

CASH BOX

October 1, 1977

NEWSPAPER

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Cover Artists: THE EMOTIONS

Casablanca, ABC Change Distribution
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WEA Fall Program Details
CBS' New 'Baby Acts' Campaign Analyzed
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Soft-Rock Radio Providing Exposure
More Price Hikes
Atlantic Signs Ray Charles
CBS In College Radio Promo
Cash Box Debuts New FM Features
A Momentous Beginning (Ed)

DON'T WAIT!



"CAN'T WAIT" — THE NEW PIPER ALBUM AND SINGLE

SP 4654

AM 1969

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CASH BOX

VOLUME XXXIX — NUMBER 19 — October 1, 1977

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

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

cash box editorial

A Momentous Beginning

We, at **Cash Box**, want to express our thanks and appreciation to Joe Smith of Elektra/Asylum and Phil Walden of Capricorn for serving as the catalysts and organizers of the meeting between the federal government and the record and music industry. The meeting was a first in creating a rapport between our industry and the administration. It could not have been done without the efforts of these two individuals and the cooperation of the White House.

The gathering was also an important step in giving our industry recognition as a law-abiding and worthy contributor to the cultural art of music for the world.

The music industry delegates who attended are some of the most dignified and respected executives to represent any industry in this nation. Bruce Lundvall, CBS Records; Jerry Moss, A&M Records; Bhaskar Menon, Capitol; Steve Diener, ABC Records; Alan Livingston, 20th Century; Irwin Steinberg, Polygram; Lewis Couttolenc, RCA; John (Mike) Maitland, MCA Records; Artie Mogull, United Artists; Stanley Gortikov, RIAA; Clive Davis, Arista; Ken Gamble, Phila. International and Clarence Avant, Tabu Productions, have contributed their valuable time to this endeavor.

A most sincere appreciation also goes to the government officials involved in the meeting: Margaret Costanza, assistant to the President; Steve Selig, special assistant in the office of public liaison; Richard Reiman, associate director, office of public liaison; Christian Chatman, deputy assistant secretary of state for education and culture affairs; Leonal Castillo, commissioner of the Immigration and Naturalization Service; Robert Malson, assistant director, domestic policy staff, and Steve Simmons, associate director, domestic policy staff.

Most of all, our heartfelt thanks to President Carter for his tremendous understanding, and we are deeply indebted to him for giving our industry the recognition and our first introduction for a future relationship with the administration.



George Albert
President and Publisher

Music Inspired By
STAR WARS
And Other
Galactic Funk by Meco



NUMBER ONE
SINGLE OF THE WEEK
STAR WARS THEME
MECO
Millennium/Casablanca 604
Writer: John Williams



NUMBER ONE
ALBUM OF THE WEEK
RUMOURS
FLEETWOOD MAC
Warner Brothers BSK 3010

CASH BOX TOP 100 SINGLES

October 1, 1977

	Weeks On				Weeks On				Weeks On		
	9/24	9/17	Chart		9/24	9/17	Chart		9/24	9/17	Chart
1 STAR WARS THEME MECO (Millennium/Casablanca 604) CPP	1	2	10								
2 DON'T STOP FLEETWOOD MAC (WB WBS 8413) CPP	2	1	13								
3 KEEP IT COMIN' LOVE KC & THE SUNSHINE BAND (TK 1023) CPP	6	17	10								
4 NOBODY DOES IT BETTER CARLY SIMON (Elektra 45413) B-3	7	14	11								
5 ON AND ON STEPHEN BISHOP (ABC 12260) ALM	5	6	21								
6 TELEPHONE LINE ELECTRIC LIGHT ORCHESTRA (United Artists/Jet 1000) B-3	4	5	16								
7 YOU LIGHT UP MY LIFE DEBBY BOONE (Curb/WB 8446) CPP	25	38	6								
8 FLOAT ON THE FLOATERS (ABC 12284) CPP	3	4	15								
9 SWAYIN' TO THE MUSIC JOHNNY RIVERS (Big Tree/Atl. 16094) WB	10	11	15								
10 I JUST WANT TO BE YOUR EVERYTHING ANDY GIBB (RSO 872) WB	11	8	24								
11 COLD AS ICE FOREIGNER (Atlantic 3410) WB	12	13	11								
12 THAT'S ROCK 'N' ROLL SHAUN CASSIDY (WB/Curb 8423) WB	14	17	10								
13 BOOGIE NIGHTS HEATWAVE (Epic 8-50370) ALM	17	20	13								
14 DON'T WORRY BABY B.J. THOMAS (MCA 40735) ALM	15	16	13								
15 I FEEL LOVE DONNA SUMMER (Casablanca NB 884) ALM	19	21	9								
16 THE KING IS GONE RONNIE McDOWELL (GRT 135) CPP	29	58	4								
17 JUNGLE LOVE STEVE MILLER BAND (Capitol 4466) WB	18	19	9								
18 SIGNED, SEALED, DELIVERED PETER FRAMPTON (A&M 972) CPP	20	24	5								
19 BEST OF MY LOVE EMOTIONS (Columbia 3-10544) ALM	21	15	16								
20 IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA PB 10976) ALM/ CPP	23	28	15								
21 CAT SCRATCH FEVER TED NUGENT (Epic 8-50425) WB	22	26	11								
22 STRAWBERRY LETTER 23 BROTHERS JOHNSON (A&M 1949) ALM	8	9	12								
23 SHE DID IT ERIC CARMEN (Arista ASO266) WB	28	33	6								
24 HEAVEN ON THE SEVENTH FLOOR PAUL NICHOLAS (RSO RS 878) CH	27	32	8								
25 WAY DOWN ELVIS PRESLEY (RCA 10998) ALM	26	31	15								
26 SMOKE FROM A DISTANT FIRE THE SANFORD-TOWNSEND BAND (Warner Bros. WBS 8370) CH	9	10	14								
27 BRICK HOUSE COMMODORES (Motown M1425) CPP	33	37	6								
28 DAYTIME FRIENDS KENNY ROGERS (United Artists UA XW 1027) B-3	30	35	9								
29 DON'T IT MAKE MY BROWN EYES BLUE CRYSTAL GAYLE (United Artists UA XW 1016) B-3	36	46	7								
30 I WOULDN'T WANT TO BE LIKE YOU ALAN PARSONS (Arista AS 0260) ALM	35	40	7								
31 THE GREATEST LOVE OF ALL GEORGE BENSON (Arista 251) CPP	32	34	10								
32 STAR WARS LONDON SYMPHONY ORCHESTRA (20th Century TC 2345) CPP	24	18	25								
33 I BELIEVE YOU DOROTHY MOORE (Malaco/TK 1042) ALM	40	45	14								
34 JUST REMEMBER I LOVE YOU FIREFALL (Atlantic 3420) WB	41	47	8								
35 YOUR LOVE HAS LIFTED ME (HIGHER AND HIGHER) RITA COOLIDGE (A&M 1922) WB	13	2	21								
36 ANOTHER STAR STEVIE WONDER (Tama S4287) CPP	38	43	6								
37 HELP IS ON THE WAY LITTLE RIVER BAND (Capitol 4428) WB	45	50	10								
38 SURFIN' USA LEIF GARRETT (Atlantic A 3423) BB	42	48	18								
39 WE'RE ALL ALONE RITA COOLIDGE (A&M 1965) WB	49	63	4								
40 HANDY MAN JAMES TAYLOR (Columbia 8-10557) B-3	16	4	17								
41 IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME BARRY WHITE (20th Century 2350) CIM	55	69	8								
42 HOW MUCH LOVE LEO SAYER (WB WBS 8319) CPP/ALM	34	22	13								
43 LITTLE DARLING (I NEED YOU) THE DOOBIE BROTHERS (WB 8408) CPP	39	44	11								
44 BABY, WHAT A BIG SURPRISE CHICAGO (Columbia 3-10620) CPP	69	—	2								
45 MARTIAN BOOGIE BROWNSVILLE STATION (Private Stock PS 45149) CPP	46	49	7								
46 EASY COMMODORES (Motown M 1418) CPP	37	23	19								
47 BLUE BAYOU LINDA RONSTADT (Elektra E-45431-A) A-R	61	71	4								
48 WE JUST DISAGREE DAVE MASON (Columbia 3-10575) B-3	59	73	4								
49 BLACK BETTY RAM JAM (Epic 8-50357) B-3	47	37	18								
50 HARD ROCK CAFE CAROLE KING (Capitol 4455) CPP	31	25	11								
51 JUST A SONG BEFORE I GO CROSBY, STILLS & NASH (Atlantic 3401) WB	43	29	18								
52 GIVE A LITTLE BIT SUPERTRAMP (A&M, 1938) ALM	44	30	21								
53 I GO CRAZY PAUL DAVIS (Bang B-733) WB	56	61	6								
54 I JUST WANT TO MAKE LOVE TO YOU FOGHAT (Bearsville WB 0319) BB	60	68	5								
55 LITTLE QUEEN HEART (Portrait 6-70008) WB	57	65	4								
56 HOUND DOG MAN LENNY LeBLANC (Atlantic BT 16062)	58	60	4								
57 I BELIEVE IN LOVE KENNY LOGGINS (Columbia 10569) WB	53	57	12								
58 SLIDE SLAVE (Cotillion/Atlantic 44218)	54	53	16								
59 HOW DEEP IS YOUR LOVE BEE GEES (RSO 882) WB	74	—	2								
60 EDGE OF THE UNIVERSE BEE GEES (RSO 880) WB	48	27	11								
61 LOOK WHAT YOU'VE DONE TO MY HEART McCOO & DAVIS (ABC 1026) CPP	63	64	7								
62 INDIAN SUMMER POCO (ABC AB 12295) WB	64	66	11								
63 DOG DAYS ATLANTA RHYTHM SECTION (Polydor 144H) CPP	65	67	7								
64 SEND IN THE CLOWNS JUDY COLLINS (Elektra 45253-A) PLY	80	—	2								
65 I'M DREAMING JENNIFER WARNES (Arista 252) ALM	66	62	11								
66 CHANGES IN LATITUDES, CHANGES IN ATTITUDES JIMMY BUFFETT (ABC 12305) WB	78	86	3								
67 MY FAIR SHARE SEALS & CROFTS (Warner Bros. WBS 8405) WB	76	79	5								
68 DO YOU WANNA GET FUNKY WITH ME PETER BROWN (Drive 6258) CPP	72	77	4								
69 HOLD ON WILD CHERRY (Epic 8-50365)	71	74	6								
70 DUSIC BRICK (Bang 734)	73	75	5								
71 LOVE GUN KISS (Casablanca NB 895 AS) ALM	79	—	2								
72 YOUR SMILING FACE JAMES TAYLOR (Columbia 3-10602)	—	—	1								
73 DAYBREAK BARRY MANILOW (Arista AS 0273)	—	—	1								
74 IT'S IN HIS KISS KATE TAYLOR (Columbia 3-10596) CPP	77	82	3								
75 A PLACE IN THE SUN PABLO CRUISE A&M 1976)	86	—	2								
76 COME SAIL AWAY STYX (A&M 1977) ALM	81	87	4								
77 DEVIL'S GUN C.J. & CO. (Westbound/Atlantic WB 55400) WB	82	88	4								
78 CALLING OCCUPANTS OF INTERPLANETARY CRAFT CARPENTERS (A&M 1978) ALM	88	—	2								
79 GONE TO FAR ENGLAND DAN & JOHN FORD COLEY (Big Tree BT-16102)	—	—	1								
80 BARRACUDA HEART (Portrait/CBS 6-70004) WB	50	39	15								
81 THUNDER IN MY HEART LEO SAYER (Warner Brothers WBS 8465)	—	—	1								
82 YOU MADE ME BELIEVE IN MAGIC BAY CITY ROLLERS (Arista ASO256) ALM	62	51	17								
83 IT ISN'T TIME THE BABYS (Chrysalis CHS-2173)	—	—	1								
84 SILVER LADY DAVID SOUL (Private Stock 163)	—	—	1								
85 GOOD MORNING JUDGE 10CC (Mercury 73943) WB	75	76	8								
86 SHE'S NOT THERE SANTANA (Columbia 3-10616)	—	—	1								
87 FROM GRACELAND TO THE PROMISED LAND MERLE HAGGARD (MCA 40804)	—	—	1								
88 DR. LOVE FIRST CHOICE (Goldmind/Salsoul 4004) CPP	91	92	4								
89 BABY COME BACK PLAYER (RSO 879)	—	—	1								
90 RED HOT ROBERT GORDON WITH LINK WRAY (Private Stock 156)	92	99	3								
91 YOU'RE MOVING OUT TODAY CAROLE BAYER SAGER (Elektra 45422) CH	95	97	3								
92 (EVERY TIME I TURN AROUND) BACK IN LOVE AGAIN L.T.D. (A&M 1974)	96	100	3								
93 BE MY LADY METERS (Warner Brothers WBS 8434) WB	97	98	3								
94 BABY LOVE MOTHER'S FINEST (Epic 8-50407)	99	—	2								
95 NEEDLES & PINS SMOKIE (RSO 881)	100	—	2								
96 TEN TO EIGHT DAVID CASTLE (Parachute/Casablanca 501)	—	—	1								
97 STONE COLD SOBER CRAWLER (Epic 50442)	—	—	1								
98 AVENGING ANNIE ROGER DALTRY (MCA 40800)	—	—	1								
99 YOU GOT ME DANGLING ON A STRING DONNY OSMOND (Polydor PDI-4471)	—	—	1								
100 DANCING IN THE MOONLIGHT THIN LIZZY (Mercury 73945)	—	—	1								

