**. He then performed "Ariel," a true-to-life love song filled with uplifting energy, though characterized by the type of detail that brought the story down to earth. As a lyricist, Friedman's greatest talent seems to be his ability to transform small pieces of fact and experience into verses of song, whether it be a humorous treatment of sado-masochism, or a confused look at the tragic results of a mental disturbance. These intelligently adult verses are delivered through music of an equal degree of sophistication, melodies that are memorable yet never mindlessly repetitive. When he takes to the road, Friedman (whose career is directed by Bottom Line Management) will perform solo on acoustic guitar and piano for about half his set, and be backed by a small band for the remainder.

**BREEZIN' THROUGH** — **George Benson** invited **Bobby Womack** down to play guitar on the session that would eventually lead to the title cut for Benson's album "Breezin'" (the song is Womack's composition), but Womack just couldn't find the time. Now he suggests jocosely, "I feel like asking him if he needs a rhythm guitar player in his band!" Not really. Womack has been busy composing at home, and he will stay off the road until he gets to Europe to begin performing music from his recent Columbia album "Home Is Where The Heart Is," with plans to play the States afterward. (He pointed out that the lady who sings opposite him on "We've Only Just Begun" is his secretary **Peggy Young**, making her vocal debut.) For the future, Womack looks forward to working on a new album with **Ron Wood** (he co-produced Wood's "Now Look"), as well as scoring movies and possibly doing a bit of acting. That would be a first for Womack, but the prospect doesn't scare him. "Acting is all about being unaware." That, he says, is an attitude he has to take every day, except where his music is concerned.

**ONCE YOU GET STARTED** — Though we are well into the beginning of our new year, the awards and assessments of last year's accomplishments continue to pour in. *Stereo Review* magazine hosted a reception in New York last year where its "record of the year" awards were officially presented. Among those honored in the pop music field were **Jane Olivor** for "First Night," **Southside Johnny & The Asbury Jukes** for "I Don't Want To Go Home," **Joni Mitchell** for "The Hissing Of Summer Lawns" and **Toots And The Maytals** for "Funky Kingston" . . . At WNEW-FM in New York, nightshift operator **Richard Neer** has traditionally conducted a listener's poll at the year's end. Neer told us that he cut down on the number of announcements requesting postcards this year, since a few hundred cards (each with a top five albums and a top five newcomers) seemed to provide enough of a data base on which to rate the listeners' favorites. (He has received as many as 10,000 postcards in past years.) For the survey conducted from December 14 to 24, Neer pointed out that very popular albums released near the end of the year (i.e. **Eagles**) would unfortunately be discriminated against by the system. The top ten placing albums were: **Jackson Browne's** "The Pretender," **Peter Frampton's** "Frampton Comes Alive," **Renaissance Live**, **Stevie Wonder's** "Songs In The Key Of Life," **Fleetwood Mac**, **Boyz Scaggs** "Silk Degrees," **Bob Dylan's** "Desire," **Southside Johnny & the Asbury Jukes** "I Don't Want To Go Home," **Billy Joel's** "Turnstiles" and **Linda Ronstadt's** "Hasten Down The Wind." In the newcomer category, the leading five were **Boston**, **Southside Johnny & The Asbury Jukes**, the **Stanky Brown Group**, **City Boy** and **Graham Parker**. Neer pointed out the unusual fact that while Boston's LP did not place in the top ten, the group was a greater favorite as a newcomer than Southside Johnny, who had the number eight album . . . Across the Narrows, WLIR-FM's **PD Dennis McNamara** was engineering his own listeners' poll, and he jumped in with both feet forward. The poll was advertised through a full page ad in *Newsday*, which included a ballot of 150 numbered selections (with the clear proviso that voters could write in their own selections if the numbered choices did not contain their favorites). Flyer ballots were available at local record outlets, as well as through the mail, and listeners' top five selections poured in by the thousands. After the tedious compilation process was completed, WLIR's top ten albums for the year were by **Peter Frampton**, **Stevie Wonder**, **Steve Miller**, **Wings** ("Over America"), **Boston**, **Chicago** (X), **Led Zeppelin** ("Song Remains"), **Aerosmith**, **Jackson Browne** and **Steely Dan** . . . **Derek Longmuir**, drummer for the **Bay City Rollers**, says his two favorite bands are **Paul McCartney & Wings** and the **Tony Williams Lifetime**.

**FRIENDLY PERSUASION** — *16* magazine, America's most important post-pubescent pop music publication, reports rumors that **Donny** and **Marle Osmond** have been sending secret agents to the homes of members of their TV technical crew, with intentions of converting them to the Mormon faith . . . **Melba Moore** has been invited to perform at the inauguration . . . Bassist **Terruro Nakamura** has been signed to Polydor with an album, "Rising Sun," to be released February 1 . . . **The Captain & Tennille** have already recorded "Let Daddy Know," a song from **Nell Sedaka's** upcoming Rocket Records album . . . **Joe Frazier** at the Rainbow Grill, January 31 through February 12 . . . **Will Santana** really play Rose-

(continued on page 44)



1,200,000

ALBUMS SOLD IN 5 WEEKS.

OUR THANKS TO  
THE SCOTTI BROTHERS, COLUMBIA RECORDS,  
WARNER BROS. AND FIRST ARTISTS FOR  
HELPING TO MAKE SUCH  
A SUCCESSFUL CAMPAIGN.

BARBRA STREISAND  
JON PETERS

*A STAR IS  
BORN*

*A First Artists Presentation*

From Warner Bros.  
A Warner Communications Company



## picks of the week

### THE BAR-KAYS (Mercury 73888)

**Too Hot To Stop (Pt. 1)** (3:43) (Barkay/Dunbar — BMI) (Freeman, Nehis III, Oldson, Alexander, Beard, Stewart, Smith, Allen, Henderson, Thompson)

This record is made for dancing, but these Memphis musicians keep so many things happening at once that your head will spin if you listen too closely. Creative work on all the instruments, while the entire band stays in the groove. For varied formats.

### DONNA SUMMER (Casablanca 874)

**Winter Melody** (3:58) (Rick's — BMI) (Summer, Moroder, Bellotte)

Another selection from the "Four Seasons Of Love" album, this is a melodic ballad that points up Ms. Summer's vocal qualities to a greater degree than its up-tempo predecessor. Very catchy arrangements of guitar and flute. For R&B and pop playlists.

### JACKSON BROWNE (Asylum 45379) (Dist: Elektra)

**Here Come Those Tears Again** (3:37) (Swallow Turn/WB — ASCAP/Open Window/Warner Tamerlane — BMI) (Browne, Farnsworth)

The first single from his gold-certified album "The Pretender," this cut has been programmed on FM stations. Browne's lyric explores frustration in love, through some memorable turns of melody. The right selection for commercial pop airplay.

### PEABO BRYSON (Bullet 02)

**Just Another Day** (3:23) (Web IV — BMI) (Bryson)

From the album "Peabo," this record gets attention from the beginning with oboes and shimmering, muted trumpets. The stately ballad is influenced by pop and R&B trends, and the lush orchestration colors the sound effectively in this fine production.

### THE THREE DEGREES (Epic 50330)

**Standing Up For Love** (3:45) (WB — ASCAP) (Clinton)

All the earmarks of the "Philadelphia sound" are here: creative orchestration, intricate vocal arrangements, and an irresistible beat. The group does a fine job with George Clinton's (Parliament) lyrics. For disco, R&B play.

### TINA CHARLES (Columbia 10442)

**Dance Little Lady Dance** (3:05) (Subiddu) (Biddu, Shury, Roker)

The voice of Tina Charles was heard last year on "Fire," an excellent record that never found the success in the U.S. it was due. This new single retains some of the same feeling, as Ms. Charles pushes herself to even greater levels of energy. For disco, R&B airplay.

### STYX (A&M 1900)

**Jennifer** (3:23) (Almo/Stygian — ASCAP) (DeYoung)

From the "Crystal Ball" album, this song's chanted refrain is one those pop hooks that you'd swear you have heard before. Actually, this record, which exhibits the best of Styx's fusion of light pop and hard rock sounds, has been heard on FM stations. For top 40 stations.

### L.A. EXPRESS (Caribou 9018) (Dist: Epic)

**Dance The Night Away** (3:03) (Good Vibes — ASCAP) (Feldman)

From the "Shadow Play" album, a disco instrumental that should not be confused with the Cream song. These players are all master session musicians, and it shows in the tight execution and relaxed soloing found here. For disco, R&B and pop programming.

### SMOKEY ROBINSON (Tamla 54279) (Dist: Motown)

**There Will Come A Day (I'm Gonna Happen To You)** (2:56) (Jobete — ASCAP/Stone Diamond — BMI) (Wakefield, Sutton, Sutton)

An uncompromising doo-wop beat is the framework for this love song, which comes alive through Robinson's brittle vocalization. Should find its way to the R&B playlists with little difficulty.

### BILLY COBHAM/GEORGE DUKE BAND (Atlantic 3370)

**Do What Cha Wanna** (3:46) (Mycenae — ASCAP) (Duke)

Cobham and Duke have been numbered among the anonymous rhythm sections on many hit singles, and having established their names in the jazz-rock field, they come a full circle with this effortlessly executed Duke composition. Duke, a Zappa graduate and crazy person in his own right, spices his vocal with whimsy. FM and AM.



### RUFUS Featuring CHAKA KHAN (ABC 12239)

**At Midnight (My Love Will Lift You Up)** (2:55) (American Broadcasting/Elaines — ASCAP) (Maiden, Washburn)

The first single drawn from the new "Ask Rufus" album exhibits many of the features that created the band's hits in the past: funky, catchy riffs, a forceful orchestration and the energetic performance of Chaka Khan soaring above all. For varied types of airplay.



### JONI MITCHELL (Asylum 45377) (Dist: Elektra)

**Coyote** (3:40) (Crazy Crow — BMI) (Mitchell)

From her "Hejira" album, this single tells us once again that Ms. Mitchell's greatest asset is her totally individual, always recognizable style of writing as well as performing. The percussion and bass underpinnings give this single musical direction; the partially autobiographical lyrics are attractive in sound as well as content. For AM and FM playlists.



### EVITA Featuring JULIE COVINGTON (MCA 40648)

**Don't Cry For Me Argentina** (5:24) (Leeds — ASCAP) (Webber, Rice)

Opens with the power of a hymn, after which the strings clear away for the entrance of Ms. Covington's vulnerable vocal delivery. The melodies are subtle and vaguely Spanish-sounding at points, and the orchestration is quite classical. Already a big hit in the U.K. from "Evita," the new opera by the creators of "Jesus Christ, Superstar."



### BAY CITY ROLLERS (Arista 0233)

**Dedication** (3:44) (Almo/Big Secret — ASCAP) (Fletcher, Flett)

Just departing our shores for Scotland after nationwide dates, here is the group's parting gift to Rolleramaniacs everywhere. A very sentimental pop record with a theme linked to radio. A future of pop playlist additions and chart numbers seem certain for this title track from the latest album, produced by Jimmy Ienner.

### BONNIE TYLER (Chrysalis 2130)

**Lost In France** (2:58) (Mighty/RAK — U.S. Pub. Pend.) (Scott, Wolfe)

A gentle folk melody provides the framework for this cleverly lyricized love song. A straight pop tune, well-performed and quite memorable. Well-suited to pop top 40 airplay.

### THE KEANE BROTHERS (20th Century 2330)

**Amy (Show The World You're There)** (3:24) (Tom-jon/Cataba — BMI) (Keane)

From their debut album, the youthful Keane brothers are right on top of current events with a song written to Amy Carter. Really an anthem to identity struggle of the entire under-13 set. A smart arrangement and a key change keep the music moving in this pop and easy listening geared record.

### BILL CONTI (UA XW940)

**Gonna Fly Now (Theme From "Rocky")** (2:45) (United Artists — ASCAP/Unart — BMI) (Conti, Connors, Robbins)

We've just about lost count of the cover versions, but this assuredly is where it all started, with the original version that is heard by people seeing the film. Basically instrumental with some vocal accents, the arrangement uses synthesizers and electric guitars in its journey to a high-energy finish. Pop and easy listening.

### TOM WAITS (Asylum 45371) (Dist: Elektra)

**Step Right Up** (2:54) (Fifth Floor — ASCAP) (Waits)

"It turns your sandwich into a banquet, walks your dog, and doubles on sax!" Waits is selling the ultimate American consumer gadget, and his gruff vocabulary is drawn from snips and snaps of every advertising ploy ever heard. Solid swing with a walking bass, this record is for FM stations and those willing to take a chance on some fun.

### HOT (Big Tree 16085) (Dist: Atlantic)

**Angel In Your Arms** (2:57) (Song Tailors — BMI/I've Got The Music — ASCAP) (Woodford, Ivey, Brasfield)

"The angel in your arms this morning is going to be the devil in someone else's arms tonight" might seem to lend itself to an evil-sounding chorus, but this song is actually composed of pretty melodies and harmonies sung by female voices. For R&B playlists.

### LUTHER INGRAM (Koko 724)

**Let's Steal Away To The Hideaway** (4:20) (Klondike — BMI) (Baylor, Ingram)

The lyrics tell the story of lovers who must hide what they feel, all brought to painful realism by Ingram's dramatic vocalization. The orchestration, especially the introductory flute part, is quite effective. For the R&B airplay route.

### CHOCOLATE MILK (RCA 10873)

**Something New** (3:29) (Marsaint — BMI) (Barard, Castanell, Dabon, Hughes, Richard, Richards, Smith, Tio, Williams)

This Allen Toussaint-produced ensemble has carved out its own stylistic niche, with syncopated rhythms and solid vocal and instrumental arrangements. For R&B and pop programming.

### SLY & THE FAMILY STONE (Epic 50331)

**Family Again** (2:46) (Stone Flower — BMI) (Stewart)

Sly has come up with a single from "Missed Me, Well I'm Back" that moves in several directions at once. There are drum solos, bass solos and all sorts of intricately patterned chants. Good fun from a man with a sense of humor. For R&B playlists.

### JOHN VALENTI (Ariola America 7656)

**I Wrote This Song For You** (3:26) (Minta — BMI) (Valenti, Spinazola)

A song about writing a song, with a decided Stevie Wonder influence. "I'm so excited, I'm thinking of buying a house in Bel-Air" sings Valenti. Good pop music that could be played on easy listening stations as well.

### SUN (Capitol 4382)

**Boogie Bopper** (3:20) (Glenwood/Osmosis — ASCAP) (Wagner, Hummons)

Some of the longer pauses you'll hear on a single lend extra novelty to the syncopated rhythms of this record. Chorus vocals reminiscent of Earth, Wind & Fire and a tightly packed instrumental fill out the sound of this incisive production. For R&B playlists.

### SILVER (Arista 0227)

**Musician (it's Not An Easy Life)** (3:44) (Mannman/Silverdo — BMI)

Well, what is then? This dirgeful melody begins with some very depressing lyrics, though things pick up as "smiling" enters the picture toward the end. A memorable song, with harmonies that make one stop and think of the Eagles. For pop play AM and FM.

### PETER LEMONGELLO (Private Stock 131)

**Miss You Nights** (4:05) (Island — BMI) (Townsend)

In an image-broadening gesture, Lemongello performs a song once done by Cliff Richard. The orchestration is tasteful, the chorus powerful. For easy-listening and some pop play.

### DANDY LION (RCA 10869)

**If You Want To Love Me Baby (Shoobedoo)** (2:44) (Sunbury — ASCAP) (Voulzy, Calvert)

A short and sweet pop record that grafts bubblegum lyrics and harmonies over a near-reggae rhythm. It had to happen, and the result is pleasant, light pop listening.

### PAULETTE MCWILLIAMS (Fantasy 786)

**Dancin'** (3:18) (Breed — BMI) (Ciner)

The kind of dancin' this record calls for is slow and steady, with heavy upbeats. Ms. McWilliams' voice is melodic through the verses, while the choruses feature hesitating funk and electrified vocal decorations. For disco and R&B play.

*Congratulations to*

**Chicago**

*for Grammy Nominations in the following categories:*

---

*Record of the Year*  
*"If You Leave Me Now"*

---

*Album of the Year*  
*Chicago X*

---

*Best Pop Vocal Performance by a Duo, Group or Chorus*  
*"If You Leave Me Now"*

---

*Best Arrangement, Accompanying Vocal*  
*"If You Leave Me Now." James William Guercio, Jimmie Haskell · Arranger*

---

*Best Album Package*  
*Chicago X · John Berg, Art Director*

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*Congratulations from all your friends at Caribou.*



# ALBUM REVIEWS

**PERSON TO PERSON — Average White Band — Atlantic SD 2-1002 — Producer: Arif Marin — List: 9.98**

After 2½ years and three gold records, the time seems appropriate to release a greatest hits package from the highly successful AWB. A fairly representative collection of their best work, this live double LP features longer versions of several songs, four of them over 8 minutes. The audience shares vocals on two selections, suggesting the concert atmosphere where the album was recorded.

**REACHING FOR THE WORLD — Harold Melvin & the Blue Notes — ABC 969 — Producer: Harold Melvin — List: 6.98**

The subtly supportive harmonies of the Blue Notes amplify nicely the soulful vocal interpretations of Harold Melvin. There is much to dance to here, which should please the disco crowd, but some smooth and smoky love ballads as well for those who sit out. R&B airplay for sure, some disco appeal with possible AM crossover.

**LIFE IS MUSIC — The Ritchie Family — Marlin 2203 — Producers: Jacques Moraldi & Ritchie Rome — List: 6.98**

Mostly this is a collection of disco dance tunes with the familiar throbbing backbeat heard in discos around the country. Most of the tunes are too long for AM airplay (though not all) but this LP is sure to be a disco and R&B hit. Their last single, "Best Disco in Town," got into the top 20 on AM lists and in the top 10 in R&B. This LP has at least two cuts with the same potential.

**NEXT — Journey — Columbia PC 34311 — Producer: Journey — List: 6.98**

With their third album, Journey has sought to make the cosmic connection a la David Bowie. Side one features a spacy kind of free-form rock with complicated melodies, but side two is a more familiar venture into mainstream rock and roll. A good effort considering the musical mix and should get considerable airplay on AOR stations, with AM possibilities. "Hustler" and "Next" are particularly noteworthy.

**YESTERDAY AND TODAY — Yesterday and Today — London PS 677 — Producer: A. Louis Bramy — List: 6.98**

This debut album by a talented quartet of Bay Area rockers should be a very hot item. Their brand of hard-driving rock and roll suits perfectly the uncomplicated lyrics of their songs, mostly praises of and comments on the finer funkier things of life, especially alcohol and women. It's all original material that should have no trouble finding a place on AOR and top 40 playlists. "Alcohol" comes highly recommended.

**BE BE K'ROCHE — Be Be K'Roche — Olivia LF 906 — Producer: Linda (Tui) Tillery — List: 6.98**

One of the most musically interesting new bands around, this all-female group of Bay Area women offer a distinctive blend of rock that has influences of jazz, R&B and Latin rhythms. Virginia Rubino does most lead vocals very effectively but the one song on which drummer Janet (Jake) Lambert is featured shows clearly that she should share more solos with Rubino. AOR and R&B playlists are best suited for exposure to this group.

**OJAH AWAKE — Osibisa — Island/LPS 9477 — Producer: Gerry Bron — List: 6.98**

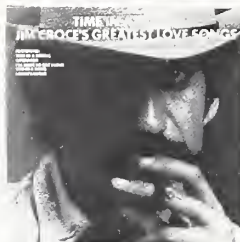
With their latest American release, Osibisa is seeking to attract a wider following without compromising their distinctive musical style. The chartmaking "Dance The Body Music" is here, a unique treatment of a disco song. For the most part, however, the African percussion and melodic harmonies contribute to the upbeat sound of this African band. For AOR and R&B playlists.

**BANDIT — Bandit — Arista 4113 — Producer: John Alcock — List: 6.98**

Another of the bands in the Arista collector series, Bandit is an English quintet with an interesting blend of soft-and hard-rock sounds. Guitar riffs are generally pretty good, but too many passages are laid back and uninspired. Several cuts, however, just may make top 40 and AOR playlists.

**JENNIFER WARNES — Arista 4062 — Producer: Jim Price — List: 6.98**

With the release of her first album on Arista (her fourth album), Jennifer Warnes may finally get some attention and recognition. With a vocal sound and musical arrangements that should promise airplay on a number of formats, Warnes has yet to break it big. But several guest musicians are playing on this album to give it a more solid punch, including Nicky Hopkins, Danny Kortchmar and Herb Pederson. For top 40, MOR and AOR outlets.



**ASK RUFUS — Rufus — ABC 975 — Producer: Rufus — List: 6.98**

The versatile vocals of Chaka Khan are once again featured in this latest offering by Rufus. With a balanced collection of fast and slow tunes, Chaka Khan's voice goes from smoky and sultry to soft and romantic. Pleasing harmonies throughout but especially on the catchy "Hollywood," an upbeat song whose staccato phrasing suggests the fast pace of tinsel town.

**TIME IN A BOTTLE — Jim Croce — Lifesong LS 6007 — Producers: Terry Cashman & Tommy West — List: 6.98**

This collection from the Jim Croce legacy is a volume containing 12 of his "greatest love songs." Though there is no previously unreleased material here, the album is a showcase of Croce ballads all on the pain, joy and bittersweet memories of lost love. Should renew the memory of Croce on top 40, AOR and MOR playlists, underscoring once more the untimely death of the sensitive rock balladeer.

**NOVELLA — Renaissance — Sire SA 7526 — Producer: Renaissance — List: 6.98**

Renaissance calls their distinctive brand of music "classically influenced contemporary music," although this album marks the beginning of a new, less orchestrated phase. This English group has continued to grow in popularity, especially on the east coast, and this album should help spread the word further primarily on AOR outlets. Their symphonic approach to rock is very effective thanks to the strong vocal power of Annie Haslam and the group's ability to mix a variety of musical styles.

**THE BABYS — The Babys — Chrysalis CHR 1129 — Producers: Brian Christian & Bob Ezrin — List: 6.98**

Though this English quartet has yet to appear in public, they should be receiving offers soon after the release of this debut album. Characterized by straight-ahead rock and roll, crisp guitar work and uncomplicated melodies, this group should do well on AOR and AM playlists. Instrumental work is nearly flawless, but not enough to hide the raspy-voiced John Waite, whose vocals are fine until compared to those of Tony Brock, who unfortunately sings the lead only on "Over and Over."

**BEAUTY AND SOUL — Jimmy Dockett — Image IM 302 — Producer: Jimmy Dockett — List: 6.98**

The vocal range of Jimmy Dockett is one of the best features of this highly personal, extremely hopeful album. There is not a sad song on it, but the lack of blues is more than made up for by an abundance of rhythm in this "high on life" collection. Dockett's voice, a mellow vibrato in the mid-range, should make this a solid R&B choice, with top 40 crossover possible in some markets.

**VOLUNTEERS — Volunteers — Arista 4103 — Producer: Jim Mason — List: 6.98**

Featuring sensitive lyrics about the hope of love and vocal harmonies reminiscent of the early Eagles, the Volunteers' debut album should do well in top 40 and AOR markets. Although they are from Tennessee, there is very little of the "rebel rock" sound usually associated with musicians from that region. Instead, there is a mellow rock sound ably complemented by horn and string arrangements done by group member George Clinton.

**EVITA — MCA 2-11003 — Producers: Andrew Lloyd Webber & Tim Rice — List: 12.98**

It would be hard to follow the success of "Jesus Christ Superstar," but the composers of that rock opera are back with another based on the life of Eva Peron, second wife to the Argentine dictator Juan Peron. The title role is sung by British singer/actress Julie Covington, who is backed by the London Philharmonic Orchestra conducted by Anthony Bowl. More rock than opera here, which may ensure success on MOR playlists, especially if the single, "Don't Cry For Me, Argentina," does as well here as in England.

**VIMANA — Nova — Arista 4110 — Producers: Jerry Smith & Robin Lumley — List: 6.98**

This group of five English musicians are very effective on vocals when they choose to do them but their emphasis is on their instrumental work. Producing a pleasing blend of hard rock and rock/jazz, the group is particularly noteworthy because of the work of Elio D'Anna on sax and flutes, both synthesized and regular, and the work of Renato Rosset on keyboards. Should be popular primarily on AOR stations.

**PLAYGUY — Locust — Annuet Coeptis — AC 1004 — Producer: Michael Adler — List: 6.98**

This rock quartet from the midwest has put together a debut album of original material that amply illustrates their musical skills. They are equally at home with progressive rock and soft romantic ballads and are already at work on another offering with an anticipated summer release. Only a couple of tunes could make the AM grade, but AOR playlists will no doubt find room.





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BARRY MANILOW

("Record of the Year" Nominee for "I WRITE THE SONGS")

TERRY MELCHER  
*Vice President*

(BRUCE JOHNSTON is published  
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## JAZZ ALBUM PICKS

**JAZZ PARTY TIME — Buck Clayton Jam Session — Chiaroscuro 152 — Producer: Hank O'Neal — List: 6.98**

Volume 3 of this especially valuable series seems to us to represent merely a drummer away from greatness. There are contrasting stylists among the nine horns but in general the ex-Basieites have the best of the solos. Clayton himself is not quite ready to participate in the playing, but provides attractive arrangements for the band and serves as an inspiration for all those involved. Four selections are here and all are of sufficient length to allow everyone to enjoy each other.

*A Buck Clayton Jam Session Vol. 3*



**THE INTIMATE DUKE ELLINGTON — Pablo 2310-787 — Producer: Duke Ellington — List: 7.98**

Whether or not he had a recording contract Duke Ellington recorded his musicians and his music. This is certainly to his credit and to the benefit of Ellington fans everywhere; yet, this album is a long way from his best. The period covered here is 1969 to 1971 and there are a number of different groups ranging from trio to full band. If not the cream of Ellington, there is still enough of Hodges, Gonsalves, Cootie and Carney to make this of interest.



**IN CONCERT-CARNEGIE HALL — George Benson — CTI 6072 — Producer: Creed Taylor — List: 6.98**

This concert is from January 1975 and features Benson's group of the time augmented by Hubert Laws. Three drummers are listed in the personnel but there is no indication as to who plays on what. The music contains two Benson originals and two standards. This is pure Benson jazz without frills except for "Summertime" which has an engaging vocal and an uncredited string section. There have been many Benson LPs issued since he has attained such incredible popularity, but for the jazz side of Benson this one is especially worthwhile.



**JUBILANT POWER — Ted Curson & Company — Innercity 1017 — Producer: Irv Kratka — List: 6.98**

The Curson band is the best thing to come out of New York in some time. Indeed the front line of Curson's trumpet, Chris Woods on alto and Nick Brignola on baritone is loaded with drive and energy. The spirit of the group goes back to Charles Mingus with lots of cooking, charging rhythmic propulsion. The first side was recorded at a concert in Philadelphia while the second side is a studio session. Both have excellent moments but we are partial to "Ted's Tempo" from side one and "Airi's Tune" from the second. An excellent start for an excellent band and an album that will generate a lot of comment everywhere.



**HAWTHORNE NIGHTS — Zoot Sims — Pablo 2310-783 — Producer: Norman Granz — List: 7.98**

This is a departure for Zoot in that he has a fine six-piece horn and rhythm ensemble behind him arranged by Bill Holman. Zoot's tenor sound has darkened somewhat through the years but his enthusiasm for his music has never waned. Holman has two originals and there are a pair of Ellington tunes among the eight selections. All seem to bring out the best in Zoot who is really coming alive on record these days.



**I REMEMBER BIRD — Sonny Stitt — Catalyst 7616 — Producer: Pat Britt — List: 6.98**

Stitt certainly remembers Bird although there is no special emphasis on that association here. What we have rather is a superior blowing session with Stitt complemented in splendid fashion by Frank Rosolino and Dolo Coker. Stitt's own "Streamlined Stanley," "Jeepers Creepers" and Leonard Feather's title track are all super Sonny. Stitt has made a lot of mediocre records in his time. Thankfully, this is not one of them.



## TOP 40 JAZZ ALBUMS

|    |  | Weeks On 1/22 Chart |    | Weeks On 1/22 Chart |
|----|--|---------------------|----|---------------------|
| 1  | <b>SECRET PLACE</b><br>GROVER WASHINGTON JR. (Kudu 32)                                 | 2                   | 5  |                     |
| 2  | <b>BREEZIN'</b><br>GEORGE BENSON (Warner Bros. BS 2919)                                | 1                   | 30 |                     |
| 3  | <b>IMAGINARY VOYAGE</b><br>JEAN-LUC PONTY (Atlantic SD 18195)                          | 4                   | 10 |                     |
| 4  | <b>MY SPANISH HEART</b><br>CHICK COREA (Polydor PD 2-9003)                             | 5                   | 4  |                     |
| 5  | <b>MAIN SQUEEZE</b><br>CHUCK MANGIONE (A&M 4612)                                       | 3                   | 13 |                     |
| 6  | <b>VIBRATIONS</b><br>ROY AYERS UBIQUITY (Polydor PD 1-6091)                            | 8                   | 5  |                     |
| 7  | <b>BAREFOOT BALLET</b><br>JOHN KLEMMER (ABC 950)                                       | 6                   | 21 |                     |
| 8  | <b>THE MAN WITH THE SAD FACE</b><br>STANLEY TURRENTINE (Fantasy F9519)                 | 7                   | 11 |                     |
| 9  | <b>RENAISSANCE</b><br>LONNIE LISTON SMITH & THE COSMIC ECHOES (RCA APL 1-1822)         | 10                  | 9  |                     |
| 10 | <b>THE BEST OF THE CRUSADERS</b><br>(Blue Thumb/ABC BTSY 6027/2)                       | 9                   | 8  |                     |
| 11 | <b>CALIENTE</b><br>GATO BARBIERI (A&M 4597)  | 12                  | 18 |                     |
| 12 | <b>UNFINISHED BUSINESS</b><br>BLACKBYRDS (Fantasy F9518)                               | 13                  | 10 |                     |
| 13 | <b>SCHOOL DAYS</b><br>STANLEY CLARKE (Nemperor/Atlantic NE 439)                        | 11                  | 19 |                     |
| 14 | <b>FOCAL POINT</b><br>McCOY TYNER (Milestone/Fantasy M9072)                            | 15                  | 6  |                     |
| 15 | <b>I HEARD THAT</b><br>OUINCY JONES (A&M SP 3705)                                      | 14                  | 18 |                     |
| 16 | <b>SECRETS</b><br>HERBIE HANCOCK (Columbia PC 34280)                                   | 16                  | 21 |                     |
| 17 | <b>VERY TOGETHER</b><br>DEODATO (MCA 2219)   | 17                  | 18 |                     |
| 18 | <b>YESTERDAY'S DREAMS</b><br>ALPHONSO JOHNSON (Epic PE 34364)                          | 19                  | 8  |                     |
| 19 | <b>LIVING INSIDE YOUR LOVE</b><br>EARL KLUGH (Blue Note/UA BNLA 667G)                  | 18                  | 14 |                     |
| 20 | <b>SOPHISTICATED FUNK</b><br>JACK McDUFF (Chess ACH 19004)                             | 26                  | 4  |                     |
| 21 | <b>HANK CRAWFORD'S BACK</b><br>(Kudu 33)   | 24                  | 4  |                     |
| 22 | <b>BOB JAMES THREE</b><br>(CTI 6063)   | 23                  | 30 |                     |
| 23 | <b>SOLID</b><br>MICHAEL HENDERSON (Buddah 5662)  | 20                  | 15 |                     |
| 24 | <b>ROMEO &amp; JULIET</b><br>HUBERT LAWS (Columbia PC 34330)                           | 22                  | 13 |                     |
| 25 | <b>SHADOW PLAY</b><br>L.A. EXPRESS (Caribou/Epic PZ 34355)                             | 21                  | 11 |                     |
| 26 | <b>STUFF</b><br>(Warner Bros. BS 2968)   | 27                  | 14 |                     |
| 27 | <b>BENSON &amp; FARRELL</b><br>GEORGE BENSON & JOE FARRELL (CTI 6059)                  | 25                  | 15 |                     |
| 28 | <b>IT'S YOUR WORLD</b><br>GIL SCOTT-HERON & BRIAN JACKSON (Arista AL 5001)             | 31                  | 14 |                     |
| 29 | <b>BIRD IN A SILVER CAGE</b><br>HERBIE MANN (Atlantic SD 18209)                        | —                   | 1  |                     |
| 30 | <b>SOUND OF A DRUM</b><br>RALPH MacDONALD (Marlin/TK 2202)                             | 29                  | 19 |                     |
| 31 | <b>THE LION AND THE RAM</b><br>LARRY CORYELL (Arista AL 4108)                          | —                   | 1  |                     |
| 32 | <b>YOU ARE MY STARSHIP</b><br>NORMAN CONNORS (Buddah BDS 5655)                         | 32                  | 30 |                     |
| 33 | <b>CHASE THE CLOUDS AWAY</b><br>CHUCK MANGIONE (A&M SP 4518)                           | 33                  | 6  |                     |
| 34 | <b>GEORGE BENSON IN CONCERT AT CARNEGIE HALL</b><br>GEORGE BENSON (CTI/Motown 6072 S1) | —                   | 1  |                     |
| 35 | <b>STILL CAN'T SAY ENOUGH</b><br>JOHN LEE & GERRY BROWN (Blue Note/UA BNLA 701G)       | —                   | 1  |                     |
| 36 | <b>CAPRICORN PRINCESS</b><br>ESTHER PHILLIPS (Kudu KU 31)                              | 39                  | 7  |                     |
| 37 | <b>CELEBRATION</b><br>KARMA (A&M 713)  | 37                  | 2  |                     |
| 38 | <b>THE COLE PORTER SONGBOOK</b><br>ELLA FITZGERALD (-2511) (Verve/Polydor VE 2-2511)   | —                   | 1  |                     |
| 39 | <b>POSITIVELY</b><br>PLAS JOHNSON (Concord Jazz CJ-24)                                 | 40                  | 2  |                     |
| 40 | <b>MOUNTAINSCAPES</b><br>BARRE PHILLIPS (ECM/Polydor 1-1076)                           | 36                  | 3  |                     |

## On Jazz

Stopping by to visit **Cash Box** during his recent gig at the Other End in Greenwich Village was **Nat Adderley**. Having recently set up permanent residence in Orlando, Florida, he told us that it was his first time playing out in New York without living here, exclaiming that he found it "funny living in a hotel room here." Adderley pointed out that he was impressed with his new home's music scene and facilities, including a modern studio which he has used. "The innovations still seem to come from New York, though."

Asked if he thought that any major innovations had come about through the use of new electronic equipment, Adderley offered, "Someone always manages to use some new piece of equipment judiciously," though he had to confess that he wasn't terribly excited over much that is being done with synthesizers lately, with the important exceptions of **George Duke** and **Stevie Wonder**. Did he see a breakthrough on the horizon when **Joe Zawinul** began using the Fender Rhodes electric piano back in the **Cannonball Adderley** group? Adderley chuckled that Zawinul had been afraid the electric piano "would destroy his

(continued on page 60)

### SEEDS OF PAPAÍ

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EASY LISTENING, JAZZ, ROCK ALBUM



**GROVER'S NIGHT** — Grover Washington, Jr. recently performed at the Santa Monica Civic, the only Los Angeles date on his current tour. Seen backstage after the performance are (l to r): Mike Lushka, Motown vice president of marketing; Skip Miller, Motown national promotion director; Washington; pianist Bob James and Phil Casey, Grover's manager.

## Sonderling's '76 Earnings Are Up

LOS ANGELES — According to Jerrold Levine, executive vice president and chief financial officer of Miami-based Sonderling Broadcasting, the company's 1976 earnings rose almost 50% from the previous year level to a record \$2.4 million. The earnings figure is based on \$3.30 a share on record revenue of about \$29 million.

Sonderling, a broadcast concern, had a 1975 net of \$1.6 million on revenue of \$25.4 million, or \$2.20 a share.

According to Levine, 1976 gains were a result of increased business in all the company's divisions except theatres. Broadcasting operations owned by the company gained about 27% in revenue and almost 43% in earnings from the previous year, Levine stated.

## AM Tops FM In Out-Of-Home Shares

LOS ANGELES — An Arbitron radio study of the top 10 radio markets shows AM stations with 50% more away-from-home listening than FM stations. The findings were compiled from the April/May 1976 sweep of combined drive time (6 a.m.-10 a.m. & 3 p.m.-5 p.m.), in home versus away-from-home, and AM versus FM station shares.

FM radio achieves a 36.8 share in away-from-home combined drive time, compared to a 34.2 share scored by FM in-home listening during the same time period.

## STATION BREAKS

**Bill Garcla**, former PD of **WRBQ (Q-105)**, Tampa is out. The replacement is **Bob McNeil** from **WRVQ (Q-94)**, Richmond. Promoted to program director at **WRVQ** is **Ralph Wimmer**, while **Rusty Ford** has been named music director at the station.

**Greg McClure** named PD/MD at **WFOM**, Marietta. McClure remains on the air from 9 am-noon.

**Dave Lawrence**, former MD and announcer at **WGCI-FM**, Chicago, named PD at the station.

**Chuck Whitaker** promoted to assistant music director at **WAUG**, Augusta.

New jocks at **KSLQ**, St. Louis are **Mark James** 2-6 am and **Bill Bailey** 6-10 am. James comes from **KWIK**, Kansas City and replaces **Terry Hatrick** who exits station. Bailey is from **WOKY**, Milwaukee. His replacement at **WOKY** is **Tom Rivers** who comes to the station from **WEMP**, also Milwaukee.

**Bobby Hart**, formerly with **WNOE**, New Orleans, is the new weekend jock at **WHYI (Y-100)**, Miami.

**Ken Cole** joins **WPRO**, Providence lineup replacing **Bill Lally** who exits station.

**Billy Manders** is now doing weekends and relief at **KERN**, Bakersfield.

New jocks at **WICC**, Bridgeport are "Wild" **Bill Hickok** mornings and **Steve Jackson** (weekends). Exiting the station is **Bob Ritzert**. Hickok formerly worked at **WNEW**, New York while Jackson is from **WBLI**, Long Island. The replacement at **WBLI** is **Nick O'Neill** who comes from **WAVZ**, New Haven.

**Jay Stevens**, formerly with **WBUS-FM**, Miami has joined **KNCN**, Corpus Christi as midnight-6 am jock and production man. **Kenny Franklin**, former MD at **WOWP**, Brookville, New York joins the station as assistant MD, operations manager and 6-9 am jock.

**WAAF**, Worcester has added **Tom Doyle**, 6-10 am, and **Frank Kelly**, midnight-6 am, to its air lineup.

Changes at **WBSR**, Pensacola. **Jeff Stevens** promoted to 12-3 pm jock. **Chuck Smith** is now 7-midnight man. Leaving are

## Viacom Nixes Storer's Stock Purchase Offer

LOS ANGELES — The \$55.7 million offer Storer Broadcasting had made to purchase all outstanding shares of Viacom International Inc. has been turned down by Viacom. Viacom's board of directors rejected the offer by a unanimous vote recently, citing economic aspects of the offer and possible legal problems in the future as the reasons for the rejection.

### \$15 Each

Storer had offered to purchase Viacom's 3,713,000 outstanding shares for \$15 each. While Viacom shares had been trading at a little over \$10 when Storer's offer was made, the price had risen gradually after Storer announced that it wanted to purchase the stock.

### Cable TV Systems

Viacom, a company that was spun off from CBS, Inc. in 1971, operates cable TV systems and distributes former network series both here and abroad. Storer owns radio and television stations in major U.S. cities.

## WLS Warms Up Chicago Shivers

LOS ANGELES — WLS in Chicago, in its current "Aloha Hawaii Love Call" promotion, is giving away 30 trips for two to Hawaii throughout January and February. Postcard entrants are drawn at random to receive a love call from one of the station's personalities.

**Keith Farrlor** and **Charlie Edwards**. The latter goes to **WERC-FM**, Birmingham as an air personality.

**Dude Walker** has left **WSLR**, Akron to return to Chicago.

**Mike Fischette**, who uses the air name **Mike Andrews**, and **Tom Densen** are new jocks at **WGLI**, Babylon, New York. Fischette comes to the station from **WRCN**, Riverhead, New York where he was program director.

**Jackie** is new jock at **WMJX (96X)**, Miami. **Jennifer Lear**, former talk show host at the station, goes to **KAWY**, Casper, Wyoming as 11-4 am air personality.

**Reid Lundy**, former production director at **WRFC**, Athens moves to all night jock position at **KIMN**, Denver.

**Ron Richards** leaves **KFIV**, Modesto to go to **KYOS**, Merced, California to do morning drive time. The station needs a jock. Send tapes and resumes to **Larry Maher**, Box 1360, Modesto, California 95350.

**WMFJ**, Daytona Beach is looking for a jock. Send tapes and resumes to **John Scott**, WMFJ, Daytona Beach, Florida 32020.

**Bob Harris** was recently named general manager of **WGLF**, Tallahassee. **Bob Walker** is the new PD while remaining morning jock. **Scott Owens**, former PD, remains as n. jhtime jock.

**WLOF**, Orlando is in the process of being sold to Rour saville Inc. FCC approval is needed. According to **John Lander**, PD/MD of the station, no changes are expected when new owners take over.

**KWOD**, Sacramento began broadcasting Jan. 16 on 106.7 mhz. The station is 50,000 watts quadrasonic with "live jazz" broadcast overnight and an automated "easy listening" format broadcast at other times. The owner and GM is **Edward Stolz** and the PD is **Kevin Childs**, who was with **KLVE**, Los Angeles. Jazz record servicing is needed. Contact MD **Jim St. John**, KWOD, 5770 Freeport Blvd., Sacramento, California 95822.