(INCLUDING PUBLISHERS AND LICENSEES)

Another Star (Jobete — ASCAP)	36	Don't It Make (United Artists — BMI)	29	I Go Crazy (Web IV Music — BMI)	53	Silver Lady (Topanga Music/Ship Tree Music — ASCAP)	84
A Place In The (Irving Music Inc./Pablo Cruise Music — BMI)	75	Don't Stop (Gen Too — BMI)	2	I Just Want (Stigwood/Unichappell — BMI)	10	Slide (Spurbree — BMI)	58
Avenging Annie (April Music Inc. — ASCAP)	98	Do You Wanna Get (Sherlyn Pub. Co. Inc. — BMI)	14	I'm Dreaming (Aimo — ASCAP/Irving — BMI)	65	Smoke From (Salmon/Mulhan/Unichappell/Turkey Tunes — BMI)	26
Baby Come Back (Touch Of Gold/Crowbeck/Stigwood — BMI)	89	Dr. Love (Lucky Three/Six Strings — BMI)	88	Indian Summer (Gold — ASCAP)	62	Star Wars (Fox Fanfare — BMI)	1,32
Baby Love	94	Dusic (Caliber/Good High — ASUP)	70	It's Ecstasy (Sa-Vette Music Co. — BMI)	41	Strawberry (Kidada/Off The Wall — BMI)	22
Baby, What A (Polish Prince Music — ASCAP)	44	Easy (Jobete/Commodores Ent. — ASCAP)	46	It's In His (The Hudson Bay Music Co. — BMI)	74	Stone Cold Sober (April — ASCAP)	97
Barracuda (Wilson/Know Mus/Play My Music — ASCAP)	80	Edge Of (Casseroles/Flamm/Unichappell — BMI)	60	Isn't Time (Jacon Music/X-Ray Music — BMI)	83	Surfin' USA (ARC Music — BMI)	38
Be My Lady (Cabbage Ally Music/Rhineland Music — BMI)	93	Every Time (Teeman — BMI)	92	It Was (Chess/Case David — ASCAP)	20	Swayin' To (WB — ASCAP)	9
Best Of My (Sagittaire — BMI/Steelchest — ASCAP)	19	Float On (ABC-Dunhill/Wood Songs — BMI)	8	I Wouldn't Want (Wolfsongs — BMI)	30	Telephone Line (Unart/Jet — BMI)	6
Black Betty (Folkways — BMI)	49	Give A Little Bit (Almo — ASCAP)	52	Jungle Love (Sailor — ASCAP)	17	Ten To Eight (Unart — BMI)	96
Blue Bayou (Acutt-Rose Pub. Inc. — BMI)	47	Gone Too Far (Dawn Breaker Music Co./Cold Zinc Music Inc. — BMI)	79	Just A Song (Thin Ice — ASCAP)	51	That's Rock 'N' Roll (C.A.M./USA — BMI)	12
Boogie Nights (Rondor/Almo — ASCAP)	13	Good Morning Judge (Man-Ken — BMI)	85	Just Remember (Stephen Stills — BMI)	34	The Greatest Love (Columbia Pictures — BMI)	31
Brick House (Jobete — ASCAP)	27	Graceland To The (Shade Tree Music Inc. — BMI)	87	Keep It Comin' Love (Sherlyn — BMI)	3	The King Is (Midnight & Brim — SESAC)	16
Calling Occupants (Klaatoons Inc./Welbeck Music Corp. — ASCAP)	78	Hard Rock Cafe (Colgems-EMI — ASCAP)	50	Little Darling (Stone Agate — BMI)	43	Thunder In My (Brantree Music — BMI/Longmanor Music Inc./Chrysalis Music Corp. — ASCAP)	81
Cat Scratch Fever (Magic Land — ASCAP)	21	Heaven On The (Keyboard Pendulum/Chappell — ASCAP)	24	Little Queen (Wilson/Know/Playmy/Rosebud/Fozgass — ASCAP)	55	Way Down (Leon/Ahah — BMI)	25
Changes In Latitudes (Coral Reefer/Outer Banks — BMI)	66	Help Is On The (Australian Tumblewood — BMI)	37	Look What You've (Screen Gems — BMI)			

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ABC, Casablanca Change Distribution

Phonodisc Now #3 Branch Oper. With Casablanca

by Gary Cohen

LOS ANGELES — The switch from independent distribution to Phonodisc by Casablanca Records will solidify Phonodisc's position as the third largest branch operation, according to share-of-market data assembled by **Cash Box**. At the same time, independent distributors that lost Casablanca but pick up ABC will actually increase their market share.

On the other hand, independent distributors that lose Casablanca and do not replace the line will lose anywhere from 15% to 35% of their business. Casablanca, according to sources at the distributors, was the third largest independent distributed label, behind A&M and Motown, and just ahead of Arista.

Phonodisc, which last year acquired distribution rights to RSO Records and this year picked up Island and Monument, with Capricorn reportedly set to join the fold, has now become the third largest branch operation, albeit a distant third, behind

(continued on page 71)

ABC Records To Make Changes In Their Distribution

LOS ANGELES — In answer to recent reports concerning the possibility of ABC Records changing its current distributor setup, Steve Diener, the label's president, announced that there are, in fact, some changes being considered and others already underway.

Maximize Sales Effectiveness

"In recent months we have been taking a close look at the best way to maximize our sales effectiveness based upon the current market situation, our artist roster, our recent successes, and those of other labels. Very positively, we feel the time is right for us to utilize a network which will include both a team of top aggressive independent distributors coupled with our own branches in certain parts of the United States — namely, the New York and Los Angeles branches."

Other Labels And Distributors Offer Comments

by Dave Fulton

LOS ANGELES — Industry reactions to the new distribution deal between Casablanca and Phonodisc generally concluded that the future of independent distribution would not suffer, while people lauded Neil Bogart, president of Casablanca, for his success and for the partial sale of his company.

Both Parachute and Millennium Records, currently under the Casablanca distribution umbrella, reiterated their stance that they would follow with the new move.

Regan Comments

Russ Regan, president of Parachute, said, "Parachute goes right along with the Casablanca family. We will be distributed by Phonodisc. I originally went with Casablanca because of Neil Bogart and

(continued on page 71)

Casablanca To Join Phonodisc For Distribution

by Dave Fulton

LOS ANGELES — Casablanca Record and FilmWorks and the Polygram Group USA jointly announced plans to begin distribution of Casablanca product, effective Oct. 1, through Phonodisc, the distribution arm of the Polygram Group. In addition, it was announced that the Polygram Group has purchased a less-than-majority interest in Casablanca stock from the company's shareholders, for a reported multi-million-dollar sum.

Shareholders Vote

At a board meeting in September, Casablanca shareholders — including Peter Guber, chairman; Neil Bogart, president; Richard Trugman, vice chairman; Cecil Holmes, senior vice president, and Larry

(continued on page 72)



PLATINUM THANKS — RSO Records recently presented a platinum copy of the Bee Gees LP "Children Of The World" to Georstianna Jordan, the singles buyer for Pickwick International, Inc., for her continuous aid in helping break the album. Pictured (l-r) at the presentation are: Al Coury, RSO president; Buzz McCarthy, Phonodisc salesman; Mitch Huffman, RSO regional promotion manager, Boston; Jordan and Paul Wennik, Phonodisc branch manager, Boston.

Capricorn To Join Phonodisc Distrib.

LOS ANGELES — A distribution agreement between Capricorn Records and Phonodisc has been finalized according to a source close to the negotiations. A formal announcement of the arrangement is expected this week.

The first product to be released under the new agreement will be the new album by Black Oak and "Mindbender," a single by Stillwater. The source reported that Phonodisc will aid Capricorn in merchandising and sales, but the Macon-based label is planning extensive expansion in promotion.

Albums In CBS 'New Acts' Campaign Selling In Increased Numbers As Dealers Laud Plan

by Alan Sutton and Randy Lewis

LOS ANGELES — Participating dealers across the country this week voiced unanimous praise for CBS Records' ongoing campaign to break records by new artists (**Cash Box**, Aug. 20). And what's more, in response to the liberal retail incentives offered by CBS, they have been ordering the featured albums in significantly greater

quantities than they would have otherwise.

Thus it appears that CBS has realized one of the major aims of the program, which was to place the albums in substantial numbers at the retail level in order to take full advantage of broader-based support resulting from radio airplay, advertising and promotion.

"We've got a lot more records out there than we normally would have," said Ed

Hynes, director of sales and artist development for CBS. "We're averaging approximately a third more records on the initial orders."

The remaining question, then, is whether the record company's developing artists program will be effective in helping to break new acts.

Taking Hold

Preliminary signals suggest that the campaign, which was launched in August following the CBS convention in London, is already beginning to take hold. For example:

— Albums by Ram Jam (#67), Lake (#85), Crawler (#109), Karla Bonoff (#120) and Rex (#175) are currently bulleted on the **Cash Box** Top 200 Album Chart.

— Many of the releases are getting regular airplay nationwide.

— A growing number of dealers report that they have begun reordering particular releases included in the campaign.

— CBS has started moving into certain markets with advertising support and in-store merchandising displays to capitalize on mounting airplay and sales.

So far, CBS has offered additional retail incentives — including five months dating, instead of the usual 60 days, and a special discount on initial orders — on about 20 Columbia, Epic and Associated Labels releases.

In addition, four months after receiving the new releases, dealers have the oppor-

(continued on page 71)



UNMISTAKABLY GOLDEN LOU — Lou Rawls was recently presented a gold record award for his second Philadelphia International/CBS album, "Unmistakably Lou," at a luncheon in Philadelphia. On hand were many of the people who've been involved in Rawls' recent successes. Kneeling (from left) are: Larry Depte, vice president of finance for Philadelphia International; Paris Eley of CBS special markets; and David Brokaw of the Brokaw Company, Rawls' publicist. Standing (from left) are: Earl Jordan of CBS Records in Philadelphia; Ken Kravitz of CBS Records in Philadelphia with a friend; Sherwin Bash of BNB Management; Rawls; an unidentified guest; Irv Medway, branch manager of CBS Records in Philadelphia; Tony Martell, vice president and general manager of the CBS Associated Labels; Charles Godfrey, national promotion director for Philadelphia International Records; Jack Faith and Phil Terry, staff writer/producers for Phila. Int'l who have worked on Rawls' projects; and Georgie Woods of WDAS, Philadelphia.

Interworld Buys A. Schroeder Pub. In Million \$ Deal

LOS ANGELES — Interworld Music has purchased the Aaron Schroeder Music Companies in a multi-million dollar deal which transfers the entire Schroeder catalog, including copyrights to songs by Bacharach & David, Gene Pitney and Randy Newman, over to Interworld.

The Interworld purchase involves the transfer of thousand of copyrights in the Schroeder-owned January, Arch and Sea Lark pubberies as well as the acquisition of eight foreign companies.

Companies purchased in the deal include: A. Schroeder-Basart B.V. of Holland; A. Schroeder Music Pty. Ltd., Australia; A. Schroeder Music Ltd., Japan; A. Schroeder Music Publishing Company Limited, England; A. Schroeder Musikforlag Aktiebolag, Sweden; Schroeder Musikverlag G.M.B.H., Germany; Editions Musicales A. Schroeder S.A.R.L., France and Edizioni A. Schroeder Music, Italy.

Schroeder Music was formed in January, 1960, with tunes by such writers as Gene Pitney and Bacharach & David.

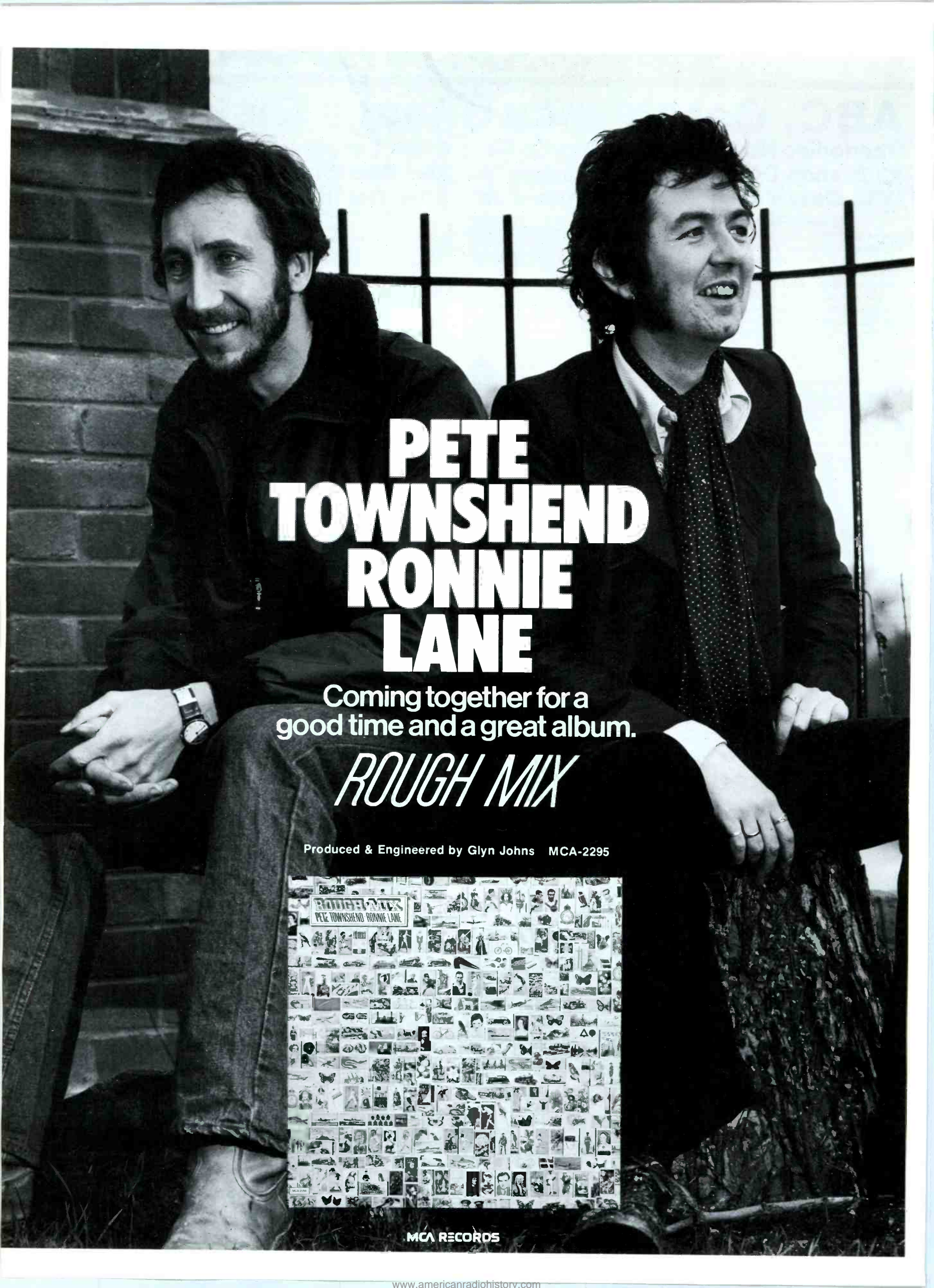
Songs contained in the Schroeder catalog include: Gene Pitney's "Hello Mary Lou"; Bacharach and David's "24 Hours To Tulsa"; Jimi Hendrix's "Foxy Lady"; Randy Newman's "I Think It's Gonna Rain Today"; Tony Macaulay's "Love Grows Where My Rosemary Goes"; Al Kooper's "Jolie"; and Barry White's "You're The First, The Last, My Everything."

Aaron Schroeder, who wrote 18 songs for Elvis Presley, including "It's Now Or Never," says he plans to focus his creative energies on all areas of songwriting including pop, television and Broadway. He also announced plans to become involved in record production.



From left Abby Schroeder, Aaron Schroeder and Mike Stewart.

Cash Box Debuts New FM Section See Pg.32



PETE TOWNSHEND RONNIE LANE

Coming together for a
good time and a great album.

ROUGH MIX

Produced & Engineered by Glyn Johns MCA-2295

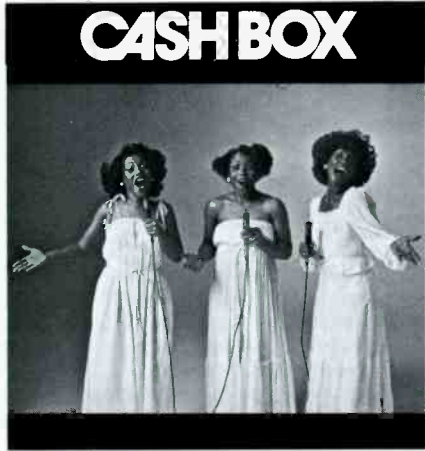


MCA RECORDS

MCA To Launch Campaign On New 'Elton's Hits' LP

LOS ANGELES — MCA Records will conduct an extensive marketing campaign for the October release of Elton John's "Greatest Hits, Volume II." The program will be under the direction of Richard Bibby,

(continued on page 72)



Though they've been performing professionally nearly all their lives, it was not until 1977 that mass public recognition and acceptance came to Jeanette, Wanda and Sheila Hutchinson, collectively known as the Emotions. In fact, the Columbia recording group has established itself as one of the year's top new record-selling attractions.

The group's debut album for Columbia, "Flowers," was certified gold early this year. The follow-up album, "Rejoice," matched that achievement, and the most recent single release from that album, "Best Of My Love," took a rapid climb to the number one position on the **Cash Box Top 100 Singles** chart, beginning a three-week occupation of the top spot on August 20. Gold certification for the single came on August 2, and it was less than a month before the album "Rejoice" achieved platinum certification.

In 1968, the Emotions signed their first recording contract with Stax Records, remaining with the label until its dissolution in 1975. At that time, Maurice White, leader of Earth, Wind & Fire and a long-standing fan of the group, arranged for them to be signed to Columbia with himself as producer. The remaining history of the Emotions is documented in the ears of their devoted fans.

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WEA Stresses Realistic Orders, Individual Customer Approach In Year-End Program

by Randy Lewis

LOS ANGELES — Warner/Elektra/Atlantic Corporation last week began its year-end marketing program which includes not only discounts to customers on more than 200 top WEA albums, extended dating and in-store merchandising techniques, but also a newly developed profile of each account

which WEA executives hope will result in more accurate orders.

Henry Droz, executive vice-president of WEA, said, "This is the first time we have had anything that comprehensive. We've developed a profile of the account so that when a salesman goes in to call on a customer, he has a complete history of that account.

"This means he has year-to-date orders, what a customer did under our summer program, what he did under last year's fall program and what they did for the whole of last year, so they have the tools to work out intelligent orders."

Titled "WEA's Year-End Marketing Program," the details were announced officially September 10 by Droz to more than 600 attendants at the company's national convention in Miami.

Discounts

One of the other major parts of the program is discounting of more than 230 albums in the WEA catalog including, Droz said, "all of our hot chart items.

"We haven't taken out any of the super blockbusters from the program. You'll find 'Rumours' in there, you'll find the Eagles. You'll find every hot chart item unless it was just released very, very recently — then it's not included. The new Linda Ronstadt album, for instance, was just shipped, so it's not included. But every major chart item is."

An extended schedule for payments is also one feature Droz thinks will help make

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CBS' CHAMPION — CBS Records has entered into a production association with Champion Entertainment Organization, Inc. and its president, Tommy Mottola. Under terms of the agreement, Mottola will bring a number of selected artists to CBS over a period of years. Pictured at a recent reception at New York's "21" Club are (from left): Don Ellis, vice president of national A&R for Columbia; Jack Craig, senior vice president and general manager of marketing for CBS; Ron Alexenburg, senior vice president of Epic, Portrait and the Associated Labels; Mottola; Walter Yetnikoff, president of the CBS Records Group; Paul Smith, vice president of marketing and branch distribution for CBS; and Allen Davis, vice president of creative operations for CBS International.

Soft-Rock Stations Providing Early Exposure For New Acts

by Jeff Crossan

LOS ANGELES — An unestablished recording artist or group today may have a better chance of being heard on the radio and subsequently gaining popular acceptance if their music is of the soft-rock variety.

The emergence and increasing popularity of the soft-rock or mellow radio format in a time of constricting playlists is currently providing record companies with their most accessible inroad to the airplay necessary to help the labels break new acts — new acts with a mellow sound, that is.

Led by pioneers of the format, KNX-FM in Los Angeles and WKTU in New York, a growing number of soft-rock stations across the country are basing their programming decisions primarily on the sound of the music rather than the name of the artist or the sales or chart action of the record. And unlike most other radio formats which allow only a few records to be added each week, soft-rock stations often add as many as 25 new tunes in a seven-day period.

Laid Back Sound

The sound that soft-rock programmers seek is laid back and designed to fill the middle ground that once existed between progressive rock and MOR formats. KNX refers to its format as "the mellow sound" and features major acts such as Jackson Browne, Rita Coolidge, Cat Stevens, Joni Mitchell and The Beatles.

At KNX, the station most often credited with developing the format under the guiding hand of program director Steve Marshall, the subjective decision making is left to music director Michael Sheehy, who says he programs to an environment.

"We do everything on the basis of sound," Sheehy says. "There are some stations that don't even listen to the music. They don't care what the record sounds like ... all they really care about is whether or not it makes it on the charts. We're programming to an environment as opposed to saying, 'Well, this is top 40 so we

better play it regardless of what type of music it is."

Marshall elaborates. "The charts and research all have their place," he says. "We consult the charts but the bottom line is how the record sounds. Our feeling at KNX is

(continued on page 34)

Ray Charles Returns To Atlantic/Atco

NEW YORK — Ray Charles has returned to Atlantic Records by way of a distribution deal between Atlantic and Charles' record company, Crossover Records. Under the terms of the agreement, Atlantic will distribute all Crossover product in the U.S. The records will bear the Atlantic label with a Crossover logo.

"True To Life," Charles' new album set for late September release, will be the first Crossover album distributed by Atlantic.

Charles first recorded for Atlantic between 1954 and 1959, when classics such as "I Got A Woman" and "Hallelujah, I Love Her So" were released. Charles has recorded for Crossover since 1973, recording at

his R.P.M. International Studios in Los Angeles.

Twenty years after his first Atlantic recording, Charles continues to be a major figure in contemporary music. He received a 1975 Grammy for his recording of Stevie Wonder's "Living For The City," and was nominated for a Grammy one year later for his performance with Cleo Laine in "Porgy & Bess."

Hall Of Fame

Charles' classic "I Got A Woman" was nominated for the NARAS Hall of Fame in 1976, the same year that Charles was inducted into the New York Songwriters' Hall of Fame.



ATLANTIC/CROSSOVER DISTRIBUTION DEAL SIGNED — Pictured at the signing ceremony of the new distribution deal between Atlantic Records and Ray Charles' Crossover label (from left) are: Atlantic vice president Noreen Woods; Hillery Johnson, vice president and director of special markets for Atlantic; Jerry Greenberg, president of Atlantic; Atlantic's senior vice president of promotion, Dick Kline; Ray Charles (seated); Atlantic chairman Ahmet Ertegun; Larry Newton, Charles' associate; and Dave Glew, senior vice president and general manager of Atlantic.

New Faces to Watch



Lisa Dal Bello

Few people have such exciting birthdays as Lisa Dal Bello. But two things happened to the vivacious Canadian in May of this year. Lisa became 19, and her recording contract with MCA became a reality. Though she admits that she "never took it that seriously, to tell you the truth," it was clear to everyone except her that good things were in store for the comely Italian.

She credits her parents' "incredibly neat taste in music" with giving her a solid background. They were prone to playing such people as Aretha Franklin, Ray Charles, Lou Rawls and Otis Redding, and a precocious Lisa caught the musical bug early on, writing her first musical compositions when she was 12.

One year later she submitted a demo to the Canadian Broadcasting Corporation and a round of guest appearances on local Canadian TV talk shows followed, eventually leading to commercial studio work. At 16, she met James Gang leader and current member of Law, Roy Kenner, who she says, "has given me incentive all along to continue my music pursuits." They met while both were working on a weekly Canadian TV series called "Music Machine." The performing group which they were a part of each week concentrated on a specific period in music which gave Lisa an invaluable background.

She was then asked to join the Bobby Vinton Show, a weekly variety program originating from Toronto, giving her national Canadian exposure and the chance to do a Toronto showcase that led to her contract with MCA.