## MOST ADDED FM LPS

1. **Miracle Row** — Janis Ian — Columbia
2. **Who Are Those Guys?** — New Riders Of The Purple Sage — MCA
3. **Fountains Of Light** — Starcastle — Epic
4. **Low** — David Bowie — RCA
5. **Person To Person** — Average White Band — Atlantic
6. **Dinner At The Ritz** — City Boy — Mercury
7. **The Light Of Smiles** — Gary Wright — WB
8. **Wind & Wuthering** — Genesis — Atco
9. **Leo Kottke** — Chrysalis
10. **Sammy Hagar** — Capitol

## MOST ACTIVE FM LPS

1. **Hotel California** — Eagles — Asylum  
— Hotel California/Life In The Fast Lane/Victim Of Love
2. **Songs In The Key Of Life** — Stevie Wonder — Tamla  
— I Wish/Isn't She Lovely
3. **Night Moves** — Bob Seger — Capitol  
— Night Moves
4. **The Light Of Smiles** — Gary Wright — WB  
— Water Sign/The Light Of Smiles
5. **Tejas** — ZZ Top — London  
— El Diablo/Arrested For Driving While Blind
6. **Year Of The Cat** — Al Stewart — Janus  
— Year Of The Cat
7. **Wings Over America** — Wings — Capitol
8. **Boston** — Epic  
— Long Time
9. **A New World Record** — ELO — UA  
— Telephone Line
10. **A Day At The Races** — Queen — Elektra
11. **Rock & Roll Alternative** — Atlanta Rhythm Section — Polydor  
— So Into You/Outside Woman Blues
12. **Leftoverture** — Kansas — Kirshner  
— Carry On Wayward Son



# FIESTA

"FIESTA" THE SENSUOUS NEW GATO BARBIERI SINGLE ON A&M RECORDS & TAPES

From the hot chart album "Caliente!" 59-4197

Produced by Herb Alpert

(continued on page 60)

## WNEW-FM — NEW YORK — Tom Morrera

**Most Active:**  
 Genesis — Wind & Wuthering — Atco  
 — Your Own Special Way  
 Eagles — Hotel California — Asylum  
 Bob Seger — Night Moves — Capitol  
 — Night Moves  
 Kim Carnes — Sallin' — A&M  
 Janis Ian — Miracle Row — Columbia  
 ZZ Top — Tejas — London  
 — El Diablo  
 Fleetwood Mac — Go Your Own Way/Silver  
 Spring (45) — WB  
 Starcastle — Fountains Of Light — Epic  
 — Fountains Of Light  
 Queen — A Day At The Races — Elektra  
 David Bowie — Low — RCA

**Adds:**  
 City Boy — Dinner At The Ritz — Mercury  
 Jefferson Airplane — Flight Log — Grunt  
 Crackin' — Makings Of A Dream — WB  
 Bill Quateman — Night After Night — RCA  
 Keith Herman — Good News Day — Midland  
 Intl.  
 Sammy Hagar — Capitol  
 Jose Feliciano — Sweet Soul Music — Private  
 Stock  
 Central Park Sheiks — Honeysuckle Rose —  
 Flying Fish  
 Beaverteeth — RCA  
 Timo Laine — Symphonic Slam — A&M

## WLIR-FM — LONG ISLAND, NY — Denis

**McNamara**  
**Most Active:**  
 Stevie Wonder — Songs In The Key Of Life —  
 Tamla  
 — Isn't She Lovely  
 Bob Seger — Night Moves — Capitol  
 — Night Moves/Main St./Rock & Roll Never  
 Forgets  
 Eagles — Hotel California — Asylum  
 — Hotel California/Victim Of Love  
 Graham Parker — Heat Treatment — Mercury  
 — Heat Treatment  
 Boston — Epic  
 — Foreplay/Long Time/Peace Of Mind  
 ZZ Top — Tejas — London  
 — El Diablo/It's Only Love  
 Atlanta Rhythm Section — Rock & Roll  
 Alternative — Polydor  
 — Neon Nights/Outside Woman Blues  
 Al Stewart — Year Of The Cat — Janus  
 — Year Of The Cat/Flying Sorcery  
 Gary Wright — The Light Of Smiles — WB  
 — The Light Of Smiles  
 Steve Hillage — L — Atlantic  
 — It's All Too Much/Hurdy Gurdy Man

**Adds:**  
 Tim Rice & Andrew Lloyd Weber — Evita —  
 MCA  
 Denim — Epic  
 New Riders Of The Purple Sage — Who Are  
 Those Guys? — MCA  
 Barclay James Harvest — Octoberon — MCA  
 Don Harrison Band — Red Hot — Atlantic  
 Janis Ian — Miracle Row — Columbia  
 City Boy — Dinner At The Ritz — Mercury  
 Bill Quateman — Night After Night — RCA  
 Jefferson Airplane — Flight Log — Grunt

## WBAB-FM — BABYLON, NY — Bernle Bernard

**Most Active:**  
 Gary Wright — The Light Of Smiles — WB  
 Genesis — Wind & Wuthering — Atco  
 David Bowie — Low — RCA  
 Eagles — Hotel California — Asylum  
 Atlanta Rhythm Section — Rock & Roll  
 Alternative — Polydor  
 Ambrosia — Somewhere I've Never Travelled  
 — 20th Century  
 ELO — A New World Record — UA  
 Jackson Browne — The Pretender — Asylum  
 Boston — Epic  
 Steve Miller Band — Fly Like An Eagle —  
 Capitol  
 Joni Mitchell — Hejira — Asylum  
 Stevie Wonder — Songs In The Key Of Life —  
 Tamla  
 J.J. Cale — Troubadour — Shelter  
 Average White Band — Person To Person —  
 Atlantic  
 Elton John — Blue Moves — Rocket/MCA

**Adds:**  
 Janis Ian — Miracle Row — Columbia  
 New Riders Of The Purple Sage — Who Are  
 Those Guys? — MCA  
 Starcastle — Fountains Of Light — Epic  
 Muddy Waters — Hard Again — Blue Sky  
 Beaverteeth — RCA  
 Bill Quateman — Night After Night — RCA  
 Tim Rice & Andrew Lloyd Weber — Evita —  
 MCA  
 Mr. Big — Photographic Smile — Arista  
 Isis — Braking Through — UA  
 Crackin' — Makings Of A Dream — WB  
 Denim — Epic

Stanky Brown — Sire  
 Renaissance — Novella — Sire

## WRNW-FM — WESTCHESTER COUNTY, NY —

**Meg Griffin**  
**Most Active:**  
 Willy Loco Alexander — Hit Her Wit De Axe (45)  
 — Garage  
 Chick Corea — My Spanish Heart — Polydor  
 — Love Castle

**Adds:**  
 Milton Nascimento — Milton — A&M  
 Jorge Dalto — Chevere — UA  
 Hall & Oates — Past Times Behind — Chelsea  
 George Benson — Benson Burner — Columbia  
 Bill Quateman — Night After Night — RCA  
 New Riders Of The Purple Sage — Who Are  
 Those Guys? — MCA  
 Tim Rice & Andrew Lloyd Weber — Evita —  
 MCA  
 Jose Feliciano — Sweet Soul Music — Private  
 Stock  
 Jennifer Warnes — Arista  
 Starcastle — Fountains Of Light — Epic  
 Jefferson Airplane — Flight Log — Grunt  
 Sex Pistols — Anarchy In The U.K. (45) — EMI  
 (Imp)  
 Kaylan — MCA

## WPLJ-FM — NEW — Corinne Baldassano

**Most Active:**  
 Stevie Wonder — Songs In The Key Of Life —  
 Tamla  
 Eagles — Hotel California — Asylum  
 Wings — Wings Over America — Capitol  
 Boston — Epic  
 Jackson Browne — The Pretender — Asylum  
 Rod Stewart — A Night On The Town — WB  
 ELO — A New World Record — UA  
 Peter Frampton — Frampton Comes Alive —  
 A&M  
 George Harrison — Thirty Three & 1/3 — Dark  
 Horse  
 Joni Mitchell — Hejira — Asylum

**Adds:**  
 Al Stewart — Year Of The Cat — Janus

## WJKL-FM — CHICAGO — Tom Marker

**Most Active:**  
 ZZ Top — Tejas — London  
 Starcastle — Fountains Of Light — Epic  
 Genesis — Wind & Wuthering — Atco  
 Bill Quateman — Night After Night — RCA  
 Atlanta Rhythm Section — Rock & Roll  
 Alternative — Polydor  
 — Sky High/Outside Woman Blues  
 Steve Hillage — L — Atlantic  
 Bob Seger — Night Moves — Capitol  
 Sammy Hagar — Capitol  
 Jan Akkerman & Kaz Lux — Eli — Atlantic  
 Chick Corea — My Spanish Heart — Polydor

**Adds:**  
 Renaissance — Novella — Sire  
 B.B. King — King Size — ABC  
 Splitz Enz — Mental Notes — Chrysalis  
 David Bowie — Low — RCA  
 Beaverteeth — RCA  
 Piper — A&M  
 Janis Ian — Miracle Row — Columbia  
 Muddy Waters — Hard Again — Blue Sky

## WSDM-FM — CHICAGO — Dave Logan

**Most Active:**  
 Stevie Wonder — Songs In The Key Of Life —  
 Tamla  
 Eagles — Hotel California — Asylum  
 — Life In The Fast Lane  
 Al Stewart — Year Of The Cat — Janus  
 Lynrd Skynrd — Free Bird (45) — MCA  
 Kansas — Leftoverture — Kirshner  
 — Carry On Wayward Son  
 Santana — Festival — Columbia  
 — The River  
 Atlanta Rhythm Section — Rock & Roll  
 Alternative — Polydor

**Adds:**  
 Gary Wright — The Light Of Smiles — WB  
 Bill Quateman — Night After Night — RCA

## WXRT-FM — CHICAGO — Harvey Wells

**Most Active:**  
 Atlanta Rhythm Section — Rock & Roll  
 Alternative — Polydor  
 — So Into You/Sky High  
 Stevie Wonder — Songs In The Key Of Life —  
 Tamla  
 ELO — A New World Record — UA  
 — So Fine/Telephone Line/Tight Rope  
 Kansas — Leftoverture — Kirshner  
 — Miracles Out Of Nowhere/Opus Insert  
 Eagles — Hotel California — Asylum  
 — Hotel California/Life In The Fast Lane  
 Al Stewart — Year Of The Cat — Janus  
 Queen — A Day At The Races — Elektra  
 ZZ Top — Tejas — London  
 Santana — Festival — Columbia  
 Jean-Luc Ponty — Imaginary Voyage —  
 Atlantic

Bob Seger — Night Moves — Capitol  
 — Night Moves/Main Street/Rock & Roll  
 Never Forgets

**Adds:**  
 Bill Quateman — Night After Night — RCA  
 David Bowie — Low — RCA  
 City Boy — Dinner At The Ritz — Mercury  
 Skyhooks — Livin' In The '70s — Mercury  
 New Riders Of The Purple Sage — Who Are  
 Those Guys? — MCA  
 Barclay James Harvest — Octoberon — MCA  
 Janis Ian — Miracle Row — Columbia  
 Muddy Waters — Hard Again — Blue Sky  
 Nova — Vimana — Arista  
 Larry Coryell — Basics — Vanguard  
 Socrates — Phos — Peters International  
 Mike Oldfield — Collaborations — Virgin (Imp)

## KLOS-FM — LOS ANGELES — Dabar

**Hoorelbeke**  
**Most Active:**  
 Wings — Wings Over America — Capitol  
 Eagles — Hotel California — Asylum  
 ELO — A New World Record — UA  
 Al Stewart — Year Of The Cat — Janus  
 Stevie Wonder — Songs In The Key Of Life —  
 Tamla  
 Boston — Epic  
 — Long Time  
 Fleetwood Mac — Go Your Own Way (45) — WB  
 Kansas — Leftoverture — Kirshner  
 — Carry On

**Adds:**  
 Atlanta Rhythm Section — Rock & Roll  
 Alternative — Polydor

## KMET-FM — LOS ANGELES — Billy Juggs

**Most Active:**  
 David Bowie — Low — RCA  
 Eagles — Hotel California — Asylum  
 ELO — A New World Record — UA  
 Boston — Epic  
 Queen — A Day At The Races — Elektra  
 Boz Scaggs — Silk Degrees — Columbia  
 Bob Seger — Night Moves — Capitol  
 Al Stewart — Year Of The Cat — Janus  
 ZZ Top — Tejas — London  
 Fleetwood Mac — Go Your Own Way (45) —  
 WB

**Adds:**  
 Leo Kottke — Chrysalis

## KWST-FM — LOS ANGELES — Mark Cooper

**Most Active:**  
 Eagles — Hotel California — Asylum  
 — Hotel California/New Kid In Town  
 Bob Seger — Night Moves — Capitol  
 ELO — A New World Record — UA  
 — Telephone Line/Do Ya  
 Chilliwack — Dreams, Dreams, Dreams —  
 Mushroom  
 — Fly At Night  
 Kansas — Leftoverture — Kirshner  
 — Carry On Wayward Son

**Adds:**  
 Starcastle — Fountains Of Light — Epic  
 Steve Harley & Cockney Rebel — Love's A  
 Prima Donna — EMI  
 Sammy Hagar — Capitol  
 New Riders Of The Purple Sage — Who Are  
 Those Guys? — MCA  
 Mr. Big — Photographic Smile — Arista  
 Locust — Playguy — Annuet Coeptis  
 City Boy — Dinner At The Ritz — Mercury

## WMMR-FM — PHILADELPHIA — Paul Fuhr

**Most Active:**  
 Gary Wright — The Light Of Smiles  
 — Water Sign/Time Machine/The Light Of  
 Smiles  
 Genesis — Wind & Wuthering — Atco  
 — Blood On The Rooftops/Your Own Special  
 Way  
 Queen — A Day At The Races — Elektra  
 — Somebody To Love/Knocks Me Off My Feet  
 Santana — Festival — Columbia  
 — Give Me Love/Let The Music Set You Free  
 ZZ Top — Tejas — London  
 — El Diablo  
 David Bowie — Low — RCA  
 — Sound In Vision/Speed Of Life/Always  
 Crash Near The Same Car  
 Racing Cars — Downtown Tonight — Chrysalis  
 — Downtown Tonight/Calling The  
 Tune/Moonshine Fandango  
 Atlanta Rhythm Section — Rock & Roll  
 Alternative — Polydor  
 — So Into You/Neon Nights/Sky High  
 Janis Ian — Miracle Row — Columbia  
 — I Want To Make You Love Me/Take To The  
 Sky/Let Me Be Lonely  
 Taj Mahal — Music Fuh Ya' — WB  
 — You Got It/Truckdrivers' Two Step/Freight  
 Train

**Adds:**  
 Average White Band — Person To Person —  
 Atlantic

Jefferson Airplane — Flight Log — Grunt  
 Starcastle — Fountains Of Light — Epic  
 Racing Cars — Downtown Tonight — Chrysalis  
 Hall & Oates — Past Times Behind — Chelsea

## WYSP-FM — PHILADELPHIA — Sonny Fox

**Most Active:**  
 Genesis — Wind & Wuthering — Atco  
 Stevie Wonder — Songs In The Key Of Life —  
 Tamla  
 Rod Stewart — A Night On The Town — WB  
 Manfred Mann — The Roaring Silence — WB  
 Kansas — Leftoverture — Kirshner  
 Eagles — Hotel California — Asylum  
 ZZ Top — Tejas — London  
 Roy Ayers — Vibrations — Polydor  
 Vangelis — Albedo 0.39 — RCA  
 Frank Zappa — Zoot Allures — WB  
 — Zoot Allures  
 David Bowie — Low — RCA

**Adds:**  
 Racing Cars — Downtown Tonight — Chrysalis  
 Babys — Chrysalis  
 Ace — No Strings — Anchor  
 Renaissance — Novella — Sire  
 Starcastle — Fountains Of Light — Epic  
 David Bowie — Low — RCA

## WBX-FM — DETROIT — Ken Calvert

**Most Active:**  
 Eagles — Hotel California — Asylum  
 Bob Seger — Night Moves — Capitol  
 Gary Wright — The Light Of Smiles — WB  
 Chilliwack — Dreams, Dreams, Dreams —  
 Mushroom

**Adds:**  
 Barclay James Harvest — Octoberon — MCA  
 Starcastle — Fountains Of Light — Epic  
 The Runaways — Queens Of Noise — Mercury  
 Mr. Big — Photographic Smile — Arista  
 Steve Harley & Cockney Rebel — Love's A  
 Prima Donna — EMI  
 Sammy Hagar — Capitol  
 Locust — Playguy — Annuet Coeptis  
 City Boy — Dinner At The Ritz — Mercury

## WWW-FM — DETROIT — Greg Gillisple

**Most Active:**  
 Eagles — Hotel California — Asylum  
 Gary Wright — The Light Of Smiles — WB  
 Bob Seger — Night Moves — Capitol

## KSAN-FM — SAN FRANCISCO — Don

**Potoczak**  
**Most Active:**  
 Sammy Hagar — Capitol  
 Atlanta Rhythm Section — Rock & Roll  
 Alternative — Polydor  
 Alan Price — Polydor (Imp)  
 Tom Petty & The Heartbreakers — Shelter  
 Emmylou Harris — Luxury Liner — WB  
 David Bowie — Low — RCA  
 Eagles — Hotel California — Asylum  
 Jess Roden Band — Play It Dirty — Island  
 Fleetwood Mac — Go Your Own Way (45) —  
 WB

**Adds:**  
 Syreeta — One To One — Tamla  
 Jerry Butler — Motown  
 Valerie Simpson — Keep It Comin' — Tamla  
 Barclay James Harvest — Octoberon — MCA  
 Starcastle — Fountains Of Light — Epic  
 Journey — Next — Columbia  
 Milton Nascimento — Milton — A&M

## KYA-FM — SAN FRANCISCO — Jay Hansen

**Most Active:**  
 Boston — Epic  
 Jackson Browne — The Pretender — Asylum  
 — Here Come Those Tears/The Fuse  
 Eagles — Hotel California — Asylum  
 ELO — A New World Record — UA  
 Rod Stewart — A Night On The Town — WB  
 — The Killing Of Georgie/1st Cut Is The  
 Deepest  
 Al Stewart — Year Of The Cat — Janus  
 — Year Of The Cat  
 Wings — Wings Over America — Capitol  
 Gary Wright — The Light Of Smiles — WB  
 — I'm All Right  
 Stevie Wonder — Songs In The Key Of Life —  
 Tamla  
 Atlanta Rhythm Section — Rock & Roll  
 Alternative — Polydor  
 — So Into You  
 Tom Petty & The Heartbreakers — Shelter

**Adds:**  
 Janis Ian — Miracle Row — Columbia  
 Journey — Next — Columbia  
 The Winters Bros. Band — Atco  
 Crackin' — Makings Of A Dream — WB  
 Emmylou Harris — Luxury Liner — WB

(continued on page 29)

(continued from page 28)

**WHFS-FM — WASHINGTON, D.C. — David Einstein**

**Most Active:**  
 Rosslyn Mountain Boys — Adelphi  
**Adds:**  
 Muddy Waters — Hard Again — Blue Sky  
 Otis Rush — Right Place Wrong Time — Bullfrog  
 Michael Harley — Long Journey — Rounder  
 Genesis — Wind & Wuthering — Atco  
 New Riders Of The Purple Sage — Who Are Those Guys? — MCA  
 Seldom Scene — The New Seldom Scene Album — Rebel  
 Jorge Ben — Tropical — Island  
 Roger Troy — RCA

**WCOZ-FM — BOSTON — Beverly Mire**

**Most Active:**  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 — I Wish  
 Wings — Wings Over America — Capitol  
 — Live & Let Die  
 ELO — A New World Record — UA  
 — Tight Rope/Livin' Thing  
 Eagles — Hotel California — Asylum  
 — Victim Of Love  
 Queen — A Day At The Races — Elektra  
 — You & I/Take My Breath Away  
 Steve Miller — Fly Like An Eagle — Capitol  
 — Wild Mountain Honey  
 Bob Seger — Night Moves — Capitol  
 — Night Moves  
 Boston — Epic  
 — More Than A Feeling  
 Joni Mitchell — Hejira — Asylum  
 — Coyote  
 Peter Frampton — Frampton Comes Alive — A&M  
 — Do You Feel Like I Feel

**Adds:**  
 Genesis — Wind & Wuthering — Atco  
 Taj Mahal — Music Fuh Ya' — WB

**KZEW-FM — DALLAS — Charlie Kendall**

**Most Active:**  
 ZZ Top — Tejas — London  
 — El Diablo/Arrested For Driving While Blind/Enjoy & Get It On  
 Emmylou Harris — Luxury Liner — WB  
 — You Never Can Tell  
 Andrew Gold — What's Wrong With This Picture — Elektra  
 — Do Wah Diddy  
 Little River Band — Capitol  
 — I'll Always Call Your Name  
 Bob Seger — Night Moves — Capitol  
 — Come To Papa  
 Eagles — Hotel California — Asylum  
 — Hotel California/Life In The Fast Lane  
 Jackson Brown — The Pretender — Asylum  
 — The Fuse

**Adds:**  
 Average White Band — Person To Person — Atlantic  
 David Bowie — Low — RCA  
 Jefferson Airplane — Flight Log — Grunt  
 Sammy Hagar — Capitol  
 Muddy Waters — Hard Again — Blue Sky  
 Crackin' — Makings Of A Dream — WB  
 Janis Ian — Miracle Row — Columbia  
 Rufus — Ask Rufus — ABC  
 New Riders Of The Purple Sage — Who Are Those Guys? — MCA  
 Denim — Epic  
 Ace — No Strings — Anchor

**KFWD-FM — DALLAS — Tim Spencer**

**Most Active:**  
 ZZ Top — Tejas — London  
 Jackson Browne — The Pretender — Asylum  
 Queen — A Day At The Races — Elektra  
 Kansas — Leftoverture — Kirshner  
**Adds:**  
 Grover Washington Jr. — Secret Place — Kudu  
 David Bowie — Low — RCA  
 Barclay James Harvest — Octoberon — MCA  
 Jefferson Airplane — Flight Log — Grunt  
 Janis Ian — Miracle Row — Columbia  
 Renaissance — Novella — Sire  
 Alpha Band — Arista  
 Kid Dynamite — Cream  
 Sammy Hagar — Capitol

**KADI-FM — ST. LOUIS — Pete Paris**

**Most Active:**  
 ZZ Top — Tejas — London  
 — Hideaway/Arrested For Driving While Blind/Pan Am  
 Burton Cummings — Portrait  
 — Birch Magic/Ain't Seen Nothing Yet  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 — I Wish/Isn't She Lovely/As

Genesis — Wind & Wuthering — Atco  
 — 11th Earl Of Mar  
 Eagles — Hotel California — Asylum  
 Jackson Browne — The Pretender — Asylum  
 Gary Wright — The Light Of Smiles — WB  
 — Water Sign/Silent Fury/Weeping  
 Fleetwood Mac — Go Your Own Way/Silver Spring (45) — WB  
 Al Stewart — Year Of The Cat — Janus  
 — Year Of The Cat/On The Border  
 Kiss — Rock & Roll Over — Casablanca  
 — Hard Luck Woman

**Adds:**  
 Steve Hillage — L — Atlantic  
 Ace — No Strings — Anchor  
 Lucifer's Friend — Mind Exploding — Janus  
 Tim Rice & Andrew Lloyd Weber — Evita — MCA  
 Big Wah Koo — ABC  
 Denim — Epic  
 Starcastle — Fountains Of Light — Epic  
 Renaissance — Novella — Sire

**KSHE-FM — ST. LOUIS — Ron Stevens**

**Most Active:**  
 Eagles — Hotel California — Asylum  
 — Victim Of Love  
 Bob Seger — Night Moves — Capitol  
 Genesis — Wind & Wuthering — Atco  
 — 11th Earl Of Mar  
 Chilliwack — Dreams, Dreams, Dreams — Mushroom  
 — Fly At Night/The Morning We Land  
 Queen — A Day At The Races — Elektra  
 — Tie Your Mother Down/Long Away  
 ELO — A New World Record — UA  
 ZZ Top — Tejas — London  
 Gary Wright — The Light Of Smiles — WB  
 — Water Sign/Silent Fury  
 George Harrison — Thirty Three & 1/3 — Dark Horse  
 Wings — Wings Over America — Capitol

**Adds:**  
 Starcastle — Fountains Of Light — Epic  
 Steve Harley & Cockney Rebel — Love's A Prima Donna — EMI  
 Sammy Hagar — Capitol  
 New Riders Of The Purple Sage — Who Are Those Guys? — MCA  
 Mr. Big — Photographic Smile — Arista  
 Locust — Playguy — Annuit Coeptis  
 City Boy — Dinner At The Ritz — Mercury  
 The Runaways — Queens Of Noise — Mercury

**WDVE-FM — PITTSBURGH — Marsy Posner**

**Most Active:**  
 Al Stewart — Year Of The Cat — Janus  
 — Year Of The Cat  
 Eagles — Hotel California — Asylum  
 Wings — Wings Over America — Capitol  
 Joni Mitchell — Hejira — Asylum  
 Boston — Epic  
 — Hitch A Ride  
 Queen — A Day At The Races — Elektra  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 ZZ Top — Tejas — London  
 — It's Only Love  
 Fleetwood Mac — Go Your Own Way (45) — WB

**Adds:**  
 Barclay James Harvest — Octoberon — MCA  
 Racing Cars — Downtown Tonight — Chrysalis  
 Bill Quateman — Night After Night — RCA  
 City Boy — Dinner At The Ritz — Mercury  
 David Bowie — Low — RCA  
 George Benson — Gonna Love You More (45) — WB  
 Jefferson Airplane — Flight Log — Grunt

**WYDD-FM — PITTSBURGH — Steve Downes**

**Most Active:**  
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor  
 — Outside Woman Blues  
 Automatic Man — Island  
 Boston — Epic  
 Eagles — Hotel California — Asylum  
 Foghat — Night Shift — Bearsville  
 — Drivin' Wheel/I'll Be Standing By  
 Genesis — Wind & Wuthering — Atco  
 Kansas — Leftoverture — Kirshner  
 Bob Seger — Night Moves — Capitol  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 ZZ Top — Tejas — London

**Adds:**  
 Sammy Hagar — Capitol  
 The Winters Bros. Band — Atco  
 Larry Coryell — The Lion & The Ram — Arista  
 David Bowie — Low — RCA  
 New Riders Of The Purple Sage — Who Are Those Guys? — MCA  
 Don Harrison Band — Red Hot — Atlantic  
 Taj Mahal — Music Fuh Ya' — WB  
 Starcastle — Fountains Of Light — Epic  
 Janis Ian — Miracle Row — Columbia  
 Seawind — CTI  
 Danny Kirwan — Midnight In San Juan — DJM (Imp)

**WKTK-FM — BALTIMORE — Steve Cochran**

**Most Active:**  
 David Bowie — Low — RCA  
 — Breaking Glass  
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor  
 — So Into You  
 Wings — Wings Over America — Capitol  
 Kansas — Leftoverture — Kirshner  
 Al Stewart — Year Of The Cat — Janus  
 Eagles — Hotel California — Asylum  
 Queen — A Day At The Races — Elektra  
 Boston — Epic  
 Jackson Browne — The Pretender — Asylum  
 Gary Wright — The Light Of Smiles — WB

**Adds:**  
 David Bowie — Low — RCA  
 New Riders Of The Purple Sage — Who Are Those Guys? — MCA  
 Man's Theory — MCA

**M-105-FM — CLEVELAND — Eric Stevens**

**Most Active:**  
 Wings — Wings Over America — Capitol  
 Eagles — Hotel California — Asylum  
 — Hotel California/New Kid In Town/Victim Of Love  
 ELO — A New World Record — UA  
 — Do Ya/Livin' Thing/Telephone Line  
 Kansas — Leftoverture — Kirshner  
 — Carry On Wayward Son  
 Queen — A Day At The Races — Elektra  
 — Somebody To Love/You & I/Good Old Fashioned Lover Boy  
 Al Stewart — Year Of The Cat — Janus  
 — Year Of The Cat/On The Border  
 Boston — Epic  
 — Long Time/More Than A Feeling/Hitch A Ride  
 Foghat — Night Shift — Bearsville  
 — Don't Run Me Down/Drivin' Wheel  
 Gary Wright — The Light Of Smiles — WB  
 — The Light Of Smiles/Are You Weeping  
 George Harrison — Thirty Three & 1/3 — Dark Horse  
 — Crackerbox Palace/This Song

**KOME-FM — SAN JOSE — Dana Jang**

**Most Active:**  
 Jean-Luc Ponty — Imaginary Voyage — Atlantic  
 — New Country  
 Bob Seger — Night Moves — Capitol  
 — Night Moves  
 Gary Wright — The Light Of Smiles — WB  
 — Water Sign  
 Kansas — Leftoverture — Kirshner  
 — Carry On Wayward Son  
 Chick Corea — My Spanish Heart — Polydor  
 — Wind Dance

**Adds:**  
 Janis Ian — Miracle Row — Columbia  
 David Bowie — Low — RCA  
 Journey — Next — Columbia  
 Starcastle — Fountains Of Light — Epic  
 Larry Coryell — The Lion & The Ram — Arista  
 Leo Kottke — Chrysalis  
 Average White Band — Person To Person — Atlantic  
 Nova — Vimana — Arista

**KSJO-FM — SAN JOSE — Paul Wells**

**Most Active:**  
 Eagles — Hotel California — Asylum  
 ELO — A New World Record — UA  
 Gary Wright — The Light Of Smiles — WB  
**Adds:**  
 Mr. Big — Photographic Smile — Arista  
 Jennifer Warnes — Arista  
 Average White Band — Person To Person — Atlantic  
 Don Harrison Band — Red Hot — Atlantic  
 Sammy Hagar — Capitol  
 Leo Kottke — Chrysalis  
 Racing Cars — Downtown Tonight — Chrysalis  
 Janis Ian — Miracle Row — Columbia  
 Journey — Next — Columbia  
 Starcastle — Fountains Of Light — Epic  
 Barclay James Harvest — Octoberon — MCA  
 New Riders Of The Purple Sage — Who Are Those Guys? — MCA  
 David Bowie — Low — RCA  
 Taj Mahal — Music Fuh Ya' — WB  
 Crackin' — Makings Of A Dream — WB

**WMC-FM — MEMPHIS — Ron Olson**

**Most Active:**  
 Eagles — Hotel California — Asylum  
 — Hotel California/New Kid In Town/Life In The Fast Lane  
 Al Stewart — Year Of The Cat — Janus  
 — Year Of The Cat/One Stage Before  
 Wings — Wings Over America — Capitol  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 — Past Time Paradise/I Wish/Isn't She Lovely  
 Jackson Browne — The Pretender — Asylum  
 — The Pretender/Here Come Those Tears  
 ZZ Top — Tejas — London

— Arrested For Driving While Blind/10 Dollar Man/She's A Heartbreaker  
 Joni Mitchell — Hejira — Asylum  
 — Amelia  
 Leon Redbone — Double Time — WB  
 — Diddy Wah Diddy  
 Gary Wright — The Light Of Smiles — WB  
 Manfred Mann — The Roaring Silence — WB  
 Atlanta Rhythm Section — Rock & Roll Alternative — Polydor  
 — So Into You  
 Little River Band — Capitol  
 — I'll Always Call Your Name  
 10cc — The Things We Do For Love (45) — Mercury  
 Boston — Epic  
 — Foreplay/Long Time

**Adds:**  
 David Bowie — Low — RCA  
 Starcastle — Fountains Of Light — Epic  
 Kim Carnes — Sailin' — A&M  
 Racing Cars — Downtown Tonight — Chrysalis

**KJAK-FM — OKLAHOMA CITY — John Michael Scott**

**Most Active:**  
 Chuck Mangione — Main Squeeze — A&M  
 Joni Mitchell — Hejira — Asylum  
 Eagles — Hotel California — Asylum  
 Wings — Wings Over America — Capitol  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 ZZ Top — Tejas — London  
 Wendy Waldman — WB  
 Jackson Browne — The Pretender — Asylum  
**Adds:**  
 Emmylou Harris — Luxury Liner — WB  
 Taj Mahal — Music Fuh Ya' — WB  
 New Riders Of The Purple Sage — Who Are Those Guys? — MCA  
 Janis Ian — Miracle Row — Columbia  
 Genesis — Wind & Wuthering — Atco  
 Gary Wright — The Light Of Smiles — WB

**WNOR-FM — NORFOLK, VA — Bruce Garraway**

**Most Active:**  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 — As  
**Adds:**  
 Dave Mason — Certified Live — Columbia  
 John Prine — Prime Prine — Atlantic  
 Queen — A Day At The Races — Elektra  
 Santana — Festival — Columbia  
 ZZ Top — Tejas — London  
 Average White Band — Person To Person — Atlantic  
 Atlanta Rhythm Section — Rock & Roll Alternative — Polydor  
 Gary Wright — The Light Of Smiles — WB  
 Al Stewart — Year Of The Cat — Janus

**WMMS-FM — CLEVELAND — Shelley Stille**

**Most Active:**  
 Average White Band — Person To Person — Atlantic  
 Bread — Lost Without Your Love — Elektra  
 Eagles — Hotel California — Asylum  
 Genesis — Wind & Wuthering — Atco  
 George Harrison — Thirty Three & 1/3 — Dark Horse  
 Kiss — Rock & Roll Over — Casablanca  
 Wings — Wings Over America — Capitol  
 Al Stewart — Year Of The Cat — Janus  
 Gary Wright — The Light Of Smiles — WB  
 Jackson Browne — The Pretender — Asylum

**Adds:**  
 Chilliwack — Dreams, Dreams, Dreams — Mushroom  
 Ace — No Strings — Anchor  
 Rufus — Ask Rufus — ABC  
 The Winters Bros. Band — Atco  
 Kim Carnes — Sailin' — A&M  
 Abba — Arrival — Atlantic  
 Andrew Gold — What's Wrong With This Picture — Asylum  
 Graham Parker — Live At Marble Arch — Mercury

**WKLS-FM — ATLANTA — Drew Murray**

**Most Active:**  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 — Isn't She Lovely  
 Eagles — Hotel California — Asylum  
 — Hotel California/Last Resort  
 Manfred Mann — The Roaring Silence — WB  
 — Blinded By The Light/On The Road To Babylon  
 Bob Seger — Night Moves — Capitol  
 — Night Moves  
 Queen — A Day At The Races — Elektra  
 — Somebody To Love  
 Bread — Lost Without Your Love — Elektra  
 Wings — Wings Over America — Capitol

(continued on page 44)





# CASH BOX POP RADIO ANALYSIS

## MOST ADDED RECORDS

This  
Week

## STATION ADDS THIS WEEK

| Rank | Record  | This Week | To Date | Stations   |
|------|---|-----------|---------|--|
| 1.   | Theme From "A Star Is Born" — Barbra Streisand — Columbia | 27%       | 74%     | WRKO, KFRC, WHBQ, KJRB, WPGC, WAYS, WFOM, WSGN, KTLK, KXOK, KLIF, WIRL, KIMN, WLAC, WCAO, WQAM, WQXI, KJR, WOW, WKY, WAVZ, KIOA, WNOE, WXYZ, KRBE, WVBF, WDRQ. |
| 2.   | Year Of The Cat — Al Stewart — Janus                      | 20%       | 67%     | WPGC, KSLQ, WSAI, Q-102, KXOK, WIRL, WFIL, KIMN, Z-93, WNCI, WMET, KEEL, WOW, KBEQ, WMAK, WHBQ, WOKY, WXYZ, WKBW.  |
| 3.   | Long Time — Boston — Epic                                 | 18%       | 24%     | KJR, WBBQ, WISM, WCAO, WSGA, WLAC, Z-96, KXOK, WCOL, WSGN, KBEQ, WPRO, WING, WABC, KEYZ, KILT, WVBF, WKLO.   |
| 4.   | Boogie Child — Bee Gees — RSO                             | 13%       | 35%     | WAKY, WKY, KEEL, WISM, WLAC, WAPE, WERC, WGCL, WKRO, WKLO, WAVZ, KPAM, KCBQ.   |
| 5.   | Dancing Queen — Abba — Atlantic                           | 12%       | 58%     | WAKY, WZUU, WLAC, KIMN, WPGC, WDGY, WMAK, KNDE, KCBQ, KIOA, KING, WGH.   |
| 6.   | Cracker Box Palace — George Harrison — Dark Horse         | 12%       | 21%     | KJR, WZUU, WBBQ, WMET, WCAO, WPGC, WPRO, WHBQ, WHHY, WNOE, KRBE, WVBF.   |
| 7.   | Go Your Own Way — Fleetwood Mac — Reprise                 | 11%       | 69%     | WFIL, KIMN, WMET, WOW, WKY, WPRO, KNUS, WOKY, WBT, WMAK, KLEO.   |
| 8.   | Rich Girl — Hall & Oates — RCA                            | 10%       | 20%     | WCAO, KJR, WOW, WCOL, WFOM, WIFI, WAVZ, KILT, KPAM, KLEO.  |
| 9.   | Here Come Those Tears Again — Jackson Browne — Asylum     | 8%        | 13%     | KJR, WBBQ, Z-93, WORC, WAVZ, KEZY, WPIX, WVBF.   |
| 10.  | Weekend In New England — Barry Manilow — Arista           | 7%        | 80%     | B-100, KBEQ, CKLW, KLIF, KHJ, KYA, WGH.  |
| 11.  | Night Moves — Bob Seger — Capitol                         | 7%        | 70%     | WNCI, WLS, WMAK, WPRO, KNUS, KING, WGH.  |
| 12.  | Enjoy Yourself — Jacksons — Epic                          | 7%        | 59%     | WAPE, KIMN, KBEQ, KNDE, WRKO, KEZY, WNOE.  |
| 13.  | Living Next Door To Alice — Smokie — RSO                  | 7%        | 38%     | WSGA, Z-93, WLAC, WLEE, WIFI, KILT, WTX.   |
| 14.  | Don't Leave Me This Way — Thelma Houston — Tamla          | 7%        | 35%     | Y-100, WNDE, KXOK, WCOL, WLEE, 99X, KPAM.  |
| 15.  | Hard Luck Woman — Kiss — Casablanca                       | 6%        | 66%     | WFIL, WIRL, WOKY, WOW, KEZY, WNOE.   |
| 16.  | Don't Give Up On Us — David Soul — Private Stock          | 6%        | 6%      | KHJ, KFRC, KLIF, 99X, WFOM, WKBW.  |

## RADIO ACTIVE SINGLES

- FLY LIKE AN EAGLE — STEVE MILLER — CAPITOL**  
KILT 27-19, KSTP 15-11, WPGC 14-7, WBBF 30-24, WIFI 20-15, WJET 28-14, KBEQ 16-12, CKLW 17-12, WHBQ 29-21, KFRC 18-8, WAVZ 16-9, KING 21-10, KEZY 34-25, WNOE 28-24, WBT 20-15, WPIX ex-26, B-100 14-8, KJR 15-9, KEEL 14-10, WISM ex-28, WCAO 18-14, WLAC 27-17, KIMN 17-4, WFIL 23-18, WIRL ex-19, WLS 26-21, KXOK 20-13, WCOL 25-18, Q-102 ex-27, WPEZ 9-4, WSGN 23-16, WERC ex-29, WFOM 27-16, WSAI 27-21.
- THEME FROM "A STAR IS BORN" — BARBRA STREISAND — COLUMBIA**  
WTIX 29-20, KCBQ 21-16, WHHY ex-20, WING 32-24, WOKY 20-12, KEZY ex-35, KYA 17-14, KILT ex-29, WPEZ ex-20, WBBQ 30-19, WISM 17-14, WMET 23-17, WNCI 22-10, WSGA 27-20, Z-93 25-18, Z-96 17-11, Y-100 21-10, WNDE 26-18, KLEO 27-22, WCOL 39-13, Q-102 21-9, WORC 19-13, WGCL 24-20, KBEQ 25-21, WDGY ex-19, WMAK 22-16, WPRO 21-15.
- WEEKEND IN NEW ENGLAND — BARRY MANILOW — ARISTA**  
WKBW 30-16, KILT 30-24, WPEZ ex-21, KSTP 22-18, KIOA 14-6, KING ex-22, WNOE 29-20, WKY ex-16, WOW 10-6, WZUU 20-15, WMET 13-4, WLAC ex-26, Y-100 19-13, KIMN 16-11, KTLK 23-19, WSGN 24-15, WERC 26-18, WFOM 20-9, WIFI 19-14, WMAK 20-15, KJRB ex-25, WRKO 30-24, WKLO ex-17, WOKY 26-18.
- GO YOUR OWN WAY — FLEETWOOD MAC — REPRISÉ**  
WHBQ 23-17, WRKO 18-11, WHHY ex-21, WAVZ 23-19, KEZY 27-21, KYA ex-25, WAKY ex-10, WISM 23-17, WCAO 29-22, Z-93 ex-26, WAPE 30-23, WIRL 25-18, KXOK 24-16, Q-102 24-20, WLEE 26-22, WFOM 25-18, KSLQ ex-28, WBBF ex-23, WDGY ex-29, WMAK ex-26, KJRB ex-28, CKLW ex-30.
- YEAR OF THE CAT — AL STEWART — JANUS**  
WAKY 29-24, B-100 10-1, WSGA 20-15, WLAC 26-20, Z-96 24-17, WLEE ex-23, WSGN 32-18, WFOM ex-30, WIFI ex-19, WNOE ex-21, WBT 25-18, KRBE 17-12, KSTP 18-13, WDGY 30-23, CKLW 26-20, KHJ ex-23, WRKO 28-20, WHHY 15-10, WAVZ 30-23, KNUS 20-16, KING ex-18, KEZY 29-23.
- NEW KID IN TOWN — EAGLES — ASYLUM**  
KLIF 12-6, KNUS 10-3, WOKY 13-7, WPRO 14-5, WABC 14-11, WNOE 22-17, WBT 9-4, WGH 12-7, WPRO 14-5, WPEZ 15-10, WTX 11-5, WDRQ 20-14, WISM 10-5, WQAM 7-3, WMET 14-9, WLS 17-12, KXOK 7-3, Q-102 7-3, WSGN 19-14, WFOM 10-3, WIFI 14-10, WMAK 15-7.
- LOST WITHOUT YOUR LOVE — BREAD — ELEKTRA**  
WAKY 13-4, B-100 20-16, KEEL 23-13, KDWB 17-12, Z-93 16-12, WLAC 22-6, KIMN 14-9, WFIL ex-23, WSAI 12-8, WAYS 14-10, KSLQ 37-31, KBEQ 29-25, KCBQ 27-19, KLIF 24-20, KNUS 19-14, WKLO 10-5, KING 19-14, WNOE 27-22, WKBW 27-18, KRBE 16-9.

## SECONDARY RADIO ACTIVE

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

- LONG TIME — BOSTON — EPIC**  
Adds: KACY, WYSL, WIFE, WHNN, WKIX, WCUE, WISM, WPTR, KAFY, WICC, KKLS, WEAQ, WLOF, KRSP, KSLY, WBSR; Jumps: WAIR ex-28.
- RICH GIRL — HALL & OATES — RCA**  
Adds: WHNN, WTRY, WRFC, WFOM, WFLI, WKWK, KRSP, WAVZ, WJON, WOW, WAUG; Jumps: WYSL 23-15, G-55 28-22, KSLY 28-23, KAKC ex-30, 98Q ex-37.
- SAM — OLIVIA NEWTON-JOHN — MCA**  
Adds: WAEB, KACY, WCUE, WICC, KAKC, WBG, KFVR, WING, 14-RKO, WJON, WBSR; Jumps: WISM ex-29, KRSP ex-28, WQPD ex-37.
- MOODY BLUE — ELVIS PRESLEY — RCA**  
Adds: WHNN, KELI, WTRY, WCUE, WCRO, WJON; Jumps: 14-RKO 26-17, KKLS 27-21, WFOM 29-23, KAKC 29-24, WING 42-34, WDBQ ex-29, WICC ex-29, WLAV ex-29.
- DON'T GIVE UP ON US — DAVID SOUL — PRIVATE STOCK**  
Adds: KRIB, KELI, KQWB, KAKC, WBG, WFOM, WEAQ, KVOX, KRSP; Jumps: WCRO 27-22, WAEB ex-27.
- CRACKERBOX PALACE — GEORGE HARRISON — WB**  
Adds: KLIV, KELI, KAKC, WBG, G-55, WKWK, KRKE; Jumps: WAVZ ex-30, WCRO ex-30, WCUE ex-36.
- I CAN'T SAY NO TO YOU — PARKER McGEE — BIG TREE**  
Adds: WDBQ, KELI, WQPD, WLAV, WAEB, KSLY; Jumps: WMFJ ex-30.
- I'LL ALWAYS CALL YOUR NAME — LITTLE RIVER BAND — HARVEST.**  
Adds: KRIB, WBG, KKLS, WLCY, WAVZ; Jumps: WQPD 36-31.
- REACH — ORLEANS — ASYLUM**  
Adds: WAIR, KAFY, KVOX, WING; Jumps: WQPD 38-32.
- SO INTO YOU — ATLANTA RHYTHM SECTION — POLYDOR**  
Adds: WBG, KKLS; Jumps: WSPT 27-22, WQPD 34-25, 98Q ex-38.
- YOU KNOW LIKE I KNOW — OZARK MTN. DAREDEVILS — A&M**  
Adds: KRIB, WSPT, WING, WBSR.