Lisa came to L.A. in January to record her first album of self-written compositions, where she shared writing credits with her producer, David Foster, and Roy Kenner. The experience taught her a lot. As she relates it, "I came here really naive about the recording industry and the way it operates. When we started recording, there were some ego problems and a lot of difficulties with engineering and production. It took seven months to get it all happening. But now I'm glad so much went wrong. I was 18 when I got here and I feel like I'm leaving about 38. I've learned a lot and met some really nice people."

Foster was responsible for contracting top-notch session players such as Pops Popwell, David Carlton, David Paich, Mike and Jeff Porcaro and Tom Scott, which gave Lisa's first effort the solid instrumental background that most debut albums lack. Now, she is putting together a band in Toronto and is anxious to tour. "God, I love it," she says of performing live. "In TV if you make a mistake, you can always re-do it. But live, you are under the gun and have only one chance to prove you can do it."

'Shaun Cassidy' Gold

LOS ANGELES — Shaun Cassidy's debut album for Warner/Curb Records, "Shaun Cassidy," has been certified gold by the RIAA.



Dollar Brand

Dollar Brand's "Capetown Fringe," currently bulleting at #24 on the **Cash Box** Top 40 Jazz Album chart, was recorded in the city from which its name was taken over three years ago. "Nobody wanted it," laughed the Capetown-born pianist. "Would you believe that?" Actually, the long search for an American distributor for the album, which ended when Chiaroscuro/Audiofidelity became interested, was a repeat performance of the situation that Brand faced when he first took the record to African companies. No one saw the potential, so he was forced to release it on his own label, Sun Records. The title cut became a national hit in South Africa.

Dollar Brand, or Abdullah Ibrahim (his Muslim name), explained that the album actually represents something much older. "The whole sound, the melody line, the rhythm, the whole structure, basically comes from traditional African music, which is thousands of years old," he said.

According to Brand, it's because American jazz and African music spring from the same tradition that he was introduced to jazz at an early age. Born Adolph Johannes Brand in 1934, he took up piano at the age of seven, growing up with the music of great boogie-woogie pianists like Albert Ammons and Meade Lux Lewis, and maturing with the sounds of Ellington, Basie, Parker, Dizzy and Monk. The Jazz Epistles, a group he formed with Hugh Masakela, became one of the most popular jazz groups in South Africa.

Dollar Brand first came to the United States for the 1964 Newport Jazz Festival, beginning a series of appearances that attracted the attention of Duke Ellington, who arranged for Brand to record in the United States, and had him take the piano chair with the Ellington Orchestra for one east coast tour. Yet, Brand rejects the "limiting, unwritten laws" of the official "jazz scene," choosing to go it on his own and maintain the freedom to play whatever he pleases.

Along with his wife, vocalist Bea Benjamin, and six other players, Brand will be touring Europe in October, returning for a U.S. tour at the end of the month. Also on the year's agenda are tours of Africa and Asia, with a U.S. college tour possible in late spring.

Doobies Are Gold For Warner Bros.

LOS ANGELES — The Doobie Brothers' latest Warner Bros. album, "Livin' On The Fault Line," has been certified gold by the RIAA.

Sayer Flies Platinum

LOS ANGELES — Leo Sayer's "Endless Flight" has been certified platinum by the RIAA. The LP on Warner Bros. Records contains two gold singles, "When I Need You" and "You Make Me Feel Like Dancing."

GM To Cooperate With Committee On Automobile AM-FM Installation Study

by Joanne Ostrow

WASHINGTON, D.C. — For the first time in a decade, General Motors has agreed to cooperate with the antitrust subcommittee of the House Small Business Committee by studying and reporting back to the committee the advantages and disadvantages of installing more AM-FM radios as original factory equipment in their cars. GM won a round of praise from broadcasters testifying before the committee.

As the price leader and market leader of the automotive industry, GM will likely set the pace for all competitors to follow. A

spokesman for Ford Motor Co. in Dearborn, Mich., said Ford refused an opportunity to testify until they see how the hearings progress; American Motors spokesmen were unavailable for comment.

Broadcasters Criticize Current Prices

The panel of broadcasters claimed that American consumers are prevented from buying AM-FM car radios because of the high prices charged by automobile manufacturers. The broadcast representatives were Donald Thurston, chairman of the board of the National Association of Broadcasters, Matthew Coffey of National Public Radio, Robert Herpe of the National Radio Broadcasters Association, Dr. Philip Rubin of the Corporation for Public Broadcasting and J.T. Whitlock of the Kentucky Broadcasters Association. While each group came armed with points of personal interest in arguing the AM-FM car radio case, all left with praise for the GM offer as presented by William Thompson, senior vice-president of GM.

In his testimony, the NAB's Thurston said the committee "has the duty and the

(continued on page 75)

Investor Trio Drops Plan To Refloat Wallichs

LOS ANGELES — Charles and Diane Schlang and Edward Barsky of Kester Marketing here have reportedly abandoned their plan to refloat the sagging Wallichs Music City chain, **Cash Box** has learned.

According to a source close to Wallichs' management, Charles Schlang, who had been chief operating officer since last May 2, when Kester pumped \$30,000 in short-term loans into the ailing chain, told a meeting of the Wallichs board on September 19 that he was calling it quits.

However, Schlang's announcement has no bearing on the proposed buyout by In-

(continued on page 70)

Correction

In last week's Retail Price Survey (**Cash Box**, September 24) a typographical error resulted in a sentence concerning the Wherehouse's 7th birthday sale reading, "... the chain featured over 20 current \$6.98 list LPs for \$7.77..."

The correct sale price, as referred to later in the story, was \$3.77, not \$7.77.

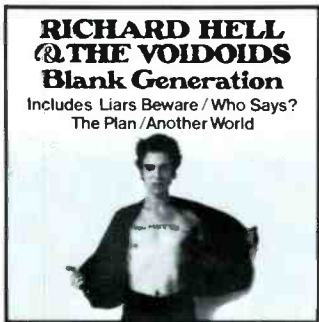
UPCOMING INDUSTRY CONVENTIONS

Country Radio Seminar, Agenda Committee	Sept. 30-Oct. 1	Nashville, Tenn.
Odyssey Records	Oct. 5/6-8/9	Santa Cruz, Calif.
CMA Talent Buyers Seminar	Oct. 6-10	Nashville, Tenn.
Tomato Music	Oct. 6-7	New Orleans, La.
Grand Ole Opry Birthday Celebration	Oct. 12-15	Nashville, Tenn.
NARM Regional Meeting	Oct. 17	Detroit, Mich.
NARM Regional Meeting	Oct. 19	Cleveland, Ohio
NARM Regional Meeting	Oct. 21	Chicago, Ill.
Music Operators/AMOA	Oct. 28-30	Chicago, Ill.
Musexpo '77	Oct. 28-Nov. 1	Miami Beach, Fla.
NARM Regional Meeting	Nov. 1	Miami, Fla.
NARM Regional Meeting	Nov. 2	Atlanta, Ga.



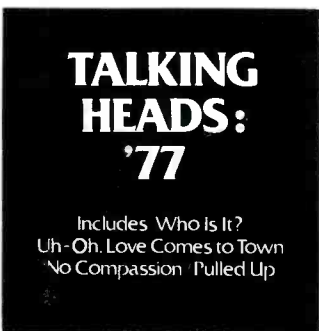
TOM WAITS AT THE TROUBADOR — Elektra/Asylum recording artist Tom Waits recently was joined on stage at the Troubador in West Hollywood by Bette Midler during his performance to help the club celebrate its 20th anniversary. Waits, who will begin touring on September 30, included a number of tunes from his new LP, "Foreign Affairs," in his performance. Pictured (l-r) at the Troubador are: Bones Howe, Waits' producer; Midler; Jack Reinstein, E/A vice-president of finance; Waits; Scott Burns, E/A local promotion representative/San Diego; Jerry Sharell, E/A vice-president/artist development, and Rip Pelly, E/A national artist relations coordinator.

**NEW WAVE rock & roll:
Get behind it before it gets
past you.**



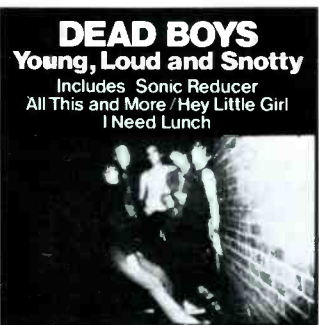
Richard Hell & The Voidoids **Blank Generation**

One international music paper pronounced Hell "the future of American rock." His chilling "Blank Generation" serves as the anthem of the New Wave on both sides of the Atlantic. The writer-singer *Time* said "could become the Mick Jagger of punk" has been influential and idolized, all on his way to becoming one of the most magnetic 'stars' in contemporary music. SR 6037



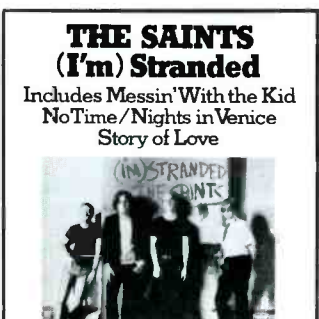
Talking Heads **Talking Heads '77**

The *N.Y. Times* placed the fiery New York quartet "right at the top of the underground hierarchy." One critic gushed that the Heads were "the most intellectually interesting band I've heard anywhere in ages," while a devastating European tour and U.S. dates with Bryan Ferry enlisted still more believers. Full of flair, wit and superb rock & roll instincts, their debut album is destined to become a milestone. SR 6036



Dead Boys **Young, Loud and Snotty.**

Definitely not for the squeamish, Cleveland's Dead Boys exemplify the high tension end of the new rock & roll. High-strung and hell-bent, the Dead Boys proudly proclaim themselves hard rock partisans, stating their case with a vengeance on their first album. SR 6038



The Saints **(I'm) Stranded**

"We used to play the wildest songs we could find. Rock & roll is meant to be aggressive," claims Saints guitarist Ed Kuepper. The message hasn't been lost on British fans who made "(I'm) Stranded" *Sounds* magazine's No. 1 Single of 1976. The explosive hit kicks off one of the most furious albums ever. SR 6039

From Sire Records, Inc., marketed by Warner Bros. Records Inc.



Manager's Series:

Connie Pappas On Planning Foreign Groups' U.S. Tours

by Jeffrey Weber

LOS ANGELES — While the logistics of taking an American group overseas require a certain set of mental gymnastics, the same is true for European groups on tour in the United States. Until most recently, Connie Pappas was handling all stateside management coordination for John Reid, Inc., a British management firm. This involved



pulling together domestic tours for acts under the Reid umbrella, the most prominent of whom was Elton John. Starting with Rocket Records in 1974, Pappas began working on many items for John, and soon the need for a stateside management firm for John's concert coordination became evident, and in September of that year John Reid Inc. was formed in the U.S. with Pappas at the helm. Queen, Kiki Dee, and Carole Bayer Sager were soon added to the roster with Pappas' responsibilities for stateside tours growing in proportion.

According to Pappas, a United States

tour for an English group, or any European group, should initially be set around the release of an album. "It is much different than promoting an American group that can go on the road for three weeks, come home, go out again and continually build it up. It is a major expense bringing an act over here, so after you decide when the album is going to come out, the first date of the tour should be scheduled six to eight weeks after the album's release in the states. This gives the record company enough time to have all their promotional devices together, all their marketing tools coordinated, and it gives them enough time to have the saturation airplay that is needed. If there isn't an obvious single on the album, it gives the label enough time to

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Looking Back 1 Year Ago Today (10/2/76)

- The House of Representatives passed the Copyright Revision Bill
- TK opened an office in New York
- Clive Davis was fined \$10,000 for income tax evasion, but received no prison term
- A Cash Box survey found growing record company support of TV advertising
- A Miami department store offered the \$10.98 Beatles 2-LP set for \$3.99, the lowest advertised price in the CB Retail Price Survey
- The Palladium in New York was firebombed one week after opening
- A committee was set to explore the bar coding issue
- Hillery Johnson was named vp/special markets of Atlantic

5 Years Ago Today (9/30/72)

- A&M Records celebrated their 10th anniversary
- Terry Knight named his new label Brown Bag Records
- Jack Grossman Enterprises began racking the Robert Hall Village stores
- Columbia named Frank Shargo as associate product manager, Ron McCarrell as manager of college promotion, and Arnie Handwerker as supervisor of college promotion
- Judd Segal was named midwest sales manager, and Dick Fitzimmons eastern sales manager, by Gordon Bossin at Bell Records
- Don Zimmermann was named national sales manager of Capitol

10 Years Ago Today (9/30/67)

- The Mamas And Papas announced plans to take a sabbatical from touring
- Handleman applied for a listing on the New York Stock Exchange
- Gene Weiss added additional responsibilities at Columbia
- The "Peter, Paul & Mary" album sold its two-millionth copy
- Russ Bach was named midwest regional sales manager for Liberty Records
- Procol Harum was to visit the U.S. for a concert tour

15 Years Ago Today (9/29/62)

- Decca Records and Universal Pictures remained with MCA after the Justice Department issued a consent decree in an anti-trust action
- For the second consecutive year, record sales topped book purchases, \$513 million (RIAA) to \$509 million (American Book Publishers Council).
- Bob Demain opened a new distributorship in Phoenix



Corlett

Libow

King

Cadorette

Corlett Promoted At ABC — ABC Records has announced the appointment of Elaine Corlett as vice president, artist development, international division. She was previously director of artist development, international division. She joined ABC Records nearly two years ago. She had previously served as administrative manager for Dark Horse Records, and artist relations manager for Capitol Records.