# THE SINGLES BULLETS

- #1 STEVIE WONDER** — #1 selling single at Music Street/Seattle, Tower/S.F., Soul City/L.A., Peaches/Cleve., Schwartz Bros./D.C., Prospect/Cleve. #2 selling single at Peaches/Denver, Central/Hartford, Richman Bros./Phila., Peters/Boston, Cavages/Buffalo, Win/N.Y. Top 5 sales at 62% of our reporting accounts. Still jumping at WKY 11-6, WBBQ 14-9, WQAM 14-10, WLS 14-9, KXOK 11-7, WAYS 6-1. Top 5 airplay at 43% of our reporting stations including #1 at WHBQ, KLIF, KFRC, WAYS, WGCL, KEEL, WCAO, WDRQ, WVBF. Top 5 at KTLK-5, WBGD-5, WISM-3, WMET-3, Z-96-2, WIRL-3, WFIL-3, WLEE-4, KCPX-5, WSGA-3, WIFI-4, WPGC-2, WFOM-4, WSAI-2, WKLO-3, WOKY-2, WAVZ-4, KHJ-5, WABC-5, WKBW-5. Late add at WPIX. (#1 on **CB** R&B singles chart makes "I Wish" the first single since "Disco Lady" to hit the top spot on both charts concurrently.
- #2 MANFRED MANN** — Top 5 rotation at 41% of our reporting stations including WHBQ-3, KLIF-5, KHJ-4, WRKO-4, WHHY-1, KRSP-1, WSAI-4, WFOM-1, KSLQ-3, WAYS-4, WPGC-4, WGCL-2, WBBF-1, KBEO-1, KAKC-4, KJR-5, KCPX-1, KXOK-1, WLAC-2, KDWB-1, WAPE-5, Z-96-3, KIMN-1, WNCI-2, WMET-1, WCAO-2, WBBQ-2, WZUU-4, WISM-1, WCOL-3, WLS-2, KTAC-5, KJRB-2, WOW-2, WKY-1, WQXI-5, KIOA-1. Late jumps at KEEL 11-6, WQAM 13-9, WNCI 6-2, Y-100 17-9, KIMN 9-1, WFIL 11-6, Q-102 14-6, WPEZ 15-7, WSAI 11-4, CKLW 11-7, 99X 28-20. Top 5 selling single at Tower/S.D., World Wide/Seattle, Music Plus/L.A., Peaches/Delwood, Peters/Boston, Waxie Maxie/D.C., Potomac/Wash., Singer, Galgano/Chi., Bromo/Okla. City, Central Sales/Houston.
- #3 MARY MacGREGOR** — Key adds at WABC, WLS, KNUS, KDWB. Prime movers at WQAM 12-1, KXOK 17-11, WPEZ 10-2, KTLK 14-9, WSAI 23-16, KSLQ 31-25, WGCL 10-4, 99X 20-15, WHBQ 15-9. Top 5 airplay at 37% of our reporters including Z-93-4, WQXI-4, WKY-4, WOW-41, WERC-2, KJRB-4, KTAC-1, WCOL-5, WISM-4, Y-100-1, WZUU-2, WNCI-4, KIMN-3, WAPE-1, WLAC-3, WIRL-1, WFIL-5, WPEZ-2, WLEE-5, WSGA-2, KJR-2, KBEO-1, WDGY-3, WBBF-4, WIFI-5, WJET-2, WGCL-4, WPGC-3, WAYS-3, WMAK-1, WPRO-1, KHJ-3, KIOA-3. Top 5 selling single at Music Street/Seattle, Tower/S.D./S.F., Licorice Pizza/L.A., Peaches/Cleve., Bee Gee/Albany, Double B/L.I., New England Music City/Boston, Potomac/Wash., Soul City, Music Plus/L.A., Stark, Prospect/Cleve., Franklin/Atl.
- #8 EAGLES** — Added at KDWB. #6 most active single with 21 prime movers including WQAM 7-3, WMET 14-9, WLS 17-12, KXOK 7-3, Q-102 7-3, WIFI 14-10, KLIF 12-6, KNUS 10-3. Already top 5 airplay at 32% of our reporting stations including KTLK-4, WERC-1, KJRB-1, Q-102-3, WQAM-3, WCAO-4, Z-96-4, WAPE-4, WLAC-4, WLEE-3, KXOK-3, KJR-3, KAKC-2, WGCL-3, WFOM-3, WSAI-3, WKLO-3, WPRO-3, KCBQ-5, WAVZ-2, KHJ-2, WHBQ-4. Excellent top 10 sales at Mile Hi/Denver, Tower/S.D./S.F., Licorice Pizza/L.A., Rec. & Tape/Balt., Richman Bros./Phila., Peters, Dicks/Boston, Waxie Maxie/D.C., Win. King Karol/N.Y., El Roy/L.I., Potomac/Wash., Prospect/Cleve., Giant/Va., West. Merch./Amarillo, Central South/Nash., Bromo/Okla. City, Soul City, Music Plus/L.A.
- #9 JACKSONS** — Key adds at WRKO, KBEO, WNOE, KNDE, KIMN. 11 prime movers include WQXI 8-3, Z-93 10-5, WFIL 24-17, WOW 20-13, KHJ ex-22, WHHY 12-8, Z-96 14-8, WFOM 21-11. Top 5 rotation at Z-96-5, WQXI-3, WPGC-1, CKLW-2, WAVZ-1. Top 10 selling single at Tower/S.D., Music Plus/L.A., Peaches/Ft. Laud./Cleve./St. Louis, Double B/L.I., Richman Bros./Phila., Waxie Maxie/D.C., Win. Town Hall/N.Y., Potomac/Wash., Stark/Cleve., Giant/Va., Franklin/Atl., Specs, United/Fla., Music Scene/Atl. (#8 on **CB** R&B singles chart).
- #10 KENNY NOLAN** — Added at WNCI, WFIL, KXOK, WAYS, WSAI, KNDE. 14 prime movers include KJR 23-17, WPGC 22-17, WIFI ex-24, CKLW 28-19, WRKO 4-1, WOKY 22-17, WKLO 11-7. Top 5 airplay at WLS-1, WORC-1, WCOL-4, KEEL-5, KAKC-3, WHHY-5, WRKO-1. Strong sales at Licorice Pizza, Soul City, Music Plus/L.A., Double B/L.I., New England Music City/Boston, King Karol/N.Y., Potomac/Wash., Stark, Prospect/Cleve., Consolidated, Harmony House/Det., Franklin/Atl., Central South/Nash.
- #12 BARRY MANILOW** — #10 most added single with 7 new stations including CKLW, KLIF, KHJ, KBEO, KYA, B-100. #3 most active single with 24 jumps including WMET 13-11, Y-100 19-13, KIMN 16-11, KTLK 23-19, WIFI 19-14, WRKO 30-24, WKLO ex-17. Top 5 airplay at WLS-1, WORC-1, WMET-4, KCPX-3, WBBF-5, WJET-3. Strong sales at Licorice Pizza/L.A., Peaches/Delwood/Columbus/Denver, Bee Gee/Albany, Richman Bros./Phila., Peters, Dicks/Boston, Win/N.Y., Potomac/Wash., Stark, Prospect/Cleve., Harmony House/Det., Galgano/Chi., Bromo/Okla. City.
- #13 BREAD** — Key adds at WABC, WRKO, 99X, WMET, KNOE, KYA. #6 most active single with 21 prime movers including Z-93 16-12, KIMN 14-9, WFIL ex-23, WSAI 12-8, WAYS 14-10, KSLQ 37-31, KLIF 24-20, KNUS 19-14. Top 5 airplay at WAKY-4, KCPX-2, WKLO-5, WING-3. Strong sales at Mile Hi/Denver, Tower/S.D./S.F./Sac., Licorice Pizza/L.A., Peaches/Cleve./Denver, Bee Gee/Albany, Peter, Dicks/Boston, Waxie Maxie/D.C., Win/N.Y., El Roy/L.I., Potomac/Wash., Stark, Prospect/Cleve., Franklin/Atl.
- #14 STEVE MILLER** — #1 most active single this week with 36 prime movers including KJR 15-9, WCAO 18-9, KIMN 17-11, WFIL 23-18, KXOK 20-13, WCOL 25-18, Q-102 ex-27, WSAI 27-21, WLS 26-21, WPGC 14-7, WIFI 20-15, CKLW ex-28, WHBQ 24-21, KFRC 18-8. Added at WQXI. Top 5 airplay at WOW-5, WORC-2, Y-100-2, KIMN-4, WPEZ-4, WDGY-4. Strong sales at Banana/S.F., Tower/S.D./S.F., Licorice Pizza/L.A., Peaches/Columbus/Ft. Laud., Rec. & Tape/Balt., Double B, El Roy/L.I., Peters, Dicks, New England Music City/Boston, Waxie Maxie/D.C., Bee Gee/Albany, Win/N.Y., Potomac/Wash., Stark/Cleve., Harmony House/Det., Bromo/Okla. City.
- #15 BOB SEGER** — Heavy adds at WLS, WNCI, KNUS, WPRO, WMAK, KSTP. 12 jumps include KHJ 13-8, WCAO 23-18, Z-93 20-16, KXOK 23-18, WPGC 23-19, KBEO 26-20. Strong sales at Mile Hi/Denver, Tower/S.F., Soul City/L.A., World Wide/Seattle, Central/Hartford, Double B/L.I., New England Music City, Peters, Dicks/Boston, Win/N.Y., Potomac/Wash., Stark, Prospect/Cleve., Harmony House/Det., Galgano/Chi., Bromo/Okla. City.
- #17 AL STEWART** — #2 most added single with 20 new stations including WHBQ, WPGC, KSLQ, WSAI, Q-102, KXOK, WFIL, KIMN, Z-93, WNCI, WMET. #5 most active single with 22 big jumps including WIFI ex-19, CKLW 26-20, KHJ ex-23, WRKO 28-20, KNUS 20-16, WLEE ex-23, Z-96 24-17, WAKY 29-24. Good sales at Tower/S.D./S.F./Sac., Licorice Pizza/L.A., Peaches/Denver, Bee Gee/Albany, Peters/Boston, Win, King Karol/N.Y.
- #20 ABBA** — #5 most added single this week with 12 new stations including WPGC, KIMN, KCBQ, KNDE, WMAK, WDGY, WLAC, WZUU, WAKY, KING. Jumps at WIFI 27-23, CKLW ex-27, WFIL ex-24, WGCL 25-19, WERC ex-28, WORC 28-23, WBBF 18-13. Top 5 airplay at WOW-4, WPRO-2, WRKO-5. Good sales at Licorice Pizza/L.A., Bee Gee/Albany, Rec. & Tape/Balt., El Roy, Double B/L.I., Richman Bros./Phila., New England Music City, Peters, Dicks/Boston, Win, King Karol/N.Y., Potomac/Wash., Stark/Cleve., Giant/Va.
- #21 BARBRA STREISAND** — #1 most added single for the second week in a row. 27 new stations include WRKO, KFRC, KLIF, WHBQ, WAYS, KTLK, KIMN, WCAO, WQAM, WQXI, KJR, WDRQ, WNOE. #2 most active single with 28 big jumps including WMET 23-17, WNCI 22-10, Z-93 25-18, Y-100 21-10, WCOL 37-13, Q-102 21-9, WGCL 24-20, WOKY 20-12. Already #1 at KAKC, WSAI. Strong sales at Banana/S.F., Tower/S.D./S.F., Peaches/Ft. Laud./Columbus/Denver, Peters, Dicks/Boston, Win/N.Y., Stark, Prospect/Cleve., Giant/Va., Galgano/Chi., Bromo/Okla. City.
- #22 FLEETWOOD MAC** — #7 most added single this week with 12 new stations including WFIL, KNUS, KIMN, WMET, WOKY, WPRO, WOW, WBT. #4 most active single with 22 big jumps including WCAO 29-22, Z-93 ex-26, KXOK 24-16, Q-102 24-20, KSLQ ex-28, CKLW ex-30, WRKO 18-11, WHBQ 23-17. Sales at Banana/S.F., Mile Hi/Denver, Tower/S.D., Licorice Pizza/L.A., Double B, El Roy/L.I., Peters, New England Music City/Boston, Cavages/Buffalo, Bee Gee/Albany, Win, King Karol/N.Y., Prospect/Cleve., Giant/Va., Galgano/Chi., Franklin/Atl.
- #23 KISS** — Added at WFIL, WNOE, WOKY, KEZY, WIRL. 16 big jumps include WPEZ 24-18, WHBQ 30-22, KJR ex-25, KILT 36-25, WTX 30-22. Top 5 airplay at WOW-4, WPRO-2, WRKO-5. Good sales at Licorice Pizza, Music Plus/L.A., Bee Gee/Albany, Rec. & Tape/Balt., Double B, El Roy/L.I., Richman Bros./Phila., Peters, New England Music City, Dicks/Boston, Potomac/Wash., Stark/Cleve., Giant/Va.
- #27 KANSAS** — Added at WIFI, WHHY, WORC, WPEZ, WLAC. Last week added at WZUU, WIFI, WAYS, KRBE. Jumps at WCOL 32-22, WFOM ex-28, WJET ex-24. Sales at Bee Gee/Albany, Central/Hartford, Waxie Maxie/D.C., Win, King Karol/N.Y., Potomac/Wash., Stark, Prospect/Cleve., Giant/Va., Galgano/Chi., Central South/Nash.
- #29 STEPHEN BISHOP** — Added at WISM, Z-96. 9 adds last week include KSLQ, KCBQ, WAPE. Good jumps at WOW 14-12, WZUU ex-20, WCAO 16-11, KIMN ex-24, WORC ex-30, WFOM ex-27, WJET ex-27, WING 25-19. Sales at Music Street/Seattle, Tower/S.F., Licorice Pizza/L.A., Bee Gee/Albany, Rec. & Tape/Balt., Waxie Maxie/D.C., Potomac/Wash., Stark/Cleve., Giant/Va., West. Merch./Amarillo.
- #31 10cc** — Added at WJET, KIMN, KEEL, WNOE. Last week added at 15 stations including WGCL, WCAO, WIFI, WAKY. Jumps at WGCL 29-25, WIFI ex-27, WRKO 27-19, WHHY 19-9, WMAK ex-27, WBBQ ex-28, Z-96 ex-28, WLEE ex-30. Sales at Bee Gee/Albany, Richman Bros./Phila., Peters, Dicks/Boston, Potomac/Wash., Stark, Prospect/Cleve., Giant/Va., Central South/Nash.
- #33 SMOKIE** — Added at Z-93, WIFI, WLEE, WLAC, WSGA, KILT, WTX. Jumps at WKY ex-19, WIRL ex-22, WORC 27-21, WJET 21-13, WING 37-28. Sales at New England Music City/Boston, Bromo/Okla. City.
- #36 BEE GEES** — #4 most added single with 13 new stations including WRKO, WGCL, WAVZ, WKLO, KCBQ, WERC, WLAC, WISM, KEEL, WKY, WAKY. Jumps at WCAO ex-27, Z-93 ex-29, WCOL 35-28, WIFI ex-30, WPRO ex-25, WBBQ ex-29, WSGN ex-25. Great early sales at Banana/S.F., Tower/Sac., Soul City/L.A., Peaches/Denver, Rec. & Tape/Balt., Win/N.Y., El Roy/L.I., Dicks/Boston, Potomac/Wash., Prospect/Cleve., Bromo/Okla. City. (Added at #79 bullet on **CB** R&B singles chart).
- #39 THELMA HOUSTON** — Added at Y-100, KXOK, 99X, WLEE, WCOL, WNDE. Jumps at WPGC 29-21, KSLQ 32-27, WORC 26-20, WCAO ex-26, WISM ex-30. Good sales at Music Street/Seattle, Banana/S.F., Peaches/Delwood, Bee Gee/Albany, Rec. & Tape/Balt., Tower/S.F., Double B, El Roy/L.I., Richman Bros./Phila., Waxie Maxie/D.C., Win, Town Hall/N.Y., Dicks/Boston, Potomac/Wash., Harmony House/Det., Franklin/Atl. (#15 bullet on **CB** R&B singles chart).
- #42 HENHOUSE FIVE PLUS TOO** — Added at WAPE, WTX. Last week added at KBEO, WSGN. Jumps at KXOK 13-9, KTLK 27-16, WIFI 21-17. Good sales at Licorice Pizza/L.A., Peaches/Delwood/Columbus/Cleve./Denver, Bee Gee/Albany, Rec. & Tape/Balt., Double B/L.I., Peters/Boston, Potomac/Wash., Prospect/Cleve., Galgano/Chi.
- #53 BOSTON** — #3 most added single with 18 new stations including KJR, WCAO, KXOK, WING, WKLO, WPRO, KBEO, WSGN, WCOL, Z-96, WLAC, KILT. Jumps at WZUU ex-19, WFIL ex-25, KNDE ex-21, WAVZ ex-18. #1 most active single on the secondary level with new adds at KACY, WYSL, WIFE, WHNN, WCUE, WISM, WPTR, KAFY, KKLS, WEAQ, KSLY, WBSR. Early sales at Dicks, New England Music City/Boston, Schwartz Bros./D.C.
- #66 HALL AND OATES** — #8 most added single with 10 new stations including WIFI, WCAO, KJR, WAVZ, WFOM, WCOL, WOW. Jumps at WLAC ex-25, WPGC 18-13, KJRB ex-27. #2 most active single on the secondary level with new adds at WHNN, WTRY, WFRC, WFLI, WKWK, KRSP, WAUG. Early sales at Richman Bros./Phila., Waxie Maxie/D.C., King Karol/N.Y., Schwartz Bros./D.C.
- #67 RINGO STARR** — Added at WKBW, WTX, WKLO, WNDE.
- #68 ORLEANS** — Added at WING, WORC. Last week added at KTLK, WKBW. Jumped at WKBW ex-28. #9 most active single on the secondary level with new adds at WAIR, KAFY, KVOX. Sales at Music Street/Seattle, El Roy/L.I., Stark/Cleve.
- #71 DAVID SOUL** — Added at KHJ, KFRC, KLIF, 99X, WFOM. #5 most active single on the secondary level with new adds at KRIB, KELI, KAKC, WBGD, WEAQ, KVOX, KRSP.
- #76 GEORGE HARRISON** — #6 most added single this week with 12 new stations including KJR, WCAO, WMET, WPGC, WHBQ, WHHY, WPRO, WBBQ, WZUU, WNOE, KRBE. Jumped at WCOL 40-30, WAVZ ex-30.
- #80 WILTON PLACE STREET BAND** — Tremendous early response to the 45 and 12 inch disk. Reporters include Banana/S.F., Assoc./Phoenix, Soul City/L.A., Peaches/St. Louis, Double B/L.I., Richman Bros./Phila., Waxie Maxie/D.C., Bee Gee/Albany, Win, Town Hall/N.Y., Potomac/Wash., Music Scene/Atl. Added at WORC last week.
- #81 SONS OF CHAMPLIN** — Added at KSLQ, WOKY, WDRQ. Last week added at KRBE.
- #87 JACKSON BROWNE** — Added at KJR, Z-93, WAVZ, WORC, WBBQ, WVBF, WPIX.
- #89 DICKIE GOODMAN** — Added at Z-93, WSAI, WNDE.

# REGIONAL ALBUM ACTION

## NORTH CENTRAL

(Minnesota, Iowa, Nebraska, Kansas, N. & S. Dakota)

1. BARRY MANILOW
2. BEACH BOYS (ENDLESS SUMMER)
3. CAPTAIN & TENNILLE (LOVE WILL)
4. KISS (DESTROYER)
5. KISS (ALIVE)
6. AEROSMITH (ROCKS)
7. ENGELBERT HUMPERDINCK
8. WALTER MURPHY
9. BOB SEGER (LIVE)
10. DAVID SOUL

## MIDWEST

(Cleveland, Detroit, Chicago, St. Louis, Indiana, Milwaukee, Pittsburgh, Kansas City)

1. BARRY MANILOW
2. ENGELBERT HUMPERDINCK
3. TED NUGENT
4. BOB SEGER (LIVE)
5. BEACH BOYS (ENDLESS SUMMER)
6. NITTY GRITTY DIRT BAND
7. MARY MacGREGOR
8. LEO KOTTKE
9. KISS (DESTROYER)
10. STYX

## NORTHEAST

(Metro N.Y., Upstate N.Y., Boston, Connecticut, Philadelphia)

1. ENGELBERT HUMPERDINCK
2. CHICK COREA
3. SAVANNAH BAND
4. BARRY MANILOW
5. KISS (DESTROYER)
6. GROVER WASHINGTON
7. ATLANTA RHYTHM SECTION
8. DENIECE WILLIAMS
9. BRASS CONSTRUCTION
10. TOMITA
11. TRAMMPS
12. JANIS IAN
13. BLACKBYRDS
14. EMOTIONS
15. SIDE EFFECT

## WEST

(California, Seattle, Portland)

1. JANIS IAN
2. SAVANNAH BAND
3. CHICK COREA
4. AEROSMITH (ROCKS)
5. GROVER WASHINGTON
6. ATLANTA RHYTHM SECTION
7. LEO KOTTKE
8. THELMA HOUSTON
9. GEORGE BENSON (CTI)
10. DENIECE WILLIAMS
11. TAJ MAHAL
12. ABBA
13. JEAN-LUC PONTY
14. DRAMATICS
15. LITTLE RIVER BAND

## NATIONAL BREAKOUTS

- |                               |                           |
|-------------------------------|---------------------------|
| 1. ZZ TOP                     | 8. GARY WRIGHT            |
| 2. BOB SEGER<br>(NIGHT MOVES) | 9. BREAD                  |
| 3. BRICK                      | 10. AEROSMITH (TOYS)      |
| 4. KANSAS                     | 11. GENESIS               |
| 5. SATURDAY NIGHT<br>LIVE     | 12. EMMYLOU HARRIS        |
| 6. MANFRED MANN               | 13. AVERAGE WHITE<br>BAND |
| 7. SANTANA                    | 14. LEON REDBONE          |
|                               | 15. DAVID BOWIE           |

## BALTIMORE/WASHINGTON

1. DENIECE WILLIAMS
2. BLACKBYRDS
3. GROVER WASHINGTON
4. THELMA HOUSTON
5. ROY AYERS UBIQUITY
6. UNDISPUTED TRUTH
7. JANIS IAN
8. TRAMMPS
9. JACKSONS
10. ASHFORD & SIMPSON
11. ABBA
12. EMOTIONS
13. MELBA MOORE
14. MASS PRODUCTION
15. BARCLAY JAMES HARVEST

## DENVER/PHOENIX

1. LEO KOTTKE
2. STARCASTLE
3. ATLANTA RHYTHM SECTION
4. ABBA
5. GEORGE BENSON (CTI)
6. NEW RIDERS OF THE PURPLE SAGE
7. WAYLON JENNINGS
8. MARY MacGREGOR
9. NITTY GRITTY DIRT BAND
10. TOMITA

## SOUTH CENTRAL

(Dallas, Houston, New Orleans, Little Rock)

1. GROVER WASHINGTON
2. LEO KOTTKE
3. ENGELBERT HUMPERDINCK
4. LEO SAYER
5. ATLANTA RHYTHM SECTION
6. DENIECE WILLIAMS
7. ROY AYERS UBIQUITY
8. TAJ MAHAL
9. BARRY MANILOW
10. KISS (DESTROYER)

## SOUTHEAST

(Atlanta, Memphis, Nashville, Charlotte, Richmond, Florida)

1. ENGELBERT HUMPERDINCK
2. ATLANTA RHYTHM SECTION
3. SAVANNAH BAND
4. KISS (DESTROYER)
5. BARRY MANILOW
6. GROVER WASHINGTON
7. DENIECE WILLIAMS
8. AEROSMITH (ROCKS)
9. BARRY MANILOW
10. MARY MacGREGOR

Albums listed as regional breakouts are consensus choices of the accounts listed below. These accounts assess hit potential of new LP releases based on regional sales, overall sales potential and personal predictions. Albums listed as national breakouts have been reported by a minimum of 75% of outlets listed below and have appeared in a minimum of six markets.

REGIONAL ALBUM ACTIVITY is compiled from sales information from the following national, regional and local wholesalers and retailers: **NATIONAL ACCOUNTS:** ABC Record & Tape Sales, Disc Records, Korvettes, Lieberman Enterprises, J.L. Marsh/Musicland & Record Bar. **REGIONAL AND LOCAL ACCOUNTS:** Alexander's/N.Y., All Records/Oakland, Alta/Phoenix, Alwilk/N.J., Ambat/Cincinnati, Angott/Detroit, Apex-Martin/N.J., Aravox/N.Y., Banana/S.F., Bee Gee/Albany, Bovis Two/Providence, Brass Ear/Seattle, Bromo/Dallas-Houston-Okla. City, Buffalo One Stop/Buffalo, Cactus/Houston, Capers Corner/Kansas City, Cassells/L.A., Cavages/Buffalo, Central/Hartford, Central South/Nashville, Circles/Phoenix, Commercial/Maine, Consolidated/Detroit, Norman Cooper/Phila., Cutlers/New Haven, Dan Jay/Denver, Dick's/Boston, Disco/Boston, D.J.'s/Seattle, Double B/Long Island, Ernie's/Chicago, 1812 Overture/Milwaukee, El Roy -TSS-Record World/Long Island, Everybody's Records/Portland, Evolution/Phoenix, Father's & Sun's/Indianapolis, For The Record/Baltimore, Franklin/Atlanta, Galgano/Chicago, Gardner's/Chicago, Gary's/Richmond, Giant/Virginia, Handleman/Detroit, Harmony House/Detroit, Harmony House/N.J., Harvard Coop/Boston, Independent/Denver, Inner Sanctum/Austin, Interstate/Miami, J&J-Record Museum/Phila., Jerry's/Phila., Jimmy's Music World/N.Y., King Karol/N.Y., Knox/Knoxville, Licorice Pizza/L.A., Lieberman One Stop/Minneapolis, M.J.S./Miami, Record Factory/S.F., Mile High/Denver,

Modern/Milwaukee, Morey's One Stop/Bait., Mushroom/New Orleans, Music City/Nashville, Music Menu/S.F., Music Millenium/Portland, Music Plus/L.A., Music Scene/Atlanta, Music Street/Seattle, National Record Mart/Midwest, New England Music City/Boston, Northern Records/Cleveland, Odyssey/Phoenix & Santa Cruz, Peaches/Atlanta, Cleveland, Delwood, Denver, Ft. Lauderdale, L.A., & St. Louis, Peter's/Boston, Poplar/Memphis, Potomac/Washington, D.C., Prospect/Cleveland, Radio Doctors/Milwaukee, Rapid Sales/Madison, Record & Tape Collectors/Baltimore, Record Cove/Monterey, Record Dept. Merch./Memphis, Record Hole/San Antonio, Record Masters/Baltimore, Record Revolution/Cleveland, Record Shack/N.Y. & Atlanta, Record Theatre/Cleveland-Akron, Recordland/Midwest, Richman Bros./Phila., Rose/Chicago, Sam Goody/N.Y. & Phila., Schwartz Bros.-Harmony Huts/D.C., Sieberts/Little Rock, Shulman-Listening Booth/N.J.-Phila., Soul City One Stop/L.A., Soul Shack/D.C., Sound Town/Dallas, Sound Unlimited/Chicago, Sound Warehouse/Houston-Dallas, Southern/Miami, Specs/Miami, Stark-Cameiot/Midwest, Strawberry/Boston, Streetside/St. Louis, Swallens/Cincinnati, Tape City/New Orleans, Tosh's One Stop/Seattle, Tower/L.A., Sacramento, S.F. & San Diego, Town Hall/N.Y., Trans World/Albany, Two Guys/East Coast, United/Miami, Wax Museum/Minneapolis, Waxie Maxie/D.C., West Coast Music Sales/L.A., Western Merchandisers/Southwest, Wilcox/Okla. City, Win One Stop/N.Y.

## CBS Begins Ad Campaigns; More Ads Appear For Queen

(continued from page 9)

ads for current \$6.98 list releases, but invariably in a separate box. The list price was plainly displayed in each ad.

### Same Price

The only retailer besides Korvettes which advertised "A Day At The Races" in the monitored newspapers was Caldor in Boston. Caldor promoted the new LP, as well as the other Queen albums, for \$4.24/\$5.40 tape. These releases were advertised with general merchandise rather than with other albums.

Asked why Caldor was selling the new \$7.98 list LP for the same price as Queen's \$6.98 list releases, a spokesman for the chain replied, "The ad was basically featuring the new album." He said that the comparatively low price for the LP was due to "competition."

### RCA Red Seal

Ads for RCA Red Seal classical releases,

recently assigned a \$7.98 list, appeared in only three of the monitored markets this week. At Specs in Miami, "The Horowitz Concerts 1975/76" on RCA was promoted for \$4.88; at J.P. Snodgrass in Cleveland, the latest Tomita album was advertised for \$5.25; and at Camelot Music in Cleveland, the entire Red Seal catalog was promoted along with the Columbia, Angel and London classical catalogs (\$6.98 list) for \$4.59.

A spokesman for Camelot explained that the inclusion of RCA Red Seal in the same price category as these other, lower-priced labels had been a mistake. The actual sale price on RCA classical albums, he said, was \$4.99.

Harry Suttmilller, record buyer for J.P. Snodgrass, stated that he had included the Tomita release in the chain's record ad as a kind of public service, "We didn't expect great sales on it," he said. "I thought what we were doing is conveying a message to

the competition that we are not the ones who are going to be lowballing on product." He added that, with the advent of \$7.98 list prices for single discs, it seemed like a good time for everyone to start charging prices that allow them to make a decent profit.

### Low Prices Continue

Meanwhile, however, ads containing very low prices for current releases continued appearing all over the country. In New York, for example, Korvettes recently expanded its weekly roster of \$2.99 specials from six to 12 current releases, including the latest LPs by Steve Miller, Hall & Oates, EWF, John Denver, Aerosmith and Leon Russell. Sam Goody has reduced its price on label sales from \$4.39 to \$4.19, and its price for its "No. 1 Picks" by a dime since the end of the Christmas selling season. And, Jimmy's Music World, as usual, has been running weekly ads promoting "hot"

albums for \$2.99.

This week, Tower Records in San Francisco is selling all of its releases for \$3.66. A spokesman for Tower maintained that this unusually low-priced sale had no connection with Record Factory's advertised all-label sale last week for \$3.77. "Record Factory is no competition for us, because we're a full-catalog store." The spokesman added that Tower runs a sale like this once a year to clear out stock before inventory is taken at the end of January.

### In Dallas

In Dallas this week, Melody Shops advertised the Anne Murray catalog for \$3.69. Two weeks ago, similarly low prices were seen at L.P. Goodbuy in Dallas, which advertised an all-label sale for \$3.49 and Brick's debut LP for \$2.99 (Cash Box, January 15).

(continued on page 56)

# ALBUM CHART ANALYSIS

## #4\* A STAR IS BORN

The soundtrack to the movie "A Star Is Born" proves to be the strongest contender for the number 1 position on the **CB** Top 200 LP chart. Strongest indications come from the Southeast/South Central Region, the Midwest Region, and the West Region. As well as a number 1 report from the Record Bar (national), top honors come from Interstate, Record Shack, Franklin and Central South in the Southeast Region, Western Merch., Peaches (Dallas) and Zebra in the South Central Region, Disc, Camelot, 1812, Peaches (Cleveland & Columbus), Ambat, Consolidated, Northern and Seibert's in the Midwest Region, and Music Plus, Everybody's, Tower (Sacramento) and Record Cove in the West Region, all reporting the soundtrack their best seller. Other significant reports come from Licorice Pizza (2), Soul City (2), Peaches (Ft. Lauderdale) (2), Radio Dr. (2), Strawberries (3), Harmony House (3), United (3), Wax Museum (3), Harmony House (Detroit) (3), Swallen's (3), Music Street (3) and Mile Hi (3). Both J.L. Marsh and Handelman (computer runs) experience top 10 sales, with the success of the single further enhancing sales. "Love Theme From "A Star Is Born (Evergreen)" moves 29-21 bullet on the **CB** Top 100 singles chart this week.

## #14\* QUEEN

Major accounts in all regions include "A Day At The Races" among their top thirty best sellers. Highlighted by reports from the Record Bar (national) (7) and Korvettes (7), accounts include: Sam Goody, King Karol, Harvard Coop and Win, in the Northeast Region; Record & Tape Coll., Record Masters, Morey's, Potomac and Waxie Maxie in the Balt.-Wash. Region; National Record Mart and Disc in the Midwest Region; and Licorice Pizza, Music Plus, Tower (S.F.), Soul City and World Wide in the West Region. The Northeast/Balt.-Wash. Region is highlighted by quantitative reports including TSS/Record World, Cavages, N.E. Music City, Norman Cooper, Peter's, Dicks, Vornado, Double B, Disco, Record & Tape Coll., Record Masters, Morey's, Potomac and Waxie Maxie. Significant movement of 95-21 was noted on the J.L. Marsh computer run.

## #19\* AL STEWART

Rack movement is catching up to overwhelming retail action experienced over the last few weeks. The West and Midwest Regions continue to highlight the retail action on "Year Of The Cat," while maintaining consistent Northeast Region sales. In the Midwest Region, accounts include Disc (4), Camelot (10), National Record Mart, Peaches (Cleveland & Columbus), Swallen's, 1812, Ambat, Northern and Consolidated. In the West Region, qualitative reports include Licorice Pizza (3), Everybody's (3), Wherehouse (7), as well as Tower (S.F., Sacramento & San Diego), World Wide, Millenium, Record Cove, Music Street, DJ's Sound City and All.100% of all accounts surveyed in the Denver-Phoenix Region included Stewart in their top 30 best sellers, including Dan Jay, Peaches (Denver), Rolling Stone, Odyssey, Mile High, Associated, Independent and Alta. The certified gold LP will enjoy an extended life-span thanks to the success of the title single at number 17 bullet on the **CB** Top 100 Singles chart.

## #23\* ZZ TOP

The South Central Region (ZZ Top Country), displays predictably overwhelming acceptance as indicated by Western Merch. (3), Zebra (2), Sound Warehouse (3), Bromo, Inner Sanctum, Mushroom and Tape City. The Midwest Region (hard rock country), proves equally impressive, obtaining reports from Camelot (6), Disc (8), National Record Mart, (10), Peaches (Delwood) & St. Louis, Caper's Corner, 1812, Harmony House, Swallen's and Northern. This week's number 1 National Breakout enjoyed strong Northeast Region acceptance (a generally slow market on ZZ Top product), with reports from King Karol, Win, Cavages, TSS/Record World, Central, North Cooper, Peter's, Dick's, Buffalo One Stop, Double B and Disco. The West/Denver-Phoenix market continues to move significant volume, with World Wide, Everybody's, Tower (San Diego), Music Street, Millenium, Dan Jay, Odyssey, Rolling Stone, Peaches (Denver), Mile High, Independent and Alta delivering top 30 reports. Rack movement is equally strong, with both J.L. Marsh and Handelman reporting top 50 action on their computer runs.

## #25\* BOB SEGER

This week's number 2 National Breakout must attribute its success to the success of the single "Night Moves." All markets report considerable movement on the LP, including Sam Goody, King Karol, Harvard Coop, Alexander's and Win in the Northeast; Licorice Pizza, Music Plus, Soul City, World Wide and Wherehouse in the West; and Disc and Camelot in the Midwest. Other accounts include Gary's, Franklin, Record Shack (Atlanta), Peaches (Ft. Lauderdale), Interstate and Central South in the Southeast Region; Bromo, Inner Sanctum, Sound Warehouse, Soundtown, Tape City, Peaches (Dallas) and Zebra in the South Central Region; and Dan Jay, Peaches (Denver), Odyssey, Mile High and Independent in the Denver-Phoenix Region. Movement of 18-15 bullet on the **CB** Top 100 singles chart indicates considerable exposure for the former Midwest cult artist.

## #31\* KANSAS

Number 4 on the National Breakout chart this week, Kansas obtained rebulleting status thanks to overwhelming retail resurgence. The Midwest continues to be strongest in sales as indicated by Disc, National Record Mart, Peaches (St. Louis), Cleveland, Delwood & Columbus, 1812, Radio Dr., Caper's Korner, Consolidated and Northern. The most significant market gain is in the Northeast Region, with reports from Sam Goody, King Karol, Listening Booth, Alexander's, Norman Cooper, Richman Bros. and Cavage's. The Balt.-Wash. region also displays interest as reported by Record & Tape Coll., Record Masters and Morey's. Kansas' catalogue has sold in excess of a million units, and the single "Carry On Wayward Son" at number 27 bullet should bring "Leftverture" to gold status.

## #43\* MANFRED MANN

"Blinded By The Light," jumping from 7-2 bullet on the **CB** Top 100 Singles chart is the key behind the explosive sales of "The Roaring Silence." Number 6 on the National Breakout chart this week, sales come from: King Karol, Win, Cavages, Norman Cooper, Richman Bros., Buffalo One Stop, Double B, Record & Tape Coll., Potomac and Waxie Maxie in the Northeast/Balt.-Wash. Region; Record Dept. Merch., Record Shack (Atlanta), Spec's, Music Scene, Gary's, Franklin, Sound Warehouse, Soundtown, Mushroom, Wilcox and Peaches (Dallas) in the Southeast/South Central Region; National Record Mart, Disc, Peaches (Cleveland & Columbus), 1812, Northern, and Ambat in the Midwest Region; and Music Plus, Tower (S.F. & San Diego), World Wide, Odyssey, Peaches (Denver), Associated and Independent in the West/Denver-Phoenix Region.

## #47\* SANTANA

All regions report exceptional action on this number 7 National Breakout. Santana enjoys R&B acceptance on most of their releases, the newest obtaining reports from Harmony Hut, Record & Tape Coll., Record Masters, For The Record and Potomac in the Balt.-Wash. Region. The West Region also displays immediate top 30 action, reports coming from Licorice Pizza, Music Plus, Tower (S.F. & San Diego), Everybody's, Soul City Odyssey, Music Street, Millenium and All. The Northeast Region is highlighted by reports from King Karol, Harmony House, Strawberries, TSS/Record World, Central, Norman Cooper and Peter's.

## #49\* GARY WRIGHT

"The Light Of Smiles" shows strongest sales in the Midwest Region where Wright's debut album broke. Reports from this region include Disc, Camelot, Peaches (Cleveland, St. Louis, Delwood & Columbus), Capers Corner, Radio Dr., Harmony House, Swallen's and Ambat. The West Region is no less impressive with a collection of reports from Licorice Pizza, Everybody's, Soul City, World Wide, Tower (S.F. & San Diego), Odyssey and All. Number 8 on the National Breakout chart this week should enjoy strong racked account sales as did his first LP.

## #55\* BREAD

Number 13 at the Record Bar, a breakout at Korvettes, a debut of 76 on the J.L. Marsh computer run and a hit single at number 13 bullet on the **CB** Top 100 Singles chart prove that the reunion of Bread has been long awaited. Accounts reporting top 30 action in the Northeast Region include Sam Goody, King Karol, Listening Booth, Bee Gee, Central, Norman Cooper, Dick's and Double B. Midwest action includes reports from Disc, Capers Corner, Peaches (Cleveland & St. Louis) and Ambat. In the West Region, Bread's strongest, Music Plus, Tower (S.F. & San Diego), Everybody's, Odyssey, World Wide and Millenium. Combined, "Lost Without Your Love" becomes the number 9 National Breakout.

## #62\* GENESIS

The Balt.-Wash. Region, where progressive English rock does exceptionally well, finds Genesis enjoying best selling status. Record & Tape and Record Masters report "Wind And Wuthering" their best seller. The Midwest Region also displays tremendous response with all midwest Peaches stores, Disc, Caper's Korner, Streetside, 1812, Wax Museum, Northern and Consolidated reporting top 30 action. Other major accounts reporting Genesis include King Karol, TSS/Record World, Licorice Pizza, Music Plus and Dan Jay, resulting in a number 11 National Breakout.

## #64\* EMMYLOU HARRIS

"Luxury Liner," this week's number 12 national breakout shows strong sales in virtually every market. She has become a powerhouse in the West Region with the following accounts reporting top 30 or better: Music Plus (9), Everybody's (5), Odyssey (4), World Wide (15), Tower (S.F.), Licorice Pizza, Millenium, Music Street, Record Cove and All Records. Other strongholds include the Denver-Phoenix Region with Dan Jay (9), Rolling Stone (6), Peaches (Denver), Mile High, Independent and Associated; the Midwest Region with Disc, Peaches (St. Louis, Cleveland & Delwood), Radio Dr., Capers Corner, Streetside and Wax Museum (2); Southeast/South Central reports include Franklin (7), Giant, Peaches (Ft. Lauderdale & Dalas), Gary's, Inner Sactum 1) and Central South; and Northeast/Balt.-Wash. Region reports include TSS/Record World, N.E. Music City, Norman Cooper, Peter's, Harmony Huts, Record & Tape Coll., Record Masters and Waxie Maxie. On the national level, Emmylou is being reported at Record Bar as well as increased sales at the racks.

## #67\* AVERAGE WHITE BAND

This week's number 13 National Breakout shows strongest sales in the Midwest Region while holding its own in the Northeast and Balt.-Wash. Regions. Midwest accounts reporting AWB in their top 30 best sellers list are Disc, National Record Mart, Radio Dr., Peaches (Cleveland), Wax Museum, Streetside, and Northern. Balt.-Wash. reporters include Harmony Huts, For The Record, Record Masters, Soul Shack, Morey's and Potomac. In the Northeast Region, Strawberries, Cavages, TSS/Record World, Central, Peter's and Buffalo One Stop report this LP top thirty or better. Other accounts including AWB in their reports include: Gary's, Tape City, Mushroom, Central South, Bromo, Record Cove, All Records and Mile High, as well as a top thirty report from Korvettes.

## #73\* GROVER WASHINGTON

Grover Washington has become the first artist to replace George Benson at the number 1 spot on the **CB** Jazz LP chart since its inception 30 weeks ago. "Secret Place" maintains strong sales at both black and progressive accounts. Reports from Record & Tape Coll., Record Masters and Morey's in the Balt.-Wash. Region have earned this LP the number 3 spot in that region. Reports from King Karol, Jimmy's, Win, Strawberries and Cavages result in a number 6 position on the Northeast Regional Breakout chart. Other significant markets include the South Central Region where this LP has attained the number 1 position, and the west coast reflected by its number 5 position regionally. Rack movement is beginning to catch up to retail.

## #75\* CHICK COREA

This 9.98 package is presently number 4 on the **CB** Jazz LP chart and has crossed over pop exceptionally well. "My Spanish Heart" continues to show its greatest strength in black oriented markets. It is this week's number 2 LP on the Northeast Regional Breakout chart with top 30 reports from Sam Goody, King Karol, Harvard Coop, Win, Listening Booth, Bee Gee and Peter's. Corea also made a strong showing as the number 3 breakout in the West Region including reports from Tower (S.F.), Everybody's and Music Street. Other accounts reporting the LP include: National Record Mart, Record Masters, Record Shack (Atlanta), Spec's and Mile High.

## #76\* LEON REDBONE

"Double Time" is bringing national acceptance to Redbone as he is this week's number fourteen national breakout. Highlighted regions are the Midwest with the following accounts reporting the LP in their top thirty best sellers: Disc (6), National Record Mart (17), Wax Museum, Capers Corner, Streetside and Peaches (St. Louis & Delwood); the West Region with reports from Music Plus, Tower (S.F.), Everybody's, World Wide, Millenium and Music Street; reports from Denver-Phoenix include Dan Jay, Rolling Stone, Peaches (Denver), Mile High and Independent. Other accounts including Redbone in their top thirty are: TSS/Record World, Strawberries, Double B, Record Masters, Record & Tape Coll., Franklin, Peaches (Ft. Lauderdale & Dallas), Spec's, Zebra, Soundtown and Inner Sactum.

## #77\* ATLANTA RHYTHM SECTION

Originally a Southeast Region act, this band has broken into major markets throughout the country. The Southeast remains a stronghold with ARS as the number 2 breakout. Reports there include Franklin, Record Shack (Atlanta), Gary's and Spec's. Other regions penetrated are the West with the following major accounts including this LP in their top 30: Music Plus, Everybody's and Odyssey; and the Northeast Region; King Karol, Win, Listening Booth, Jimmy's, Norman Cooper and Morey's. Other accounts including ARS in their top thirty best sellers list are: Inner Sanctum, Soundtown, Caper's Corner, Peaches (Denver) and Mile High, in addition to a top thirty report from Korvettes. Rapid growth at major racks has already begun.

## #104\* ABBA

This internationally acclaimed group is now receiving domestic acceptance. With "Dancing Queen" presently at number 20 bullet on the **CB** Top 100 Singles chart, the album sales are picking up accordingly. This week it is number 4 on the Denver-Phoenix Regional Breakout chart with reports from Rolling Stone, Peaches (Denver), and Associated. Top thirty action is also reported from N.E. Music City, Norman Cooper, Morey's, Potomac, Peaches (Cleveland), Wilcox and World Wide.

## New Janus Contract For Dickie Goodman

LOS ANGELES — Dickie Goodman has been signed to an exclusive worldwide recording contract with Janus Records and last week released his new single "Kong" as part of the agreement. Among his previous novelty hits have been "Energy Crises," "Superfly Meets Shaft" and "Mr. Jaws."

## Unlimited Gold Label Set By Barry White

LOS ANGELES — "He's All I've Got" by Love Unlimited will be the debut album for Barry White's Unlimited Gold record label, which will be distributed and marketed by 20th Century Records. The album on the new label is scheduled for release at the end of January.



**20th At THE TROUBADOUR** — During the recent 20th Century Records promotion/sales convention, participants were treated to an afternoon of music at the Troubadour in Los Angeles. Posing backstage after the performance were (l to r top row) Barry Goldberg, national promotion; Harvey Cooper, vice-president, marketing; middle row (l to r) Noah James, Nigel Harrison, and Ray Manzarek, Nite City; Sandy Baron; Dan Hill; Mel Dakroob, vice president, sales; Jack Hakim, vice president, promotion/artist relations; Jimmy Hunter, Nite City; Bottom row (l to r) Tony Joe White, Russ Regan, president; Kenny Nolan.

# Tapes Total 25% Of Sales

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rather than "out," six accounts surveyed did 13% of their business in both forms of prerecorded tape. Los Angeles, on the other hand, where the automobile is essen-

tial in the face of inadequate mass public transit, does 25% of business done in prerecorded tape, according to accounts surveyed, or approximately double the tape volume of New York City.

## Nationwide Tape Survey Chart

### WEST (Including Denver)

28.392% of business in tape (average)  
2.127 8-tracks to each cassette

| Account                        | % In prerecorded tape | 8 track/cassette ratio                       |
|--------------------------------|-----------------------|--|
| Wide World of Music, Seattle   | 32%                   | 1 to 1                                       |
| Southwest Records, Los Angeles | 30-40%                | 5.66 to 1                                    |
| Peaches, Los Angeles           | 10-15%                | 1.5 to 1                                     |
| D.J.'s Sound City, Seattle     | 30%                   | 1.5 to 1                                     |
| Music Street, Seattle          | 20%                   | .33 to 1                                     |
| Licorice Pizza, Los Angeles    | 15-30%                | 1 to 1                                       |
| Tower Records, Los Angeles     | 25%                   | 1.5 to 1                                     |
| Everybody's, Portland          | 15%                   | 1.5 to 1                                     |
| Tower Records, Sacramento      | 20-25%                | 1.5 to 1                                     |
| Record Rack, Los Angeles       | 25-30%                | Jazz: 1 to 1<br>Rock: 3 to 1<br>R&B: 10 to 1 |
| Cassell's, Los Angeles         | 25%                   | 2 To 1                                       |
| Record Cove, Monterey          | 50%                   | 1.5 to 1                                     |
| Peaches, Denver                | 33%                   | 2 To 1                                       |
| Mile-Hi, Denver                | 40%                   | 3-4 to 1                                     |
| Dan Jay, Denver                | 20-25%                | 3-4 to 1                                     |

### SOUTH CENTRAL & SOUTHEAST

27.36% of business in tape (average)  
7.346 8-tracks to each cassette

| Account                     | % In prerecorded tape | 8 track/cassette ratio                  |
|-----------------------------|-----------------------|---|
| Wilcox, Oklahoma City       | 30%                   | 3 to 1                                  |
| Bromo, Houston              | 50%                   | R&B, country: 1 to 1<br>Rock: 2.33 to 1 |
| Mushroom, New Orleans       | 8-9%                  | 3 to 1                                  |
| Inner Sanctum, Houston      | 10%                   | 1 to 1                                  |
| Cactus, Houston             | 19%                   | 3 to 1                                  |
| Record Bar, Jacksonville    | 20%                   | 10 to 1                                 |
| Music Scene, Atlanta        | 22%                   | 19 to 1                                 |
| Interstate Trading, Miami   | 40%                   | 1.5 to 1                                |
| Central-South, Nashville    | 35%                   | 10 to 1                                 |
| Bib Distributors, Charlotte | 30%                   | 10 to 1                                 |
| Knox, Knoxville             | 21%                   | NA                                      |
| United Record & Tape, Miami | 35-40%                | 10 to 1                                 |
| Southern, Miami             | 25%                   | 12 to 1                                 |
| Record Shack, Atlanta       | 20%                   | 5 to 1                                  |
| Poplar Tunes, Memphis       | 40-45%                | 8 to 1                                  |

### MIDWEST & NORTH CENTRAL

23% of business in tape (average)  
5.875 8-tracks to each cassette

| Account                          | % In prerecorded tape | 8-track/cassette ratio |
|----------------------------------|-----------------------|------------------------|
| Wax Museum, Minnesota            | 5-6%                  | 1.5 to 1               |
| Swallen's, Cincinnati            | 25%                   | 5 to 1                 |
| Northern Record Sales, Cleveland | 20-25%                | 9 to 1                 |
| Father's & Sons, Indianapolis    | 25%                   | 3-4 to 1               |
| Record Revolution, Cleveland     | 12%                   | 6 to 1                 |
| Peaches, Columbus                | 22%                   | 2 to 1                 |
| Sound Unlimited, Chicago         | 25%                   | 11 to 1                |
| Harmony House, Detroit           | 25%                   | 4 to 1                 |
| Ernie's, Chicago                 | 20%                   | 3 to 1                 |
| Peaches, Delwood, Mo.            | 40%                   | 10 to 1                |
| Peaches, St. Louis               | 30%                   | 9 to 1                 |
| Stark, North Canton, Ohio        | 24%                   | 6-7 to 1               |

### NORTHEAST (Including Baltimore & Washington)

21.04% of business in tape (average)  
4.725 8 tracks to each cassette

| Account                        | % In prerecorded tape | 8-track/cassette ratio |
|--------------------------------|-----------------------|------------------------|
| Richman Bros., Phil.           | 20-25%                | 4-5 to 1               |
| BG Records, Albany             | 20-25%                | 8 to 1                 |
| Commercial Distributors, Maine | 10%                   | 10 to 1                |
| Apex-Martin, N.J.              | 10%                   | 5 to 1                 |
| Dick's Records, Boston         | 20-25%                | 4 to 1                 |
| King Karol, New York City      | 20-25%                | 1 to 1                 |
| Town Hall, New York City       | 3%                    | 3-4 to 1               |
| Alexander's, New York City     | 7%                    | 6 to 1                 |
| Harmony House, N.J.            | 35%                   | 3.5-4 to 1             |
| Aravox, New York City          | 10%                   | 10 to 1                |
| Sam Goody, Phil.               | 30%                   | 2-3 to 1               |
| Cavages, Buffalo               | 15-20%                | 2-3 to 1               |
| Norman Cooper, Phil.           | 15-20%                | 2.33 to 1              |
| Trans World, Albany, N.Y.      | 18%                   | 3-4 to 1               |
| Schulman's, N.J.               | 40%                   | 8 to 1                 |
| Sam Goody, Phil.               | 15-20%                | 2 to 1                 |
| Record Shack, New York City    | 10%                   | 2.33 to 1              |
| Win One Stop, New York City    | 25%                   | 4 to 1                 |
| Jerry's Records, Phil.         | 33%                   | 1-1.5 to 1             |
| Alwilk, N.J.                   | 25%                   | 4 to 1                 |
| Potomac, Baltimore             | 15%                   | 10 to 1                |
| Zamoski's, Baltimore           | 20-25%                | 3 to 1                 |
| For The Record, Baltimore      | 15%                   | 10 to 1                |
| Waxie-Maxie, Wash., D.C.       | 25% & up              | 6 to 1                 |
| Record Masters, Baltimore      | 22-25%                | 3 to 1                 |

## MUSIC WITH A HEART



DON BLOCKER

Vice President/General Manager

A Division of **BNB** Associates Ltd.  
Beverly Hills, California

## Profile: Mountaineer Opry

by Carmen Adams

NASHVILLE — The Mountaineer Opry in Milton, West Virginia has a reputation for talking soft while carrying a big stick under the hand of owner Paul King. Since the club's opening five years ago, King has successfully booked talent regardless of union or non-union status at a price agreed upon by both parties.

Every Saturday the club features one headline and two opening acts, usually two-to-one bluegrass and country, for \$2.00 per person. The Mountaineer Opry's format reflects King's attitude of booking what the audience wants to hear. "You can look at the faces of an audience and tell who's enjoying it, so if you have something on stage they enjoy, they're gonna come back," he explained. "That's the way I began to look at it. I began putting it together without being partial to any particular music."

King, his son, and master of ceremonies, engineer and stage manager Jim Roberts combine their experience to organize an appealing show. Roberts was most recently program director and manager of WCHS radio in Charleston and produced the Miss West Virginia pageant four years. His ability to develop confidence and stage presence in an artist enabled the management to break local talent into the professional market. King believes "it's come to where people would rather see what we have here, say within 400 miles, not including Nashville. They're seeing Nashville shows on television and they don't like them. They've taken the country out of them."

To support his belief, he gets calls from Nashville agents like Buddy Lee, Joe Taylor and Larry Wilt looking for talent. Groups he started at the Opry include The Outdoor Plumbing Company, The Hawking Valley Boys, the Caldwells — a gospel group, and the Country Limits bands who are all working professionally. King says he's able to run a full house 80% of the time.

The Mountaineer Opry's technical quality is considered to rival the acoustics of the Grand Ole Opry. Using a TEAC condensed mixing board and separate amp, they can achieve three-channel stereo sound anywhere in the building. Several groups have recorded live albums there because of the natural sound that King says

was reached by accident. "We didn't design it that way, but that's how it happened," he said.

The Mountaineer Opry's reputation came to the attention of the A.F.M. upon a report by a local chapter that King did not meet union wages. Consequently, the club was included on the International Musician's unfair list, which is the union trade magazine, and, according to King, stopped Skeeter Davis from playing the club and threatened another act working with King, Jim & Jessie, with a boycott.

Johnny DeGeorge, president of A.F.M. local 257 in Nashville, said the union will publish a club owner's name on the unfair list if an employer pays below the prevailing wage of the union. When an act first plays the Mountaineer Opry they work for expenses only because, according to King, "no one has heard of them. Then if they want to come back again we pay them an agreed price. Our policy is to pay what we agree and when they leave they have cash. There's no haggling." Therefore, King

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## 'Writers Nights' Debut In Nashville

NASHVILLE — The first of a projected series of Writers Nights at Nashville's Exit/Inn has apparently ensured a continuing free music forum for the club and Music City's stable of writer talent.

Conceived by sound, light and road manager Hugh Bennett to provide an opportunity for Nashville's many songwriters to perform original material, the series of Writers Nights got off to a good start Jan. 17, as an SRO crowd convened to hear and see a strong representation of Nashville talent.

Artists Randall Herron, Eric Wood, Steve Earle, Dave Gillon of the Tennessee Pullybone group, Jim Hurt, Florence Warner, Tom McKeon, Sharon Ruhlman, Gove, Pam Tillis, Billy Ray Reynolds, Kim Morrison, Lee Clayton, Jim Rushing, Mel McDaniels, Paul Craft, Nancy Boynton and Bob Teague appeared in short 15-minute sets, and the performances were efficiently managed and coordinated by Bennett's partners, Billy Sourel and Stony Stonebreaker.

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CONGRATS — Chet Atkins congratulates 'talentfinder' Bobby Bare as songwriter Paul Craft (seated right) signs an RCA recording contract and Craft's manager, Audie Ashworth, looks on.

## Top 50 Country Albums

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

## Country Radio Active

### MOST ADDED SINGLES

- Desperado — Johnny Rodriguez — Mercury
- Torn Between Two Lovers — Mary MacGregor — Ariola
- You're Free To Go — Sonny James — Columbia
- She's Just An Old Love Turned Memory — Charley Pride — RCA
- He'll Play The Music But You Can't Make Him Dance — David Wilkins — MCA
- The Movies — The Statler Brothers — Mercury
- Say You'll Stay Until Tomorrow — Tom Jones — Epic
- Wiggle Wiggle — Ronnie Sessions — MCA

### MOST ACTIVE SINGLES

- Two Dollars In The Jukebox — Eddie Rabbitt — Elektra
- Saying Hello — Brown/Cornelius — RCA
- You Never Miss A Good Thing — Crystal Gayle — UA
- Crazy — Linda Ronstadt — Asylum
- Moody Blue — Elvis Presley — RCA
- Why Lovers Turn To Strangers — Freddie Hart — Capitol
- Say You'll Stay Until Tomorrow — Tom Jones — Epic
- Heart Healer — Mel Tillis — MCA

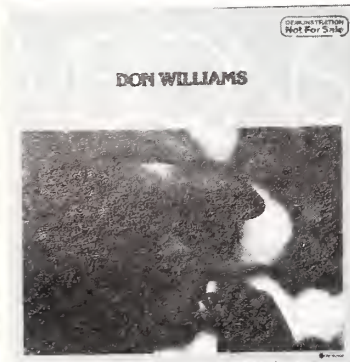


**THE COUNTRY AMERICA LOVES — Statler Brothers — Mercury SRM-1-1125 — Producer: Jerry Kennedy — Llist: 6.98**

Showing they can offer more than just amusing tunes that tend to capitalize on the trends of the day, the Statler Brothers, in their newest LP, have offered an album chock-full of mostly original material done in the typical Statler style. Although "The Movies" has been released as a single from the LP (*Cash Box* Jan. 15,) there are other cuts that should not be overlooked. "Let It Show" offers a beautiful vocal solo in "ballad-recitation" form, while "A Couple More Years" could prove to be an easy candidate for the LP's next single.

**VISIONS — Don Williams — ABC DO-2064 — Producer: Don Williams**

Utilizing his mellow, deep voice, Don Williams once again comes through with an album that offers an abundance of well-performed and well-produced material. This artist's forte—simple vocals behind simple melodies—is one that has not been overlooked by either country programmers or listeners in the past, and this LP will prove to be no exception. "I'll Forgive But I'll Never Forget" is a song Williams lends much feeling to, while "Some Broken Hearts Never Mend" provides the commercial appeal perfect for a single release. "Cup 'O Tea" rounds out the album's tunes, proving itself to be quite different than the rest of the songs included.



**BILLY MIZE (Zodiac ZS 1014)**

**Live! Her Life In A Song (2:24) (100 Oaks Music — BMI) (Cliff Crofford)**

All Mize wants to do is find that waitress in the all night cafe who "has heard every joke ten times, has gotten only a few tips and has put up with the joint's cook who constantly drinks on the job." Mize voices, "she's out there somewhere living her life in a song." The steel guitar work is excellent and makes this record an easy add to jukeboxes as well as one for programmers to listen to.

**CHARLIE RICH (Epic 8-50328)**

**Easy Look (2:46) (Tree Pub. Co. Inc.—BMI) (C. Putnam—S. Throckmorton)**

With his usual assortment of female backup vocals, Rich's own vocals have never sounded better. "Easy Look" has an :00 opener that can be programmed effectively in any daypart. Piano, per usual, is the strongest instrument in this tune, but Bill McElhiney's string arrangement is superb. It's a fine production and will have no trouble finding its way onto playlists or jukeboxes.

**MARTY ROBBINS (Columbia 3-10472)**

**Adios Amigo (3:35) (Al Gallico Music Corp./Algee Music Corp.—BMI) (B. Vinton, R. Girado)**

Although this record becomes a bit lengthy after a few spins, Robbins' message in the song does carry a great deal of impact. The 3:35 length may prove to be a bit of a hindrance for drive time play, but the record's outstanding vocals, coupled with an "El Paso" feel, will assure extensive airplay in all other dayparts. Jukebox play — a tossup.

**GLEN CAMPBELL (Capitol P-4376)**

**Southern Nights (2:58) (Warner-Tamerlane Pub. Corp./Marsaint Music Inc.—BMI) (Alan Toussaint)**

It's not one of Glen Campbell's strongest hits ever, but the nice uptempo open could be the answer to those who seek a strong record "out of news." The record's female backup leaves something to be desired, although "Southern Nights" mix does get better toward the end. Country programmers will add it because of Campbell's past successes, with pop programmers apt to add it also. But if response doesn't come quickly, programmers may pull it off just as fast as it was added.

**ANNE MURRAY (Capitol P-4375)**

**Sunday School To Broadway (3:41) (Mandy Music—ASCAP) (D. Rice, R. Hice)**

Country stations will welcome this new Anne Murray single. The tune's hand-clapping funky beat, along with Murray's strong vocal, gives the record the same strength and feel that Tanya Tucker's earlier product exhibited. It's a perfect programmer, with jukebox adds almost a certainty and radio station adds a must.

**JOHNNY DUNCAN (Columbia 3-10474)**

**It Couldn't Have Been Any Better (3:00) (Blue Echo Music—ASCAP) (R. Griff)**

Duncan's newest offering features a female whose vocal backing is almost as strong as his own delivery. This artist has capitalized on this male to female vocal contrast on his records before, and it works well again this time, making the record one that country listeners will pick up on immediately. The record's steel guitar riffs highlight the production, as does the tune's instrumental opening. Country programmers, as well as jukeboxers, will add this one.

**SAMMI SMITH (Elektra E-45374-A)**

**Loving Arms (2:44) (Almo Music Corp.—ASCAP) (Tom Jans)**

This Sammi Smith ballad could be a left field monster. Ms. Smith's tender vocals are enhanced by a strong chorus throughout the song, and her ability to whisper certain key lyric lines adds to the record's intensity. This artist's past track record will not be ignored either. Perfect for airplay and jukeboxes.

**KENNY SERATT (Hitsville H6049F)**

**Daddy, They're Playin' A Song About You (3:39) (ATV Music Corp. — BMI/Welbeck Music — ASCAP) (S. Stone, H. Shannon)**

Kenny Seratt came out of nowhere a few years ago and has now firmly established himself as one of the strongest ballad vocalists around. His strong, mellow voice makes this song about "a daddy who went wrong, who's never home and whose children miss him" an easy challenge. It's a strong entry because of three things: Seratt's vocal work, the song's commanding lyrics and the record's instrumentation and production. A sure bet for the jukeboxes and a must for station playlists.

Upon completing "Semi-Tough" with **Burt Reynolds** in Dallas, **Kris Kristofferson** and members of his band will star in **Sam Peckinpah's** film production of the CBER's tune "Convoy" written by **C.W. McCall**.

**Elvis Presley** will be in Nashville recording a new album for **RCA** at **Buzz Cason's Creative Workshop** beginning this week.

**Jerry Lee Lewis** will be in town the same time to record his new album at Mercury studio. **Fred Burch** and **Willie Fong Young** are co-producing **Kim Morrison** on a debut album project in affiliation with the **Leber Krebs** management company of New York. **Morrison** is the featured female vocalist in a five-year in the works country music opera entitled "Up On The Mountain," co-written and produced by **Burch** and **Young**. The album of the musical score is set for an early February release when rehearsals begin for the road show tour to begin later in the spring.

A **Benny Whitehead** tune entitled "Me and the Elephant (Will Never Forget You)" has been recorded and performed by artists **Vicky Lehning**, **Kenny Starr** and **Gene Cotton**, who will be dueling for radio time and chart action with this clever but tender song. Benny said the song was inspired one Sunday while reading the famous cartoonist **Gahan Wilson's** weekly feature in the comics.

While the **Charlie Daniels Jam** was full tilt in town, **Emmylou Harris** became **Mrs. Brian Ahern** in Los Angeles.

**Billy Ray Reynolds** is writing songs for a National Geographic project about the pioneer westward movement in conjunction with Hair Trigger music. "Let The Wagon's Roll," one such song from Reynolds pen, is, if it's not the title song of the album, the spirit of the album, which is produced by **Russ Miller** and **Randy Hillman**. **Billy Ray** is also working with his new producer **Allen Reynolds** (no relation) on a debut album at Jack's Tracks studio.

**Tompall Glaser** begins recording a new album for ABC Records, his first since the platinum "Outlaw" album, with his new producer **Jimmy Bowen**. Tompall has been rehearsing his group comprising **Mel Brown**, formerly with **Bobby Bland**, and **Fred Newell** on lead guitars, **Ted Reynolds**, bass; **Red Young**, piano; **Charles Polk**, drums, and **Ben Keith** on dobro and steel guitar. Glaser recently performed at the Pickin' Parlor before near capacity crowds with guests **Shel Silverstein**, **Bee Spears** from **Willie Nelson's** group, and the colorful **Panama Red** joining him on stage.

**Chet Atkins** already has eleven symphonies on his itinerary for 1977.

Rumor is **Willie Nelson** and **Dolly Parton** will perform together on a college tour through Texas this spring. Dolly recently produced her brother **Randy's** debut single titled "Down" for RCA.

**WMAY** radio in Springfield, Illinois has changed its modern pop format to "The Best In Country" as a result of extensive research and more than 3,000 interviews with listeners in the area. **WMAY** reaches 24 central Illinois counties. The station has launched a huge country music promotion called "WMAY is Giving Away Nashville." Thirty-four people will win an all expense paid weekend to Nashville by answering a call from **WMAY** with "WMAY gives you the best in country."

The **Don Gibson-Moe Bandy** show featuring **Johnny Carver** and **Connie Cato** kicks off the year in the Texas Panhandle at the Civic Center in Amarillo January 21st. Gibson's current single "I'm All Wrapped Up In You," is moving up the **KZIP** radio charts with heavy phone requests, and Bandy's single "She Took More Than Her Share," is the most requested song in the Panhandle. **KZIP** radio is part of the **Dave Stone** country network of stations pioneered by **KDAV** radio in Lubbock, the first radio station to program an all-country format.

**Pyramid Enterprises, Inc.**, located on Lookout Mountain in Chattanooga, features a unique triangular-shaped control room designed by **John W. Gardner** of Nashville. Gardner has been instrumental in the design of **Creative Workshop**, **Masterphonic** and **Quadrafonic Sound Studios** in Nashville. Pyramid has been earning acclaim in the area for producing commercials as well as custom recording.

**Johnny Carver** ran into some good luck while in the Tampa/St. Petersburg area a few weeks ago to buy a summerhouse. An unfortunate fellow singer broke his leg and Johnny was asked to fill in which gave him an extra week away from Nashville's cold season.

**Eddie Rabbitt** and **Johnny Rodriguez** taped a country music pilot in Hollywood with **Barbi Benton**, **Tom Bresh** and **Jim Varney** entitled "I'm Country"—a live musical supported by a seventeen piece orchestra.

Effective January 26, **Jonathan Fricke** will resign from his program director and operations manager duties for **KLAK** radio in Denver. Tentative plans call for Fricke to return to Nashville and re-enter the record business. He was formerly general manager of Warner Brothers Country.

**Susan Haney**, new artist on **Jan-Mar Records**, will debut her single "I'm a Satisfied Woman," written by **Don Gibson** and produced by **Don Johnson**.

New Epic recording songstress **Patti Leatherwood** is hitting the road to promote her single "It Should Have Been Easy" with professionals **Michael Bacon**, **Ron Galbraith** and **Lannie Bowles** backing her on her first tour. Leatherwood was featured in a CBS showcase at the Old Time Pickin' Parlor with **Marshall Chapman** and **Harland Sanders** several weeks ago. Judging from audience response there, she will be warmly received.

**Barbara Mandrell** is scheduled to record at Woodland Studio February 9 with producer **Tom Collins**.

Austinite **Steve Fromholz** will play a one week engagement at the Golden Nugget in Las Vegas January 25-February 6 upon completion of a second album for Capitol Records.

**Glen Campbell** celebrates his 15th year at Capitol in early February. Capitol has planned to bring a "wall of gold" to commemorate those successful years.

**Conway Twitty's** youngest daughter **Jessica James** was married on Christmas Eve in Hendersonville, Tennessee to a Vanderbilt University student, **Bruce Harris**. **Brenda Lee**, friend and fellow MCA recording artist, sang at the wedding.

**Loretta Lynn** is taking a member of the MCA country promotion, sales or managerial force to England and Sweden this April as her way of saying "thank you" for an effective job over the past year. The winner will be chosen not only on album and single sales over the past year, but also on the most effective use of promotional/advertising dollars spent in connection with **Loretta Lynn** product. More important is how that individual ties in local appearances by Loretta with a sales campaign encompassing radio spots, in-store displays, contests and the little things to make an artist feel at home on the road. Loretta is in the process of selecting the winner who will be announced in early January.

carmen adams

## Howser Debuts Firm

NASHVILLE — Don Howser has announced the formation of Don Howser Promotions, an independent promotion firm with offices in Nashville, Hendersonville and Madison.

## 'Writers Night' (continued from page 37)

The next Writers Night is scheduled for Jan. 31 and will feature some of the same artists as well as some new ones. Plans for a live broadcast of the second show are also being considered.

# CASH BOX TOP 100 COUNTRY

January 29, 1977

|   | Weeks On Chart | 1/22 Chart |
|---|----------------|------------|
| 1 YOU NEVER MISS A GOOD THING                     | 2              | 13         |
| 2 LET MY LOVE BE YOUR PILLOW                      | 4              | 10         |
| 3 TWO DOLLARS IN THE JUKEBOX                      | 3              | 13         |
| 4 SAYING HELLO, SAYING I LOVE YOU, SAYING GOODBYE | 7              | 11         |
| 5 ARE YOU READY FOR THE COUNTRY/SO GOOD WOMAN     | 6              | 11         |
| 6 DON'T BE ANGRY                                  | 5              | 14         |
| 7 LIARS ONE, BELIEVERS ZERO                       | 9              | 9          |
| 8 NEAR YOU  | 12             | 7          |
| 9 STATUES WITHOUT HEARTS                          | 1              | 13         |
| 10 WHEN IT'S JUST YOU AND ME                      | 11             | 13         |
| 11 WHY LOVERS TURN TO STRANGERS                   | 13             | 9          |
| 12 UNCLOUDY DAY                                   | 14             | 7          |
| 13 WIGGLE WIGGLE                                  | 19             | 11         |
| 14 C.B. SAVAGE                                    | 16             | 11         |
| 15 ORDINARY MAN                                   | 17             | 10         |
| 16 TWO LESS LONELY PEOPLE                         | 23             | 7          |
| 17 CRAZY  | 27             | 7          |
| 18 I CAN'T BELIEVE SHE GIVES IT ALL TO ME         | 8              | 11         |
| 19 WHISPERS                                       | 24             | 8          |
| 20 RIDIN' RAINBOWS                                | 26             | 11         |
| 21 YOUR PLACE OR MINE                             | 11             | 13         |
| 22 A MANSION ON A HILL                            | 25             | 8          |
| 23 TWENTY FOUR HOURS FROM TULSA                   | 28             | 9          |
| 24 BABY, YOU LOOK GOOD TO ME TONIGHT              | 31             | 7          |
| 25 MOODY BLUE                                     | 33             | 6          |
| 26 IF NOT YOU                                     | 29             | 9          |
| 27 MIDNIGHT ANGEL                                 | 30             | 7          |
| 28 THERE SHE GOES AGAIN                           | 34             | 7          |
| 29 THE CLOSEST THING TO YOU                       | 42             | 5          |
| 30 'ROUND THE WORLD WITH THE RUBBER DUCK          | 36             | 9          |
| 31 SING A SAD SONG                                | 18             | 10         |
| 32 SAY YOU'LL STAY UNTIL TOMORROW                 | 45             | 5          |
| 33 IF LOVE WAS A BOTTLE OF WINE                   | 41             | 5          |
| 34 THE LAST OF THE WINFIELD AMATEURS              | 44             | 6          |

|   | Weeks On Chart | 1/22 Chart |
|---|----------------|------------|
| 35 WHEN THE NEW WEARS OFF   | 35             | 7          |
| 36 MAY I SPEND EVERY NEW YEAR WITH YOU                            | 46             | 6          |
| 37 CHEATIN' IS  | 15             | 14         |
| 38 I HAVE A DREAM, I HAVE A DREAM                                 | 47             | 6          |
| 39 RAMBLIN' ROSE  | 39             | 8          |
| 40 THE SHADY SIDE OF CHARLOTTE                                    | 40             | 6          |
| 41 HEART HEALER   | 60             | 3          |
| 42 THE SON OF HICKORY HOLLER'S TRAMP/I WONDER HOW SHE'S DOING NOW | 51             | 6          |
| 43 MY MOUNTAIN DEW  | 59             | 4          |
| 44 OLD TIME FEELING   | 20             | 10         |
| 45 IN THE MOOD  | 50             | 6          |
| 46 AFTER THE LOVIN'   | 53             | 6          |
| 47 VEGAS  | 57             | 5          |
| 48 MY GOOD THING'S GONE   | 22             | 13         |
| 49 ANGEL WITH A BROKEN WING                                       | 52             | 6          |
| 50 DESPERADO  | 71             | 2          |
| 51 BROKEN DOWN IN TINY PIECES                                     | 21             | 16         |
| 52 SHE TOOK MORE THAN HER SHARE                                   | 32             | 13         |
| 53 THE MOVIES   | 73             | 2          |
| 54 HER L-O-V-E'S GONE   | 58             | 6          |
| 55 MILES AND MILES OF TEXAS                                       | 43             | 10         |
| 56 NEON LIGHTS  | 61             | 5          |
| 57 GOOD 'N' COUNTRY   | 65             | 4          |
| 58 THE LAST TIME YOU LOVE ME                                      | 48             | 8          |
| 59 TORN BETWEEN TWO LOVERS  | 67             | 3          |
| 60 DRINKIN' MY WAY BACK HOME                                      | 62             | 4          |
| 61 WRAP YOUR LOVE AROUND YOUR MAN                                 | 75             | 2          |
| 62 SWEET DREAMS   | 37             | 15         |
| 63 HEY DAISY (WHERE HAVE ALL THE GOOD TIMES GONE)                 | 38             | 10         |
| 64 HE'LL PLAY THE MUSIC, BUT YOU CAN'T MAKE HIM DANCE             | 74             | 2          |
| 65 I JUST CAME HOME TO COUNT THE MEMORIES                         | 83             | 2          |
| 66 HANGIN' ON   | 49             | 12         |
| 67 LOVIN' YOU, LOVIN' ME  | 69             | 5          |
| 68 EVERY BEAT OF MY HEART   | 84             | 2          |
| 69 NEW KID IN TOWN  | 82             | 3          |

|   | Weeks On Chart | 1/22 Chart |
|---|----------------|------------|
| 70 YOUR PRETTY ROSES CAME TOO LATE                              | 89             | 2          |
| 71 GOOD OLD FASHIONED SATURDAY NIGHT BARROOM BRAWLS             | 81             | 2          |
| 72 HONKY TONK GIRL  | 72             | 3          |
| 73 I'M GETTING HIGH REMEMBERING                                 | 92             | 2          |
| 74 I'M GONNA LOVE YOU RIGHT OUT OF THIS WORLD                   | 94             | 2          |
| 75 SHE'S JUST AN OLD LOVE TURNED MEMORY                         |                | 1          |
| 76 NEON LADY  | 77             | 3          |
| 77 YOU'RE FREE TO GO  |                | 1          |
| 78 BARSTOOL MOUNTAIN  | 78             | 3          |
| 79 IT SHOULD HAVE BEEN EASY                                     | 79             | 5          |
| 80 IT'S NOT SUPPOSED TO BE THAT WAY                             | 90             | 2          |
| 81 SAM  |                | 1          |
| 82 CHEATIN' OVERTIME  |                | 1          |
| 83 CHEROKEE FIDDLE  | 93             | 2          |
| 84 A WAY WITH WORDS   | 85             | 3          |
| 85 BILLY THE KID  |                | 1          |
| 86 A LITTLE AT A TIME   | 54             | 13         |
| 87 YOU'VE GOT ME RUNNIN'  | 87             | 7          |
| 88 SWEET TEXAS  | 88             | 3          |
| 89 I'M NOT EASY   |                | 1          |
| 90 HE'S GOT A WAY WITH WOMEN                                    |                | 1          |
| 91 ALL THE SWEET  |                | 1          |
| 92 STEALIN' FEELIN'   | 55             | 10         |
| 93 NEON WOMEN   | 95             | 2          |
| 94 NIGHT FLYING   |                | 1          |
| 95 POOR SIDE OF TOWN  |                | 1          |
| 96 LORD IF I MAKE IT TO HEAVEN (CAN I BRING MY OWN ANGEL ALONG) |                | 1          |
| 97 HELLO ATLANTA  | 97             | 2          |
| 98 (ONE MORE YEAR OF) DADDY'S LITTLE GIRL                       | 68             | 11         |
| 99 BABY BOY   | 56             | 16         |
| 100 IF YOU WANT TO MAKE ME FEEL AT HOME                         | 91             | 9          |

## ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

|   |    |  |     |  |    |  |    |
|---|----|--|-----|--|----|--|----|
| After The Lovin' (Silver Blue — ASCAP/ Oceans Blue — BMI) . . . . . | 46 | He'll Play (Ash Valley/Forest Hills — BMI) . . . . .       | 64  | My Good Thing's (Narvel The Marvel — BMI/ Driftaway — ASCAP) . . . . . | 48 | Sweet Dreams (Acuff-Rose — BMI) . . . . .                                      | 62 |
| A Little At A (Jack & Bill — ASCAP) . . . . .                       | 86 | Hello Atlanta (Back Road — BMI) . . . . .                  | 97  | My Mountain (Charles Rich — BMI) . . . . .                             | 43 | Sweet Texas (Stallion — BMI) . . . . .   | 88 |
| All The Sweet (Combine — BMI/ Music City — ASCAP) . . . . .         | 91 | Her L-O-V-E's Gone (Flagship — BMI) . . . . .              | 54  | Near You (Supreme — ASCAP) . . . . .                                   | 8  | The Closest Thing (Hall-Clement — BMI) . . . . .                               | 29 |
| A Mansion On The Hill (Milene — ASCAP) . . . . .                    | 22 | He's Got A (Lu-Ner — BMI) . . . . .                        | 90  | Neon Lady (Blackwood/Danor — BMI) . . . . .                            | 76 | The Last Of (Blue Echo — ASCAP) . . . . .                                      | 34 |
| Angel With (Highball — BMI/Lowball — ASCAP) . . . . .               | 49 | Hey Daisy (Fiddleback/Creature Comfort — BMI) . . . . .    | 63  | Neon Lights (Window — BMI) . . . . .                                   | 56 | The Last Time (Caseyem/Alta Mesa/Winner Circle/ Stone Diamond — BMI) . . . . . | 58 |
| Are You Ready (Silver Fiddle — BMI) . . . . .                       | 5  | Honky Tonk (Brazos Valley — BMI) . . . . .                 | 72  | Neon Women (Algee/Aside/Beak — BMI) . . . . .                          | 93 | The Movies (American Cowboy — BMI) . . . . .                                   | 53 |
| A Way With (Milene — ASCAP) . . . . .                               | 84 | I Can't Believe (Twitty Bird — BMI) . . . . .              | 18  | New Kid . . . . .  | 69 | There She (Gallico — BMI) . . . . .  | 28 |
| Baby Boy (Sook — ASCAP) . . . . .                                   | 99 | If Love (Tree — BMI) . . . . .                             | 33  | Night Flying (Tree — BMI) . . . . .                                    | 94 | The Shady Side (Tuckahoe — BMI) . . . . .                                      | 40 |
| Baby, You Look (Cherry Lane — BMI) . . . . .                        | 24 | If Not You (Horse Hairs — BMI) . . . . .                   | 26  | Old Time Feeling (Almo — BMI) . . . . .                                | 44 | The Son Of (Acuff-Rose — BMI) . . . . .  | 42 |
| Barstool (Rose Bridge — BMI) . . . . .                              | 78 | If You Want (Lawday — BMI) . . . . .                       | 100 | One More Year (Horse Hairs — BMI) . . . . .                            | 98 | Torn Between (Muscle Shoals — BMI/ Silver Dawn — ASCAP) . . . . .              | 59 |
| Billy The Kid (Hat Band/Rada Dara — BMI) . . . . .                  | 85 | I Have A Dream (House of Bryant — BMI) . . . . .           | 38  | Ordinary Man (Con Brio/Blue Branch — BMI) . . . . .                    | 15 | Twenty-Four Hours (Arch — ASCAP) . . . . .                                     | 23 |
| Broken Down (Pick-A-Hit — BMI) . . . . .                            | 51 | I Just (Contention — SESAC) . . . . .                      | 65  | Poor Side (Johnny Rivers — BMI) . . . . .                              | 95 | Two Dollars In (Briar Patch — BMI) . . . . .                                   | 3  |
| C.B. Savage (Shelby Singleton — BMI) . . . . .                      | 14 | I'm Getting (Blue Echo — ASCAP) . . . . .                  | 73  | Ramblin' Rose (Sweco/ATV — BMI) . . . . .                              | 39 | Two Less Lonely (Maplehill/Vogue — BMI) . . . . .                              | 16 |
| Cheatin' Is (Tree — BMI) . . . . .                                  | 37 | I'm Gonna (Singletree — BMI) . . . . .                     | 74  | Ridin' (Paddle Wheel — ASCAP/Dick James — BMI) . . . . .               | 20 | Uncle Tom's Cabin (Willie Nelson — BMI) . . . . .                              | 12 |
| Cheatin' Overtime (Hello Darlin' — SESAC) . . . . .                 | 82 | I'm Not Easy (Hotie — ASCAP) . . . . .                     | 89  | Round The World (Amer. Gramophone — SESAC) . . . . .                   | 30 | Vegas (Evil Eye — BMI) . . . . .   | 47 |
| Cherokee (Mystery — BMI) . . . . .                                  | 83 | In The Mood (Shapiro-Bernstein — ASCAP) . . . . .          | 45  | Sam (John Farrar/Blue Gum/ Dejamus — BMI/ASCAP) . . . . .              | 81 | When It's Just You (House of Gold — BMI) . . . . .                             | 10 |
| Crazy (Tree — BMI) . . . . .  | 17 | It Should (Hall-Clement — BMI) . . . . .                   | 79  | Saying Hello (Don Kirshner/Kirshner Songs) . . . . .                   | 4  | When The New (Black Sheep — BMI) . . . . .                                     | 35 |
| Desperado (WB/Kicking Bear — ASCAP) . . . . .                       | 50 | It's Not (Willie Nelson — BMI) . . . . .                   | 80  | Say You'll (Dick James — BMI) . . . . .                                | 32 | Whispers (Chappell — ASCAP) . . . . .  | 19 |
| Don't Be Angry (Acuff-Rose — BMI) . . . . .                         | 6  | Let My Love (Chess — ASCAP) . . . . .                      | 2   | She's Just (Chess — ASCAP) . . . . .                                   | 75 | Why Lovers (Hartline — BMI) . . . . .  | 11 |
| Drinkin' My (Partner/Julop — BMI) . . . . .                         | 60 | Liar's One (Tree — BMI) . . . . .                          | 7   | She Took More (Acuff-Rose — BMI) . . . . .                             | 52 | Wiggle (Ahab — BMI) . . . . .  | 13 |
| Every Beat (Lois — BMI) . . . . .                                   | 68 | Lord If I (Tommy Overstreet — SESAC) . . . . .             | 96  | Sing A Sad (Four Star — BMI) . . . . .                                 | 31 | Wrap Your Love (Starship — ASCAP) . . . . .                                    | 61 |
| Good 'N' Country (Singletree — BMI) . . . . .                       | 57 | Lovin' You (Tree — BMI) . . . . .                          | 67  | Statues Without Hearts (First Generation — BMI) . . . . .              | 9  | You Never Miss (Hall-Clement — BMI) . . . . .                                  | 1  |
| Good Old (Sweet Dreams/Arabella — BMI) . . . . .                    | 71 | May I Spend (Highball — BMI/Lowball — ASCAP) . . . . .     | 36  | Sweet Dreams (Acuff-Rose — BMI) . . . . .                              | 7  | You're Free (Intersong/USA — ASCAP) . . . . .                                  | 77 |
| Hangin' On (ATV — BMI) . . . . .                                    | 66 | Midnight (Music City — ASCAP) . . . . .                    | 27  | Take My Breath (Jidobi/AI Gallico — BMI) . . . . .                     | 91 | Your Place (Chappell — BMI) . . . . .  | 21 |
| Heart Healer (Sawgrass — BMI) . . . . .                             | 41 | Miles And Miles (Brazos Valley — BMI) . . . . .            | 55  | Stealin' (Power Play — BMI) . . . . .                                  | 92 | Your Pretty (Jack And Bill — ASCAP) . . . . .                                  | 70 |
|   |    | Moody Blue (Screen Gems-Col./ Sweet Glory — BMI) . . . . . | 25  |  |    | You've Got Me (Dawnbreaker — BMI) . . . . .                                    | 87 |



**COUNTRY GATHERING** — CBS Records recently presented "An Epic Evening" at Nashville's Old Time Pickin' Parlor. CBS/Nashville marketing, in conjunction with Epic artist development, presented new label talents Patti Leatherwood, Harlan Sanders and Marshall Chapman. Pictured above greeting Patti, Harlan and Marshall are, left to right, (front) Buck Williams, of the Paragon Agency; Jay Jenson, SW regional country marketing manager, CBS Records; Zim Zemarel, SE regional country marketing manager; (back row) Ron Bledsoe, vice president, talent acquisition, CBS Records, Nashville; Roy Wunsch, director, sales and promotion, Epic country product; Chapman, Sanders and Leatherwood; Rick Blackburn, vice president, marketing, CBS, Nashville; and Dan Walker, West regional country marketing manager, CBS Records.



**MEL'S DAY** — Mel Tillis, the Country Music Association's "Entertainer of the Year," was in Philadelphia recently appearing at the Latin Casino, and he took time to be a guest DJ on radio station WRCP. Standing left to right are Nick Reynolds and Boyd Edwards, WRCP air personalities; Bob Specca and Lennie Kenofsky, MCA promotion. Seated are Tillis and nighttime personality Trish Hennessey.

## Moe Bandy Signs With Circle 'T' Entertainment

NASHVILLE — Columbia Records' Moe Bandy has signed an exclusive contract to be represented by Circle "T" Entertainment, Inc., it was recently announced by Circle "T" president Ron Blackwood.

## West Virginia's Mountaineer Opry (continued from page 37)

maintains the union's interference is not based on their concern over wages, but because they don't want the competition. "We had a suit laying dormant against this local and the international chapter just waiting for one more blockage. They did it and we sent them a telegram. My attorney sued them for \$30,000,000. We had eight charges against them, and boy, that international magazine took us off that list right now," King said. "They've admitted to two charges at a hearing we had already," he continued. "We haven't gotten to court on any damage yet, but we're not on any unfair list."

A group of four attorney's representing the National Orchestra Leader's Association in New York, whose main activity is surveillance of the A.F.M., offered their support on behalf of the Mountaineer Opry in the case. The association sent the four attorneys to Nashville to talk with Jim & Jessie and have volunteered to testify without pay.

Johnny DeGeorge stated that in a right-to-work state, a musician can't be forced to

## Tillis, Sheppard Signed For Awards Program

LOS ANGELES — Mel Tillis and T.G. Sheppard have been signed to appear on the 12th Annual Academy of Country Music Awards Show, which will be held Thursday, Feb. 17, at the Shrine Auditorium in Los Angeles.

Co-hosted by Pat Boone and Patti Page, the show will air on ABC-TV on Thursday, Feb. 24.

## Ludwick Joins Progressive Artists

NASHVILLE — Dave Burgess announced today that Nashville attorney R. David Ludwick is now a full partner in Progressive Artists Management, a division of Burgess-Hale.

Ludwick, a noted music attorney, will retain his law practice with Barksdale, Whalley, Gilbert and Frank, as well as his status as counsel to the board of directors of the Nashville Songwriters Association, International; the Gospel Music Association and NARAS.

Burgess said that Ludwick's presence will enable the firm to add acts for personal management and business guidance.

join a union, but a club may be reported on the unfair list for union members information. Similarly, the union publishes a default list of employers who fail to pay union members. DeGeorge explained this service to be like a credit union that warns members of that risk.

King still maintains the union intervention stemmed from a desire to coerce him into using all union talent. "The only thing I want is if I can use union talent — I have nothing against the union — but if I want to use local or new talent, I want to be able to do the same thing," he said.