Libow Named At Atlantic — Judy Libow, formerly national college promotion manager for Atlantic Records, has been named national FM promotion coordinator for the company. She came to Atlantic in November, 1975 as assistant college promotion manager and was promoted to national college promotion manager in January, 1977. Prior to joining the label, she worked at radio station WQIV-FM in New York City for the entire duration of its existence.

A&M Announces Appointments — A&M Records has announced that Lee Cadorette has been appointed as director of publicity, west coast, and that Peggy King has been appointed as associate in publicity, west coast. Cadorette has been with A&M for four and a half years. She had worked in A&M's college department before joining the A&M publicity department. She had previously worked at Polydor Records for two years in advertising. King has been associated with the A&M publicity department for three and a half years. She had previously worked for Petersen Publishing.

Woods To Mercury — Phonogram, Inc./Mercury Records has announced the appointment of Sonny Woods as southeast regional R&B promotion manager for the firm. He will be based in Atlanta and will cover the territories east of and including Alabama and Florida, and as far north as the Carolinas. Before joining Mercury he was southern regional promotion for Buddah for two years and regional for Atlantic Records for five years.

Telfer To Music Group — Gerald Telfer has joined ATV Music Group as general manager of the Nashville office. He was vice president and general manager of April/Blackwood, president and founder of Sunbury/Dunbar, president of Metromedia Music and, most recently, vice president and general manager of ABC/Dunhill and American Broadcasting Music Companies.



Woods

Harr

Keepnews

Fassert

Harr Joins Peer-Southern — Richard Harr joins the professional staff at Peer-Southern Organization as national promotion director. He previously was national secondary promotion manager for Salsoul Records. Prior to Salsoul, he worked out of the New York sales branch for RCA Records.

Keepnews Named At CBS — Peter Keepnews has been appointed manager, jazz and progressive publicity at CBS Records. He comes to CBS from *The New York Post* where he was a staff reporter for three years. He spent five years as a free-lance jazz writer and critic for a number of major publications. Keepnews is a contributing editor for *Jazz Magazine* and was formerly a contributing editor for *Downbeat*.

Fassert Appointed At ABC — ABC Records has announced the appointment of Chuck Fassert as national director of marketing, special markets. He was previously national sales and promotion coordinator, special products, a position he held since 1974. He initially joined ABC Records in 1969, and was responsible for east coast regional sales. He was also pop promotion director for Sussex Records from 1971 to 1974.

CBS Names Condak — Henrietta Condak has been appointed art director of Masterworks according to an announcement made by CBS Records. She has won numerous awards for her cover designs from The New York Art Directors Club, The Society of Illustrators, The American Institute of Graphic Arts, and Graphic Press and Communication Arts Magazine. In addition, she was nominated for a Grammy Award for *Also Sprach Zarathustra*.

Wardlaw Joins Winter — Sandy Wardlaw has joined Norman Winter/Associates as an account executive. She has been in public relations work for several years in Hollywood and prior to that, worked for Motown Records in Los Angeles. For the past two years she was associated with Howard Brandy's Public Relations firm in Beverly Hills.

Scivoletti To Mercury — Phonogram, Inc./Mercury Records has announced the appointment of Susan Scivoletti as publicist east coast for Phonogram. She will be based in Mercury's New York office, the new home office for the publicity department.



Condak

Wardlaw

Scivoletti

Trumbo

Chrysalis Ups Trumbo — Chrysalis Records has announced the promotion of Thom Trumbo as assistant manager of A&R. He will be responsible for reviewing demo tapes and performances on the west coast for new artist acquisitions, and will also oversee quality control for all new releases.

Barberis To Costa — Don Costa Productions, Inc. announced the appointment of Bill Barberis as professional manager of their publishing division. Previously, Barberis was associated with Absolutely/Positively Pub., Sunbury/Dunbar Pub., Aaron Schroeder Pub., Trippington Pub., and South Mountain Music Publishing.

(continued on page 72)

Progress To Be 20th's Distributor In Cincinnati, Ohio

LOS ANGELES — Progress Records has acquired distribution responsibilities for 20th Century Records in the Cincinnati market, taking over what Supreme Distributors handled previously. Progress also distributes 20th's product in Cleveland.

Callas Dies At 53; Revived The Art Of Bel Canto Singing

NEW YORK — Maria Callas, one of the greatest opera singers of all time, died recently at the age of 53 at her home in Paris. The cause of death was a heart attack.

Although the quality of Callas' voice itself was not universally admired, the soprano's superb musicianship and intensely dramatic stage presence evoked critical raves around the world throughout her career. It was her dynamic interpretations of roles in bel canto operas by Bellini, Donizetti and Rossini, in fact, that brought these 19th century works back into the standard operatic repertoire. Today, they are staples of such renowned singers as Joan Sutherland, Beverly Sills, Teresa Berganza and Marilyn Horne.

Callas made her debut at the Arena di Verona, Italy in 1947, singing the title role in Ponchielli's "La Cioconda." She first sang at La Scala in 1949 in Verdi's "Aida," and made her U.S. debut in 1954 as Norma with the Chicago Lyric Opera. Two years later she sang the same role for her debut at the Metropolitan Opera. Her last operatic appearances were also at the Met, in a 1965 production of Puccini's "Tosca."

Callas recordings were issued in the U.S. by Angel Records.

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Artists On The Air

Frankle Avalon and **Annette Funicello** will star on "Dick Clark's Good Old Days: From Bobby Sox to Bikinis," set to air Tuesday, October 11 as an NBC Big Event. The show will also feature several music, TV and movie personalities from the late 1950s and early 1960s.

Kenny Rogers and **Crystal Gayle** will appear October 7 on NBC's Midnight Special and October 10 on the Country Music Association Awards. Rogers also will appear Oct. 3 on the Tonight Show and Oct. 7 on the Dinah Shore Show. Gayle will make an appearance Oct. 4 on the Merv Griffin Show.

Lelf Garrett will guest on Dick Clark's "American Bandstand" Oct. 1 and **Charo** will appear the following week on Oct. 8.

Nell Diamond will have his own television special Nov. 17 entitled "Free Man in Paris." It will air on NBC.

The last television special taped by **Elvis Presley** prior to his death will be aired on Oct. 3 on CBS-TV. Simultaneously, RCA will release a double album set from the show.

First NARM Regional Meet Draws A Good-Sized Crowd

by Mark Mehler

PHILADELPHIA — The new management of the National Association of Recording Merchandisers, encouraged by the turnout of nearly 100 people at the first NARM regional meeting here last week, hopes to implement several major new programs over the coming months.

Joe Cohen, NARM's recently-appointed president, expressed gratification with the results of the Philadelphia meeting, which featured a lecture by marketing consultant David Rachman on "the problems of managing a record store," as well as one-to-one sessions between area dealers and their manufacturer vendors. As hoped, a number of Philadelphia-area retailers and distributors brought along several of their middle management personnel who had never before participated in NARM activities (Cash Box, August)

Cohen saw these regional sessions as the first of a series of new programs geared to grass-roots-level retailers and dis-

Hall & Oates Garner Gold With Latest LP

NEW YORK — "Beauty On A Back Street," the latest album by Daryl Hall and John Oates, has been certified gold by the RIAA. It is their fifth gold LP.

The Hit at CES 77 Show!

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tributors. Among projects currently under consideration is a "retail management course," featuring six days of comprehensive training in the workings and manning of record stores; this will lead to the awarding of NARM certification. In addition, NARM plans to provide brochures serving as primers on how to start a record retail business from scratch. Another pro-

(continued on page 70)

New Pickwick Ad Policy Results In \$1 Higher Price

by Charles Palkert

NEW YORK — Pricing guidelines affecting all retail accounts in the Pickwick Retailing Division resulted in Discount Records advertising an unusually high sale price in the St. Louis market last week.

Discount, which has three stores in the St. Louis metropolitan area, advertised 21 front-line \$6.98 list-price albums, including the latest LPs by the Brothers Johnson, Daryl Hall and John Oates, and Rita Coolidge, at a sale price of \$4.99 in the St. Louis Dispatch. Bob Seger's "Live Bullet" album, carrying a \$7.98 list price, was advertised for \$5.99. Normally, Discount's sale price is \$3.99 for \$6.98 list and \$4.99 for \$7.98 list.

The one-dollar sale price increase for the St. Louis Discount stores apparently occurred because the stores had reached the maximum number of albums they could advertise at the "deep discounting" sale price of \$3.99 under a new guideline issued by Pickwick's Retailing Division.

The guideline initiated at the end of August varies on an individual basis for all Pickwick retail accounts, including Musicland, Discount and Aura Sound stores, as well as leased departments.

"The only guideline," commented Grover Sayre, director of retail leasing for Pickwick, "is the number of items the stores can offer at a certain low price on an everyday basis, and those are changed from time to time depending on the competition."

According to David Blaine, district manager for Pickwick in St. Louis, the guideline "so far has had no measurable adverse effect on business." Blaine also emphasized that "the product that we advertise most heavily and that has the most valuable impact for us we'll continue to run at \$3.99 and \$4.99 (for \$7.98 list LPs)."

The price guideline resulted when the Musicland and Record Divisions of Pickwick merged in June. At that time, Pickwick management systematized the price guidelines already in effect at Musicland stores. Subsequently, each store manager was issued a price guideline sheet from Pickwick headquarters in Minneapolis authorizing a specified number of albums which can be advertised at various price tiers.

"It encourages managers to choose featured product more carefully than in the past when they had unlimited guidelines," Blaine said.

EAST COASTINGS — **CENTRAL PARK ENCOUNTER** — One of *Rolling Stone's* first official activities following the moving of its headquarters to New York City was a Central Park softball game with the staff of **WNEW-FM**. Well, augmented staff, anyway. Witnesses of the event Monday evening report that so many industry people were on hand to play for WNEW that many willing contestants never left the bench. WNEW regulars on the field included starting pitcher **Robin Sagon**, **Ramon Plaza**, the newsroom's own "Dave Kingman," who hit two solid homers, reliable music director and catcher **Tom "Yogi" Morra**, along with sales manager **Mike Kakoyinnis**, salesman **Mike Brandt**, engineer **Joe Aiel**, familiar air personalities **Richard Neer**, **Dave Herman**, **Pat Dawson**, **Al Bernstein**, and spiritual leader **Vin Scelsa**. Pinch-hitters and would-be ringers included **Miami Steve Van Zandt**, **AWB's Hamish Stuart & Steve Fer**, Atlantic's **Dave Glew**, **Tunc Erim** and **Steve Leeds**, CBS' **Mike Pilot**, **Dick Wingate** and **Rich Bloom**, Capitol's **Irwin Sirotta**, and A&M New York's own **Michael Leon**, outfitted by Her-



man's and Zabar's. The *Stone* roster consisted of captain and pitcher **Lucy Gilburg**, with **Bill Klein**, **Ken Klein**, **Michael Aron**, **Howard Kohn**, **Bob Sebac**, **Susan Weil**, **Carol Webber**, **Beth Filler**, **Charlie Rice**, **David Banjo** and **Dave Marsh** on hand. WNEW's wide margin of victory (20-4) must be looked upon as a reflection of their heavy reinforcements. As a result of the game, challenges came in from the **E-Street Band** and New Jersey's favorite Anglo-Teutonic ensemble, **Nektar**, so the *Stone* team will have plenty of opportunities to work up their chops for next year's inevitable rematch.

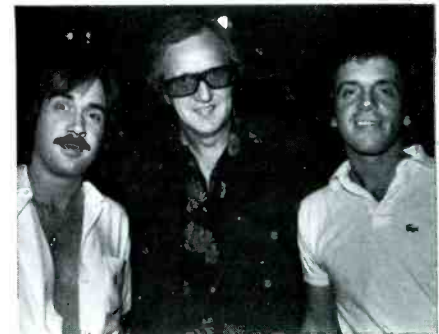
THE FOUR FOREVER — With rumors of a new Capitol **Beatles'** reissue compilation afoot, it looks like the wave of Beatlemania nostalgia is far from subsiding. A new addition to the flow is a 200-page volume entitled "The Beatles Forever," recently released through the Cameron House. **Nicholas Schaffner**, the author, writes songs as well as books and articles, and has been a performer on the cafe circuit in New York. The characteristic that emerges most clearly through the book, however, is his intense fanaticism about the Beatles. The book's hundreds of illustrations are culled from Schaffner's personal collection of Beatle paraphernalia, including many domestic and foreign single picture sleeves and LP covers, countless interesting photographs, trays, buttons, patches, banks, stickers . . . there's no end. The more attractive collectibles are featured in a four-page color section. As a chronicle, the book is extremely thorough and exacting in its treatment of details in chronological order, with documentation of all the stages of the Beatles' group and individual careers that are covered. The book is also full of Schaffner's subjective analyses of the music — these are left to the taste of the individual reader.

READY TO HAPPEN — Good news for **Animal** lovers: **Alan Price** will entertain at Avery Fisher Hall this Halloween. . . **Tom Waits** will give a concert at the Beacon Theater October 15. . . **Cissy Houston's** Private Stock album is due for release at the end of September while New York club performer **Franklin Micare's** **Joel Dorn**-produced album for the label will be released in October. . . Back to the **Shirts**: Lead vocalist **Annie Golden** will appear in the cinema version of "Hair," but not the Broadway musical. At this point, it's heavily rumored that the band will be signed by EMI for England and the States. . . Portrait Records will release **Dragon's** debut album in October. . . **Greg Kimmelman** visited **Cash Box** last week to present a plaque on behalf of Jet Records, in appreciation of the success of **ELO's** largest selling album to date, "A New World Record." Jet is expected to make its

York landing official shortly. . . **Eddie Money** has been signed to Columbia through **Bill Graham's** Wolfgang Productions. . . **Dave Mason** band members **Mike Finnegan** and **Jlm Krueger** will also be recording solo albums for Columbia. . . **J.B. Carmicle**, east coast general manager of **Cash Box**, came back with positive reports after attending a performance by Cotillion/Atlantic recording artists **Sister Sledge** at Town Hall last week. Especially impressive was their version of **Stevie Wonder's** "As," which will be their new single. . . "Consequences" is the title of the first album by ex**10cc** members **Loi Creme** and **Kevin Godley**, featuring the revolutionary sounds produced by the new electronic device they developed themselves, the **Gizmo**. In England, it's a three-record boxed set. . . ABC recording artists the **Dramatics** are off on a national tour.

BABY COME BACK — In addition to showcasing the talents of the young, loud and sometimes snotty, New York's CBGB's has reflected the nostalgia of the new wave by hosting artists who made their names in years past, including the **Box Tops' Alex Chilton**, the **Monkees' Peter Tork**, and most recently, **Screamin' Jay Hawkins**, who was featured on a double bill with **The Shirts** this past weekend. Way ahead of his time when he scored a hit with "I Wanna Put A Spell On You" in 1954, Hawkins beat out **Alice Cooper** by over a decade with onstage stunts such as emerging from a coffin, etc. Basically a bluesman with a tremendous set of pipes, he often complained that the hit left him with a stigma that he was unable to shake off whenever he attempted to go commercial with anything less macabre. Now getting involved in blues, rock and funk, Hawkins will perform some of his old bits in full regalia for an upcoming motion picture released through Paramount; but onstage, his rendition of "I Wanna Put A Spell On You" will be enhanced only by the subtle suggestion of a red cape. Hawkins does have a voice he can depend on. . . A Little Bit More Trivia: **Gary Loizzo**, now engineering at Pumpkin Studios in Oakland, Illinois, was formerly with the **American Breed**. . . **Jim Peterik**, signed to Epic Records, was lead vocalist of the **Ides Of March**. . . Our **Error: Cliff Davies**, drummer with **Ted Nugent**, never went by any other name. **Dick Morrissette**, the erroneous a/k/a, is actually a reed player who is featured on a new LP released through Atlantic's Embryo label. . . **Derek St. Holmes**, second guitarist and vocalist for the **Ted Nugent** group, will be recording a solo album.

WEDDING BELLS — They aren't breaking up that old gang in the case of **Lynyrd Skynyrd**,



PAGE BOOGIES IN — London recording artist **Larry Page** was in New York recently to promote his disco single, "Erotic Soul." while there, he stopped by midtown disco Studio 54. Pictured in the disco are (from left): **Richie Kaczor**, dj for Studio 54; **Larry Page**; and **Steve Rubell** of Studio 54.

who are all a bunch of married men since guitarist **Gary Rossington** tied the knot on September 10 in Jacksonville, Florida. Gary and bride **Martha Millen** walked down the aisle to "Here Comes The Bride" as played by Skynyrd's keyboardist **Billy Powell**, with best man **Ronnie Van Zant** and ushers **Allen Collins**, guitar, and **Deal Kilpatrick**, road manager, following close behind. At the reception, attended by Skynyrd producer **Tom Dowd** and his wife, as well as by SIR Productions head **Peter Rudge**, music was provided by **Austin Nichol**, a band led by Ronnie's younger brother, **Johnny Van Zant**. (That's three bands in the family.) **phil dimauro**

POINTS WEST — WINDY CITY WELCOME — We reported last week that **Stillwater's** truck with all of their equipment inside had been stolen after a recent show in Chicago. This week there is good news and bad news. Yes, they've found the truck and no, they haven't found the equipment. The group had been looking at used trucks in Atlanta when they got a wire from Chicago police telling them that they had located their truck. The wire included the incidental information that the group not only owed the city money for storage but also four days worth of parking tickets from the spot theives had picked to store it informally. It's still a grand old town . . . The "Winner of a Day with **Alan O'Day**" turned out to be previous KTNQ winner **Barbara Nichols**, who had attended the same elementary school as **Alan**. Besides the "appetizers" provided by the O'Day album she received, **Barbara** also was treated to a barbecue for ten cooked by **Alan** himself . . . Talk about southern hospitality, California style, Dodger first baseman **Steve Garvey** asked the **Marshall Tucker** band to watch the Dodger/Atlanta Braves game from first baseline box seats, then proceeded to blast a home run over the wall for old boot camp buddy **Toy Caldwell** in a game that the local boys graciously dropped to Atlanta . . . The Atlantic cover-up has been exposed! The billboard that is a facsimile of the most recent **Yes** release is not an exact duplicate. The Pacific Outdoor sign folks do not like exposed buttocks no matter how well formed, so the tush-baring gentleman that adorns the cover now sports Bermuda shorts . . .

PHOTO PARADE — The upcoming double album of **Beatles** material that Capitol plans to release on Oct. 10 will feature the photography of **Richard Avedon** in a romantically textured shot framed with gold-leafed lettering. The album is simply titled "Love Songs." . . . Meanwhile, over at Columbia, **Boz Scaggs** has selected photography by **Rolling Stone** shutterbug **Annie Leibovitz** for his forthcoming album due just before Christmas. The single "Hard Times" will precede it . . . **Tim Welsberg** is at work on his new album in Sausalito's Record Plant with guests **Dave Mason**, **Dan Fogelberg** and **Mick Jagger**



stopping by to help the first day. He has ordered a specially-made solid-gold flute for his album to be hand-delivered in an unmarked case . . . **Gordon Lightfoot** expects to release his "Endless Wire" after the first of the year with **Lenny Waronker** at the board. At his recent appearance at the Troubadour, **Arlo Guthrie** was on hand with his wife, **Jackie**, who had been a Troubadour waitress some ten years ago . . . A **Loggins and Messina** double-live LP taken from recent vintage concerts will be released mid-October . . . **Foster Sylver's** solo project, "Sugar Land," will be out in a couple of months with production by the rest of the **Sylvers** and some well-known session folks on hand to play. And, though he was flattered by the proposal, he's had to return a ring to a lovesick ten-year-old girl who had mailed him a one-carat diamond ring to show that she cared. Her mother was glad to have it back . . . **Earth, Wind & Fire** will embark on a three-month tour following their next release due within the month . . . **Leonard Cohen's** album is being done in collaboration with **Phil Spector**, his first production project in a while. Titled "Death Of A Ladies Man", the LP will feature guests by **Joni Mitchell** and **Bob Dylan** and is due out in a month . . . Due any day now is a two-record set of **Grateful Dead** material from their Warner Bros. days titled "What A Long Strange Trip It's Been." Indeed . . . Whimsical columnist **Erma Bombeck** has an album due out on Warner Bros. Oct. 1 titled "The Family That Plays Together Gets On Each Other's Nerves." . . . **Quincy Jones** in New York scoring the film version of "The Wiz" and writing original music for principals **Diana Ross**, **Michael Jackson**, **Lena Horne** and **Richard Pryor** . . . Producer **David Kershbaum** at work here in town on "The Best of **Joan Baez**" due out on A&M soon . . . Jackets are already being printed for an upcoming 2-LP **Elvis** set that will be released in time for Christmas.

BACKHANDED BOOST — **Alan** of "A Tribute to Elvis" fame says that the first thing he remembers about singing at the tender age of eight was his mother telling him he sounded as bad as **Elvis**. Meanwhile, his extended Las Vegas engagements continue to sell out . . . Speaking of sound, those attending **Linda Ronstadt's** Universal Amphitheatre shows have noticed a considerable improvement. It's no accident. Manager **Peter Asher** demanded in writing that they be allowed to use their own system, which produced the clearest, sweetest sounds heard in the Universal City hills for a long time. Opening night celebrities besieged booker **Danny Bramson** the following day for the same treatment when they appear there . . . **Franki Valli's** new solo album is just about ready and is his seventh, and not his first, as erroneously printed here . . . By the way, last week's picture of **Tom Werman** with **Cheap Trick** should have mentioned that he was their producer and not a group member . . . Our **Rolling Stone** Special source tells us that **Donny Osmond** will play the part of **Jann Wenner** in the upcoming TV extravaganza . . . Portrait vice-president and general manager **Larry Harris** is rehearsing his professorial tonalities for a class he will conduct at USC entitled "Music and The Recording Industry: Practical and Business Aspects." The Wednesday night sessions begin Oct. 12 . . . A persistent rumor is that producer **Richard Perry** is about to launch his own record label . . . **Stephen Bishop** is contemplating sunglasses at last after the crew at a Dubuque, Iowa, Big Boy Restaurant recognized him and pressed him for autographs . . . Kudos to **Freda Payne**, who is the proud mother of a newly-born baby boy, born at Cedars-Sinai just prior to the birth of her new album due Oct. 19 . . . Likewise to **Jorge Dalto**, keyboard man and vocalist for the **George Benson** band, whose wife delivered an 8 lb. boy in New York recently . . . The **Dwight Twilley** band's **Phil Seymour** recovering in Tulsa from the extraction of two wisdom teeth . . .

LOVE TO MAKE WAVES — The **Beach Boys' Mike Love** has formed a musical group called **Waves** (not to be confused by the Polydor group of the same name) to do a series of benefit concerts this month to aid the Transcendental Meditation movement. Fellow Beach Boy **Al Jardine** will join the group consisting of **Ron Altbach** and **Charles Lloyd** and the group plans an album release as well as a TV documentary of the October dates.

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Midwest Concerts Increase Exposure For Rock Music

by Charles Palkert

Last week, in the first of a two-part series examining this summer's concert season, we looked at the burgeoning role of state fairs as rock music venues. In the second part, we take a look at the season as a whole, the expansion of rock concert venues in the midwest, and the trend-setting role of large theme parks as new venues for summer rock concerts.

NEW YORK — Two trends emerged as particularly significant during the 1977 summer concert season: the unprecedented success of large-scale outdoor concerts in midwestern markets, and the increasing number of rock and pop acts who appeared at large theme entertainment parks across the country.

In addition, an unusually large number of superstar acts went on tour this summer, including **Peter Frampton**, **Fleetwood Mac**, **Steve Miller**, **Pink Floyd**, **Crosby, Stills And Nash**, **Bob Seger**, **Emerson, Lake And Palmer**, and **Yes**.

There were also some notable summer cancellations. The most prominent was the **Led Zeppelin** tour, which was curtailed by the unfortunate death of **Robert Plant's** son, and the **Bob Marley** tour, cancelled because of a soccer-playing injury to **Marley's** foot, which resulted in several operations.

Perhaps the biggest one-day stand-out of the season was the **Grateful Dead's** Labor Day weekend outdoor concert in **Englishtown, New Jersey**, which attracted a festive crowd of approximately 150,000 people. Another large outdoor event, a free concert

given by the **Beach Boys**, took place in nearby **Central Park** in **New York** and was attended by an estimated 100,000 people.

Midwest Prominence

Three cities in the midwest — **Milwaukee**, **Chicago**, and **Kansas City** — stood out as the focus of considerable concert activity, drawing top name groups and record-breaking crowds to outdoor stadiums.