"I told them, 'you just don't want anyone to compete against you.' That's really what Nashville's doing today." The audience is supportive of the club because they say it's the only place they can go that they feel safe to bring their children. The club is like a straight theatre, serving no alcohol. People in the area prefer the closeness of the Mountaineer Opry shows, and visitors to Nashville have come back to report they like the Mountaineer Opry shows better.

# Additions To Country Playlists

**KDJW — AMARILLO**  
#1 — Saying Hello, Saying Goodbye — Jim Brown/Helen Cornelius — RCA  
Heart Healer — Mel Tillis — MCA  
Every Beat Of My Heart — Peggy Sue — Door Knob  
After The Lovin' — Engelbert Humperdinck — Epic  
I'm Gonna Love You Right Out Of This World — David Rogers — Republic  
14 To 7 — Uncoloudy Day — Willie Nelson — Columbia  
20 To 12 — Crazy — Linda Ronstadt — Asylum  
23 To 18 — Near You — Jones/Wynette — Epic  
21 To 14 — Why Lovers Turn To Strangers — Freddie Hart — Capitol

**WAME — CHARLOTTE**  
#1 — Don't Be Angry — Donna Fargo — ABC  
Ordinary Man — Dale McBride — Con Brio  
Whispers — Bobby Borchers — Playboy  
New Kid In Town — Eagles — Asylum  
After The Lovin' — Engelbert Humperdinck — Epic  
15 To 12 — Saying Hello — Brown/Cornelius — RCA  
22 To 18 — Crazy — Linda Ronstadt — Asylum  
26 To 20 — In The Mood — Henhouse Five Plus Too — WB  
30 To 25 — Uncoloudy Day — Willie Nelson — Columbia

**KBOX — DALLAS**  
#1 — Two Dollars In The Jukebox — Eddie Rabbitt — Elektra  
She's Just An Old Love Turned Memory — Charley Pride — RCA  
Lucille — Kenny Rogers — United Artists  
Sunday School To Broadway — Anne Murray — Capitol  
He'll Play The Music — Little David Wilkins — MCA  
5 To 3 — Don't Be Angry — Donna Fargo — ABC  
9 To 4 — Say You'll Stay Until Tomorrow — Tom Jones — Epic  
13 To 5 — Wiggle Wiggle — Ronnie Sessions — MCA  
20 To 12 — Moody Blue — Elvis Presley — RCA  
25 To 19 — Ordinary Man — Dale McBride — Con Brio

**WVOJ — JACKSONVILLE**  
#1 — I Can't Believe She Gives It All To Me — Conway Twitty — MCA  
Ridin' Rainbows — Tanya Tucker — MCA  
Midnight Angel — Barbara Mandrell — ABC/Dot  
Two Less Lonely People — Rex Allen Jr. — WB  
18 To 11 — Saying Hello — Brown/Cornelius — RCA  
23 To 13 — Crazy — Linda Ronstadt — Asylum  
24 To 17 — Near You — Jones/Wynette — Epic  
30 To 19 — A Mansion On A Hill — Ray Price — ABC/Dot

**KCKN — KANSAS CITY**  
#1 — Near You — Jones/Wynette — Epic  
I Came Home To Count The Memories — Cal Smith — MCA  
Good 'N' Country — Kathy Barnes — Republic  
I'm Gonna Love You Right Out Of This World — David Rogers — Republic  
The Last Of The Winfield — Ray Griff — Capitol  
12 To 6 — If Not You — Dr. Hook — Capitol  
26 To 16 — Miles And Miles Of Texas — Asleep At The Wheel — Capitol  
27 To 22 — Baby You Look Good To Me Tonight — John Denver — RCA  
20 To 14 — Ridin' Rainbows — Tanya Tucker — MCA

**WITL — LANSING**  
#1 — You Never Miss A Good Thing — Crystal Gayle — UA  
Desperado — Johnny Rodriguez — Mercury  
My Mountain Dew — Charlie Rich — RCA  
The Movies — The Statler Brothers — Mercury  
Good 'N' Country — Kathy Barnes — Republic  
I Just Came Home To Count The Memories — Cal Smith — MCA  
26 To 19 — Wiggle Wiggle — Ronnie Sessions — MCA  
22 To 13 — Let My Love Be Your Pillow — Ronnie Milsap — RCA  
23 To 16 — Why Lovers Turn To Strangers — Freddie Hart — Capitol  
38 To 30 — Ridin' Rainbows — Tanya Tucker — MCA

**KFOX — LONG BEACH**  
#1 — I Can't Believe She Gives It All To Me — Conway Twitty — MCA  
If Not You — Dr. Hook — Capitol  
I'm Gonna Love You Right Out Of This World — David Rogers — Republic  
Your Pretty Roses Came Too Late — Lois Johnson — Polydor  
She's Just An Old Love Turned Memory — Charley Pride — RCA  
The Last Of — Ray Griff — Capitol  
Livin' Her Life A Song — Billy Mize — Zodiac  
Ordinary Man — Dale McBride — Con Brio  
Paper Rosie — Gene Watson — Capitol  
Ex To 36 — After The Lovin' — Engelbert Humperdinck — Epic  
22 To 14 — Say You'll Stay Until Tomorrow — Tom Jones — Epic  
Ex To 35 — Mansion On The Hill — Ray Price — ABC/Dot  
27 To 21 — Near You — Jones/Wynette — Epic  
16 To 10 — If Love Was A Bottle Of Wine — Tommy Overstreet — ABC/Dot

**WVVA — WHEELING, W.V.**  
#1 — Liars One, Believers Zero — Bill Anderson — MCA  
In The Mood — Henhouse Five Plus Too — WB  
Torn Between Two Lovers — Mary MacGregor — Ariola  
If Love Was A Bottle Of Wine — Tommy Overstreet — ABC/Dot  
There She Goes Again — Joe Stampley — ABC/Dot  
Say You'll Stay Until Tomorrow — Tom Jones — Epic  
16 To 7 — Moody Blue — Elvis Presley — RCA  
26 To 21 — The Closest Thing To You — Jerry Lee Lewis — Mercury  
39 To 28 — I'm Gonna Love You Right Out Of This World — David Rogers — Republic

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**NASHVILLE** — GRT Records has announced the recent signing of J.D. Cash (center) to the label. Shown flanking Cash are GRT vice president, Dick Heard (left), and Alan Moore, producer.

The Son Of Hickory — Johnny Russell — RCA  
Cheatin' Overtime — Mary Lou Turner — MCA  
Me And The Elephant — Kenny Starr — MCA  
19 To 7 — Neon Woman — Carmol Taylor/Stella Parton — Elektra  
34 To 21 — If Love Was A Bottle Of Wine — Tommy Overstreet — ABC/Dot  
38 To 30 — Summitt Ridge Drive — Charlie McCoy — Monument  
40 To 32 — Rubber Duck — C.W. McCall — Polydor  
8 To 3 — Moody Blue — Elvis Presley — RCA

**WVOK — MIAMI**  
#1 — Don't Be Angry — Donna Fargo — ABC  
Texas Angel — Jacky Ward — Mercury  
It Couldn't Have Been Any Better — Johnny Duncan — Columbia  
Adios Amigo — Marty Robbins — Columbia  
Loving Arms — Sammi Smith — Elektra  
Say You'll Stay Until Tomorrow — Tom Jones — Epic  
18 To 8 — Jones/Wynette — Epic  
20 To 13 — My Good Thing's Gone — Narvel Felts — ABC/Dot

**WKDA — NASHVILLE**  
#1 — Let My Love Be Your Pillow — Ronnie Milsap — RCA  
May I Spend Every New Year With You — T.G. Sheppard — Hitsville  
A Mansion On A Hill — Ray Price — ABC/Dot  
Midnight Angel — Barbara Mandrell — ABC/Dot  
12 To 8 — Are You Ready For The Country — Waylon Jennings — RCA  
22 To 15 — If Not You — Dr. Hook — Capitol  
29 To 16 — Say You'll Stay Until Tomorrow — Tom Jones — Epic  
25 To 20 — After The Storm — Wynn Stewart — Playboy

**WRCP — PHILADELPHIA**  
#1 — You Never Miss A Good Thing — Crystal Gayle — UA  
Wiggle Wiggle — Ronnie Sessions — MCA  
Uncoloudy Day — Willie Nelson — Columbia  
Torn Between Two Lovers — Mary MacGregor — Ariola  
8 To 4 — Let My Love Be Your Pillow — Ronnie Milsap — RCA  
20 To 12 — Near You — Jones/Wynette — Epic  
17 To 14 — C.B. Savage — Rod Hart — Plantation

**KRAK — SACRAMENTO**  
#1 — Statues Without Hearts — Larry Gatlin — Monument  
Vegas — Bobby & Jeannie Bare — RCA  
Moody Blues — Elvis Presley — RCA  
Mountain Dew — Charlie Rich — RCA  
Neon Lady — Taylor/Parton — Elektra  
Good 'N' Country — Kathy Barnes — Republic  
21 To 13 — Ridin' Rainbows — Tanya Tucker — MCA  
10 To 5 — Don't Be Angry — Donna Fargo — ABC  
24 To 14 — Near You — Jones/Wynette — Epic  
25 To 19 — Saying Hello — Brown/Cornelius — RCA

**KKXY — SAN ANTONIO**  
#1 — Wiggle Wiggle — Ronnie Sessions — MCA  
Vegas — Bobby & Jeannie Bare — RCA  
Torn Between Two Lovers — Mary MacGregor — Ariola  
I'm Gonna Love You — David Rogers — Republic  
We Fell In Love That Way — Claude Gray — Granny Desperado — Johnny Rodriguez — Mercury  
Heart Healer — Mel Tillis — MCA  
14 To 6 — After The Storm — Wynn Stewart — Playboy  
16 To 7 — Whispers — Bobby Borchers — Playboy  
27 To 21 — Say You'll Stay Until Tomorrow — Tom Jones — Epic

**WMAY — SPRINGFIELD, ILL.**  
#1 — Two Dollars In The Jukebox — Eddie Rabbitt — Elektra  
May I Spend Every New Year With You — T.G. Sheppard — Hitsville  
Angel With A Broken Wing — Roy Head — ABC/Dot  
Billy The Kid — Charlie Daniels Band — Epic  
Torn Between Two Lovers — Mary MacGregor — Capitol  
Ariola  
You're Free To Go — Sonny James — Columbia  
Lovin' You — Sonny Throckmorton — GRT  
He'll Play The Music — Little David Wilkins — MCA  
Wrap Your Love All Around Your Man — Lynn Anderson — Columbia  
She's Just An Old Love Turned Memory — Charley Pride — RCA  
Say You'll Stay Until Tomorrow — Tom Jones — Epic  
25 To 17 — Linda Ronstadt — Asylum  
33 To 21 — Baby You Look Good To Me Tonight — John Denver — RCA  
39 To 23 — In The Mood — Elvis Presley — RCA  
Ex To 35 — I'm Gonna Love You Right Out Of This World — David Rogers — Republic

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In The Mood — Henhouse Five Plus Too — WB  
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If Love Was A Bottle Of Wine — Tommy Overstreet — ABC/Dot  
There She Goes Again — Joe Stampley — ABC/Dot  
Say You'll Stay Until Tomorrow — Tom Jones — Epic  
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26 To 21 — The Closest Thing To You — Jerry Lee Lewis — Mercury  
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**Air Date Changed For Country Awards Show**  
LOS ANGELES — The Academy of Country Music's 12th annual awards show, scheduled for Thursday, February 17 at the Shrine Auditorium in Los Angeles, will air on ABC-TV on Thursday, February 24. The show was originally scheduled for a February 28 air date.

In the January 22 Cash Box article on RCA studios closing, Norm Anderson, manager at Columbia studio, affirmed that RCA and Columbia studios are the only two union affiliated studios in Nashville, but Columbia's union is not NABET but IBEW. Columbia's contracts are local agreements not contingent on New York or Los Angeles chapters.



**NASHVILLE** — GRT Records has announced the recent signing of J.D. Cash (center) to the label. Shown flanking Cash are GRT vice president, Dick Heard (left), and Alan Moore, producer.



# RETAIL LP SELLING PRICES

## Atlanta

At **J.C. Penney** stores, 17 CBS releases, including the latest LPs by Chicago, Aerosmith, EWF, Santana, Kansas and Michael Murphey, for \$3.99/\$4.99 tape; and the soundtrack to "A Star Is Born" (\$8.98 list) for \$5.99. At **Eckerd Drug** stores, assorted budget and cutout LPs for \$1.99/\$2.99 tape. At **Oz**, all DG and Mercury classical LPs for \$4.89 per disc; eight classical sets (2 LPs/\$15.98 list) for \$9.78; five classical sets (3 LPs/\$23.94 list) for \$14.67; "Handel: The 16 Organ Concerts" (5 LPs) for \$24.45; "Claude Arrou's version of the complete Beethoven sonata cycle on Philips (13 LPs) for \$30.58; and all Mercury "golden" imports for \$3.99 per disc. (Sunday *Atlanta Journal and Constitution*).

## Baltimore

At **Korvettes** (4 locations), these features: multi-label sale (including Columbia, A&M, UA, MCA and Motown) for \$3.99/\$4.99 tape; the latest LP by Queen (\$7.98 list) for \$4.89/\$5.79 tape; the Bread catalog for \$3.99; and the "Saturday Night Live" LP and the latest LP by Gary Wright for \$3.99. (Sunday *Baltimore Sun*).

## Chicago

At **Playback**, 20 CBS releases, including the newest albums by the Jacksons, Santana, Aerosmith, Archie Bell and the Drells and Lou Rawls, for \$3.97/\$4.97 tape; and the soundtrack to "A Star Is Born" for \$5.47/\$5.97 tape. (Sunday *Chicago Tribune*).

## Cincinnati

At **Rink's Bargain City** (8 locations), 32 CBS releases, including the debut albums by Boston and Mary Kay Place, and the latest LPs by EWF, the Charlie Daniels Band, the Jacksons, the O'Jays, Neil Diamond and Bob Dylan for \$3.99/\$4.99 tape; and the soundtrack to "A Star Is Born" (\$8.98 list) for \$5.99 per LP or tape. (Sunday *Cincinnati Enquirer*).

## Cleveland

At **J.P.X# Snodgrass** (14 locations), all-label sale for \$3.99; "The Best Of Rod Stewart" (\$7.98 list) for \$5.25; and the latest LP by Tomita on RCA Red Seal (\$7.98 list) for \$5.25. At **Uncle Bills** (11), these features: five two record sets (\$7.98 list), including the latest albums by Lynyrd Skynyrd and Peter Frampton for \$4.95; Led Zeppelin's "The Song Remains The Same" (2 LPs/\$11.98 list) for \$7.45; two sets, including the latest albums by Wings and Elton John (2 LPs/\$12.98 list) for \$7.95; and two releases, including the latest albums by Stevie Wonder (2 LPs/\$13.98 list) for \$8.45. At **Record Theatre** (7), all CBS releases for \$3.99/\$4.95 tape. At **Camelot Music** (4), these features: multi-label classical sale including RCA Red Seal (\$7.98 list), Columbia, Angel and London, for \$4.59 per disc; all DG and Phillips LPs (\$7.98 list) for \$4.99 per disc; all Nonesuch, Seraphim and Turnabout LPs for \$2.29 per disc or three for \$6; all Odyssey classical disks for \$2.69 each or two for \$5; and all Vox releases for \$1.49 per LP or four for \$5. (*Cleveland Plain Dealer*, January 14 and 16).

## Dallas

At **Sound Town** (5 locations), eight CBS releases, including the latest LPs by Kansas, Phoebe Snow, Janis Ian and Engelbert Humperdinck, for \$3.98/\$4.99 tape. At **Melody Shops** (4), the Anne Murray catalog for \$3.69/\$4.69 tape, tied to her upcoming area concert. (Sunday *Dallas Times Herald* and *Dallas Morning News*, January 14 and 16).

## Denver

At **Peaches**, the latest LPs by Elvin Bishop and ELO, price not included, tied to upcoming area concerts by both. (Sunday *Denver Post*).

## Detroit

At **Korvettes** (5 locations), these features: multi-label sale (including CBS, A&M and MCA) for \$3.99/\$4.99 tape; the latest release by Queen (\$7.98 list) for \$4.89/\$5.79 tape and the rest of the Queen catalog for \$3.99/\$5.79 tape; the Bread catalog for \$3.99/\$5.79 tape; and the soundtrack to "A Star Is Born" for \$5.69/\$6.49 tape. (Sunday *Detroit News*).

## Houston

At **Sound Warehouse** (2 locations), these features over two pages: 29 CBS releases, including the latest LPs by Herbie Hancock, Tammy Wynette, Bobby Womack, Aerosmith, Janis Ian, and the debut albums by Boston and Burton Cummings, for \$3.99/\$4.99 tape; and the soundtrack to "A Star Is Born" for \$5.99 per LP or tape. At **Globe** (9), 10 albums, including the latest LPs by the Bee Gees, Eric Clapton, and the Eagles, and Abba's "Greatest Hits" and "The Best Of Stephen Stills" for \$3.99/\$5.33 tape. (Sunday *Houston Chronicle*).

## Kansas City

At **T.G. and Y.** stores, 21 CBS releases, including the latest albums by Jeff Beck, Aerosmith, Blue Oyster Cult, Michael Murphey, Mary Kay Place, Ted Nugent and Bob Dylan for \$3.97/\$4.97 tape; the latest LPs by Willie Nelson and Marty Robbins (\$5.98 list) for \$3.47/\$3.97 tape; and the soundtrack to "A Star Is Born" for \$5.47/\$5.97 tape. (Sunday *Kansas City Star*).

## Los Angeles

At **The Warehouse** (24 locations), six releases, including the latest LPs by Santana and Kansas for \$3.96/\$4.77 tape. At **Musiciand** (11), the Helen Reddy catalog for \$3.99/\$4.99 tape, tied to her upcoming area concert. At **Licorice Pizza** (18), the latest release by Dave Mason (2 LPs/\$7.98 list) for \$4.69/\$6.99 tape. At **Sears**, 12 CBS releases, including the newest albums by the Jacksons, Ted Nugent, EWF, and Chicago, and the Burton Cummings and Boston debut LPs for \$3.99/\$4.99 tape; and the soundtrack to "A Star Is Born" for \$5.49 per LP or tape. At **VIP Record Stores** (7), the latest LP by Parliament for \$3.88/\$4.88 tape, tied to their upcoming area concert. At **Walichs Music City** (7), assorted cutout LPs for \$1.99; "The Return Of The 50 Guitars" for \$3.66/\$4.86 tape; and Woody Guthrie's "We Ain't Down Yet" for \$3.66/\$4.86. At **Musik Plus** (15), the latest LP by Janis Ian for \$3.69/\$4.99 tape. (Sunday *Los Angeles Times*).

## Miami

At **Woolworth** stores, 17 CBS releases, including the latest albums by Bob Dylan, Ted Nugent, Boz Scaggs, Phoebe Snow, Lou Rawls and Charlie Daniels, for \$3.99/\$4.99 tape; and the soundtrack to "A Star Is Born" for \$5.99 per LP or tape. At **Spec's Music** (7), "The Horowitz Concerts" on RCA Red Seal (\$7.98 list) for \$4.88 per disc. (Sunday *Miami Herald*).

## New Orleans

At **Tape City U.S.A.** (6 locations), 10 CBS releases, including the latest LPs by EWF, the Emotions, Loggins and Messina and Chicago, for \$3.98/\$4.98 tape; and the soundtrack to "A Star Is Born" for \$4.98/\$6.98 tape. (Sunday *New Orleans Times Picayune*).

## New York

At **Korvettes** (32 locations), these features: multi-label sale (including CBS, MCA, UA and Blue Note) for \$3.99/\$4.99 tape; the Bread catalog for \$3.99/\$5.79 tape; the latest release by Queen (\$7.98 list) for \$4.89/\$5.99 tape and the rest of the Queen catalog for \$3.99/\$5.79 tape; 12 "Super Specials" for \$2.99 (limit one of each to a customer), including the latest

LPs by Steve Miller, Hall & Oates, EWF, John Denver, Aerosmith, Leon Russell, the Atlanta Rhythm Section, KC and the Sunshine Band, Heart and Silver Convention, the soundtrack to "Rocky," and the Beatles' "Let It Be"; three releases, including the newest release by Peter Frampton for \$4.59; five releases, including the Bay City Rollers catalog for \$3.99; the soundtrack to "All This And World War II" and Elton John's "Blue Moves" (\$12.98 list) for \$7.49; "Wings Over America" (3 LPs/\$13.98 list) for \$7.98; the original Broadway cast album of "Ipi Tombi" (2 LPs/\$12.98 list) for \$7.99; and Meyerbeer's "La Prophete" (4 LPs/\$10.98 list) for \$15.96. At **Sam Goody** (27), these features over four pages: all Warner Bros. and affiliated label LPs for \$4.19/\$5.79 tape; all Philips classical LPs for \$4.79; four Polydor/Spring releases, including the latest LPs by Roy Ayers and C.W. McCall for \$4.19/\$5.79 tape; 10 "No. 1 Picks" for \$3.69/\$4.99 tape, including the latest LPs by Eric Clapton, the Eagles, Aerosmith, Bob Seger, Aztec Two-Step, David Soul, Burton Cummings and Firefall and the "Best of KC and the Sunshine Band" and "The Best Of Van McCoy" and the latest LP by Janis Ian for \$4.19/\$5.79 tape; two LPs on Arista, including the latest LP by Barry Manilow, for \$4.19/\$5.79 tape; three UA releases, including the newest LP by ELO and the soundtrack to "Rocky" for \$4.19/\$5.79 tape; the ZZ Top catalog for \$4.19/\$5.79 tape; five releases on Capitol, including the newest album by Steve Miller and "The Best Of George Harrison" for \$4.19/\$5.79 tape; "Wings Over America" (3 LPs/\$13.98 list) for \$7.99/\$9.99 tape; the original Broadway cast album of "Ipi Tombi" (2 LPs/\$12.98 list) for \$8.99/\$9.99 tape; 20 Columbia classical LPs for \$3.99 per disc; "Leopold Stokowski Conducts Bizet" (\$5.98 list) for \$2.99/\$3.99 tape; three Angel sets, including "Verdi's Macbeth" (2 LPs/\$21.98 list) for \$13.57; "Verdi's Don Carlo" (4 LPs/\$27.98 list) for \$16.76; and Verdi's "Giovanna d'Arco" (3 LPs/\$20.98 list) for \$12.57. At **Jimmy's Music World** (14), 20 releases, including the latest LPs by Donna Summer, Carol Douglas, the Bee Gees, George Benson and the debut album by Dr. Buzzard, for \$2.99. At **King Karol** (6), all DG and Philips LPs (\$7.98 list) for \$4.88 per disc; and Meyerbeer's "La Prophete" (4 LPs/\$20.98 list) for \$15.88. (Sunday *New York Times*).

## Philadelphia

At **Sam Goody** (10 locations), these features over two pages: all Warner Bros. and affiliated label LPs for \$4.19/\$5.79 tape; all Philips LPs (\$7.98 list) for \$4.79; seven "No. 1 Picks" for \$3.99/\$5.49 tape, including the latest LPs by Barry Manilow, Chicago, Steve Miller, ZZ Top, Santana, the Trammps and Boston; two "No. 1 Picks" for \$7.99/\$10.99 tape, including the latest releases by Wings and Stevie Wonder; and one "No. 1-Pick," the latest release by Chick Corea (2 LPs/\$9.98 list) for \$5.19/\$8.39 tape, five WEA releases, including the latest LPs by Abba, the Eagles and Gary Wright, for \$3.99/\$5.49 tape; the latest LP by George Benson (\$7.98 list) for \$4.79/\$5.49 tape; Kiss' "Alive" (2 LPs/\$7.98 list) for \$4.69/\$5.79 tape, and the rest of the Kiss catalog and the latest LP by Donna Summer for \$3.99/\$5.49 tape; the latest LP by Janis Ian for \$3.99/\$5.49 tape; the latest LP by Hall & Oates and the Dr. Buzzard debut album for \$3.99/\$5.49; and the soundtrack to "Bugsy Malone" for \$4.99/\$6.49 tape. At **Korvettes** (5), these features: multi-label sale (CBS, A&M and MCA) for \$3.99/\$4.99 tape; eight releases, including the Bread catalog and the latest LP by Gary Wright, for \$3.99; and the latest release by Queen (\$7.98 list) for \$4.89/\$5.79 tape. (Sunday *Philadelphia* and Sunday *Philadelphia Bulletin*).

## Phoenix

No ads appeared in the Sunday *Arizona Republic*.

## Pittsburgh

No ads appeared in the Sunday *Pittsburgh Press*.

## Portland

No ads appeared in the Sunday *Portland Oregonian*.

## St. Louis

At **K mart** stores, 11 CBS releases, including the latest LPs by Engelbert Humperdinck, Kansas, Loggins and Messina, Boz Scaggs, EWF and Chicago for \$3.88/\$4.88 tape; and the soundtrack to "A Star Is Born" for \$5.84/\$6.84 tape. (Sunday *St. Louis Globe Democrat* and Sunday *Post Dispatch*).

## San Diego

At **Vons**, 22 LPs in the Funk & Wagnalls Family Library of Great Music, album No. 1 for 69c with \$3 food purchase, albums 2-22 for \$2.69 per disk. (Sunday *San Diego Union*).

## San Francisco

Ad promoting the latest LP by Barbara Cook on Columbia, price not included, tied to her upcoming area concert. (Sunday *San Francisco Chronicle*, Date Book/This World).

## Tampa

At **Eckerd Drug** stores, assorted cutout LPs and tapes for \$1.99/\$2.99 tape. (Sunday *Tampa Tribune* and *Tampa Times*).

## Tulsa

No ads appeared in the Sunday *Tulsa World*.

## Washington

At **Giant Music** (3 locations), 25 CBS releases, including the latest LPs by Jeff Beck, EWF, Neil Diamond, Blue Oyster Cult, the Emotions, the Jacksons and Phoebe Snow for \$3.99; all Columbia classical LPs for \$3.99 with coupon; all Odyssey albums (\$3.98 list) for \$2.49 with coupon; and the soundtrack to "A Star Is Born" for \$5.39. At **Korvettes** (5), the same ad with the identical features and prices that appeared in Baltimore. At **Record and Tape Ltd. & The Book Annex**, all RCA Gold Seal and Victrola LPs for \$2.29 per disc. At **Dart Drug** stores, assorted cutout LPs at two for \$1 with coupon. (Sunday *Washington Post*). (All information in the above chart gathered from January 16 editions unless otherwise indicated.)

## Craig Is Named Senior V.P. At CBS Records

(continued from page 7)

valuable force in our organization". Lundvall declared, "this new move will allow him to continue the growth of CBS Records by channeling every area of the marketing team in order to maximize the opportunities given each artist in the CBS family of labels."

After joining the CBS Records field organization in 1960, Craig held executive positions in the south, midwest and northeast regions before his promotion to vice president of sales and distribution for CBS Records in 1972. He was named vice president of marketing in 1974, and was promoted to vice president and general manager of marketing for CBS Records in 1976.

Craig is one of the two CBS Records executives to hold the title senior vice president. Ron Alexenburg is senior vice president of Epic Records and the associated labels of CBS Records.

## Classical List Price Hike Pits RCA Against Imports

by Ken Terry

NEW YORK — When RCA announced on Jan. 10 that it had raised the list price on all of its Red Seal classical releases from \$6.98 to \$7.98, it sent a small shock wave rippling through the classical retail industry.

Discount Record and Book Shops in Washington, D.C., for example, had been running a classical sale at \$3.83 and had to quickly raise its sale price to \$4.94 (although it honored the ad with the lower figure). Meanwhile, in order to replenish its RCA stock, it had to buy Red Seal releases at a new, higher wholesale price: consequently, it lost money on a number of transactions. A spokesman for the two-store chain said that Discount's management was very displeased with RCA because they were led to understand that the company would hold off on the price hike until a later date.

### 'Not Exactly Kosher'

The suddenness of the price change didn't present any problem to The Record and Tape Collector in Baltimore. However, Foster Grimm, classical LP buyer for the chain, complained that "the way they snuck it in, telling everybody on a Tuesday they had raised it the day before, was not exactly kosher." Similarly, Jay Sonin, owner of New York's Record Hunter, compared RCA's move unfavorably with London's when it raised its list price to \$7.98 recently on the imported Argo, Telefunken, Das Alte Werke and L'Oiseau-Lyre lines. "At least they went up in what I would consider a gentlemanly manner. They sent us a notice of an increase, and the rise in the list price was to take effect immediately, but the increase in the cost price is not going to take place until Feb. 1."

On the other hand, Bob Souer, classical department manager at Disc in Chicago, said that if RCA hadn't kept its price hike a secret until it was announced, "I'm sure

there would have been plenty of dealers who would have wanted to stock up. And that would have hurt RCA. So I can sympathize with what they've done." He added that the timing of the increase was right, since there is always a lull in business during January.

### Effect On Business

How will this price hike affect sales of RCA classical albums? "We're expecting that it's going to cut into the sales quite a bit," responded Victor Comer, classical manager at the Harvard Coop. Sonin agreed. "As far as our sales are concerned, I can't say how it could do anything except cut the classical business, because they (RCA) don't make a decent record. If they did, then possibly people would pay it (higher price) as they do for DG and Philips (\$7.98 list)." RCA pressings "have gotten better over the past couple of years," Sonin noted, "but people were so turned off (by the quality of older RCA recordings) that they don't really believe it yet."

According to Souer, RCA had made a "tacit promise" to dealers that the quality of its pressings would go up. In classical seminars held around the country last sum-

At press time, it was learned that RCA has raised the list price to \$7.98 on all of its classical recordings except for its Gold Seal and Victrola budget lines and some show albums that are included in the classical division. Previously, RCA had announced only that it was increasing the list price on its Red Seal classical line.

mer, Souer stated, RCA spokesmen "told us that they had entirely revamped the pressing process, that they had brought new machines in from Europe; and my experience with the new releases on RCA that I have purchased is that the quality has

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## London Hikes List On Several Import Lines

NEW YORK — London Records will raise the list price of its Argo and L'Oiseau-Lyre import lines from \$6.98 to \$7.98 and the list of its Argo Spoken Word line from \$5.98 to \$6.98, effective February 1.

Earlier this month the company informed its distributors that the list price for the Telefunken and Das Alte Werke import lines would rise from \$6.98 to \$7.98, effective immediately. At the same time, London gave the distributors advance warning of the other impending increases. By doing so, the company in effect offered the distributors an opportunity to stock up on Argo and L'Oiseau-Lyre releases before the wholesale prices increase.

"Everybody's going to stock up if it's worthwhile to them," a spokesman for London said. "They can almost buy in and return them (records) at the new price." He added that London allows distributors a 20% return on the lines involved.

## Classical Clips

Among the albums which recently received "Record Of The Year" awards from *Stereo Review*: **Gershwin's** "Porgy and Bess" (London); **Montserrat Caballe's** recital disc, "Music Of Spain, Zarzuela Arias" (London); the **Beroff/Collard** duo piano version of 21 Hungarian Dances by Brahms (Connoisseur Society); "Carlo Bergonzi Sings Verdi" (Philips); and **Lazar Berman's** recording of piano works by Liszt, including the Transcendental Etudes (Columbia). Interestingly, *Stereo Review* gave the awards not to the artists and producers who made "The Records Of The Year," but to the record companies which manufactured them. . . . At the awards presentation, held on January 13 in New York's St. Regis Hotel, **Arthur Fiedler**, 82, received *Stereo Review's* Certificate of Merit from **Ethel Merman**, who appeared as soloist with Fiedler and the Boston Pops last July. . . . Speaking of awards, the New

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### Classical Retail Prices (What It Will Cost The Consumer)

|   | \$6.98 List |               | \$7.98 List |               |
|---|-------------|---------------|-------------|---------------|
|   | Shelf       | Sale          | Shelf       | Sale          |
| Disc (Chicago)                                | \$5.98      | \$3.99        | \$6.98      | \$4.99        |
| Record & Tape Collector<br>(Baltimore)        | \$5.79      | \$3.94        | \$6.49      | \$4.19        |
| Harvard Coop (Boston)                         | \$5.57      | \$3.99        | \$6.35      | \$4.77        |
| Record Theatre (Cleveland)                    | \$4.99      | \$3.99        | \$5.99      | \$4.99        |
| Record Bar (Nationally)                       | \$5.99      | \$4.99        | \$6.99      | \$5.99        |
| Record Hunter (New York)                      | \$4.98      | \$3.87-\$3.93 | \$5.68      | \$4.43-\$4.78 |
| King Karol (New York)                         | \$4.49      | \$3.88        | \$5.69      | \$4.88        |
| Sam Goody (New York)                          | \$5.49      | \$4.19        | \$6.49      | \$4.79        |
| Tower (San Francisco)                         | \$4.99      | \$4.99        | \$5.99      | \$4.99        |
| Discount Record and Book Shop<br>(Washington) | \$5.79      | \$3.93        | \$6.59      | \$4.94        |

## TOP FORTY CLASSICAL ALBUMS

|  | Weeks<br>On<br>1/22 Chart |   |
|--|---------------------------|---|
| 1* <b>HOLST: The Planets</b><br>Tomita<br>RCA ARL 1-1919 (7.98/1 LP)   | 4                         | 3 |
| 2 <b>CONCERT OF THE CENTURY: Various Artists</b><br>Members of N.Y. Philharmonic (Bernstein)<br>Columbia M2X 34256 (15.98/2 LPs)   | 1                         | 5 |
| 3 <b>BOLLING: Suite For Flute &amp; Jazz Piano</b><br>Rampal, Bolling<br>Columbia M33233 (6.98/1 LP)   | 2                         | 5 |
| 4 <b>BOLLING: Concerto For Classic Guitar &amp; Jazz Piano</b><br>Bolling, Lagoya<br>RCA FRL 1-0149 (7.98/1 LP)  | 5                         | 5 |
| 5 <b>MASSENET: Le Cid</b><br>Domingo, Bumbry, Plishka, Opera Orchestra of N.Y. (Queler)<br>Columbia M3 34211 (20.94/3 LPs)   | 3                         | 5 |
| 6 <b>PAVAROTTI: O Holy Night</b><br>National Philharmonic Orchestra (Adler)<br>London OS 26473 (6.98/1 LP)   | 7                         | 5 |
| 7 <b>MASSENET: Esclarmonde</b><br>Sutherland, National Philharmonic Orchestra (Bonyngue)<br>London OSA 13118 (20.94/3 LPs)   | 8                         | 5 |
| 8 <b>CARUSO: A Legendary Performer</b><br>RCA Red Seal CRM 1-1749 (7.98/1 LP)  | 6                         | 5 |
| 9 <b>WAGNER: Die Meistersinger</b><br>Fischer-Dieskau, Domingo, Deutsche Opera (Jochum)<br>DG 27 13 011 (39.90/5 LPs)  | 12                        | 4 |
| 10 <b>CHARPENTIER: Louise</b><br>Cotrubas, Domingo, Bacquier (Pretre)<br>Columbia M3-34207 (20.94/3 LPs)   | 11                        | 5 |
| 11 <b>GERSHWIN: Rhapsody In Blue</b><br>Gershwin, Columbia Jazz Band (Thomas)<br><b>GERSHWIN: An American In Paris</b><br>New York Philharmonic Orchestra (Thomas)<br>Columbia (X)M 34205 (special low-priced album) | 9                         | 5 |
| 12 <b>THE HOROWITZ CONCERTS 1975/1976</b><br>RCA Red Seal ARL1-1766 (7.98/1 LP)  | 10                        | 5 |
| 13 <b>HOLST: The Planets</b><br>Philadelphia Orchestra (Ormandy)<br>RCA ARL 1-1797 (7.98/1 LP)   | 13                        | 5 |
| 14 <b>GERSHWIN: Porgy &amp; Bess</b><br>Mitchell, White, Cleveland Orchestra & Chorus (Maazel)<br>London OSA 13116 (20.94/3 LPs)   | 15                        | 5 |
| 15 <b>FREDERICA VON STADE: French Opera Arias</b><br>London Philharmonic Orchestra (Pritchard)<br>Columbia M34206 (6.98/1 LP)  | 20                        | 4 |
| 16 <b>HANDEL: Messiah</b><br>Ameling, Reynolds, Langridge, Howell, Chorus & Orchestra Of<br>The Academy Of St. Martin In The Fields (Marriner)<br>Argo D18D-3 (20.94/3 LPs)  | 17                        | 4 |
| 17 <b>MASSENET: Thais</b><br>Sills, Milnes, New Philharmonia (Maazel)<br>Angel S3832 (22.98/3 LPs)   | 14                        | 5 |
| 18 <b>ROSSINI: Elisabetta, Regina D'Inghilterra</b><br>Caballe, Ambrosian Singers, London Symphony Orchestra (Masini)<br>Philips 6703 067 (23.94/3 LPs)  | 16                        | 5 |
| 19 <b>PARKENING AND THE GUITAR: Music Of Two Centuries</b><br>Angel S36053 (6.98/1 LP)   | 25                        | 3 |
| 20 <b>BIZET: Carmen</b><br>Trojanos, Domingo, London Philharmonic Orchestra (Solti)<br>London OSA 13115 (20.94/3 LPs)  | 19                        | 5 |
| 21 <b>GERSHWIN: Porgy &amp; Bess</b><br>Charles, Laine<br>RCA CPL 2-1831 (14.98/2 LPs)   | 18                        | 5 |
| 22 <b>VERDI: Macbeth</b><br>Verrett, Cappuccilli, Domingo, Ghiaurov, La Scala Chorus &<br>Orchestra (Abbado)<br>DG 2709 062 (23.94/3 LPs)  | 22                        | 5 |
| 23 <b>BEETHOVEN: The Nine Symphonies</b><br>London Philharmonic Orchestra (Haitink)<br>Philips 6747 307 (39.90/7 LPs)  | 31                        | 2 |
| 24 <b>PACHELBEL KANON: The Record That Made It Famous And Other<br/>Baroque Favorites</b><br>Stuttgart Chamber Orchestra (Munchinger)<br>London CS 6206 (6.98/1 LP)  | 26                        | 5 |
| 25 <b>BEETHOVEN: The Nine Symphonies</b><br>Cleveland Orchestra (Szell)<br>Columbia M7X 30281 (27.92/7 LPs)  | 34                        | 2 |
| 26 <b>WAGNER: Rienzi</b><br>Kollo, Martin, Dresden Staatskapelle Orchestra (Hollreiser)<br>Angel SELX 3818 (35.98/5 LPs)   | 27                        | 5 |
| 27 <b>FREDERICA VON STADE: Sings Mozart And Rossini Opera Arias</b><br>Rotterdam Philharmonic Orchestra (DeWaar)<br>Philips 9500.098 (7.98/1 LP)   | 33                        | 2 |
| 28 <b>HANDEL: Messiah</b><br>Harper, Watts, Wakefield, Shirley-Quirk, London Symphony<br>Orchestra & Choir (Colin Davis)<br>Philips SC 71AX300 (23.94/3 LPs)   | 29                        | 2 |
| 29 <b>WAGNER: Die Meistersinger</b><br>Bailey, Weikl, Kollo, Bode, Vienna Philharmonic Orchestra (Solti)<br>London OSA 1512 (34.90/5 LPs)  | 36                        | 2 |
| 30 <b>TCHAIKOVSKY: Swan Lake</b><br>London Symphony Orchestra (Previn)<br>Angel SCLX 3834 (21.98/3 LPs)  | 23                        | 4 |
| 31 <b>CHOPIN: Polonaises</b><br>Pollini<br>DG 2530 (7.98/1 LP)   | —                         | 1 |
| 32 <b>LAZAR BERMAN PLAYS BEETHOVEN</b><br>Columbia M34218 (6.98/1 LP)  | 28                        | 5 |
| 33 <b>E. POWER BIGGS PLAYS BACH: The Six Organ-Concerto Sinfonias</b><br>Gewandhaus Orchestra of Leipzig (Rotzsch)<br>Columbia M34272 (6.98/1 LP)  | —                         | 1 |
| 34 <b>BEETHOVEN: Symphony No. 7</b><br>Vienna Philharmonic Orchestra (Kleiber)<br>DG 2530.706 (7.98/1 LP)  | 21                        | 5 |
| 35 <b>TCHAIKOVSKY: The Nutcracker Op. 71</b><br>Concertgebouw Orchestra (Dorati)<br>Philips 6747 257 (15.96/2 LPs)   | 37                        | 2 |
| 36 <b>MEYERBEER: Le Prophete</b><br>Horne, McCracken, Scotto, Hines, Royal Philharmonic Orchestra (Lewis)<br>Columbia M4 34340 (27.92/4 LPs)   | —                         | 1 |
| 37 <b>BARTOK: Bluebeard's Castle</b><br>Trojanos, Nimsgrern, BBC Symphony Orchestra (Boulez)<br>Columbia M34217 (6.98/1 LP)  | 24                        | 5 |
| 38 <b>GERSHWIN: Watts By George — Andre Watts Plays George Gershwin</b><br>Columbia M34221 (6.98/1 LP)   | 30                        | 5 |
| 39 <b>SIBELIUS: Symphony No. 1: Finlandia</b><br>Boston Symphony Orchestra (Davis)<br>Philips 9500.140 (7.98/1 LP)   | —                         | 1 |
| 40 <b>MAHLER: Das Lied Von Der Erde</b><br>Baker, King, Concertgebouw Orchestra (Haitink)<br>Philips 6500.831 (7.98/1 LP)  | 32                        | 5 |

*"Life! we've been long together,  
Through pleasant and through cloudy weather;  
'Tis hard to part when friends are dear,  
Perhaps 'twill cost a sigh, a tear;  
Then steal away, give little warning;  
Choose thine own time;  
Say not 'Good-night'; but in some brighter  
clime  
Bid me 'Good-morning!'"*

—Anna Letitia Barbauld: Ode to Life, 1773

WE DEEPLY MOURN THE PASSING OF  
HENRY HILDEBRAND, OUR CLOSE FRIEND  
AND PIONEERING DISTRIBUTOR FROM  
NEW ORLEANS.