Peter Frampton, **Steve Miller**, **Styx** and **Rick Derringer** attracted 58,000 people to **Kansas City's Arrowhead Stadium**, while **Pink Floyd** drew 60,000 to **Milwaukee's County Stadium**, and 67,000 fans to **Soldiers' Field** in **Chicago**.

Other venues in **Milwaukee** and **Kansas City** contributed to the summer concert upsurge. **Alpine Valley**, a new outdoor amphitheatre in **Milwaukee**, featured such acts as

(continued on page 70)

Streetside Adds A Store

NEW YORK — **Streetside Records**, a major **St. Louis** retailer, has scheduled the opening of a second store for **October 1** in suburban **Webster Grove, Missouri**.

The new 4100-square-foot store will feature a separate full-line classical section with an open stereo and headphones available for customer use.

Jack Bronzman, owner of **Streetside**, commented that his second store marks the beginning of further expansion, and will also give **Streetside** "more clout with the record companies."

Bronzman also noted that he felt **St. Louis** has "a lot of room for expansion, because it's a large geographical area without a lot of dense population centers."

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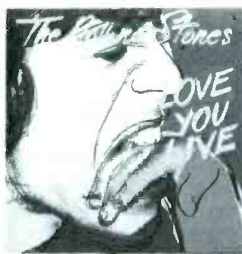
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ALBUM REVIEWS

LOVE YOU LIVE — The Rolling Stones — Rolling Stones Records COC 2-9001 — Producer: The Glimmer Twins — List: 11.98

The venerable Rolling Stones have somehow managed to survive against incredible odds the assault upon their position as the uncrowned kings of rock and roll. And if any album of theirs can be said to be the definitive one, this is surely it. The selection of material, the live settings and the inclusion of two previously unrecorded tunes makes this album not only a must for Stones fans, but an essential primer for anyone seeking to understand why the Stones and rock music are synonymous.



BABY ITS ME — Diana Ross — Motown M7-89OR1 — Producer: Richard Perry — List: 7.98

Perry's direction from the control panel gives Diana the full-bodied instrumental support that helps her deliver those scintillating vocal messages with such spine-chilling precision. It's a lush full setting and one that Ms. Ross is fully capable of working in. Artists of her stature should be challenged and this material makes her stretch for us in a work of power and feeling.



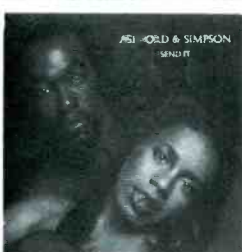
ROUGH MIX — Pete Townshend & Ronnie Lane — MCA 2295 — Producer: Glyn Johns — List: 6.98

The greatly anticipated solo album by the Who's Pete Townshend has become a joint effort with Small Faces exile Ronnie Lane. Clearly, having a jolly good old time was part of the plan because these two are positively playful much of the time. But whether serious or not, the music is an AOR programmers' answer to a gray day. Guest appearances by John Entwistle, Charlie Watts and Eric Clapton don't hurt.



SEND IT — Ashford & Simpson — Warner Bros. BS 3088 — Producer: Nicholas Ashford and Valerie Simpson — List: 6.98

"Letting Go" has never seemed such a viable concept as on the title track of this sparkling new offering by this dramatic duo. The power of positive energy makes this album vibrate with the potential force of rational thinking and emotional sincerity. If they weren't such good musicians, they would make a dynamic team of pop psychologists, stressing the importance of actively dealing with life's many challenges.



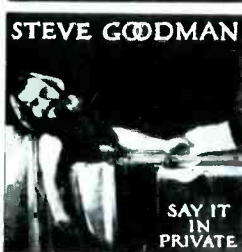
THE BEST OF TAVARES — Capitol ST-11701 — Producer: various — List: 6.98

Taken from the years 1973 to the present, these Tavares chart-toppers should bring back a bundle of memories. Disco helped spread the Tavares fame far and wide, and its hard to imagine who, except the infirmity-ridden, could resist the urge to tap a foot, snap a finger, or clap hands at the infectious rhythms contained inside this record jacket. Even anti-disco fanatics cannot escape the captivating magic of the Tavares spell. As they say, "Check It Out."



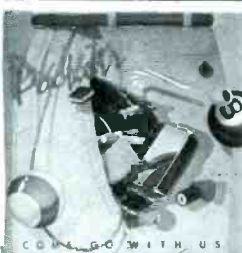
SAY IT IN PRIVATE — Steve Goodman — Elektra/Asylum 7E-1118 — Producer: Joel Dorn — List: 6.98

For an artist such as Steve Goodman, who has maintained primarily a cult following in the past, it is ironic that his most accessible album to date is titled "Say It In Private." The composer of the classic "City Of New Orleans" has come up with some of his best songs yet in "My Old Man," "Daley's Gone" (a tongue-in-cheek chronicle of the life of Chicago's Mayor Daley), "You're The Girl I Love" and a cover of the Mary Wells' hit "Two Lovers." The latter two should gain Goodman Top 40, AOR and MOR airplay.



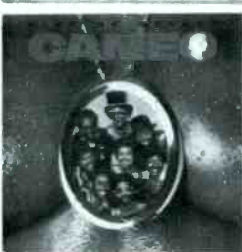
COME GO WITH US — Pockets — Columbia PC34879 — Producer: Verdine White — List: 6.98

This band projects an aura of excitement that seems to promise them a rich future. From the opening cut to the final track, these eight gentlemen blend their diverse musical backgrounds into a high-powered collective that is adept at a variety of styles from jazz to standard R&B. Their liberal use of horns and multi-part vocal harmonies give their music a pep and vitality that should assure them crossover airplay.



CARDIAC ARREST — Cameo — Chocolate City/Casablanca CCLP-2003 — Producer: Larry Blackmon — List: 6.98

As a self-appointed spokesman of funk, Larry Blackmon heads up a tight little octet with a playful attitude and a sophisticated delivery of primarily disco-oriented material. Naturally, R&B airwaves and disco floors were the first ones to feel the throb of Cameo but the vibrations have not been contained there, as Cameo has spread across the land and steadily worked up the pop chart. Their effective treatment of both up-tempo and slower songs should keep them there awhile.



A DIAMOND IS A HARD ROCK — Legs Diamond — Mercury SRM-1-1191 — Producer: Eddie Leonetti — List: 6.98

This high-decibel heavy-metal band takes its moniker from the "glamorous gangster with class" who earned underworld notoriety earlier this century. Whatever attributes the original mobster may have had, some of his characteristics passed on to this aggressive, tough no-nonsense band. Their stance has been softened somewhat this time out, implying only a greater sense of variety and musical ability and not an indication of their divorce from the primitive-power roots that launched them.



AJA — Steely Dan — ABC AB-1006 — Producer: Gary Katz — List: 7.98

Yet another Steely Dan tour has collapsed but until we can see them in the flesh, this album is an excellent way to bide the time. The ambitiousness of this work never takes away from its overall smoothness, and the music pours out of the speakers like a gently flowing audio stream. This is high-quality, finely textured stuff and Messrs. Fagen and Becker have assembled around them a superb supporting cast in a graceful and artful work that is par excellence.



RINGO THE 4TH — Ringo Starr — Atlantic SD 19108 — Producer: Arif Mardin — List: 7.98

Watching each of the former Beatles develop in their own individual direction over the years has been as entertaining as it has been enlightening. By far, the most unpredictable has been Ringo, and those that thought they had a bead on him had better look again. One thing is for certain: Ringo is having a great time here as he lends his distinctive vocals and his pounding drum kit to a set that a number of his more instantly recognizable friends contributed substantially toward.



THE STRANGER — Billy Joel — Columbia JC 34987 — Producer: Phil Ramone — List: 7.98

Billy opens with an up-tempo slap at social climbing that fades into the sobering title tune which is particularly riveting with a lyric sheet in your hands. The stranger to whom he refers is a shadow of Everyman and we've all had to face that part of ourselves that we usually like to forget. Billy's thoughtful and wry comments on a variety of topics are a welcome addition to the somewhat over-commercial songs that vie for mass attention these days. Piano man, do your stuff.



MENAGERIE — Bill Withers — Columbia JC 34903 — Producer: Bill Withers, Clarence McDonald, Kenl Burke & Clifford Coulter — List: 7.98

When the film "Looking For Mr. Goodbar" begins to play in theatres across the country, the alert ear will identify the vocalist who sings "She Wants To Get Down" as Bill Withers, whose work on vinyl is as irresistible as the discos that the film's central character haunts night after night. However, this is not a soundtrack album, but a solid collection of individually crafted songs, each of which is treated with loving care as an entity in itself.



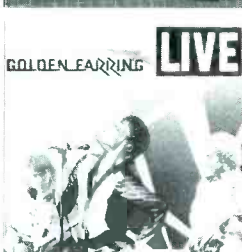
THE SHOW MUST GO ON — Four Tops — ABC AB-1014 — Producer: Lawrence Payton — List: 6.98

The vocal superiority of the seasoned Four Tops is once again the dominant factor in this new offering from the high-powered quartet. The musical arrangements seem tailor-made to their singing style and the session men complement that collective vocal skill with a rich undercurrent of sound. Though many of the numbers are dance tunes, the departure from a standard disco beat on many tracks is a fresh and welcome innovation.



GOLDEN EARRING LIVE — Golden Earring — MCA 2-8009 — Producer: John Kriek — List: 9.98

Golden Earring is captured live in this two-record package of ten selections performed in European concerts. Definitely aimed at those who like their music in full doses, no tune here is less than five minutes in length and all are well-tailored musical constructions whose passages are fueled with rising action and satisfying crescendo conclusions. Excellent for headphones, wee-hour radio and freeway tie-ups.



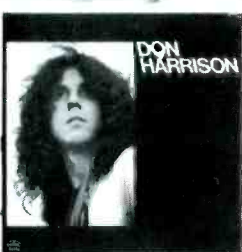
DELUSIONS — First Choice — Gold Mind/Salsoul GZS-7501 — Producer: Baker-Harris-Young Productions — List: 6.98

The unstoppable success of the hit single "Doctor Love" has focused popular attention on this tempting trio once again. This collection naturally has a hefty helping of rhythmic dance numbers with a couple of smoky sway numbers to appease the romantics, and a fine version of Stevie Wonder's "Love Having You Around," in a pleasing package of music with the Philadelphia sound and a universal beat.



NOT FAR FROM FREE — Don Harrison — Mercury SRM-1-1185 — Producer: Ken Scott — List: 6.98

This time out, the spotlight that Harrison rightly deserves does not have to be shared since Harrison has left behind his former associates to record this striking album on his own, with able support from producer Ken Scott and session men that leave him plenty of room. Don's voice, a sensitive and emotive instrument, is finally given the artistic range and musical backdrop it has longed for. Even his compositions seem to burst with lyrical pride and new hopefulness.



INTOXICATION — Rory Block — Chrysalis CHR-1157 — Producer: Roger Watson & Rory Block — List: 7.98

Rory Block's debut LP for Chrysalis is a R&B-flavored collection of sizzling and spirited tracks. Rory was born white but she oozes forth such a soulful delivery as to forever lay to rest color boundaries that help categorize music but sometimes serve to stifle across-the-board acceptance. This is an album that defies easy labelling but invites repeated listening.



ALBUM REVIEWS



TURNIN' ON — High Energy — Gordy/Motown G6-978S1 — Producer: Kent Washburn, Al Willis, Dee Ervin & Jimmy Holiday — List: 6.98

Aided by a red hot single, "You Can't Turn Me Off (In The Middle Of Turning Me On)", High Energy no doubt has a real winner in this scintillating selection of vocally exquisite material. Though the slower moving ballads are tastefully done, it is the faster paced tunes that show off this saucy quartet's talents in the best light. One listen will tell you that this group is appropriately named.



WHAT COLOR IS LOVE — Dee Dee Sharp Gamble — Philadelphia International/CBS PZ 34437 — Producer: various — List: 6.98

Ms. Gamble's alternately whispery and full-bodied vocals give her a dramatic range of possibilities which she uses with superb efficiency in adding delicate audio shadings to her material. The repertoire here makes maximum use of the multifaceted talents of this singer while the carefully built arrangements surround her unique voice with a lush but not gaudy setting. Forgive the pun, but Gamble seems a sure bet.



MAGAZINE — Sherbet — MCA MCA-2304 — Producer: Richard Lush & Sherbet — List: 6.98

This Australian quintet has yet to make a major impact in this country, but unlike their fellow countrymen Abba, Sherbet has both a pop/MOR appeal and the ability to rock with the best of them. Their soft-toned harmonies smooth the rough edges when the rock gets gritty but the overall mood is one of studied balance and control. Their sophistication and their clear-eyed appeal should convince even the terminally cynical in one listening.