**A&M Records**

## FM ANALYSIS

(continued from page 29)

ELO — A New World Record — UA  
— Do Ya  
Boston — Epic  
— Long Time  
Atlanta Rhythm Section — A Rock & Roll  
Alternative — Polydor  
— So Into You/Georgia Rhythm

**Adds:**  
Streisand & Kristofferson — "A Star Is Born"  
Soundtrack — Columbia  
City Boy — Dinner At The Ritz — Mercury  
Sanford-Townsend Band — WB  
Barclay James Harvest — Octoberon — MCA  
Starcastle — Fountains Of Light — Epic  
Janis Ian — Miracle Row — Columbia

### KEZY-FM — ANAHEIM — Ron Burnstein

**Most Active:**  
Leon Redbone — Double Time — WB  
Frank Zappa — Zoot Allures — WB  
Johnny Cougar — Chestnut Street Incident —  
MCA  
Al Stewart — Year Of The Cat — Janus

**Adds:**  
David Bowie — Low — RCA  
The Winters Bros. Band — Atco  
Don Harrison — Red Hot — Atlantic  
New Riders Of The Purple Sage — Who Are  
Those Guys? — MCA  
City Boy — Dinner At The Ritz — Mercury  
Leon Redbone — Double Time — WB

### KZAM-FM — SEATTLE — Jon Kertzer

**Most Active:**  
Joni Mitchell — Hejira — Asylum  
Taj Mahal — Music Fah Ya' — WB  
Joan Armatrading — A&M  
Chick Corea — My Spanish Heart — Polydor  
Jackson Browne — The Pretender — Asylum  
Stevie Wonder — Songs In The Key Of Life —  
Tamla

Emmylou Harris — Luxury Liner — WB  
**Adds:**  
Janis Ian — Miracle Row — Columbia  
Muddy Waters — Hard Again — Blue Sky  
Milton Nascimento — Milton — A&M  
New Riders Of The Purple Sage — Who Are  
Those Guys? — MCA  
Average White Band — Person To Person —  
Atlantic  
The Winters Bros. Band — Atco  
Richard Baskin — Welcome To L.A. — UA  
Kim Carnes — Sailin' — A&M  
Dave Van Ronk — Sunday Street — Philo  
Gap Mangione — A&M  
Letta Mbulu — There's Music In The Air — A&M  
Bill Monroe Sings Blue Grass — MCA  
Gary Bartz — Ju Ju Man — Catalyst

### WEBN-FM — CINCINNATI — Denton Marr

**Most Active:**  
Eagles — Hotel California — Asylum  
Stevie Wonder — Songs In The Key Of Life —  
Tamla  
Wings — Wings Over America — Capitol  
Al Stewart — Year Of The Cat — Janus  
Jackson Browne — The Pretender — Asylum  
Queen — A Day At The Races — Elektra  
ZZ Top — Tejas — London  
Joni Mitchell — Hejira — Asylum  
Manfred Mann — The Roaring Silence — WB  
Bob Seger — Night Moves — Capitol

**Adds:**  
Barclay James Harvest — Octoberon — MCA  
Janis Ian — Miracle Row — Columbia  
Leon Redbone — Double Time — WB  
Average White Band — Person To Person —  
Atlantic  
Santana — Festival — Columbia  
New Riders Of The Purple Sage — Who Are  
Those Guys? — MCA  
Leo Kottke — Chrysalis  
Andrew Gold — What's Wrong With This  
Picture — Asylum

### WHCN-FM — HARTFORD, CT — Paul Payton

**Most Active:**  
Queen — A Day At The Races — Elektra  
Stevie Wonder — Songs In The Key Of Life —  
Tamla  
Eagles — Hotel California — Asylum

Kansas — Leftover — Kirshner  
Bob Seger — Night Moves — Capitol  
ELO — A New World Record — UA  
James Vincent — Space Traveler — Caribou  
Fleetwood Mac — Go Your Own Way (45) —  
WB  
J.J. Cale — Troubadour — Shelter  
Phoebe Snow — It Looks Like Snow —  
Columbia

**Adds:**  
David Bowie — Low — RCA  
Janis Ian — Miracle Row — Columbia  
Average White Band — Person To Person —  
Atlantic  
Racing Cars — Downtown Tonight — Chrysalis  
Andrew Gold — What's Wrong With This  
Picture? — Asylum  
Leo Kottke — Chrysalis  
Taj Mahal — Music Fah Ya' — WB  
Emmylou Harris — Luxury Liner — WB  
Gary Wright — The Light Of Smiles — WB  
Genesis — Wind & Wuthering — Atco  
ZZ Top — Tejas — London  
Santana — Festival — Columbia  
Chick Corea — My Spanish Heart — Polydor

### KMOD-FM — TULSA, OK — Lelsa Johnson

**Adds:**  
Genesis — Wind & Wuthering — Atco  
Santana — Festival — Columbia  
Queen — A Day At The Races — Elektra  
Eric Burdon & War — Love Is All Around —  
ABC  
Seals & Crofts — Sudan Village — WB  
Charlie Daniels Band — High Lonesome —  
Epic  
Gary Wright — The Light Of Smiles — WB  
Alpha Band — Arista  
Tom Chapin — Life Is Like That — Fantasy  
ZZ Top — Tejas — London  
Leo Kottke — Chrysalis  
**Most Active:**  
Gary Wright — The Light Of Smiles — WB  
— Time Machine  
Alpha Band — Arista  
— Interviews  
Tom Chapin — Life Is Like That — Fantasy  
— Jenny, Jenny

### WQSR-FM — TAMPA, FL — Steve Huntington

**Adds:**  
Gary Wright — The Light Of Smiles — WB  
Average White Band — Person To Person —  
Atlantic  
Genesis — Wind & Wuthering — Atco  
Santana — Festival — Columbia  
ZZ Top — Tejas — London  
Leo Kottke — Chrysalis  
The Winter Bros. Band — Atco  
James Vincent — Space Traveler — Caribou  
Larry Coryell — The Lion & The Ram — Arista  
Jan Akkerman & Kaz Lux — Eli — Atlantic  
Gene Cotton — Rain On — ABC  
Bread — Lost Without Your Love — Elektra  
Emmylou Harris — Elite Hotel — WB  
**Most Active:**  
Bob Seger — Night Moves — Capitol  
— Night Moves/Fire Down Below  
Tommy Bolin — Private Eyes — Columbia  
— Bustin' Out For Rosey/Sweet  
Burgundy/Post Toastee  
Tom Waits — Small Change — Asylum  
— The Piano Has Been Drinking/Step Right  
Up

### WAAL-FM — BINGHAMTON, NY — Steve

**Becker**  
**Most Active:**  
Queen — A Day At The Races — Elektra  
— Someone To Love/Long Away  
Eagles — Hotel California — Asylum  
Bob Seger — Night Moves — Capitol  
**Adds:**  
Janis Ian — Miracle Row — Columbia  
Gap Mangione — A&M  
Starcastle — Fountains Of Light — Epic  
Gary Wright — The Light Of Smiles — WB  
Leo Kottke — Chrysalis  
Parker McGee — Big Tree  
Genesis — Wind & Wuthering — Atco  
Bread — Lost Without Your Love — Elektra

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land? . . . **The Ritchie Family's** next album will be titled "Life Is Music" . . . **Gene Simmons'** girlfriend posed for the centerfold of the recent **Playboy** . . . **Steve Upton of Wishbone Ash**, who was presented a set of drums after the group's last tour of Japan by Yamaha, his sponsoring company, was done a one-better-turn this time around. This year Yamaha gave him a set of ashwood drums. **The Eagles** begin their east coast "Hotel California" tour March 14 in Springfield, Massachusetts, ending the 15-concert, 12-city tour in Cleveland April 1.

phil dimauro

**POINTS WEST—Claudine Longet**, found guilty of misdemeanor negligent homicide, will be sentenced Monday for the shooting death of professional skier Vladimir (Spider) Sabich, her former lover. She was acquitted of the original felony charge of reckless manslaughter, although her conviction even on the lesser charge carries a possible sentence of up to two years in jail and/or a \$5000 fine. Pitkin County Dist. Atty. Frank Tucker expects Miss Longet to do "short-term jail time" . . . The audience at a recent **Dr. Hook** concert in Huntsville, Alabama got so excited that a girl in the front row was crushed against the stage and collapsed. A roadie for the band witnessed the fall and leaped into the crowd to administer mouth-to-mouth resuscitation. Officials said he probably saved the girl's life . . . Faster than a speeding bullet? **Marvel Comics** thinks so and will debut later this year a comic featuring members of **Kiss** as superheroes . . . LA's cultural stage, the Music Center, will probably be booking more rock acts following the recent successful benefit concert at the Dorothy Chandler Pavilion where **Jethro Tull** performed to an orderly sell-out crowd. Music Center administrator William Severns was quoted as saying, "There was a time when rock crowds were so difficult to handle and so destructive that we were hesitant to take them. But that's changed over the past two years, and now we're quite happy to have them when the opportunity arises." After costs, the concert should return \$35,000 to the Music Center coffers . . . **Rick Wakeman** has rejoined **Yes** and will replace **Patrick Moraz**, who had replaced him earlier but is now embarking on a solo career.

**BY THE BOX** — Jazz saxophonist **Grover Washington Jr.** stopped by the office following his sold out performance at the Santa Monica Civic to chat about life and times. Grover, a deeply sensitive artist whose pride in his music is equalled only by his modesty, likes to take time out from his busy concert schedule to cultivate a little known interest of his — teaching. "I'm in this for more than the bread," he stated, "I've always wanted to be a teacher and I think I have some of the tools to really let people know what's happening out here. It's not all standing room only crowds and ladies in long dresses. It's a lot of sacrifice and hard work." Grover tries to stop in at local elementary schools while on tour to lecture informally and play for the students. He will soon play a concert at Holmesburg Prison with a band of Settlement Music School teachers and former inmates. A future musical addition to his instrument repertoire will be the lyricon, a woodwind synthesizer employed by **Tom Scott** and **Rahsaan Roland Kirk**. Plans for the future? "Well, first of all I want to improve my saxophone playing," he replied modestly, "always to keep something constructive happening and maybe show somebody a better way" . . . Longtime recording artist and jazz saxophonist **Sonny Still** was in to rap about his latest album and talk about future plans. Sonny has seen lots of changes since he replaced Charlie Parker in the Dizzy Gillespie band many years ago. He claims to be the most recorded jazz sax man on record, and with 160 album credits, he would appear to go unchallenged. He's just been with Catalyst for a year but is happy with the relationship and promotional support. Looking ahead, Sonny would like to do a "straight" Christmas album and is negotiating to perform at the Montreux Jazz Festival in July. Sonny says he's happy that jazz is now reaching a wider audience but not all that thrilled about what electronically amplified jazz does to the "purity of the saxophone." Calling such additions "ear pollution," Sonny commented, "Besides, when the lights go out you can't hear a god damn thing."

**IN THE STUDIO** — **Burton Cummings** has just begun work on his second solo album for CBS with producer Richard Perry. Cummings will go on the road in February and his second LP is scheduled for a late spring release . . . **Papa John Creach** is at work in Toronto with producer Jack Richardson on a new album after just signing with Little Bear Productions . . . **Ruby Starr** is at work in Memphis on her third album for Capitol, tentatively titled "Smoky Places" and scheduled for April release.

**IN THE STUDIO** — **The Four Seasons** have finished their next album, entitled "Helicon," and are expecting an early February release . . . **The Doobie Bros.** are currently at work on a new album with producer Tom Templeman . . . Delayed several times, the **Bad Company** album will now be released in March . . . **The Starland Vocal Band** is at work in a local studio on an album to follow up their prior success . . . The live **Neil Diamond** album, recorded at the Greek Theater last summer will now be released in mid-February . . . **Bobby Bland** is at work on a new album due for April release. Producing will be Steve Barry, engineering by Phil Kaye.

**SIGNINGS** — **Blue Canyon Records** has announced the signing of **Slim Pickens**, ex-odeo and cowboy film star last seen in "Blazing Saddles." His debut album will feature a series of recitations . . . Gospel singer **Shirley Caesar** has signed a long-term exclusive contract with Roadshow Records . . . **The Winter Brothers Band** has signed with Paragon Agency and will tour with the **Charlie Daniels Band** later this year.

**SIGNINGS** — **David Forrest** has signed producer **Steve Smith** and his Warbox Productions for exclusive representation. Smith's credits include work on three **Robert Palmer** albums, the **Bob Marley** live LP and all of **Jim Capaldi's** work. He is currently in London producing a premier album for **Rough Diamond**, touted as Island's newest supergroup because it is composed of ex-**Uriah Heep**, **Wings** and **Humble Pie** members.

**IN THE NEWS** — **Frankie Valli** is resting at his west coast home following an operation on his right ear to remove a calcium deposit which had left him partially deaf. It is similar to the operation he underwent three years ago on his left ear, and doctors feel this operation was successful but won't say for sure until test results are completed in a couple of weeks . . . **Pure Prairie League** superfan Delores Kay finally got her idols' attention when she presented the group with what may be the world's largest t-shirt (8' wide by 10' long) at a concert in Cincinnati . . . **Jefferson Starship** guitarist **Craig Chaquico** will soon hit the road. No, not with the band. He will skateboard from the Golden Gate Bridge to San Diego in a trip that he expects to make in one day. Though he will skate downhill and hitchhike uphill, Starship manager Bill Thompson is insuring his hands and legs for \$2 million "to party and cheer him up" should something go awry . . . **The Sylvers** have been named national youth ambassadors for the National Foundation of the March of Dimes and will give high school press conferences during concert dates, lecturing on the importance of sound health habits early in life . . . To thank fans for the success of his "Night Moves," **Bob Seger** will give away 100 baseball jackets at a special drawing at Capitol Records on March 1.

**BEFORE THE LIGHTS** — Violin virtuoso **Jean-Luc Ponty** will appear in concert at the Santa Monica Civic on Saturday, April 16 . . . **John Travolta** has been offered the leading role of the soldier in Stravinsky's opera "L'Histoire du Soldat," to be performed by the New

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## RSO 'Collectors' LP Due from Cream & Clapton

LOS ANGELES — RSO Records this month will release a two-record "Collectors Edition" album featuring selected cuts from nine LPs by Cream, Blind Faith, Derek and the Dominos and Eric Clapton. Al Coury, president of RSO, said the double album is for radio programmers and will also be used in special press and promotional campaigns. He said it was not intended for

the record-buying public.  
**Selections**

Songs in the package include "Sunshine of Your Love" and "Badge" from Cream, "Can't Find My Way Home" and "Presence of the Lord" from Blind Faith, "Layla" and "Bell Bottom Blues" from Derek and the Dominos and "After Midnight" and "Let It Rain" from Eric Clapton.

## R&B Secondaries: Method Of ARB Are Unrepresentative

by Cookie Amerson

LOS ANGELES — The methodology ARB uses to measure black audiences has long been a controversial topic. The amount of diaries distributed in high density black areas and whether some suburban areas having few blacks should be included in the total survey areas for black-oriented stations are the main reasons for the controversy. Many programmers in secondary markets feel they get the shaft because a disproportionate amount of blacks are approached to fill out ARB diaries.

Seretha Tinsley, program director of WLOU in Louisville told **Cash Box**, "having spoken to several listeners about the ARB, I generally found that they were unaware of what the ARB was. I know of no one in this market who has been approached by Arbitron people. I feel that they should set up a more concrete way of measuring the black audience because obviously the present system is not representative of black listening habits."

Jerry Walker, program director of WTMP in Tampa, stated "in the last ARB, we found that only two black families had received diaries. And the fact that ARB incorporated counties that were thirty miles away, with a very sparse black population, made me feel that the results weren't very accurate. With these inconsistencies in mind, I don't feel that management should place so much emphasis on the rating results."

Mike Jones, operations manager of

KOWH in Omaha, noted "There was a study done in my market by a local university that showed 77% of the black population listen to our station, yet Arbitron results by far do not reflect these results. I am under the impression that the people who are surveyed are not people who would listen to a black formatted station."

Manny Clark, program director of WGIV in Charlotte, stated, "I have been in this business for several years, and I have never known one listener who has received a diary. I believe there are too many secrets surrounding exactly what methods are used to survey the black population. Until the time comes that the methodology is completely explained so that a child could understand it, there will continue to be doubt. The ARB should also make the public more aware of them so that people know what it is when they do receive a diary in the mail and realize the importance of completing it and returning it."

### Top Twenty Cut-Off

Bill Moon, operations manager of WVKO in Columbus, explained that "because advertisers have a cut-off point of the top twenty markets when making national buys, ARB does not give the secondary the attention that the majors receive. There is not enough research done by advertisers of the economic and educational levels of blacks in secondary markets, people in secondary markets by cars, boats and other products bought nationally. Because we are overlooked by the agencies, we are

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## Reflections 'N' Black

J. Walter Carroll, vice president and general manager of KDIA in Oakland died January 20 at age 60. Carroll joined KDIA in 1965, and was promoted to vice president and general manager in 1974, and was the first black vice president and general manager of a northern California radio station.

The **Commodores** are in the studios cutting a new LP that will be released around mid-March. The LP will tentatively be titled "Zoom."

**Johnny Guitlar Watson** is presently recording his new LP, which will be titled "A Real Mother."

**Barry White** has formed a label, Unlimited Gold Records, to be distributed by 20th Century Records. The first project of the label, "Love Unlimited," will have an album ready for release shortly titled "Love Unlimited, He's All I've Got." Most of the material on the new album was written and arranged by Barry White.

New line-up at KATZ in St. Louis as follows: 6 am-9 **Doug Eason**, 9-noon **J.J. Jackson**, noon-4 **Chris Hall**, 4-8 **Dirty Harry** (who recently joined the station from WGBF in Evansville, Indiana), 8-midnight **Barry**

**Pope**, and midnight-6 **Allan Harrison** (who recently joined the station from Z-93 in Atlanta).

**Dick Dawkins** is the new PD at WOKJ in Jackson, replacing **Bob Collins** who recently left the station.

WAMM in Flint is looking for an afternoon drive air personality. Send tapes and resumes to **Donnie Brooks**, 1223 S. Grand Travers Ave., Flint, Michigan 48503. No calls, please.

Excellent one-to-one communicator with good mental discipline needed at KDIA in Oakland. Send tapes and resumes to **Kelth Adams**, P.O. Box 8432, Oakland, California 94662. No calls, please.

KOWH in Omaha needs a newspaper person and an air personality who may possibly handle the music. Send tapes and resumes to **Mike Jones**, 3901 Harney Street, Omaha, Nebraska 68131. No calls, please.

**Deniece Nicholas**, formerly a co-star on the "Room 222" series, is stepping into a singing career. She plays guitar and writes most of her own material. She will be produced by Joe Porter and is expected to sign with a major label shortly.

cookie amerson



**HENDERSON SELLS OUT** — Buddah Records' Michael Henderson, after completing six sellout performances at L.A.'s Troubadour, flew across the country to perform at New York's Bottom Line. Pictured in New York from left are Art Kass, president of Buddah; Neil Reshen, Henderson's manager; Henderson; Norman Connors; Tom Cossie, Buddah vice president of promotion; and Alan Lott, Buddah's vice president of R&B operations.

## TOP 75 R&B ALBUMS

|    | Weeks On Chart |    | Weeks On Chart |
|----|----------------|----|----------------|
| 1  | 16             | 38 | 7              |
| 2  | 13             | 39 | 11             |
| 3  | 12             | 40 | 8              |
| 4  | 16             | 41 | 16             |
| 5  | 19             | 42 | 17             |
| 6  | 10             | 43 | 6              |
| 7  | 11             | 44 | 18             |
| 8  | 28             | 45 | 28             |
| 9  | 19             | 46 | 4              |
| 10 | 11             | 47 | 5              |
| 11 | 17             | 48 | 8              |
| 12 | 12             | 49 | 2              |
| 13 | 18             | 50 | 13             |
| 14 | 32             | 51 | 2              |
| 15 | 13             | 52 | 28             |
| 16 | 10             | 53 | 22             |
| 17 | 6              | 54 | 28             |
| 18 | 11             | 55 | 19             |
| 19 | 4              | 56 | 7              |
| 20 | 15             | 57 | 12             |
| 21 | 10             | 58 | 5              |
| 22 | 27             | 59 | 9              |
| 23 | 25             | 60 | 3              |
| 24 | 17             | 61 | 14             |
| 25 | 11             | 62 | 12             |
| 26 | 4              | 63 | 7              |
| 27 | 10             | 64 | 1              |
| 28 | 15             | 65 | 3              |
| 29 | 14             | 66 | 3              |
| 30 | 12             | 67 | 12             |
| 31 | 15             | 68 | 2              |
| 32 | 27             | 69 | 3              |
| 33 | 20             | 70 | 2              |
| 34 | 19             | 71 | 4              |
| 35 | 2              | 72 | 2              |
| 36 | 8              | 73 | 1              |
| 37 | 9              | 74 | 8              |
|    |                | 75 | 17             |





## Manufacturing Cost Increases

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natural gas) has more than doubled; it has risen 50% within the past three years alone.

This factor is more critical in the record industry than in most other areas of the economy. "The cost of material and energy comprises a substantial amount of the direct manufacturing cost," commented Samuel Burger, vice president of manufacturing for CBS Records. "Making a record is almost completely energy-related.

Because of this fact, the recent decision by the OPEC countries to raise their prices for crude oil at the wellhead cannot fail to affect the future cost of manufacturing records. Even if the price rise turns out to be no more than five percent, it will hit the record industry directly in the pocketbook.

Burger believed that any imminent jump in the cost of fuel "will reflect itself in probably the same percentage as the increase in the (OPEC) oil price. And at this point we don't know exactly what it's going to be. That's crude (oil) they're raising the price on, and what it's going to cost after it's refined and brought to this country I can't say. But those kind of costs will certainly be passed on. Energy costs have a way of coming right back home."

### 'No Way To Prepare'

A similar view was expressed by George Fishman, president of the Keel manufacturing division of Pickwick International, Inc. According to Fishman, "there's no question at all" that energy has a large bearing on all aspects of record manufacturing. "For example, in order to generate the live steam that's required to press records, the boiler burns an incredible quantity of oil. And that's a one-to-one relationship. In other words, I would say that the energy cost of making a record today (excluding the raw materials) is about 4¢ per record. Now if that goes up ten percent, you've got almost half a penny. And today, that's a very significant part of the basic cost of making a record."

Fishman added that it is impossible for a pressing plant such as Keel's to prepare for future cost increases related to energy. "We might try to store up raw material, but how are you going to store ten million gallons of oil? We've got giant oil tanks, 50,000 gallons, but what the heck is that? We could use it up twice a week. There's where we get it, and if it's passed on, we get clobbered.

"If OPEC increases oil prices, our general distributors, giant companies like Exxon, Gulf, you name it, just pass it right on. So that would increase immediately. Now, the impact on the raw materials is a percentage (of that). Whether the giant corporations are in the mood to absorb it is something I wouldn't predict."

### Rise In PVC Cost?

Like Fishman, Burger of CBS, as well as spokesmen for Capitol and RCA expressed doubts about the likelihood of another im-

minent hike in the cost of PVC. "Even though the price of oil is going to go up," Burger said. "I'm not sure the price of vinyl is going to increase. Not at this point."

Burger pointed out that the rise in PVC cost during the energy crisis resulted from a shortage of monomer, an important component of PVC which is today extracted from a petroleum by-product. There is no shortage of monomer right now, Burger stated, nor is there expected to be one within the near future. Nevertheless, the price of basic PVC was hiked three times during 1976 alone, and some of the industry's major PVC suppliers see another price increase on the horizon.

### Regulatory Costs

A spokesman for Borden Chemical Co., one of the large suppliers, said that he expected the price of PVC to rise sometime within the next several months, perhaps by as much as two cents per pound. "I'm sure that if the price of oil goes up, the price of monomer is probably going to increase somewhat. But certainly not to the point where it's going to affect the price of a record at all."

This viewpoint is supported by the fact that, since the monomer shortage of 1973-74, Dow Chemical's price for this material has actually declined from 15¢ per pound to between 13.4¢ and 13.6¢ per pound. Even though the cost of monomer to one PVC supplier, Tenneco, rose 1.1¢ per pound on January 1, it is unlikely that the price of monomer will increase much above the 1974 level this year.

A Tenneco spokesman asserted that the company will not pass its recent monomer cost increase on to its customers; however, he said, Tenneco may consider a PVC price rise at mid-year. One of the major factors in such an increase, he explained, would be the cost of complying with government safety regulations.

Since PVC monomer was linked with cancer a couple of years ago, the Occupational Safety and Health Administration (OSHA) and the Environmental Protection Agency (EPA) have cracked down on the vinyl producers. Consequently, the companies involved have had to spend considerable sums in order to safeguard their workers. "We hit the impact of OSHA over 1976 and some of '75," the Tenneco spokesman said. "This year the big thing will be EPA costs. That's going to have a substantial impact."

The other important factor affecting the price level of PVC is the cost of the energy required to make it. Relatively little petroleum, for example, goes into monomer feed-stock, but a great deal of oil is consumed in the manufacturing process. In addition, it has been estimated that 41,000 BTUs of energy are required to convert monomer into one pound of PVC. Here, as in every other link in the chain of processes which result in a finished LP, energy costs are critical.

## Al Stewart Joan Armatrading

SANTA MONICA CIVIC — Al Stewart is that rare rock musician who sings not just to the ears, but to the brain as well. And, although he is a good singer, it is his lyrical sensitivity that dominates the grooves of his albums. Surprisingly, this personal effect was not diminished but amplified in his concert debut at the Civic, where Stewart not only gave short and descriptive introductions to most of his material, but even read the first two lines of "Soho" because the audience would probably not be able to understand them since they go by so quickly.

Stewart's literary and allegorical references have attracted a loyal and rapidly expanding audience, most of whom appreciated the intellectual quality of Stewart's work at least as much as they applauded the tasteful musical arrangements and the crew of talented musicians that he brought along. Displaying a range of instrumental skills, the band members often switched instruments and exhibited a high degree of showmanship as they went from violin to accordion to acoustic guitar.

Visual effects in the form of World War II photo stills shown on the stage backdrop accented Stewart's "Road to Moscow," but it was the only distraction in a show that put less emphasis on staging than on playing. Complementary to that aspect, Stewart maintained an easy and comfortable audience rapport as he introduced his material in a totally relaxed and affable manner that suggested the ambience of a small supper club more than a major concert hall.

Opening the bill was West Indian singer/songwriter Joan Armatrading whose folk-rock ballads set the proper mood for the headliner. Her blend of blues, rock, jazz and folk styles make her an interesting and highly appealing artist to listen to. Her popularity should no doubt increase as her third album gets more airplay from the success of her single, "Down to Zero."

chuck comstock

## Grover Washington Jr.

SANTA MONICA CIVIC — Though he appeared an hour later than planned, no one in the audience seemed particularly perturbed when the houselights dimmed and Grover Washington Jr. appeared on the stage, playing alone at first, then joined one by one by the other members of his touring band in a highly affecting opening number ("Moonstreams").

Grover's featured guest was keyboard man and musical arranger Bob James, who has worked with Grover on all but the latest album and became available for three of the four west coast dates. Also appearing with the band was a superbly talented (but too little used) horn section featuring Oscar Brashears on trumpet and sax, Jerome Richardson on flute, Benny Powell on base trombone and Snooky Young on trumpet. Members of the touring band included Millard Vincent (drums), John Blake (violin), Richard Steker (guitar), Tyrone Brown (bass), Sid Simmons (piano) and the amazing Leonard (Dr.) Gibbs on percus-

## Kansas

THE CIVIC AUDITORIUM, SANTA MONICA — Kansas is not the most likely place to gather a rock band, but the otherwise quiet plains yielded a high-energy group that took the state name, and did it credit. Their performance at the Civic revealed them to be aggressive, and yet capable of subtlety, sometimes influenced by the classics and still able to pound out hard rock in musically relevant dimensions.

The band leaned heavily toward a presentation of their latest album, "Left overture," featuring "Magnum Opus," which may have been a little long for the audience, but the opening cut of the LP,

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## Lonnie Liston Smith

Although Lonnie Liston Smith was the headliner at a recent Carnegie Hall concert that included Hubert Laws and Earl Klugh, his performance was the least satisfying of the three artists. Smith appeared with his group, The Cosmic Echoes, which unfortunately, provided no spark to an uninspired set.

Occasionally the swirling, rhythmic, innovative keyboard work which marked Smith's earlier work with Gato Barbieri and Pharoah Sanders was allowed to surface. But the emphasis of the performance was on producing a diluted brand of ultra-listenable music which might be described as easy-listening jazz.

The performance contrasted sharply with the work of the original Cosmic Echoes, whose "Astral Traveling" album featured Smith at his fiery, soaring best, with a top-notch group. Presumably, the intent of a pop approach was to win over a wider audience. But at Carnegie Hall, the audience got up after the last note was struck and walked away without asking for an encore.

Such was not the case with Hubert Laws, who had the honor of ticket scalpers on 57th St. hawking "Hubert Laws" tickets. The Columbia Records artist played selections primarily from his "Romeo And Juliet" album, and his band was tight, balanced and talented. At one point, Laws seemingly held two notes at the same time, which elicited gasps, then applause from the appreciative audience. The flautist's composition "What Are You Doing For The Rest Of Your Life" was particularly well received, and his often stunning solos were well executed within the framework of his melodic arrangements. Laws' energy and virtuosity were balanced with flawless precision which produced for the audience an artistically accomplished set that left them asking for more.

Earl Klugh, whose latest Blue Note album is entitled "Loving Inside Your Love," opened the evening with a set of pleasant, almost MORish acoustic guitar music.

charles paikert

The first set featured songs from several albums including "Moonstreams," "Trio Tune," "Storm King," "Feel Like Making Love," "Sea Lion" and "Westchester Lady," a real crowd pleaser with Gibbs on a gigantic shaker and featuring electric guitar and flute solos. A thirty minute break was followed by "Knucklehead," "Dolphin Dance," "One Mint Julep," "Jamaica Farewell" and "Mister Magic." Seemingly unprepared for an encore, Grover returned to the stage to give the audience another listen to the reprise of "Westchester Lady."

A well-paced and highly interesting blend of his best work, "An Evening with Grover Washington Jr." provided an opportunity for Grover to showcase some of his most successful work backed up by a band of polished jazz musicians whose individual contributions gave strong support to one of the best jazz saxophonists to pick up a horn.

chuck comstock

## Bay City Rollers

THE CIVIC AUDITORIUM, SANTA MONICA — For sheer volume, there is nothing like the sound produced by a few thousand screaming teenage girls, each in throes of heartache over a favorite member of the Bay City Rollers. Yelling, sobbing, hysterical, the kids stood on their seats for the one-hour set, waving plaid banners which had their beaus names sewn on in uneven letters. Amidst the considerable noise, it was difficult to hear the music.

Biggest cheers went for "Saturday Night," in which the audience was swept up in singing the lyrics, a giant prepubescent chorus echoing the same emotional turmoil

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**CARNES IN NEW YORK** — A&M Records recording artist Kim Carnes recently visited the staff of WNEW-FM in New York, after winning the "Best Song" award at the American Song Festival. The song, "Love Comes From Unexpected Places," is from her new LP, "Sailin'." Pictured, from left, are: Jerry Wexler, Carnes' producer; Carnes; Michael Leon, A&M promotion; Scott Muni and Tom Morrera of WNEW; Ron Farber, A&M promotion; Tom Tracy of WNEW and Richard Totolan, A&M promotion.



# ARB Methods Questioned

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overlooked by Arbitron, and because Arbitron doesn't survey accurately, management won't subscribe, and it becomes a vicious circle for the programmer."

Bob Long, program director of WCIN in Cincinnati, told CB "there is a definite need for improvement in Arbitron surveying methods. There are a number of black families where both husband and wife work, there may be many homes with unlisted phone numbers, or in poorer families, no phone at all. To have an accurate survey, it is my opinion that these things must be taken into consideration. Many times ARB may concentrate their efforts in areas other than predominately black areas, or in an area where the station's signal may be poor. Particulars, sensitive to different people must be taken into consideration in order to obtain accurate results."

Harold Lewis, program director of WUFO in Buffalo, added "Researchers at Arbitron do not want to go into black areas, and when the phone system is used, they must take account of the fact that blacks have the highest rate of unlisted phone numbers, which so far they haven't. Generally, in order for a survey to be of any merit it must include everybody, and certainly the present system doesn't even come close."

## 'Never Show Up'

Turk Logan, program director of WDAO in Dayton, echoed other statements by saying, "With the system Arbitron is using, we never show up in the results, even though we know that we have major penetration in the black community. A survey was done by a local university which showed us that we definitely have good impact, so we will discover in upcoming meetings with Arbitron people what the problem is. I don't believe we are getting our fair share at all, especially since I know of no listener who has ever been contacted by ARB."

Steve Crumley, program director of WORL in Orlando, explained "in the last rating period, ARB only sent out 125 diaries

to blacks, in a city that has a population of over 20% black. Supposing that only half of the people send them back, how accurate can the results be. Arbitron also has a period of a couple of years that you must be in the telephone book in this area to be considered a resident. Considering the high number of black families in the 18-34 age bracket who would have either a new number or an unlisted number, how can a representative amount of blacks be approached when this is not taken into consideration."

## Difficult to Measure

Joe Fisher, operations manager of WRBD-AM/WCKO-FM in Fort Lauderdale, added "since we are in a tri-county area, it is very difficult to measure the listening habits of the black population because they are so spread out. In this area, many blacks don't live in the city, but also I believe we are surveyed where our signal does not adequately reach, which makes results questionable."

Bob Moore, program director of KDKO in Denver remarked, "because this area is less than 20% black, we are at a disadvantage as we have no weight system in Denver. We are certain that more than just blacks listen to us, but when Arbitron surveys us as an R&B station, we are given the shaft because they do not survey our entire listening audiences. The advertising agency buys us when they want to reach blacks, but in order that we get a more accurate survey from the ARB we classify ourselves as disco, thereby having to create one image for ARB, and one for the agencies."

Victor Boykin, program director of WBUL in Birmingham, concluded "there are definitely a disproportionate amount of blacks approached by Arbitron. The entire diary system should be revamped, be more representative, or better still, a random check at key shopping malls or schools would probably give them more accurate results."

# Record Execs Discuss \$7.98

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What apparently has happened, according to the manufacturers, are increased prices in virtually every area of operation.

## Every Area Explained

"One can safely say that every area of cost has increased," offered Ilberman. "Advertising rates have gone up. In addition, everybody's been talking about manufacturing costs, artist-related costs, recording, royalty costs, album cover costs, transportation, the cost of shipping. Costs have gone up all along the line. And I think what you find in the record business is you have a situation where this was just bound to happen."

Posner elaborated on that point, by noting, "There is no one specific item that triggered our saying, 'Hey we have now got to change the prices.' What we have been doing is trying to stay healthy without raising prices. But, it has just gotten to the point where higher royalties, higher recording costs, all of the aspects that go into the phonograph record business have all gone up."

## Four Categories

Industry observers believe that those factors most responsible for the decision to raise prices fall into four broad categories: raw materials and manufacturing; packaging; artist-related costs, which include promotion and advertising.

Posner, in relating these areas of concern to his operation, declared, "I got all three of my pressing plants that just gave me a price increase (during the past several weeks). They come in and they say, 'This is what it's going to be as of January 15 and on top of that, this isn't going to be the last one this year.'" Posner, whose company has pressing contracts with Columbia, PRC and Specialty, indicated that one of those increases represented an eight percent rise in cost.

## Modern Packaging

The complexity of modern packaging has also affected E/A's decision. "The board (used to make covers) has gone up tremendously," Posner continued, indicating that his company had absorbed three price increases on board and printing during the last year alone. "Other aspects of packaging have to do with merchandising, which have gone up," he added. All aspects of the packaging in the sense of the jacket, the inner sleeve, the printing of the inner sleeve are factors."

One serious cause of the price increase for manufacturers over the past several years is the increasing proliferation of gatefold albums, a trend that Posner views as intrinsic to modern packaging. "There are some times that the best way you can present a particular artist's package is in a gatefold," he explained. "We've tried to hold down the gatefold as much as possible, but so often now it's an integral part of the production of the album, whether it includes the lyrics on the album or everything that's gone down within the framework of making up this new release. The artist really wants to see and feel a part control of not only the music, but the graphics that are involved in covering the music."

## Most Dramatic

Still, increases are most dramatic when directly connected to the artist because, as Posner explained, "You see them when we go to sign an artist. It's much more expen-

sive and the royalties are much higher. The deals are more costly. About three years ago we were able to make a very good record by an unknown artist for \$50,000. Now, you can't do it for less than \$70,000 or \$75,000."

Similarly, advertising costs have jumped. "When I used to spend \$24 or \$25 for a radio spot in a particular market, I'm now paying \$50 and \$55 a spot," said Posner. He indicated that similar instances have abounded in black and white print advertising in newspapers as well as magazines.

## Artistic Justification

Ilberman added an artistic justification. "What we're saying is that a David Bowie album is worth a list price of \$7.98 which is going to be discounted all over and end up averaging \$5.99 (to the consumer). Cash Box has estimated the average price to consumers to be \$5.92 based on a survey of key accounts across the country.

"I think you have to face the reality," Ilberman continued, "and say, 'All right, let's say where we assign something of great value, where we have a superstar, let's not cheapen it. Let's recognize that it's worth more in today's market and sell it.' I really don't think it's going to be a negative. I think it's going to boil down the music. If we have something good to sell, the consumer will buy it; if we don't, it won't make any difference."

## What Next?

It has been postulated that every major label will now introduce certain key releases at \$7.98 during 1977. The question, then, logically arises: Will this policy accelerate to become a standard price increase? Ilberman, for his part, declined to speculate. "One factor in the selective pricing, by going with a major artist, is that a major artist implies the higher costs associated with that artist. A lot of that (talk about raising prices for all new releases) will depend on the economy. I think it will depend on the acceptance of any kind of deterrent in sales which I don't really anticipate. We're not considering an across the board increase in pop. I think the tendency is that it's going to become more and more selective to the high side. This is just a natural course of events."

## Artist Investment

For E/A, Posner offered that the price increase "is going to give us the opportunity to be healthy and to continue to invest in young, new artists and be able to maintain a release schedule without worrying, 'Should I release this record or should I not.' I mean, 'Can I afford to do those kinds of things.' It's got to be a healthy business in all aspects."

As to whether, in fact, the industry could maintain a selected pricing structure for any length of time, something it has not been able to do historically, Ilberman placed the burden on the wholesale and retail community. "We can," he declared. "I think you're going to find that the wholesalers and retailers are better equipped with their computers and they're going to more sophisticated wholesale and retail marketing techniques. There's no reason why they shouldn't be able to. At this point, we're being very selective, and I mean very selective."

Posner was not so optimistic. "It will probably be a \$7.98 industry by the end of 1977," he predicted.

# R&B Station New Additions

(continued from page 47)

## WANT — RICHMOND — Curby Carmichael

#1 — Close To You — Tyrone Davis  
Tried, Tested — Ashford & Simpson — WB  
Do What You Wanna — Billy Preston — A&M  
Something 'Bout 'Cha — Latimore — Glades  
Sunny Sunday — Tymes — RCA  
Tryin' To Love Two — William Bell — Mercury  
Makes Me Blind — Glitter Band — Arista  
Ex To 20 — I've Got Love On My Mind — Natalie Cole  
Ex To 19 — I Need You — Star Material  
Ex To 17 — Space Age — Jimmy Castor  
Ex To 16 — Spring Affair — Donna Summer

## KATZ — ST. LOUIS — Chico Brown

#1 — Saturday Night — E.W.&F  
Betcha By Golly Wow — Norman Connors — Buddah  
Whatever Makes You Happy — R.B. Hudson — Atlantic  
Just Another Day — Peabo Bryson — Bullet  
You Make Me Feel Like Dancin' — Leo Sayer — WB  
Dancin' — Crown Heights Affair — DeLite  
#1 LP — Car Wash

## XEAZ — SAN DIEGO — Bruce Ley

#1 — I Do, I Do — Leroy Hutson  
Stay Awhile — Donnie Gerrard — Greedy  
Reaching For The World — Harold Melvin — ABC  
At Midnight — Rufus — ABC  
Space Age — Jimmy Castor — Atlantic  
Theme From Rocky — Current — Playboy  
7 To 2 — Dancin' — Crown Heights Affair  
16 To 6 — Baby Don't You Know — Wild Cherry  
#1 LP — Parliament  
New LPs — Bootsy Collins, Undisputed Truth, Ashford & Simpson

## KYAC — SEATTLE — Robert L. Scott

Top Single — Feelings — Walter Jackson  
Too Hot To Stop — Bar-Kays — Mercury  
Time Is Moving On — Blackbyrds — Fantasy  
Gloria — Enchantment — UA  
New LPs — Rufus

## WANM — TALLAHASSEE — Joe Bullard

#1 — Body Heat — James Brown  
Boogie Child — Bee Gees — RSO  
Feel Free — Four Tops — ABC  
Too Hot To Stop — Bar-Kays — Mercury  
I Got A Notion — Al Hutson — ABC  
Welcome To Our World — Mass Production — Cotillion  
13 To 6 — Close To You — Tyrone Davis  
14 To 7 — Shake It — Willie Hutch  
17 To 8 — Sometimes — Facts Of Life  
18 To 9 — Fancy Dancer — Commodores  
16 To 1 — Body Heat — James Brown  
#1 LP — Ashford & Simpson  
New LPs — Jerry Butler, Main Ingredient

## WTMP — TAMPA — Jerry Walker

#1 — Isn't It A Shame — Labelle  
Ain't Gonna Dance — Joe Tex — Columbia  
Dancin' — Crown Heights Affair — DeLite  
Comin' 'Round The Mountain — Funkadelic — WB  
Boogie Child — Bee Gees — RSO  
#1 LP — E.W.&F  
Hits:  
Sometimes — Facts Of Life  
Be My Girl — Dramatics  
Tryin' To Love Two — William Bell  
I've Got Love On My Mind — Natalie Cole

## WOL — WASHINGTON, D.C. — Cortez Thompson

#1 — Don't Leave Me This Way — Thelma Houston  
Say You Love Me — Patti Austin — CTI  
Too Hot To Stop — Bar-Kays — Mercury  
Tryin' To Love Two — William Bell — Mercury  
Wake Up And Be Somebody — Brainstorm — Taboo  
Don't Freeze Up — Flavor — Bunky  
Rich Girl — Hall & Oates — RCA  
K-Y And The Curb — Harvey Mason — Arista  
At Midnight — Rufus — ABC  
Baby Don't You Know — Wild Cherry — Sweet City  
12 To 6 — Do It To My Mind — Johnny Bristol  
8 To 1 — Don't Leave Me This Way — Thelma Houston  
9 To 2 — Feelings — Walter Jackson  
#1 LP — Stevie Wonder  
New LPs — Trampms, Jimmie Smith, Barry White

# Al Stewart Strikes 1st Gold For Janus Records

LOS ANGELES — Al Stewart's latest album, "Year Of The Cat," has been certified gold by the RIAA, his and Janus Records first gold album certification.

# Bee Gees Gold

LOS ANGELES — The Bee Gees, RSO recording artists, have been awarded a gold single for "Love So Right"

# Mercury Discounts 11 'Best Of' Albums

CHICAGO — A 5% discount on 11 "best of" and "greatest hits" packages is being offered by Phonogram, Inc./Mercury Records. The discount will apply to albums and tapes by Rod Stewart, B.T.O., the Ohio Players, Rush, Uriah Heep, Tom T. Hall, the Statler Brothers, Johnny Rodriguez and the Platters. The program is in effect until Feb. 28.

# Radio Broadcasters Plan For New Year

(continued from page 9)

stations to the FM band, outside of the 20 lowest channels currently reserved for educational use, is also on the NRBA priority list. NRBA filed last week to request that the commission go back and reorganize the educational FM allocations.

Finally, the proposal to extend the AM band up to 1800 (from 1605 khz) meets with

criticism from NRBA. Gabbert maintains that 37% of the radio stations in the country are barely staying in the black now, and he sees no "clamoring for more stations." He acknowledges that the desire to extend the band has been voiced primarily by minority groups not currently in control of station holdings. His position, however, is "anybody can buy a radio station."

# CASH BOX COIN MACHINE

## Chicago Lifts 25-Year Ban As City Council Oks Pinball

CHICAGO — The Chicago City Council, by a vote of 37-2, last week passed an ordinance to allow pinball machines in the city, thus lifting a 25-year ban. As a result of the action, Chicago expects to realize increased annual revenues from fees and taxes of approximately \$1.5 million.

Full specifics of the bill were not available at press time but it was reported that the annual assessment to the operator would include an estimated \$200 for license plus \$75 per machine and, possibly, an additional state fee.

The proposal to legalize the machines was one of the last major ordinances submitted by the late Mayor Richard J. Daley. The proposal cleared the council's finance committee on the day of his death, Dec. 20, but further action was delayed during the period of mourning.

Elated over the long awaited decision, representatives of the four major Chicago-based manufacturers of pinball machines expressed similar opinions that the legalization of the machines in a city of Chicago's stature will serve as a favorable example for other communities across the country and greatly enhance the industry's image by amplifying the amusement and entertainment aspects of pinball machines.

### New Market

"We are pleased, of course, that a great new market has opened up," said Bill DeSelm, sales manager of Williams Electronics, Inc. "The city of Chicago is so spread out it will mean thousands of locations for pingames, but equally important," he added, "is the fact that this legislation will provide revenue for the city and also more jobs, since operators will expand their routes and require additional personnel. After all, machines have to be serviced so there will be a need for top-flight mechanics. The pinball machine has become a highly publicized amusement game," he concluded, "and having been denied the right to play it for 25 years, we can assume the people of Chicago will certainly welcome the opportunity. And what's more, the city will have extra revenue; the manufacturers will have an expanded market; the distributors and jobbers will sell additional equipment; and the operators and locations will have great new revenue, most of which will be recycled in Chicago."

Bill O'Donnell, Jr., assistant marketing director at Bally Manufacturing Corp., commented that "a major city opening up will certainly have an effect on the overall pinball demand. However, we estimate that

Chicago will probably absorb between 6,000 and 8,000 pinball machines over a period of time — not all new equipment, of course, since many operators will be installing used machines. Bally will realize increased business as a result of the ordinance," he said, "and so will the other pinball manufacturers, but I think the most important thing to note is that the machines are now being recognized for their legitimate amusement and entertainment value. By passing the ordinance the city government has put its stamp of approval on pinball machines and, hopefully, eliminated the stigma that they are operated by bad people in sleazy locations. The pinball machine is an instrument of fun and amusement and we are happy that Chicago has recognized that fact. It's also good to know that by legalizing the machines the city will get added revenues from the resultant fees and taxes rather than by increased taxation of the public."

Also expressing delight over the new legislation was Gary Stern, president of Stern Electronics, Inc. "We, at Stern Electronics, Inc. are, of course, very pleased to see Chicago pass its ordinance legalizing pinballs. Chicago, the center of the pinball industry, has at last recognized the fine amusement nature of pinballs and their revenue-generating power for the city. It is especially gratifying to my father (Sam Stern) and myself as we spearheaded the effort that ultimately led to the passage of this ordinance when we were at Williams Electronics. And the passage of this ordinance has created a new demand for our 4-player 'Jukebox' pingame. We are hurrying to fill the increased orders for this model so that we can start production of our new

(continued on page 56)

## Empire Distributing Hosts Special School

CHICAGO — With the passage of an ordinance to legalize pinball machines in the city of Chicago, a special one-day 'familiarization school,' dealing exclusively with the servicing of pinball machines, was scheduled by Empire Distributing, Inc. for Thursday, Jan. 20, at the Holiday Inn.

Participating factories were Bally Manufacturing Corp. and D. Gottlieb & Co., with field engineers Bernie Powers and Jack O'Donnell for Bally and Cliff Strain for Gottlieb. Approximately 100 operators attended and Empire indicated that subsequent sessions are being planned.

## Bally OKs Stock Split As Shares Soar

CHICAGO — William T. O'Donnell, president of Bally Manufacturing Corporation, last week announced that the Bally board of directors had adopted a proposal for a two-for-one stock split by way of stock distribution (one additional share for each share outstanding).

Bally Manufacturing Corporation has 5,705,860 shares outstanding at the present time and will have 11,411,720 shares outstanding after the stock split is effected. The additional shares will be mailed to stockholders on February 28, 1977 to stockholders of record on January 31, 1977.

O'Donnell said it is believed that the stock split will broaden the market in the company's stock and increase interest in the business of the company.

Last year, the lowest price on Bally's

## Atari Releases New 'Dominos' Video Game, 'Night Driver' Also Scores Big

SUNNYVALE, CA — Atari, Inc. has released a new video action game, "Dominos," a one- or two-player "competitive strategy game" that Atari believes will "mean higher earnings for operators and distributors."

Players control the direction of a simulated wall of dominos with a set of four pushbuttons. Each player's wall starts at opposite sides of the 19" monitor. Each wall is progressively built by pushing the appropriate button — left, right, up or down.

When a player's wall hits his own or his opponent's, the wall "falls" like real dominos, and the opponent wins the point. The object is to trap the other player. Precise timing and planning are the keys to winning. A single-player game plays like the two-player version, except the opponent is the game's computer.

Two start buttons are provided for selection of black or white dominos. Exclusive operator options include adjustability for

significant degree of success is "Night Driver," an action driving game which offers players three different tracks, 4-speed shifting, and other exclusive features.

Players select one of three tracks, depending on the degree of difficulty they wish. The tracks are designated "Novice," "Pro" or "Expert." The monitor displays a realistic, twisting roadway; the harder the acceleration, the faster the track comes at the player, making it more difficult to stay on the track without crashing.

The top speed and highest score previously achieved for each track is stored and displayed whenever the track-selection switch is activated. A realistic nighttime effect is also achieved with "blacklight" illumination of the monitor



'Dominos'



'Night Driver'

the number of points to win a game to three, four, five or six; changing the length of the game; and variable volume control and coinage — one or two coins per play, or one coin for two plays.

Service features include a built-in self-test program to check options and help with on-the-spot troubleshooting, exterior on-off switch, and tested solid-state reliability. Dimensions are 60½" high, 24¼" wide and 23¾" deep.

Another Atari game featured at last year's AMOA and IAAPA shows that the company says is currently enjoying a

graphics, while screeching tires, crashes, and the whine of changing gears add to the realism.

Special operator options include extended play when the player scores 350 points, and adjustable game time to 50, 75, 100 or 125 seconds. A switch is also provided that allows operators to change the game's tracks to a different set of three courses.

"Night Driver" is designed with an exclusive self-test program built into the game's programming to spot-check options and troubleshoot minor problems. The program tests all switches and all microprocessor and memory functions. It also reads out game option switch positions on the computer board. Dimensions are 72" high, 25¼" wide and 29" deep.

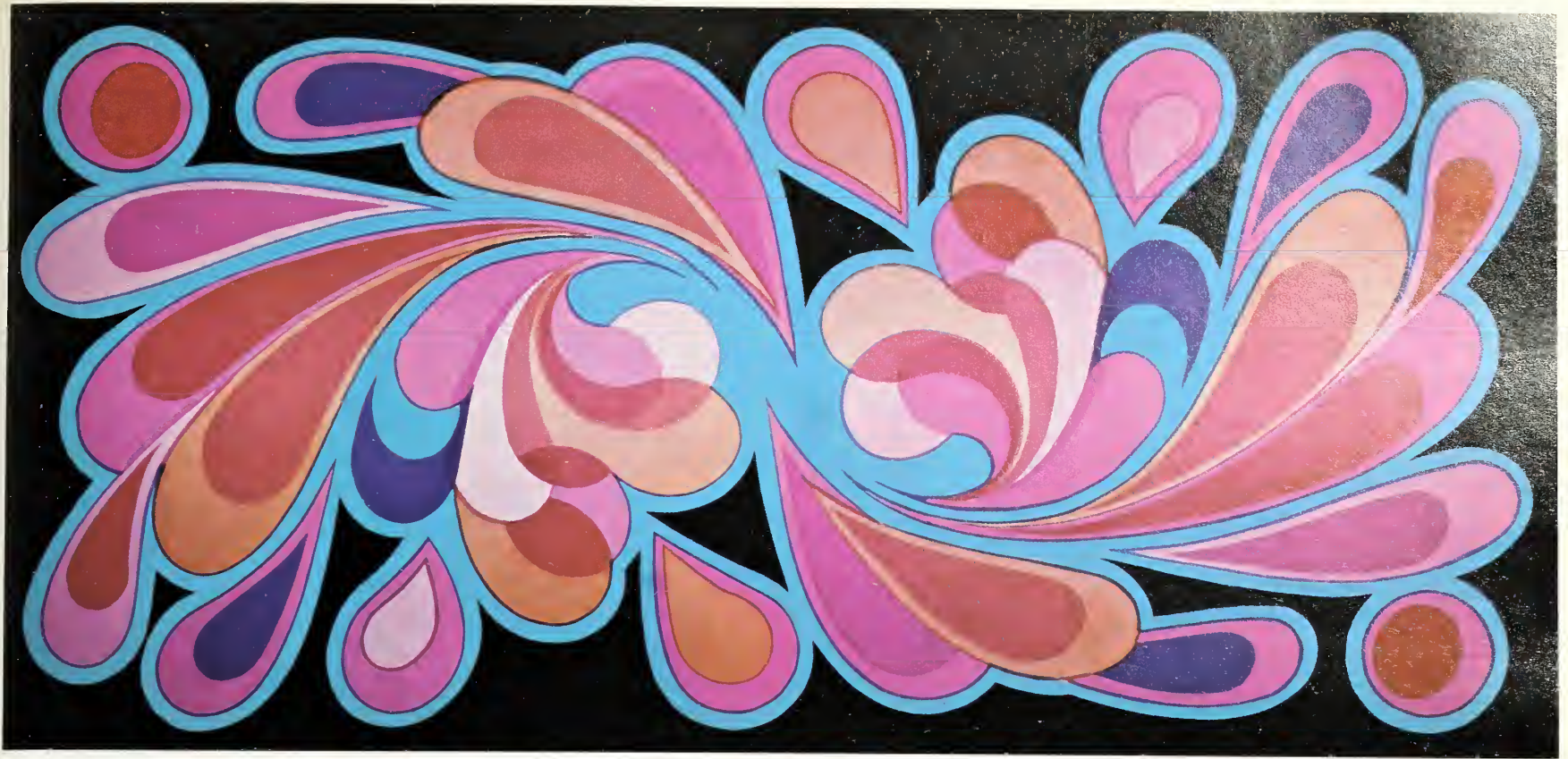
## RCA Enters The Video Market With 'Studio II'

LOS ANGELES — Studio II, RCA Corporation's upcoming entry into the video games market, will be sold on a limited basis sometime early this year, it was recently announced. National distribution of the system is scheduled to begin around the middle of the year.

Studio II is a five-game system which also utilizes cartridges containing additional games and educational programs. Built into the system, which operates through both color and black-and-white television sets, are car racing, bowling, patterns, doodles and a competitive math game. Studio II has a suggested price of \$149.95.

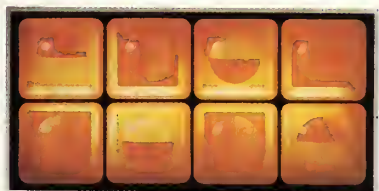
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## Distribution Efforts Now Being Made For New Coin-Operated Breath Tester

CHICAGO — Alcohol ALERT is a coin-operated breath testing device which enables the social drinker to check his or her own blood alcohol content. It is manufactured by Alcohol Countermeasure Systems, Inc. of Port Huron, Michigan and can be utilized, according to the company, in all of the various locations housing coin-operated equipment as well as in the military market and in hotels, motels and taverns.

Pete Petropoulos, a sales and marketing specialist, is presently heading up a large-scale marketing campaign to be backed by extensive advertising and public relations efforts to further stimulate interest in the product. The machines have been on test since mid-1976 in bars, hotels and taverns.

"We are signing up distributors on a national scale," Petropoulos stated, "and as a supportive effort Alcohol Countermeasure Systems has applied for membership in AMOA, IAAPA, NAMA, Office Coffee Service Assn., National Coffee Service Assn., Hotel, Motel & Restaurant Assn., and various military associations, so that the equipment can be displayed at each of the various trade shows and conventions."

Bar and hotel operators consider the unit to be an asset to their establishments and Petropoulos said "location operators have been pleased with returns from the machines."

The unit is designed for 25¢ pricing but adaptable to \$1.00 per test. When activated, it gives the patron a two-digit readout of blood alcohol concentration within seconds of blowing through a plastic drinking straw into a specially patented detector. The use of solid state and low voltage current makes it durable and easy to maintain and as a further enhancement there are no gases, chemicals or moving parts and the straws used are inexpensively priced. The machine can be installed in less

than 4 sq. ft. of floor space.

Alcohol Countermeasures, Inc. was originally a division of Borg-Warner Corporation which produced a portable breath tester for police use. Known as ALERT (Alcohol Level Evaluation Roadside Tester) the unit is presently used in several states in the U.S. and in Canada. The coin-operated model uses the same technology as the police units.



'A.L.E.R.T.'

## Annual NSGA Show To Feature Lines & Games

CHICAGO — The 48th annual National Sporting Goods Association (NSGA) convention, scheduled for McCormick Place February 3-6, is expected to attract more than 45,000 visitors to Chicago for the four-day event.

Billed as the "world's largest sporting goods trade show," the NSGA will feature over 1,700 lines of sporting goods merchandise displayed by more than 1,450 exhibitors. As of mid-January, 17 foreign countries were expected to be represented on the exhibit floor. A good number of U.S. manufacturers of coin-operated equipment also participate each year, many of whom display home product lines.

Of the special events highlighting this

year's convention will be the "Sports Fashion Showplace," a fashion show featuring the latest in sports apparel and accessories to be moderated by noted fashion consultant Dorothy Fuller and presented twice daily throughout the run of the convention. In addition, during the association's annual breakfast meeting on Friday morning (4), NSGA will honor prominent sports figure Charles O. Finley, owner-general manager of the Oakland A's. Guest speaker at the meeting will be Dr. G. Herbert True, author, recording artist and radio-television personality.

The NSGA exhibit lineup will occupy over 700,000 square feet of space in the convention hall.

## Morosin Promoted At Atari Division

SUNNYVALE, CA — Jean Morosin has assumed the duties of special administrative assistant for Atari, Inc.'s coin-operated games division, reporting to Gene Lipkin, corporate vice president of marketing and division general manager, it was announced recently.

In her new position, Morosin will have administrative responsibility in the areas of coin-op marketing, planning, customer inquiry, and management and research interface.

Morosin has held various administrative positions with the company for the past three years, her previous post being executive secretary to Lipkin.



Jean Morosin



**NEW WRAPPER** — Project Support Engineering (PSE) of Sunnyvale, Calif. has announced completion of a new cabinet design for "Bazooka," the game incorporating PSE's new microprocessing technique. Player features on "Bazooka" include a mirror image playfield, 23" monitor, dual sound system, realistic red flash at rear of game with each shot fired, extended play capability, and a slide-out step for shorter players. The cabinet features a high capacity locked cashbox, 25 or 50 cent play pricing, adjustable length of game feature and heavy-duty controls.

## NAMA State Council Agenda

CHICAGO — Fifteen NAMA State Council groups have confirmed annual meeting dates for 1977, including a joint session of the Alabama, Louisiana and Mississippi associations.

The lineup includes: **Connecticut Automatic Merchandising Council**, January 18, Yale Motor Inn (Wallington); **Hawaii Automatic Vending Council**, February 23, The Wisteria (Honolulu); **Alabama Automatic Merchandising Council**, **Louisiana Automatic Merchandising Council** and **Mississippi Vending Association** (jointly), March 25-26, Sheraton Inn (Biloxi); **Wisconsin Automatic Merchandising Council**, April 15-16, Fox Hills Inn (Mishicot); **Georgia Automatic Merchandising Council**, April 22-23, San Destin Inn (Destin, Fla.); **New York State Automatic Vending Association**, April 29-May 1, Niagara Hilton (Niagara Falls); **Illinois**

**Automatic Merchandising Council**, May 5-8, Playboy Hotel (Lake Geneva, Wis.); **Pennsylvania Automatic Merchandising Council**, May 13-15, Bedford Springs Hotel (Bedford Springs); **Maryland/D.C. Vending Association, Inc.**, May 13-15, Sheraton Fontainebleau (Ocean City); **Ohio Automatic Merchandising Association**, May 20-21, Salt Fork State Lodge (Cambridge); **Arkansas Vending Council**, May 20-21, Red Apple Inn and Country Club (Eden Isle); **Automatic Merchandising Council of New Jersey**, May 20-22, Hotel Hershey (Hershey, Pa.); **Inter-Mountain States Council**, June 17-18, Sun Valley Lodge (Sun Valley, Idaho); **Northwest Automatic Retailers Council**, Sept. 16-17, Greenwood Inn (Olympia, Wash.); and **California Automatic Vendors Council**, Sept. 30-Oct. 1, Del Monte Hyatt (Monterey).

## IUC Reports 2nd Quarter Results

CHICAGO — Interstate United Corporation (IUC) last week reported that sales and service income for the 12 weeks ended December 12, 1976, the company's second fiscal quarter, increased to \$67,922,000, from \$62,686,000 in the like period last year. Net earnings for the quarter were \$772,000 or \$.27 per share, compared with \$763,000 or \$.26 per share a year ago.

For the 24 weeks, or six months, ended December 12, 1976, sales and service income was \$128,924,000, compared with \$119,167,000 last year. Net earnings in the first half were \$1,450,000 or \$.50 per share, compared with \$1,383,000 or \$.47 per share a year ago.

Peter A. Tullio, president and chief executive officer, said that the higher sales during the second quarter primarily resulted from increased business, particularly in the school market. According to Tullio, the increase was achieved despite the adverse impact of a strike at the Ford Motor Company and the resultant loss of that client's business for nearly four weeks during the quarter.

"Skyrocketing coffee prices are a major problem for the food service industry," Tullio noted. "We at IUC purchase more than 4.5 million pounds of coffee annually — and have experienced coffee price increases totalling more than 170% since July 1975. This problem," he continued, "has been particularly acute in recent months owing to the magnitude and frequency of the increases, coupled with customer resistance and the lag time in passing on the increases at the retail level. "As a result," Tullio added, "we have launched — and have designated as a priority effort — a stepped-up, nationwide program to obtain across-the-board price increases."

While IUC's overall financial condition remains sound, according to Tullio, management is not yet satisfied with the overall return on assets or invested capital. "We recognize that the progress we're seeking requires a fresh, long-range growth plan, a long-range management commitment, and an ongoing evaluation of

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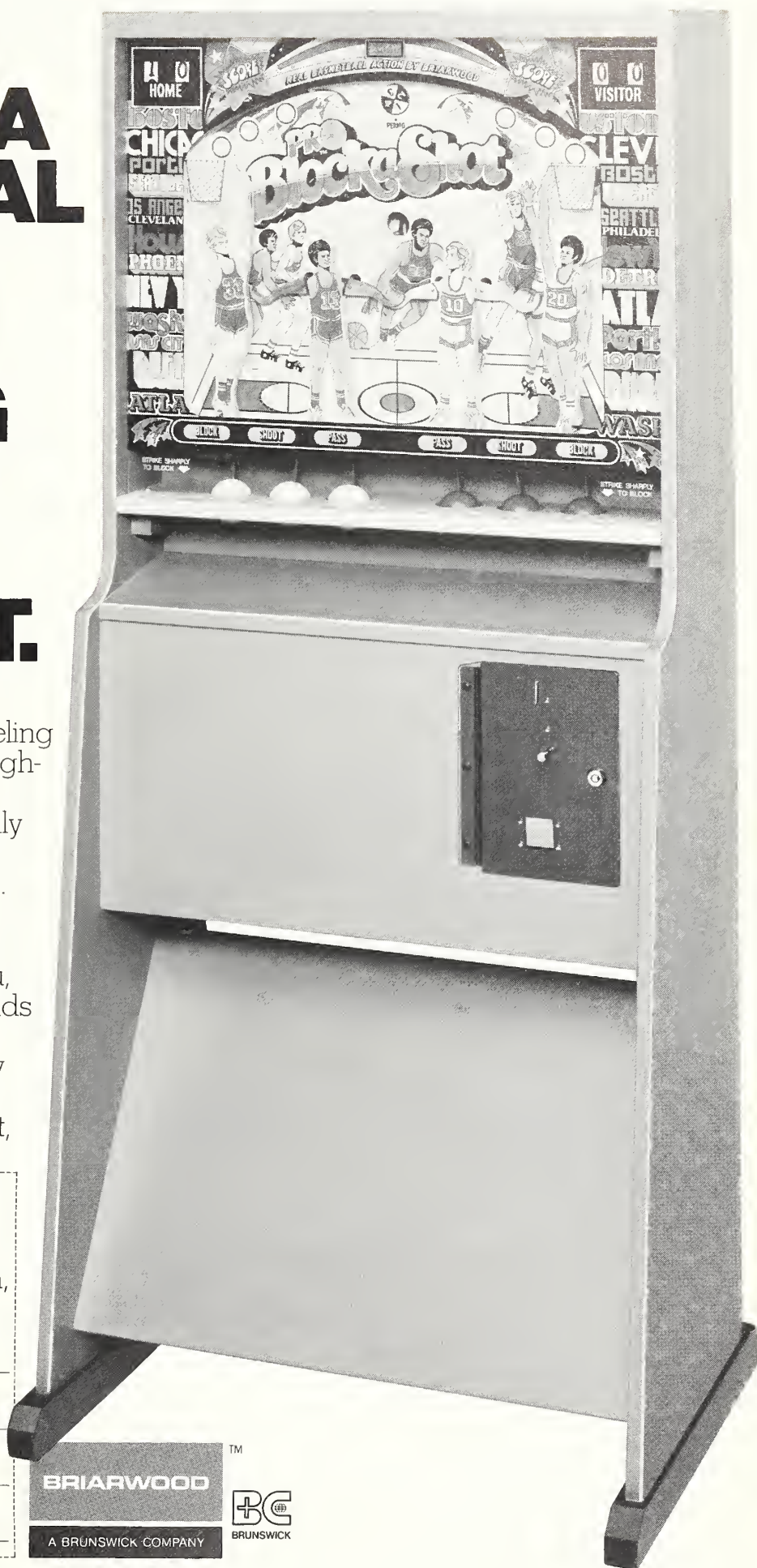
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BRUNSWICK

## CHICAGO CHATTER

The Consumer Electronics Show was just about wrapping up at the Conrad Hilton Hotel as **Cash Box** went to press last week. Attendance was estimated at 25,000 and of special significance this year, with the increasing emphasis on home product, was the interest generated among area coin people — many of whom planned to attend.

**SAMPLE SHIPMENTS OF THE** brand new Midway "Checkmate" are currently in progress, according to the firm's director of sales **Larry Berke**. The game, which is being produced in both upright and cocktail table models, can be played by one, two, three or four players. It has lots of "surprises" in it "too numerous to mention," Larry said, to make it an outstanding unit that "checkmates all competition" — and that's a quote! Larry, by the way, will be in London for the ATE convention, headquartering at the Irving Kaye booth where a special Bally group sign will be posted to direct visitors, friends, et al.

**EXTENDING THE HOSPITALITY OF** Williams Electronics Inc. during ATE will be company exec **Jack Mittel** who'll be staying at the Inn On The Park where the welcome mat will be out from January 24 thru 27. Jack plans to meet with the firm's various overseas distributors and fully cover the show during his stay. Williams will be displaying a lineup of three pingames, "Blue Chip" (1-pl.), "Grand Prix" (4-pl.) and "Liberty Bell" (2-pl.) and a shuffle alley "Cavelier" in the Associated Leisure Sales Ltd. exhibit.

**BRUNSWICK CORP.** has scheduled its annual franchised dealers meeting for Wednesday, February 2, at Chicago's Holiday Inn City Centre. On the following day the firm will set up its large corporate display at the NSGA convention in McCormick Place, featuring home product from all of its recreation divisions. It was at last year's NSGA that Brunswick premiered its first pinball machine for home use. Wonder if there are any surprises in store for this year! . . . Before all of the above takes place, as marketing services manager **Steve Heckmyer** noted, the firm will introduce the "Block-A-Shot" basketball game to the foreign market at ATE.

**NICE HEARING FROM** **Stephen Kaufman** of Kiss Amusement, who is one happy fella over the legalization of pinball machines in Chicago since he has a nice inventory of used pingames ready and waiting for this market!

**ON THE SINGLES SCENE:** **Chet Kajeski** of Martin & Snyder One Stop in Detroit spotlights the following selections as tailor-made for jukebox programming: (pop) "The Things We Do For Love" by **10cc** (Mercury); "Baby Don't You Know" by **Wild Cherry** (Epic); "Go On Your Way" by **Fleetwood Mac** (WB); (country) "A Mansion On The Hill" by **Ray Price** (Capitol); "Heart Healer" by **Mel Tillis** (MCA); "Uncloudy Day" by **Willie Nelson** (Columbia); (r&b) "Don't Leave Me This Way" by **Thelma Houston** (Tamla); "Somethin' Bout, 'Cha Baby" by **Latimore** (Glades); "I Got Love On My Mind" by **Natalie Cole** (Capitol); (easy listening) "Dancing Queen" by **Abba** (Atlantic); "A Star Is Born" by **Barbra Streisand** (Columbia) and "When Love Is New" by **Arthur Prysock** (Old Town).

## MINNESOTA MUSINGS

**MUSIC OPERATORS OF MINNESOTA** are scheduling a board meeting this month to discuss the upcoming June convention and show; legislative activities for 1977 and several other association matters.

**BUSINESS IS REALLY EXCITING**, according to the folks at Rowe International, Bloomington. We're told that skiers, snowmobilers, and ice-fishermen are keeping collections up during this bone chilling introduction to 1977. **Clare Wesely** tells us that one of Rowe's salesmen will soon be celebrating his 30th anniversary in the coin machine business, and they're all quite happy about that. Who is that celebrated salesman? Wesely, himself, we're told, so we'd like to add **Cash Box'** congratulations! Also hear that Rowe's new digital solid state jukebox is doing just beautifully.

**GREMLIN'S BLOCKADE** is in great demand, says **Solly Rose**, Lieberman Music Company, Minneapolis. Also Atari's Night Driver and the Sprint II are so hot that they've become very hard to get. The super cold weather may bring out the winter sportsmen, says Solly, but it's hard to keep merchandise moving. Escaping the chills of the season, **Mr. and Mrs. Gene Clennon** from Austin, Minnesota, have left for their condominium in Acapulco, where they'll wait for the spring thaw. Along those sunny lines, **Dick Hawkins** has left (Are you ready for this?) on a 4-week camera safari to the Sudan with a party of four. Sure hope it doesn't rain.

**WE TALKED TO STEVE DAHLIN**, Dahlco Music and Vending, St. Paul, recently and were told that they're having very good luck with their new Gottlieb pinball and Atari's Night Driver. Steve said to be sure to wish everyone a happy new year which we're happy to do!

**SANDLER VENDING**, Minneapolis, issues new year greetings and also reports that business is pretty good these days. **Dave Sandler** tells us Aladdin's Castle and Flying Fortress are doing quite well, as is their Rock-Ola phono. A few operators who stopped by recently were **Richard Hawkins**, **Bob Kervina**, **Gorden Runnberg** and **John Cooper**. **Brook Stabler** had also stopped by, but was on his way to warmer shores. Brook, a distant cousin of Kenny Stabler of the Oakland Raiders, was probably in mourning over the outcome of the Super Bowl game, because he went all the way to the Virgin Island to recover.

## EASTERN FLASHES

**Millie McCarthy** called a special meeting of the GTB for February 6 and 7 in Chicago, to discuss the IRS revenue ruling (#76-25) which, she said, terms "as gambling," the pinball tournaments where an entry fee is charged and players put money in the machines. Thusfar, as Millie pointed out, the ruling refers specifically to pinball tournaments which in itself is cause for concern, she said, but there is always the danger of its application to football, pool, et al, so it is wise to start looking into the situation right now! . . . In the spotlight at Shaffer Dist. (Columbus) — Gremlin's "Blockade," a very big seller according to **Dick Gilger**; Midway's "280 Zap," another biggie; Americoin's "Junkyard," very strong with game room ops and Atari's "Breakout," a consistent seller that just won't stop! The highly touted Atari F-1 is expected to arrive very soon and Dick said Shaffer's been testing the Bally "Freedom" solid state 4-player pin with outstanding results — "ops are just crazy about it!" Coming up in February is the big Shaffer "road show," which is a combination service school on the Rowe R-81 phono line and new product showing of games equipment, arranged as an accommodation for customers in Ohio, West Virginia and Kentucky. During the entire month of February the equipment is transported by truck with stop-off points in each of these areas. Successfully launched by Shaffer last year, the "show" is expected to do a smash repeat performance in '77 . . . Vending ops take note: the New York State Automatic Vending Assn. will hold its annual meeting April 29-May 1 at the Niagara Hilton in Niagara Falls, N.Y. . . . By press time things were pretty much thawing out and back to normal at the Robert Jones Int'l. Dedham premises, where a 3' snowfall followed by heavy rains made any kind of travel impossible and prevented many businesses, including RJJ, from even opening their doors. **Jim Segerson** said the situation was really rough for a

couple of days. With the return of normalcy, however, RJJ is now awaiting delivery of the new Atari "Domino" and Midway "Checkmate" and, as Jim added, doing very well with the Irving Kaye "Hurricane" foosball models. He also made mention of the Bally "Freedom" solid state pin which is enjoying tremendous acceptance. Collection reports have been exceptional, Jim noted, and there's been not a single instance of breakdown as yet.

**ON THE SINGLES SCENE:** **Frank DIMarsico** of Program One Stop (Union, N.J.) lists the following hot jukebox singles of the week: "Boogie Child" by the **Bee Gees** (RSO); "Dreamboat Annie" by **Heart** (Mushroom); "Calypso Breakdown" by **Ralph MacDonald** (Marlin); "Ain't Gonna Bump No More" by **Joe Tex** (Epic); "Spy For Brotherhood" by **The Miracles** (Columbia); "Caribbean Disco" by **Bobby Sax** (Abet); "Feelings" by **Shirley Bassey** (UA) and "C.B. Savage" by **Rod Hart** (Plantation).

## MILWAUKEE MENTIONS

**SNOWMOBILE MEANS GREAT COLLECTIONS!** That's the word we get from **Ernie Feight**, Feight Coin Machines, Rhinelander. Ernie says that when the snow comes, so do the snowmobilers, and when they're out, they frequent the taverns and other warm meeting places. When those locations have good music and games equipment, the winter recreationists really play them. Ernie also reports that he will be supplying two new good sized arcades, which will be opening soon in his area. But the best news has to do with his wholesale cigarette business which he's had in operation since July. To sum it up in a word — **FANTASTIC**.

**WORD HAS IT** that two of our Wisconsin operators and their families managed to escape the incredible onslaught of cold weather in Wisconsin. The **Jim Stansfields** and the **Red Jacomets** enjoyed a sunny January stay in Florida. Reports from other operators around the state, when we called one day recently, went like this: **Russ Dougherty**, Rapids Coin Machines, Wisconsin Rapids — **30 below 0**; **Rolle Tonnell**, Cigarette Service, Appleton — **22 below 0**; **Clint Pierce**, C.S. Pierce Music Company, Broadhead — **20 below 0**. The diagnosis is that those kinds of temperatures have gone beyond the usual stage where cold weather helps to bring patrons into locations. Even the hardiest of souls often prefer to stay at home at such times. We've also heard that operators have a tough time getting deliveries of equipment, supplies and such when the mercury drops that low.

**TWO ROUTE SALES** were just announced. **Lawrence Sleg**, Eau Claire, has sold to All Star Music and Vending, Eau Claire; and **Ackley Novelty Company**, Trego, has purchased **Amos Miller's** route in Spooner.

**RADIO DOCTORS AND RECORDS'** **John Jankowski** tells us that he's finally gotten an assistant in the store. **Sue Dean** is working downstairs where most of the wholesale business is located, and is presently absorbed in arranging all those 45's that Radio Doctors always has available. Along that line, here are a few singles going pretty strong: "After the Lovin'," **Engelbert Humperdinck**; "Dazz" by **Brick**; "Livin' Next Door to Alice," **Smokie**; "Dancing Queen," **Abba**; "New Kid in Town" by **Eagles**. Also "Fly Like an Eagle," **Steve Miller**; "Save it for a Rainy Day" by **Steve Bishop**; "You're the Cat," **Al Stewart**; "Weekend in New England," **Barry Manilow**; and "Say You'll Stay Until Tomorrow" by **Tom Jones**.

## CALIFORNIA CLIPPINGS

Around the sunny state route, various people report optimistically that business is good. Some, at press time, were looking forward to London trips and the ATE extravaganza, while others were passing on the affair. Among those going is Meadow's **Lila Zinter**, who will take with her Atari's new pin game which everyone has been talking about. **Alan DeWolf** said that local test locations report Sea Avenger is winning high marks, and with its unique characteristics should prove a positive venture. Alan reported the firm was "back-ordered on Bonkers," and that Lazer Command was soon to be shipped, with a few modifications since the AMOA Expo. And, by the way, Happy Birthday, Lila.

**Ira Bettelman** was another London-bound ATE attendee, and said he was looking forward to his first trip to England. His family-owned **C.A. Robinson & Co.** recently has seen a good supply of new games from Bally, Atari, Sega and Allied, and is anxiously awaiting Midway's Checkmate. Ira said many in the industry were still trying to make up their minds which was best: Ramtek's Barricade, Atari's Dominos, Gremlin's Blockade, Meadows' Bonkers or the new one from Midway.

**Chris Loumakis** at Pico Indoor Sports was one of those passing on this year's ATE. He did want to report that U.S. Billiards' sales were doing very well and he anxiously awaits arrival of the SST air hockey game. Chris said he received his first shipment of Project Support Engineering's Bazooka, and enthusiasm runs high for that new game.

Speaking of which, **Satish Bhutani** has taken over for the departed **Bill Currier**, to whom we want to wish similar success and good luck in all endeavors to come.

**ON THE SINGLES SCENE** — **California Music** supplies this week's top ten jukebox playlist: #1 "You Make Me Feel Like Dancing," **Leo Sayer** (Warner Bros.); #2 "I Wish," **Stevie Wonder** (Tamla); #3 "New Kid In Town," **Eagles** (Asylum); #4 "Hot Line," **Sylvers** (Capitol); #5 "Dazz," **Brick** (Bang); #6 "Torn Between Two Lovers," **Mary MacGregor** (Ariola America/Capitol); #7 "Car Wash," **Rose Royce** (MCA); #8 "Sorry Seems To Be The Hardest Word," **Elton John** (MCA/Rocket); #9 "You Don't Have To Be A Star," **Marilyn McCoo & Billy Davis Jr.** (ABC); #10 "Lost Without Your Love," **Bread** (Elektra).

## State Association Calendar 1977

- |  |  |
|--|--|
| Jan. 28-30; So. Carolina Coin Operators Assn., Inc., annual mtg., Carolina Inn, Columbia, S.C.           | May 20-22; Music Operators of Minnesota, conv. & trade show, Holiday Inn-Downtown, Minneapolis.        |
| Mar. 11-13; Music Operators of Michigan, annual conv., Kalamazoo Center, Kalamazoo, Mich.                | June 10-12; Colorado Coin Industries, annual mtg., Holiday Inn, Glenwood Springs, Colo.                |
| Mar. 18-20; Wisconsin Music Merchants Assn. Inc., spring conv., Olympia Hotel & Spa, Oconomowoc, Wis.    | June 16-19; Illinois Coin Machine Operators Assn., annual conv. Hospitality Motor Inn, Earth City, Mo. |
| May 12-15; Music & Amusement Assn., Inc., conv. & trade show, Stevensville Country Club, Swan Lake, N.Y. | Sept. 23-25; No. Carolina Coin Operators Assn., Inc., annual mtg., Raddison Hotel, Charlotte, N.C.     |



## IUC Reports 2nd Quarter Earnings

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all aspects of our business. We believe," he added, "that all of the necessary ingredients are in place, thereby enabling IUC to realize future improvements on a gradual, sustained basis."

### Outlook

"A primary and ongoing effort in the months ahead," Tullio said, "is to increase sales and earnings in existing facilities and obtain a greater share of available new business. While we anticipate continued growth in all segments of our marketplace,

sales and earnings gains in the school market and volume services should be particularly gratifying."

Interstate United Corporation is one of the nation's largest professional food management organizations, serving more than 3 million meals daily to business and industry, hospitals, schools, colleges, stadiums, and recreation centers in 39 states. The Chicago-based company has some 12,500 employees and operates at more than 18,000 locations from coast to coast.

## Chicago Lifts 25-Year Ban On Pinball Games

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models."

In commenting on the bill, Alvin Gottlieb, executive vice president of D. Gottlieb & Company said, "As I stated when New York opened up — it's about time! Chicago has become the most outstanding city in the U.S. — a city with a solid financial base and

a quality of life far superior to that of any other major city in the nation. The city of Chicago, by accepting pinball machines, provided the final step up the ladder of image acceptance by the general public. The ordinance is certainly a further stabilizing factor in the industry."

## East Coastings/Points West

(continued from page 44)

York City Opera Company in the spring . . . **The Eagles** launch their "Hotel California" tour with an appearance at Madison Square Garden on March 18, following with 15 concerts in 12 cities . . . **Thin Lizzy** has just begun a two-month tour with **Queen**, kicking off a major promotional campaign in most of the major markets . . . **Gene Cotton** begins his southern tour with appearances with **Dr. Hook** in February . . . **Brian Wilson** will join the **Beach Boys** on seven upcoming concert dates in conjunction with the release of their just completed album, "The Beach Boys Love You" . . . **Kiss** will bring their smoke and heavy metal to Madison Square Garden for the first time when they perform Feb. 18.

**ON THE AIR** — Comedian **Leroy Daniels** of the Skillet & Leroy comedy team will appear on the **Michael Jackson** special to be aired in March . . . **Judy Collins** begins a media blitz Jan. 23 when she will make the rounds of local radio and TV stations in Pittsburgh, Cleveland, Columbus and Minneapolis . . . Comedian **Gabriel Kaplan** will play a narcotics officer on **Police Story** in a segment to be aired in February. The show is entitled, "One Of Our Cops Is Crazy."

chuck comstock

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## On Jazz

(continued from page 26)

technique" until he saw **Duke Ellington** using it. Adderley now feels that the electric piano has been overused, and pointed out that his group's keyboardist **Onaje Allen Gumbs** makes ample use of the grand piano.

Upcoming projects include gigs and a Little David recording session with **Dee Dee Bridgewater**, whom he feels could be "a **Sarah Vaughn**" in a few years. Adderley said the music would be performed "her way and not just for the sake of recording what might be a winner." He firmly believes that hits come to be after they are released as records, and that in the studio, one is required to do one's best to make music, not hits. (He played on "Mercy, Mercy" of course.) Other future projects include putting together some kind of permanent performance of the Cannonball Adderley operetta premiered at the 1976 Newport Jazz Festival, "Big Man," based on the **John Henry** legend. He also wished to announce that in honor of **Jimmy Carter**, he would be including "The Peanut Vendor" in his next LP.

**Melody Maker** held its first International Jazz Critics Poll this year, compiled from ballots submitted by critics from all the continents except Antarctica. The biggest winner was **Anthony Braxton** (top alto sax, clarinet), with other category toppers in-

## American Can Seeks Pickwick Int'l Stock

(continued from page 10)

belong to Pickwick's 11-member board. In addition, Stern is chairman of Pickwick's executive committee, which also includes Seymour Leslie, chairman of the board of Pickwick, and Amos Heilicher, the company president.

Pickwick International includes the Heilicher Bros. distribution network, J.L. Marsh, the nation's largest rack jobber, Keel Manufacturing, a proprietary records division, and a music publishing company. It also operates about 300 retail outlets for records, tape products, radios, music books and instruments. In the fiscal year ended April 30, 1976, Pickwick's net earnings on revenues of \$264.9 million was \$9.5 million.

American Can Company, based in Greenwich, Connecticut, manufactures such packaging products as metal cans and paper containers. Its subsidiaries produce chemicals, pharmaceuticals and health-care products. In 1975 it reported a net income of \$77.2 million on sales of \$2.87 billion.

## Kansas Plays Santa Monica

(continued from page 48)

"Carry On, Wayward Son," simply set the audience on its feet asking for more. "Carry On," in addition to being a tremendously powerful song, was, as the group performed it, a musical experience of the first water. The contrasts in the tune were reflected throughout the concert: a series of long lyrical passages interchanged with foot-stomping old time rock and roll; the intense vocals working in contrast against the instrumental solos.

And the solo capabilities of the members are very strong. Steve Walsh performed masterfully, working shadings and emotional turns into his vocals that were surprising, if only for the fact he is still so young and his presentation so mature. Robby Steinhardt performed equally well on electric violin, while Kerry Livgren was, as always, the favorite of the women. His front stage posturings left the first three rows agape. But it is unfair to single them out, as each member performed evenly and with inspiration. Harmonizations were the best this side of a studio master. In all, an outstanding concert from a group that should continue to grow and attract new followers.

mike falcon

cluding **McCoy Tyner** (ensemble), **Kelth Jarrett** (composer), **Dizzy Gillespie** (trumpet), **Steve Lacy** (soprano sax), **Sonny Rollins** (tenor sax), **Hubert Laws** (flute), **Albert Mangelsdorf** (trombone), **Cecil Taylor** (piano), **Joe Zawinul** (synthesizer), **Jim Hall** (guitar), **Jean-Luc Ponty** (violin), **Stanley Clarke** (electric bass), **Elvin Jones** (drums), and **Rahsaan Roland Kirk** (miscellaneous instrumental, for manzello and stritch).

The **Crusaders** are at Hollywood Sound Studios in L.A. readying their next album. "The Music," a Japanese music publication, has presented **Esther Phillips** its "Best Record Of The Year Award" for "For All We Know." Steeplechase Records' initial 1977 release schedule includes albums by **Jimmy Knepper**, **Monette Sudler**, **Duke Jordan**, **Ken McIntyre**, **Frank Strozier**, **Hal Galper**, **Niles Henning**, **Orsted Pedersen**, **Onaje Allen Gumbs**, **Walt Dickerson**, **Clifford Jordan** and **Lee Konitz** . . . The New York Jazz Museum has officially announced that it will resume its Sunday concert series, to be held at 246 West 54th Street in the afternoons at a charge of \$1.00 per set. The series starts with **Buck Clayton** and **Earle Warren** February 6, **Jackie Cain** and **Roy Kral** (13), **Hannibal and Group** (20), and solo piano with **Joe Turner**, **Mike Longo** and **Dick Hyman** (27).

phil dimauro

## Week's Newspaper Ads

(continued from page 34)

Jack Jacobs, manager of one of Melody Shop's four local stores, said the sale was an attempt to "meet the competition" from Peaches and Sound Warehouse. "We don't advertise very often, but when we do, this is our price. It's really no big deal." A spokesman at L.P. Goodbuy had also cited competition from Peaches and Sound Warehouse as the reason for his all-label sale.

Peaches, which does not advertise prices, has never gone below \$3.98 on its catalog or current releases, according to a Peaches spokesman. Melody Shops' other competitor, Sound Warehouse, has never advertised below \$3.98 either, although it has offered current releases as low as \$3.45.

A lower than usual price was also observed in St. Louis, where K mart advertised 11 CBS releases for \$3.88/\$4.88 tape. Local retailers said "outrageous" prices like K mart's and last December's \$3.69 sale on current releases at Venture stores did not constitute a "trend."

"I don't expect to see prices that low again," said David Tripp, manager of one of Record Bar's three St. Louis stores. "You see this kind of thing (low prices) happening right before or right after Christmas. The mass merchandisers have a lot of extra current stuff and cutouts to get rid of." Record Bar, Tripp said, has never, nor does it intend, to go lower than \$3.99, "because it wouldn't be feasible."

## Bay City Rollers At Civic

(continued from page 48)

that had engulfed Beatle-crazed teens over a decade earlier. While the Rollers are not in the musical league with their predecessors, they do show glimpses of highly attuned musical direction. They play exactly what a teenage audience wants to hear.

But in order for the kids to hear the Rollers it was necessary to turn up the amplification system to the point where it hurt, and it resulted in some distortion. No matter to the fans, though. They kept on clapping. When the group showed guitar work that was, at times, inspired the audience kept on clapping. In fact, no matter what the Rollers did, they were surrounded by applause. And while it did not allow much of the audience to hear an entire song, it demonstrated that the Rollers are a potent force in the teenage musical world.

mike falcon



## MIDEM 77 To Encompass Some 1,000 Companies At Cannes Gathering

NEW YORK — MIDEM 77, the eleventh international record and music publishing confab, will convene in Cannes, France the week of January 21-27. Approximately 1,000 companies are expected to attend this year, with representatives numbering nearly 5,500. While the United Kingdom has been represented by the largest number of companies in past years, MIDEM 77 will mark the first time that the United States, with over 160 companies, will have the largest national delegation.

It was two years ago at MIDEM that Midland International Records president Bob Reno first had the opportunity to hear and acquire the masters of Silver Convention, the German-based act that would go on to become his company's greatest success in America. John Nathan, who has represented MIDEM in the United States since 1970, put this story into perspective. "Every two years or so there is a major acquisition which makes headlines and which everyone refers to," he commented, "though I feel that last year's MIDEM, which was the tenth and the largest, was probably the most successful, despite the absence of that type of acquisition."

Nathan explained that the originators of MIDEM are not directly involved in the music industry. Rather, they are market organizers, whose goal is to provide "an ideal framework for business to be done." Save for the technical exception of an international lawyers conference which occurred in conjunction with the gathering, there is "nothing that happens in the way of business events that are organized: no conferences; no speeches; no round tables.

## Rogers Resigns UA European Post

LONDON — Noel Rogers has resigned his post as European music director of United Artists, ending a period of 15 years with UA as managing director of the music publishing arm and UA Records since its inception as an independent record label in the UK. Rogers will continue to act as producer-consultant for various UA projects on a non-exclusive basis, and will become active in other areas of the music and entertainment industry.

Rogers was involved with the acquisition of many major catalogs for the UK and Europe, including Jobete, Motown's publishing affiliate, which saw the debut of the major black music outlet in the UK, and the sub-publishing of the Nevins Kirshner catalog.

Becoming involved with movie music through the association with UA which produced major successes such as "Never On Sunday" and "A Man And A Woman," Rogers was also responsible for the development of various movie composers' careers, including John Barry of James Bond fame; Ron Goodwin, whose "633 Squadron" is one of UA's most important standards; Ken Thorne, Frank Cordell and Don Black, who wrote his first movie lyric assignment for the Bond film "Diamonds Are Forever." Rogers also initiated the deal with the late Brian Epstein for rights to the three Beatle movies distributed worldwide by UA and the soundtrack album of "A Hard Day's Night" for the USA.

On the UA recording side, Rogers signed French singing star Francoise Hardy, co-producing her French and English recordings made in London, and he also co-produced with Johnny Harris the "Something" single by Shirley Bassey and other Bassey recordings for six years, including her Bond songs "Goldfinger" and "Diamonds Are Forever."

You can make your own program for the week in whatever manner you feel would be most profitable."

The MIDEM organization provides participants with hotel accommodations, a directory, the building, booths, telephones and sound equipment for demonstration purposes. An information center, hostesses and interpreters are available where those services are required. In the evenings, MIDEM will sponsor galas featuring live performances by Melanie, Paul Anka and the Manhattan Transfer.

### Aids The Small Company

Nathan added that while the very large record company might have a large international department "that will extend its ears across the globe, with offices in many nations," MIDEM offers an inexpensive opportunity for international growth to "the small company that has neither the wherewithall nor the manpower to send somebody off for a month to do the deals in Europe, the Far East (mainly Japan) and South America."

Speaking on the basis of his experience with MIP-TV MIDEM, the organization that sponsors similar international market gatherings for the television and advertising fields, Nathan termed the music industry "pretty well developed internationally. I feel, however, that there are companies in the middle strata and the lower strata that could develop themselves better. In some cases they could do for themselves what they are now giving over to larger companies to do for them, where there is the possible disadvantage that something is lost in the process by which their product is lumped in with the product of a major company. It's easy for the big companies to cherry-pick, but when they're really doing a good job for you, they're pushing the artists that are more difficult to sell, as well as the easier ones."

## McGrath & Gallo Buy Teal Group

JOHANNESBURG — Gerald McGrath, chairman and chief executive of the Teal Group in South Africa, in partnership with Gallo (Africa) Ltd., has purchased the South African music interests of the Teal holdings group from Lonrho, the multinational mining conglomerate, it was announced recently.

A result of the purchase, Gallo and McGrath now own Teal Record Co. Ltd., Laetrec Music Ltd., Videosound Studios (Pty) Ltd. and 50% of the Associated Book & Record Clubs (Pty) Ltd., a company owned jointly with Sam Josefowitz and the largest direct mail organization in Africa. The effective date of the deal was October 1, 1976.

McGrath will continue as chairman and chief executive of the Teal companies, and the companies acquired will continue to operate as independent units together with the Gallo organization.

According to the agreement, Teal will continue to be autonomous and will operate in normal competition with the other record and publishing companies comprising the Gallo Group.

The companies will continue to compete actively in the field of overseas licenses, and McGrath said that Teal's relationships with RCA, WEA, Motown, Prestige, Fantasy and Janus will continue in the future.

Teal and Gallo will continue to sublicense their respective labels to the former subsidiaries of Teal and Gallo in territories like Rhodesia, Zambia, Kenya and Mozambique, which will now operate independently but with technical aid from Gallo and Teal.



**FRENCH GOLD** — Gerard Lenorman (center), a top seller for CBS Disques in France, was recently awarded two gold records for his latest album "Droles de Chansons" and his single "Gentil Dauphin Triste." Flanking the artist here, at a luncheon hosted by the company, are (from left) Pascal Farcouli, controller, CBS Disques; Jacques Souplet, president; Christian Deffe, recently promoted to the position of director, artist relations and talent acquisition; and Jean-Jacques Souplet, Lenorman's producer.

## Private Stock Peaks With Soul's Single, International Track Record Is Solid

LONDON — David Soul's single, "Don't Give Up On Us," made the number one spot in the UK to give Private Stock its first chart topper here as a useful prelude to this year's MIDEM which ends January 29 in Cannes.

The success of the Soul single, boosted as it was by the immense popularity of the "Starky & Hutch" television episode screened here by the BBC, is fulfilling the plans and hopes of Private Stock chief Larry Uttal as expressed to **Cash Box London** last year. Uttal rates the UK and its chart as a prime flagwaver for a new label seeking international recognition and was eager for a number one to break the ice. He believes that a large area of the world is influenced by what makes the UK chart in terms of release and promotion plans in other territories, and was looking for a chart topper for that reason to implant the name of Private Stock indelibly in international music minds.

The Private Stock enterprise centered here in London in the charge of international manager Paul Corduener, who reports to the label's UK head Mike Beaton. Corduener is the son of a famous Dutch bandleader, the late Jan Corduener, and previously worked for C&R Records and Polydor in Holland prior to joining Private Stock in London last April.

Corduener sets the international release schedule for the label, including American product, and the David Soul success is a gratifying highspot in an impressive international track record over the past 12 months which has included Walter Murphy's "Fifth of Beethoven" and hits for Jose Feliciano and Starbuck. Private Stock product is released outside North America through EMI, with the exception of Israel, where it is handled by CBS.

The guiding philosophy of Private Stock throughout the world is concentration on

artists with long-term potential rather than one-hit wonders in addition to established world stars like Feliciano and Frankie Valli. UK chief Mike Beaton is implementing this philosophy with acts such as Abigail Brown, whose "Guava Jelly" single only narrowly missed a hit parade accolade here before Christmas, and she is the first Private Stock artist selected for US release as well as in seven other territories. Beaton is also confident in Barry Blue as another international breaker this year, and brought in Junior Campbell to produce Barry Ryan's single of "Brother," which is winning good initial reaction.

The label's office is a working example of a small-scale operation getting big results. It liaises closely with the EMI sales force for the UK market, and media promotion executive Dee Hubbard and production controller Janice Perry play new product and provide extensive background detail for the sales force at monthly meetings. Hubbard, whose groundwork on promotion and marketing matters helped lay the foundation for Soul's success and "The Four Seasons Story" gold album is now being assisted by Tony Barrow International, the press and public relations organization recently retained to augment press promotional plans.

Tony Macaulay, who penned Soul's "Don't Give Up On Us" hit, flew to Los Angeles earlier this month to produce Soul's second album comprising more Macaulay compositions. One is set for single release next month, and Soul will be back in Europe in March for a UK concert tour and TV dates on the European mainland.

Private Stock marked the end of a good year and the approach of an even better one by gifting its London staff with a gold record apiece of "The Four Seasons Story" inscribed with their names.

## Single Heard In Russia

LOS ANGELES — "I Flew Over Our House" by J. Ben-Isaac, a new single on the L.A.-based Blue Canyon label, is currently being featured on the Voice of America's country music broadcasts to Russia, according to VOA Soviet head Bill McGuire.

The song, an up-tempo remake of a 1973 Tom T. Hall ballad, has also been selected for in-flight programs on both TWA and Continental airlines in the U.S.

## Keith Barrie To Tour

TORONTO — Keith Barrie begins the new year with his first headline tour covering four major cities in southern Ontario, including a Massey Hall date on Jan. 24.

Opening all dates on this mini-tour will be Suzanne Stevens. Barrie is currently enjoying heavy airplay nationally with the single "Nomansland," taken from his third album, "Reach Out," which is reportedly approaching gold status.



**AGREEMENT** — A&M Records has renewed its manufacturing and distribution deal with CBS Records in Britain which originally began on March 1, 1974. Happy smiles marking the signing ceremony come from (front row from left) A&M president Jerry Moss; CBS managing director Maurice Oberstein; and A&M UK managing director Derek Green, and (standing from left) Abe Sommer, A&M U.S. attorney; Paul Russell, CBS International vice president; John Deacon, A&M UK commercial director; Norman Stollman, CBS UK senior director; and Glenn Simmons, A&M financial director.

## Cream Launches Int'l Licensing

LOS ANGELES — Cream Records will begin international expansion this month, it was confirmed by president Al Bennett, as a result of finalizing licensing agreements for the company's record and music publishing catalogs.

With contracts recently concluded in Japan, the Philippines, Australia and New Zealand, the Cream label will debut shortly as a result of agreements reached with Victor Musical Industries (Japan), Astor for Australia, Phonogram in New Zealand and Vicor Musical Industries (Philippines).

Sub-publishing agreements also have been reached with Pacific Music Publishing (Japan), Leeds-MCA in Australia and New Zealand, and a special agreement to collect in the Philippines with the World Music Association, a collection society formed by a group of lawyers in the Philippines (Quasha, Asperilla, Zafra, Tayag & Ancheta). Catalogs will cover copyrights contained in the Churn and Butter music firms.

Negotiating on behalf of Cream, Bobby Weiss (of One World of Music) finalized the foreign agreements with S. Kaneko of Victor-Japan, S. Asatsuma of PMP-Japan, Vic del Rosario of Vicor-Philippines, A. Ancheta of WMA-Philippines and N. Smith of Astor-Australia and New Zealand, and J. Argent of Leeds-Australia.

Initial Cream product to be issued will concentrate on releases by Kid Dynamite, Don Nix, Pattie Keith (excluding Australia and New Zealand where her product remains with ATA-Festival), and Jess Pearson, among others.



**INTERNATIONAL AGREEMENT** — Luis Zapater (left), general director of the Spanish label Hispavox, and Mario Kaminsky, president of Microfon Argentina, are shown signing a recent agreement by which Microfon will continue representing Hispavox in Argentina until 1980. Hispavox is also releasing Microfon recordings in Spain.

## Japan's Retail Sales Low In Holiday Season

TOKYO — Japanese retail record sales during the recent new year holiday "Oshogatsu season" did not reach the expected level that many in the music industry anticipated, according to a recent **Cash Box** survey of major retail outlets.

First-of-the-year sales are normally well above average during the first several days of January, a period similar to the end-of-the-year Christmas season in the West. This year, however, retail figures did not pan out.

With flat sales throughout Japan during late 1976, most retailers were looking forward to the Oshogatsu season as an opportunity to recover profits; generally speaking, expectations did not materialize.

Reports from main retail accounts said heavy snows and severely cold weather, coupled with a dearth of single or album hits in Japan, contributed to the low sales. This year's Oshogatsu season compared to last year's season, but both years amount to a marked drop off compared to the last several years.

Despite the fact that there were no "smash" sellers during the new year holiday season, top sellers during the early part of 1977 included the Bay City Rollers, Olivia Newton-John, Pau! Mauriat and the Beatles.

Japanese artists enjoying a degree of success included Keyi Ogura, Yumi Araya, Kaze, Masashi Sada, Momoe Yamaguchi, Junko Sakurada and Harumi Miyako.

## Stamper's Dodson To Pursue A Solo Career

TORONTO — After playing with the band for more than 10 years, the Stampeders' Rich Dodson has called it quits and left the group to pursue a solo career.

According to drummer Kim Berly, Dodson, 29, was interested in beginning his solo career for some time, and was tired of the nearly constant road work. Signed to the MWC label in Canada, which is distributed by Quality Records, Dodson will continue to work through Shaw Productions in record production and publishing, according to label president Mel Shaw.

With more than 20 charted hits in Canada and presently recording a ninth album at the Grange Studio outside of Toronto, MWC is now negotiating with one of the TV record packaging companies in the country for a 20 greatest hits album by the Stampeders. Their ninth album is to be released in the spring, and plans are also being made for a series of U.S. dates this summer, booked through Premier Talent.

## International Executives On The Move

**Chandler to Famous Chappell** — Ivan Chandler has been named general manager of Famous Chappell in London, joining from Rocket Music/Big Pig Music where he held a similar post. Prior to this he worked for Bron Associated Publishers and CBS Records after a term as a professional musician. Bruno Kretzchmar has been named deputy general manager after recently working for April Music and stints as a freelance disk producer and professional musician.

**Arnakata Appointments** — Lloyd Beiny, formerly with B&C Records as marketing and advertising manager and director of the Roc advertising agency, has been named director, as has David Hemmings, who has been with Arnakata for two years, and financial controller Martin Dolan. Arnakata handles the affairs of the Strawbs, Be-Bop Deluxe, Hudson-Ford and Pat Travers among others.

**Mabbutt Named** — Graham Mabbutt has been named singles product manager for Magnet Records, moving from marketing, and former Magnet regional promotion man in the Midlands Graham Rutherford is now head of field promotions for the label.

**Powell Tabbed** — Tony Powell has been named managing director of GM Records & Tapes with effect from February 1, after eight years with Phonogram where he was U.S. product manager.

## Coyote Pacts With German Publisher

LOS ANGELES — Len Sachs, president of Coyote Productions, who formed two new pubberies, Jeryl Lynn (BMI) and Carol Nan (ASCAP), has entered into an agreement with Johann Michel, chief executive with Germany's noted publishing company Melodie Der Welt.

The three-year pact is a sub-publishing agreement calling for Melodie Der Welt's exclusive distribution of Coyote's copyrights in Germany, with an arrangement for the release of the product.

Sachs, a music industry veteran, served as vice-president of marketing for Atlantic Records, as well as general sales manager with Little David and Mercury, prior to the formation of Coyote.

## EMI To Distribute Campbell Connelly

LONDON — Beginning January 10, EMI Music is distributing all publications emanating from the catalogs of Campbell Connelly, the last major independent British music publishing organization. The deal was set between Campbell Connelly chief Roy Berry and Pat Howgill of EMI Music.

Campbell Connelly is the second major publisher to switch its music distribution to EMI Music in recent months, following the pact with Screen Gems last September.

## Matthews Forms New Music Publishing Firm

VICTORIA, AUS. — A new music publishing organization, Matthews Music, has been established here by Phil Matthews, it was recently announced.

Matthews, who has been general manager of Festival Music for the past seven years, said that with the expansion of the music industry in Australasia over the past few years, "there is a need for the smaller independent publisher giving the personal or individual touch to the interests of writers and the promotion of their songs."

Matthews previously spent considerable time as A&R director of Festival Records and also managed Castel Music for EMI for five years.

## RCA Records Slates Meeting In London

NEW YORK — RCA Records International will hold a Red Seal planning meeting for all of its European subsidiary companies and representatives of its subsidiaries in Japan, Australia and Canada January 27-28.

Representing RCA's home office in New York will be Kenneth Glancy, president, RCA Records and Thomas Z. Shepard, division vice president of A&R for the Red Seal division. European representatives at the meeting will be from the United Kingdom, Germany, France, Italy and Spain.

## DJM & Choice In Pact

LONDON — DJM Records has concluded a pact with Gerry Macdonald's Choice Records of New York, and the first release this month features London-born Victor Feldman in a Los Angeles-recorded album called "Rockavibabe." Future releases will include an LP by veteran saxist Zoot Sims and a double set from multi-instrumentalist Jimmy Guiffre.

Negotiations leading to the deal were set up by Valentine Music in London working in conjunction with Pat Boyle's PBR International organization in Los Angeles.

## Trema Records To Be Distributed By RCA

PARIS — Trema, the record company formed by Regis Talar, will be exclusively distributed in France by RCA, according to a recent agreement completed with Francois Dacla, chairman of RCA France.



**MORE GOLD** — Gino Vannelli was recently presented with a gold album for his "Gist Of The Gemini" LP after a concert in Montreal. Pictured (l to r) are Doug Chappell, national promotion; Vannelli; and Bill Ott, Montreal branch manager for A&M.

## Argentinian News

BUENOS AIRES — Leonardo Favio, noted cinema actor and director and the singer who sold the most copies of one recording ("Fuiste mia un Verano" — about 450,000 singles) has signed a recording contract with Microfon after a long absence from the studios. Favio has been one of the top names in Argentine show business for several years.

Edipo, the sound recording studios owned by the group Los Barbaros, has recently purchased new eight track recording equipment for its facilities. With the high cost of imported equipment into the country, the purchase is somewhat unusual for an independent studio. Edipo was established about one year ago.

Eduardo di Bella, until recently associated with Record Parnaso, has been named general manager of Surco, the company recently purchased by record retailer Guevara from its founders, Irriberry and Suva. Surco is now moving to a new location and expanding its sales efforts in many parts of the country. Among other licenses, it has the Telefunken label, which enjoys strong appeal in the European communities which exist in Argentina.

# ABBA ON TOUR



## Europe

Jan. Fr 28 Oslo  
Sa 29 Gothenburg  
Su 30 Gothenburg  
Mo 31 Copenhagen  
Feb. Tu 1 Copenhagen  
We 2 Berlin  
Th 3 Cologne  
Fr 4 Amsterdam  
Sa 5 Antwerp  
Su 6 Essen  
Mo 7 Hannover  
Tu 8 Hamburg  
Th 10 Birmingham  
Fr 11 Manchester  
Sa 12 Glasgow  
Mo 14 London

## Australia

March Th 3 Sydney  
Fr 4 Sydney  
Su 6 Melbourne  
Mo 7 Melbourne  
We 9 Adelaide  
Fr 11 Perth  
Sa 12 Perth  
Su 13 Perth

A Polar Music International Production

EMA-Telstar Tour Organizer and  
Agency European Promoter Knud Thorbjørnsen  
Australian Promoter Paul Dainty

## Station Breaks continued from page 27

**WDJZ**, Bridgeport is expected to be on the air in middle February on 1530 khz with a 10,000-watt signal. Format is expected to aim at the "over thirty" age group according to **Jerry Knight**, who will be working there.

**WINE-FM**, Danbury/Bridgeport has applied for call letters **WRKI**. In conjunction with the recent format change to "contemporary AOR" the new lineup is **Tom Zarecki**, mornings; **Jim Schultz**, midday; **Stormin' Norman**, afternoons; **Cass** and **Brian St. James**, evenings; **George Lewis**, all night and **Pamela Brooks**, weekends. **Kevin Burland** is the PD and **Jay Fink** is the MD. Record servicing is needed. Contact Jay Fink, WINE-FM, Box 95, Danbury, Conn. 06810.

**WYBR**, Belvedere, Ill. is broadcasting a jazz format between midnight and 5:30 am. Record servicing is needed for this and the adult contemporary format broadcast at other times. Contact **Bill Monihan**, WYBR, E-114 Cherryle Mall, Tockford, Ill. 61112.

**WFEC**, Harrisburg is changing from a "rock" to "modern country" format in middle February. A call letter change will also occur. **Dean Hallam**, who previously worked at **WAVZ**, New Haven is the PD and 3-7 pm jock. Record servicing is needed and there are possible jock openings. Contact **Dean Hallam**, WFEC, 112 Market Street, Harrisburg, Pa. 17101. Phone is (717) 238-5122.

**KKYK-FM**, Little Rock changed from an automated to live "adult contemporary" format Jan 10. The lineup includes **Jason O'Neill** 6-10 am; **Ken Dennis** PD and 10 am-noon; **Brett Walker** 12-4 pm; **Bill Hilton** 4-8 pm; **Mike Ardeman** 8-midnight; and **Jim Williams** midnight-6 am. Record servicing is needed. Contact **Ken Dennis**, KKYK, 1001 Spring, Little Rock, Arkansas 72202.

**KFJZ AM/FM**, Fort Worth, will discontinue simulcasting in the near future according to PD **Gary Mack**. New studios and facilities are being built.

New jocks at **KTRB**, Modesto are **Kenny Roberts**, PD and 9-1 pm, **Jack Roberts** 1-6 pm, **Mike Stewart** 6-midnight, and **Glen Fox** midnight-6 am.

Stations adding the automated formats provided by TM Productions include **WITH/WDJQ**, Baltimore. WITH will be using the "beautiful music" show while **WDJQ** will go "beautiful rock" format. According to **Dave Harris**, PD of the station, the formats will begin in middle February. **KBMI**, Las Vegas recently began broadcasting the "beautiful rock" format also.

**WVAM-FM**, Altoona is broadcasting

Drake-Chenault's Great American Country, an automated modern country format.

**Robin Sagon**, formerly with **WLIR-FM**, Long Island has joined **WNEW-FM**, New York as a newscaster.

**Martin Greenberg**, vice president and GM of **WLS**, Chicago, named GM of the year by Hall Radio Report.

**Scott Wallace** and **Captain Crunch** from **WMEX**, Boston now doing mornings on **KAAY**, Little Rock. The station's all night show, "Beaker Street," will move to new studios shortly after having operated in the same remote studio for over eight years. The new facilities will be equipped to include high quality live broadcasts.

Journalist **Neil Tesser** will host "Chicago Issues," a public affairs program on **WKQX/101**, Chicago beginning Sunday, January 16.

**Jack Miller** has been named program director for **WCBS-FM**, a CBS O&O station, in New York. Miller replaces **Bill Brown**, who has decided to give up his administrative duties to concentrate on his Monday-through-Saturday air schedule.

**Gary Brazeal** has been replaced at **KCKN**, Kansas City by **Mike Shanin** as program director. **Don Rhea** remains as the station's music director. Brazeal is looking and can be reached at 816-373-2359.

**KMPC**, Los Angeles air personalities **Robert W. Morgan** and **Pete Smith**, along with station PD **Mark Blinoff** will each take eight-hour shifts as co-anchor men with **Danny Thomas** during the station's fourth annual 24-hour radiothon for St. Jude Children's Hospital.

**WLIT**, Steubenville needs record servicing. Contact **Gene Stabile**, WLIT, Box 1798, Steubenville, Ohio, 43952.

**Woody Allen** will be guest on DIR's progressive FM network show "Conversation" on Sunday Jan. 23.

**Charles Warner**, GM of **WMAQ** and **KXQX** has been elected president of the Greater Radio Broadcasters Association. **Norm Fouer**, GM of **WLAK** has been elected VP and **Lois Gredell** GM of **WBBM-FM** has been elected secretary-treasurer.

**Chuck Leonard**, air personality of **WABC**, New York has signed a new five year contract with the station.

**GAF Broadcasting Company** will publish a monthly program guide for **WNCN**, New York beginning in March.

**Ted Cramer** in as new music director of **WDAF**, Kansas City effective Feb. 14. Cramer comes to the position from **WWOK**, Miami where he was the PD. **jeff ray**

## RCA Hikes Classical List Price

continued from page 42

definitely gone up. Now, I think the word is beginning to spread that this is the case. Therefore although there may be a short-term loss (because of the price increase), I don't think that it's going to be a long-term one."

Even Souer, however, said he wished that RCA had only raised the list price on new releases. "Because we have a lot of older stock; in fact, some of it's out of print, and we have to mark that stuff up, too. We're going to be getting some flak on that, and I think RCA will, too."

### Customers Will Pay

Grimm of The Record and Tape Collector didn't think that RCA's price rise would hurt business. "The regular classical customers have been somewhat expecting a rise." Likewise, John Weicheck, LP buyer for Record Theatre in Cleveland, said, "I don't think it's really going to deter them from buying the records; I don't think it's going to cause a gripe. So many of the classical records are multi-LP sets and cost a fortune, anyway."

According to Ben Karol, owner of New York's King Karol chain, "They (customers) are going to squawk, but they're going to buy it if they want it, anyway, because it's still the best value in the world of entertainment."

Karol said that he assumed RCA had raised its list price because its costs were up. If London, Angel and Columbia all raise their classical list prices, too, he declared, that will prove that RCA was justified in its price hike. If the list prices of the other domestic labels don't increase sometime soon, then market forces will cause RCA to retrench. "The marketplace will always take care of anything that's over-priced."

A number of the retailers consulted by **Cash Box** said they had heard rumors

about imminent price hikes in the classical lines of Columbia and London. Peter Elliott, classical record buyer for Record Bar's music stores, predicted that Angel will increase its list price next. He offered two reasons for this theory: first, Angel has been releasing a large number of stereo-compatible quad disks which are expensive to produce; and second, Angel pressings are good enough, in his opinion, to compete with the \$7.98 list import lines.

"My guess is that before mid-year, everyone will be at \$7.98," Elliott continued. "DG and Philips have informed me that they're trying to hold it at \$7.98, but if the trend continues, they might go to \$8.98. I think they would be the last to do it."

Gunther Kossodo of Sam Goody's West Side store in Manhattan said that "if the other domestic labels keep their prices down, they would be smart to do so. But then RCA will have to come down again, too, to be competitive. Of course I think it is more likely that everyone else will go up. And if DG and Philips go up, it might hurt them a little bit, but it might not hurt them if everyone else goes up. American products in the (classical) record business have a bad name, and I think justifiably so. The quality just isn't comparable to foreign products."

Stan Goman, manager of one of Tower's San Francisco stores, believes that RCA's price hike "will hurt their sales at the beginning, but greed is running rampant in the record business. So everyone else will probably raise their prices, too. Our dollar volume will probably go up, while our unit sales will probably go down. The whole thing is just ridiculous. We're getting back to where record prices were in the '40s. It's just getting too expensive."

## Classical Clips continued from page 42

York Mahlerites held their first annual membership balloting for the best Mahler record release of 1976. First prize went to the DG reissue of Mahler's "Songs Of A Wayfarer," which features **Dietrich Fischer-Dieskau** as baritone soloist and the Bavarian Radio Orchestra under **Rafael Kubelik's** direction. . . . Under the terms of a new long-term contract, soprano **Beverly Sills** will now record exclusively for Capitol Records. Domestically, Sills' albums will be released on the Angel label, and to the world market through the affiliated companies of Capitol and EMI Ltd. . . . A performance of Mahler's Symphony No. 8 by the Hollywood Bowl Orchestra under **Erich Leinsdorf** will lead off the Bowl's annual summer festival this year. Among the other conductors who will preside over concerts at the festival are **Zubin Mehta**, **Eugene Ormandy**, **Arthur Fiedler**, **Andre Kostelanetz** and **Michael Tilson Thomas**. . . . Composers **Gian Carlo Menotti** and **Peter Menin** have been commissioned to write major works for the Chorus of the Newark Boys School in Newark, New Jersey. The chorus has performed in the past with the New York Philharmonic and the Philadelphia Orchestra. . . . **Janet Baker**, the distinguished British mezzo-soprano, recently soloed with **Zubin Mehta** and the Los Angeles Philharmonic in a concert that included the American premiere of the late **Benjamin Britten's** "Phaedra." Thought to be Britten's next-to-last work, this "dramatic cantata" was written specifically for Baker. . . . New York's WNCN-FM has inaugurated its "Concerts Of The World" broadcast series with the first few installments of a 13-week cycle from the 1976 Salzburg Festival. Among the artists who have been or will be heard on these broadcasts are pianists **Andre Watts**, **Emil Gilels** and **Jorg Demus**, and vocalists **Luciano Pavarotti**, **Dietrich Fischer-Dieskau** and **Gundula Janowitz**. . . . Another new

classical music program, syndicated in New York, Chicago, Los Angeles and ten other cities, premiered on WQXR in New York on January 16. Co-hosted by soprano **Phyllis Curtin** and **Leonard Marcus**, editor-in-chief of *HiFidelity/Musical America*, the hour-long program is a blend of conversation and recordings that centers around a weekly guest who is a leading performer in the classical music field. . . . To commemorate the 110th anniversary of **Arturo Toscanini's** birth, a memorabilia exhibition will be shown in both the U.S. and Italy under the joint auspices of USIA and BMI. . . . **James Levine** is currently recording a Mahler's Fifth with the Philadelphia Orchestra. Since 1935, recordings by the orchestra have been conducted almost exclusively by Eugene Ormandy. . . . The legendary **Mieczyslaw Horowitz**, now in his eighties, will record Bach's "Well-Tempered Clavier" for Vanguard this winter. . . . The score for the new musical "Nell Gwyn," composed by **Peter Schickele** (P.D.Q. Bach), is being presented in a month-long engagement at the Manhattan Theatre Club. Vanguard has scheduled the release of its live recording of Schickele's recent concert at Carnegie Hall for the autumn.

## Stanton Steps Down At Sunbury-Dunbar

NEW YORK — Allen Stanton has relinquished his position as head of Sunbury-Dunbar Publishing, RCA Records subsidiaries. He will continue to be associated with RCA in production, copyright acquisition and master purchase.

## Patten & Guest Form Co.

NEW YORK — William Guest and Edward Patten, members of Gladys Knight and The Pips, have formed Patten and Guest Productions, Inc. The company's offices are located in Detroit and New York.

## Pop Radio Playlists continued from page 31

**WTRY — TROY**  
2-1 — Mary MacGregor  
Elvis Presley  
\*Bee Gees  
\*Hall & Oates  
15 To 9 — Eagles  
16 To 12 — Kenny Nolan  
19 To 14 — Steve Miller  
23 To 15 — Smokie  
32 To 16 — Barbra Streisand  
Ex To 30 — Wild Cherry  
Ex To 28 — EW&F

**KAKC — TULSA**  
5-1 — Barbra Streisand  
\*Harrison  
\*Stevie Wonder — Lovely  
\*Thelma Houston  
\*Olivia Newton-John  
\*David Soul  
29 To 24 — Elvis Presley  
25 To 21 — Fleetwood Mac  
24 To 18 — Steve Miller  
27 To 16 — Al Stewart  
17 To 11 — Aerosmith  
Ex To 30 — Hall & Oates  
Ex To 29 — Doobies  
Ex To 28 — 10cc  
Ex To 26 — Kansas

**KELI — TULSA**  
2-1 — Kenny Nolan  
\*Parker McGee  
\*Donna Summer — Winter  
\*Mr. Big — Arista  
\*Elvis Presley  
\*David Soul  
\*Harrison  
\*American Flyer  
17 To 13 — Steve Miller  
Ex To 28 — Bee Gees

**98Q — VIDALIA**  
2-1 — Jacksons  
\*Bee Gees  
\*Thelma Houston

\*Boston  
\*Dobie Gray  
\*Mesa  
\*Jackson Browne  
32 To 21 — Barbra Streisand  
23 To 18 — Kiss  
17 To 12 — Stevie Wonder  
11 To 7 — Bob Seger  
7 To 2 — Eagles  
Ex To 40 — Abba  
Ex To 39 — Gary Wright  
Ex To 38 — Atlanta Rhythm  
Ex To 37 — Hall & Oates

**WPGC — WASHINGTON**  
3-1 — Jacksons  
Al Stewart  
Abba  
Barbra Streisand  
Harrison  
14 To 7 — Steve Miller  
18 To 13 — Hall & Oates  
22 To 17 — Kenny Nolan  
23 To 19 — Bob Seger  
29 To 21 — Thelma Houston

**WKWK — WHEELING**  
4-1 — Manfred Mann  
\*Hall & Oates  
\*Phoebe Snow  
\*Harrison  
10 To 2 — Mary MacGregor  
15 To 8 — Stevie Wonder  
17 To 7 — Rose Royce  
Ex To 28 — Bee Gees  
Ex To 29 — Heart  
Ex To 30 — Al Stewart

**KLEO — WICHITA**  
3-1 — David Dundas  
Smokie  
Fleetwood Mac  
26 To 11 — Kiss — Detroit Rock City  
27 To 21 — Barbra Streisand  
28 To 23 — Abba  
30 To 24 — Hall & Oates

**WAIR — WINSTON/SALEM**  
1-1 — Rose Royce  
\*Bee Gees  
\*Glen Campbell  
\*Orleans  
\*Love Unlimited  
20 To 10 — Jacksons  
22 To 17 — 10cc  
26 To 20 — David Dundas  
27 To 22 — Fleetwood Mac  
28 To 23 — Stephen Bishop  
Ex To 24 — Thelma Houston  
Ex To 26 — Kenny Nolan  
Ex To 28 — Boston  
Ex To 29 — Smokie

**WORC — WORCESTER**  
3-1 — Barry Manilow  
\*Dr. Hook  
\*Kansas  
\*Orleans  
\*Jackson Browne  
17 To 10 — Manfred Mann  
13 To 8 — Brick  
10 To 5 — Al Stewart  
8 To 2 — Steve Miller  
30 To 25 — Paul Anka  
23 To 18 — Gene Cotton  
29 To 24 — Funky Kings  
28 To 23 — Abba  
22 To 16 — Elvis Presley  
20 To 21 — Smokie  
27 To 15 — Kiss  
26 To 20 — Thelma Houston  
19 To 13 — Barbra Streisand  
Ex To 29 — 10cc  
Ex To 30 — Stephen Bishop

**WHOT — YOUNGSTOWN**  
\*10cc  
\*Thelma Houston  
\*Dickie Goodman





# INTERNATIONAL BEST SELLERS

## Argentina

- 1 **Resplando** — Barbara & Dick — RCA
- 2 **SI** — Jose Luis Perales — Microfon
- 3 **MI Promesa** — Pomada — RCA
- 4 **Esclavo Y Amo** — Los Mensajeros — CBS
- 5 **En Este Momento Y A Estas Horas** — Mario Echeverria — EMI
- 6 **Por Ejemplo** — Nicola de Bari — RCA
- 7 **El Amor Duele** — Nazareth Yndio — Philips
- 8 **Porque Te Vas** — Jeanette — Microfon
- 9 **Amor . . . Que Triste Es El Adios** — Juan Marcelo — CBS
- 10 **Echame A MI La Culpa** — Albert Hammond — CBS
- 11 **Dos Casas** — Los Terricolas — EMI
- 12 **Un Hombre Sin Suerte** — Los Linceas — RCA
- 13 **Dulce Flor De La Manana** — Daniel Blanco — Music Hall
- 14 **Amor No Me Abandones** — Rabito — EMI
- 15 **Tema De S.W.A.T.** — Rhythm Heritage — Music Hall
- 16 **No Hablemos De Amor** — Adamo — CBS
- 17 **Disco Pato** — Rick Dees — Philips RSO
- 18 **Caminando Por Sunset** — Toppers — Disc Jockey
- 19 **Dejame SI Has Olvidado** — Los Moros — RCA
- 20 **Carlita De Pena** — Manolo Otero — EMI

### TOP TEN LPs

- 1 **America** — Julio Iglesias — CBS
- 2 **Entre Gauchos Y Marlachis Vol. 2** — Cantores del Alba — Polydor
- 3 **40 Minutos** — Pepe Galan — TK
- 4 **Flecha Juventud** — Selection — RCA
- 5 **Latinoamerica** — Wawanco — EMI
- 6 **Recital** — Cacho Tirao — CBS
- 7 **Emperor Rosko** — Selection — Music Hall
- 8 **Sandro** — Sandro — RCA
- 9 **Los Mas Grandes Exitos** — Roberto Carlos — CBS
- 10 **Por Siempre** — Palito Ortega — RCA

## Australia

- 1 **If You Leave Me Now** — Chicago — CBS
- 2 **Every Little Bit Hurts** — Shirley — Mushroom
- 3 **You Make Me Feel Like Dancing** — Leo Sayer — Chrysalis
- 4 **Let's Stick Together** — Bryan Ferry — Island
- 5 **Disco Duck** — Rick Dees & His Cast of Idiots — RSO
- 6 **Rock Me Gently/You've Got The Gun** — Sherbet — Infinity
- 7 **(I Want A) Rockin' Christmas** — Ol' 55 — Mushroom
- 8 **Money Money Money** — Abba — RCA
- 9 **Love And Other Bruises** — Air Supply — CBS
- 10 **The Best Disco In Town** — The Ritchie Family — RCA
- 11 **Play That Funky Music** — Wild Cherry — Epic
- 12 **Jeans On** — David Dundas — Chrysalis
- 13 **Last Romance** — Mark Holden — EMI
- 14 **Blinded By The Light** — Manfred Mann's Earth Band — Bronze
- 15 **Picnic At Hanging Rock** — Nolan-Buddle Quartet
- 16 **Somebody To Love** — Queen — Elektra
- 17 **Teddy Bear** — Red Sovine — RCA
- 18 **Misssissippi** — Pussycat — EMI
- 19 **Too Hot To Touch** — Supernaut — Polydor
- 20 **The Price Of Love** — Bryan Ferry — Island

### TOP TWENTY LPs

- 1 **Arrival** — Abba — RCA
- 2 **Hotel California** — Eagles — Asylum
- 3 **Let's Stick Together** — Bryan Ferry — Island
- 4 **Chicago X** — Chicago — CBS
- 5 **The Sherbet Collection** — Sherbet — Infinity
- 6 **Shining** — Marcia Hines — Miracle
- 7 **Endless Flight** — Leo Sayer — Chrysalis
- 8 **Blue Moves** — Elton John — Rocket
- 9 **Songs In The Key Of Life** — Stevie Wonder — Motown
- 10 **Fleetwood Mac** — Fleetwood Mac — Reprise
- 11 **Wings Over America** — Wings — Capitol
- 12 **Arabian Nights** — The Ritchie Family — RCA
- 13 **A Night On The Town** — Rod Stewart — Warner Bros.
- 14 **A Day At The Races** — Queen — Elektra
- 15 **The Roaring Silence** — Manfred Mann's Earth Band — Bronze
- 16 **Supernaut** — Supernaut — Polydor
- 17 **All This And World War II** — Soundtrack — Warner Bros.
- 18 **Wild Cherry** — Wild Cherry — Epic
- 19 **The Song Remains The Same** — Led Zeppelin — Swan Song
- 20 **The Pretender** — Jackson Browne — Asylum

## France

- 1 **Mourir En France** — Serge Lama — Phonogram
- 2 **Money, Money, Money** — Abba — Vogue
- 3 **Gabrielle** — Jean-Claude Borelly — AZ Records
- 4 **Daddy Cool** — Boney M — Carrere
- 5 **Le Pere De Sylvia** — Sacha Distel — Carrere
- 6 **If You Leave Me Now** — Chicago — CBS
- 7 **Chanson D'Amour** — Manhattan Transfer — WEA
- 8 **Je N'AI Pas Le Coeur A Sourire** — Daniel Guichard — Barclay
- 9 **Don't Make Me Wait Too Long** — Barry White — AZ Records
- 10 **Happy Days** — Pratt & McClain — WEA
- 11 **Nadia's Theme** — Perry Botkin — A&M/Barclay
- 12 **S'Asseoir Par Terre** — Alain Souchon — RCA
- 13 **La Terre Tournera Sans Nous** — Alain Barriere — Albatros
- 14 **Deux Femmes A Dublin** — Enrico Macias — Phonogram
- 15 **Il Viendra** — Michele Torr — AZ Records
- 16 **Ta Sorclere Bien-Almee** — Sylvie Vartan — RCA
- 17 **Gabrielle** — Johnny Hallyday
- 18 **That'll Be The Day** — Linda Ronstadt — WEA
- 19 **Hey Mister Lee** — Philippe Lavil
- 20 **Chantons La Meme Chanson** — Tino Laurent Rossi — Pathe-Marconi

## Italy

- 1 **Sei Forte Papa** — Gianni Morandi — RCA
- 2 **Johnny Bassotto** — Lino Toffolo — RCA
- 3 **Due Ragazzi Nel Sole** — Collage — Saar
- 4 **The Best Disco In Town** — Ritchie Family — CBS
- 5 **Disco Duck** — Rick Dees — RSO
- 6 **Linda** — Pooh — CBS
- 7 **Ave Maria No No** — Santo California — Yep
- 8 **Daddy Cool** — Boney M. — Durium
- 9 **Coniglietto** — Romans — Yep
- 10 **Angeia** — Jose Feliciano — Private Stock

### TOP TEN LPs

- 1 **Arabian Nights** — Ritchie Family — CBS
- 2 **Is This Whatcha Wont?** — Barry White — 20th Century
- 3 **Four Seasons Of Love** — Donna Summer — Durium
- 4 **Singolare Plurale** — Mina — PDU
- 5 **Poohlover** — Pooh — CBS
- 6 **Hard Rain** — Bob Dylan — CBS
- 7 **Ullalla** — Antonello Venditti — RCA
- 8 **Take The Heat Off Me** — Boney M. — Durium
- 9 **Via Paolo Fabri 43** — Francesco Guccini — EMI
- 10 **XIX Zecchino D'Oro** — Esecutori Vari — Rifi

## Great Britain

- 1 **Don't Give Up On Us** — David Soul — Private Stock
- 2 **When A Child is Born** — Johnny Mathis — CBS
- 3 **Money Money Money** — Abba — Epic
- 4 **Under The Moon Of Love** — Showaddywaddy — Bell
- 5 **Don't Cry For Me Argentina** — Julie Covington — MCA
- 6 **Dr. Love** — Tina Charles — CBS
- 7 **Portsmouth** — Mike Oldfield — Virgin
- 8 **Things We Do For Love** — 10cc — Mercury
- 9 **Living Next Door To Alice** — Smokie — RAK
- 10 **I Wish** — Stevie Wonder — Motown
- 11 **Side Show** — Barry Biggs — Dynamic
- 12 **Grandma's Party** — Paul Nicholas — RSO
- 13 **Wild Side Of Life** — Status Quo — Vertigo
- 14 **Somebody To Love** — Queen — EMI
- 15 **Livin' Thing** — Electric Light Orchestra — Jet
- 16 **Little Does She Know** — Kursaal Flyers — CBS
- 17 **Fairy Tale** — Dana — GTO
- 18 **Love Me** — Yvonne Elliman — RSO
- 19 **Lean On Me** — Mud — Private Stock
- 20 **Car Wash** — Rose Royce — MCA

### TOP TWENTY LPs

- 1 **Arrival** — Abba — Epic
- 2 **David Soul** — David Soul — Private Stock
- 3 **A Day At The Races** — Queen — EMI
- 4 **Songs In The Key Of Life** — Stevie Wonder — Tamla Motown
- 5 **Showaddywaddy Greatest Hits** — Showaddywaddy — Arista
- 6 **Abba's Greatest Hits** — Abba — Epic
- 7 **Hotel California** — Eagles — Asylum
- 8 **20 Golden Greats** — Glen Campbell — Capitol
- 9 **100 Golden Greats** — Max Bygraves — Ronco
- 10 **A New World Record** — ELO — Jet
- 11 **Red River Valley** — Slim Whitman — UA
- 12 **Wings Over America** — Wings — EMI
- 13 **Hot Chocolate's Greatest Hits** — Hot Chocolate — Rak
- 14 **Thoughts Of Love** — Shirley Bassey — UA
- 15 **The Greatest Hits** — Franki Valli & The Four Seasons — K-tel
- 16 **Disco Rocket** — Various Artists — K-tel
- 17 **Blue Moves** — Elton John — Rocket
- 18 **Greatest Hits** — Gilbert O'Sullivan — MAM
- 19 **22 Golden Greats** — Burt Weadon — Warwick
- 20 **Boxed** — Mike Oldfield — Virgin

## Japan

- 1 **Seishunjidai** — Kooichi Morita & Top Garan — CBS/Sony
- 2 **Kitano Yadokara** — Harumi Miyako — Columbia
- 3 **Akai Shoogeki** — Momoe Yamaguchi — CBS/Sony
- 4 **Soul Korekkiridesuka** — Minor Chewing Band — CBS/Sony
- 5 **Pepper Keibu** — Pink Lady — Victor
- 6 **Country Road** — Olivia Newton-John — Toshiba/EMI
- 7 **Abayo** — Naoko Ken — Canyon
- 8 **Doozo Konomama** — Keiko Maruyama — King
- 9 **Last Scene** — Hideki Saijo — RVC
- 10 **Melancholy** — Michiyo Azusa — King
- 11 **SOS** — Pink Lady — Victor
- 12 **Mooichidodake Fureimuite** — Junko Sakurada — Victor
- 13 **Shiki No Uta** — Yooko Seri — King
- 14 **Omoide Boroboro** — Yasuko Naito — Columbia
- 15 **Joiene** — Olivia Newton-John — Toshiba/EMI
- 16 **Dream** — Hiromi Iwazaki — Victor
- 17 **Moolchido Altai** — Aki Yashiro — Teichiku
- 18 **Alshu No Symphony** — Candies — CBS/Sony
- 19 **Ochibaga Yukini** — Akira Fuse — King
- 20 **Ganpeki Ni Haha** — Yuriko Futaba — King

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