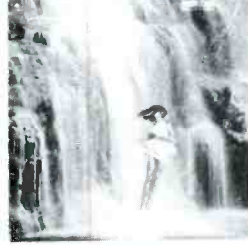
CYCLES — Redbone — RCA AFL1-2352 — Producer: Linda Creed & Jerry Goldstein — List: 6.98

The album cover artwork is a wry hint at what to expect from several of the American Indian-flavored rhythm treatments that are the percussive background of the opening numbers. But that is only one facet of this jazz-tinged, R&B highlighted album with gospel harmonies and enough rock to keep things peppy. In spite of the various individual elements, the overall result is amazingly cohesive and should meet widespread support.



GONE TO EARTH — Barclay James Harvest — MCA MCA 2302 — Producer: Barclay James Harvest & David Rohl — List: 6.98

Even to the non-religious, the "Hymn" that opens this grand new album has a chilling effect. Unquestionably, this is BJH's finest work, recalling the best of the Moody Blues, a thought one comes to even before the ironically titled song that ends side one — "Poor Man's Moody Blues." But BJH is hardly a cheap imitation of their fellow subjects of the Crown. After 11 years together, they are above compromise and produce an elegant symphonic sound that continues to gain wider support.



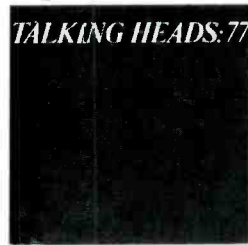
MAGIC IS A CHILD — Nektar — Polydor PD-1-6115 — Producer: Nektar & Jeff Kawalck — List: 6.98

Nektar is another band whose skill and sophistication so far exceeds their popular reputation and commercial acceptance as to call serious questions of cultural taste to mind. But they haven't abandoned their polished intelligent approach to musical composition just to get a hit going. Nektar is a group of serious musicians and this album is once again representative of their high standards.



IN CONTROL — The Controllers — Juana/T.K. 200,001 — Producer: Frederick Knight — List: 6.98

The Controller quartet is a richly-blessed harmony unit whose musical arrangements match their vocal style like left and right hands. They've enlisted the Muscle Shoals Horns and the Jackson Strings to give their instrumental attack an even stronger punch. The sum total is a tasty blend of slow and up-tempo tunes, all of which are highlighted by perfectly pitched harmony tones.



TALKING HEADS '77 — Talking Heads — Sire/Warner Bros. SR 6036 — Producer: Tony Bongiovi, Lance Quinn & Talking Heads — List: 6.98

Primarily because some of their best performances were at CBGB's, this band has been tagged with the "punk" label, which fits them about as well as a tux at the beach. They are indeed young, but they are literate and witty writers and favor tightly arranged melodies and smooth harmonies. An interesting and highly appealing band that bears watching.



BEACHED — Ricci Martin — Epic PE 34834 — Producer: Carl Wilson & Billy Hinsche — List: 6.98

Dean Martin's other son, Ricci, was on his way to becoming a cameraman when he started fooling around on the piano a couple of years ago and discovered that a well of musical ideas lay untapped within him. Beach Boy Carl Wilson noticed too, and after a family gathering, Wilson convinced Martin that he should get into a studio to lay down tracks. That spontaneous encounter led to this pop-flavored work, showcasing Martin's smooth vocals with just enough bite.

Father's & Sun's Ups Prices; Other One-Stops Holding Line

by Mark Mehler

INDIANAPOLIS — Father's and Sun's one-stop operation has informed its retail customers of a price hike of five cents on \$6.98 list albums and three cents on \$7.98 list LPs, effective September 19. The new prices are \$3.85 on \$6.98 list LPs and \$4.43 on \$7.98 list LPs. Tape prices on \$7.98 list product, however, have been lowered from \$4.70 to \$4.65. This is the company's first increase in 2½ years.

Don Simpson, buyer for Father's and Sun's, noted that "any major one-stop has to give ample thought to raising prices to meet manufacturers' increases." This was in reference to distributor price hikes instituted by WEA and Capitol earlier this year. Other major manufacturers, however, have yet to follow suit.

Simpson further cited increases in the company's cost of doing business, notably in payroll and capital expansion needs.

The reaction of other large one-stops around the country over the eight months since the WEA price hike has varied. Some, like Peter's One-Stop in Boston, have instituted dual pricing structures for WEA product and other product (Cash Box, January 29, 1977). Peter McDermott of that one-stop explained that dual pricing allows him to recoup some of his cost increase and at the same time "be fair to my customers," who are generally smaller retailers already hard-pressed by high overhead costs. "I worked in retail some

years ago," McDermott indicated, "and I feel for these guys."

Another eastern one-stop owner said he has held the line in prices over the past year and hoped to continue doing so, at least until other labels hiked their distributor price. CBS was heavily rumored last winter to be considering such a move, but has not yet done so.

Bill Leaner, manager of Ernie's One-Stop in Chicago, said he believed most one-stops, like his own, were simply waiting for new developments, such as a CBS wholesale price rise. "It's just a feeling I have," he hinted, "but I think there will be some CBS action in the next month."

Jerry Richman, of Richman Brothers in Philadelphia, said he has thus far held off raising his prices a few cents to cover the manufacturers' increases. However, he lamented, "If we don't do something soon, we're going to be in big trouble."

Richman and other one-stop operators pointed out that they must maintain their small margins in order to meet their other expenses. If the across-the-board hikes to \$7.98 list price ultimately cut into unit LP sales, it will be all the more crucial to maintain margins, they said.

Schwartz Bros. Posts Income, Sales Rises For Three-Month Period

NEW YORK — Schwartz Brothers, Inc., a Washington, D.C.-based distributor and rack jobber and owner of the 17-store Harmony Hut retail chain, reported that net income for the three-month period ended July 31 rose to \$16,737 from \$12,319 for the year-earlier period.

Sales for the three-month period totaled \$5,984,780, up from \$5,305,037 for the same period last year.

Schwartz Brothers' net income for the six-month period ended July 31 increased to \$47,782 from \$31,148 for the year-earlier period. Sales for the six-month period rose to \$12,196,263 from \$10,536,529 last year.

Schwartz Brothers reported increased profits in its retail operation with the same number of stores it had last year. Also, the company announced that the closing date of its fiscal year has been changed from December 31 to January 31.

Sager 45 Promo Features Mailed Eviction Notices

LOS ANGELES — Elektra/Asylum Records has initiated a new promotion for Carole Bayer Sager's single, "You're Moving Out Today" which features mailers designed as eviction notices.

Lou Maglia, E/A's national singles sales director, originated the idea to help push the single in the United States. Earlier this year, the song went to number six on the British charts and sold more than 250,000 copies, according to E/A.

The mailer is a standard eviction notice form signed by Carole Bayer Sager informing the recipient of other songs she has written and that the single is now available in the U.S.

Maglia and E/A's art director Tony Lane put together the forms in collaboration.

London Appoints Sales Director, Picks Distributor

NEW YORK — London Records has announced the appointment of Charles Schicke as director of sales and distribution for the label.

Schicke, in addition to controlling all phases of sales activity, will continue his responsibility for special projects.

He joined London in 1973 after serving as national sales manager at Epic Records, and earlier as national promotion manager for Columbia Masterworks and director of special services for Columbia's special projects.

In addition, London has named Jim Burns as Schicke's administrative assistant. Burns joined the label as an accountant in 1969.

In another development, Western Merchandisers, Inc., which recently took over M.S. Distributors' Denver operation, has been tapped as London's distributor in that market. M.S. formerly handled the label there.

LOOKING AHEAD

- 101 **FAIR GAME**
(Gold Hill Music, Inc. — ASCAP)
CSN (Atlantic A-34227)
- 102 **THE HAPPY GIRLS**
(Irving Music, Inc./Buggerlugs Music Co./Almo Music Corp. — BMI)
HELEN REDDY (Capitol 4487)
- 103 **DO YOUR DANCE**
(May Twelfth/Warner-Tamerland Pub. Corp. — BMI)
ROSE ROYCE (Whitfield/WB WHI 8440)
- 104 **BAD BOY**
(I've Got The Music Co. — ASCAP)
MAC McANALLY (Ariola America/Capitol 7671)
- 105 **SHAKE IT WELL**
(Groovesville — BMI)
DRAMATICS (ABC 12299)
- 106 **YOU CAN'T TURN ME OFF (IN THE MIDDLE OF TURNING ME ON)**
(Jobet Music, Inc. — ASCAP)
HI INERGY (Gordy/Motown G-7155)
- 107 **FALLING**
(Carrhorn Music — BMI/Music Hill — ASCAP)
LeBLANC AND CARR (Big Tree/Atlantic BT-16100)
- 108 **TIME BOMB**
(Colgems-EMI Music, Inc. — ASCAP)
LAKE (Columbia 3-10614)
- 109 **MY OWN WAY TO ROCK**
(Shillelagh Music Co. — BMI)
BURTON CUMMINGS (Portrait/CBS 70007)
- 110 **MY EYES GET BLURRY**
(Kenny Nolan — ASCAP)
KENNY NOLAN (20th Century 2353)

picks of the week



CHICAGO (Columbia 10620)

Baby, What A Big Surprise (3:04) (Polish Prince — ASCAP) (Cetera)

Peter Cetera continues to be the songwriting standard bearer with this pop ballad. Frequent repetition drives the memorable chorus home, while classically influenced strings, brass and vocals lend a stately touch. A strong initial single from "Chicago XI" for pop radio.

THE SYLVERS (Capitol 4493)

Any Way You Want Me (2:40) (Rosy — ASCAP) (Sylvers, Sylvers)

The Sylvers achieved top 20 pop chart status with "High School Dance," in the summertime, no less! Here they've gotten a bit more adventurous by writing and producing their own record, and the result is light bubblegum that would be at home on any pop or R&B playlist.

JEFF LYNNE (Jet/UA 19116)

Doin' That Crazy Thing (3:25) (Unart/Jet — BMI) (Lynne)

ELO apparently doesn't provide enough of an outlet for Jeff Lynne's craziness, evidenced by his first solo single. Using catch phrases from disco and other jive for lyrics, Lynne has tamed a riot of different sounds into a cohesive record that defies categorization. Something new from one of the wildest imaginations heard on top 40.

RAM JAM (Epic 50451)

Keep Your Hands On The Wheel (2:45) (Adbredar — ASCAP) (Millius, Graves)

Ram Jam and producers Katz and Kasanetz became heroes when they broke into top 40 radio with the unusual, hard-rocking interpretation of Leadbelly's "Black Betty." This cut from the subsequently released album is more in the Rolling Stones' type of rock and roll groove, with the same sizzling guitar work that made the last record.

HELEN REDDY (Capitol 4487)

The Happy Girls (3:58) (Almo/Irving/Buggerlugs — ASCAP/BMI) (Reddy, Fowley, Mankey, Henn)

Following up one single success from what has proved to be a fruitful pairing of Reddy and producer Kim Fowley, this "Ear Candy" cut exhibits the influence of co-writer Reddy on the lyric. A series of situations is used to tell a story in the form of a ballad with a haunting chorus.

SANTANA (Columbia 10616)

She's Not There (3:19) (Al Gallico — BMI) (Argent)

The classic Rod Argent/Zombies song retains much of the sense of magic and mystery in this interpretation by Santana. The Latin percussion serves only as a slight embellishment, while the organ and Carlos Santana's screaming, emotive guitar solos dominate. Literally a hot record.

ROGER DALTRY (MCA 40800)

Avenging Anne (3:11) (April — ASCAP) (Pratt)

This well-known Andy Pratt song has been the favorite of FM programmers since the release of Daltrey's solo album "One Of The Boys." Macho Roger didn't choose to sing in the first person as a woman, as was Pratt's novel approach, but it's a great song in an energetic, rocking performance.

CAT STEVENS (A&M 1971)

Sweet Jamaica (3:03) (Colgems-EMI — ASCAP) (Stevens)

Cat Stevens has a way of putting across a hymn to his beloved that no one else can match, and this selection from "Izitsa" is a classic example. Shifting from ballad to folk dance moods, he always squeezes emotion from every word. For single and LP-oriented stations.

RUSH (Mercury 73958)

Closer To The Heart (2:52) (Core — ASCAP) (Lee, Lifeson)

English folksy acoustical guitars and chimes open this selection from "Farewell To Kings." Very like a Led Zepelin number in terms of structure, timbres, and the role of the lead vocalist, this is a strong song that could capitalize on Rush's large concert following.

EMOTIONS (Columbia 10622)

Don't Ask My Neighbors (3:33) (Unichappell — BMI) (Scarborough)

Having scored one of the year's most enduring number one records with "Best Of My Love," the Emotions are in the perfect position to expand their following by showing many sides of the album "Rejoice." This cut slows down the tempo for a sultry, almost tropical mood, showcasing the vocals in a cloudy, reverberant environment. Instant crossover.

CROSBY, STILLS & NASH (Atlantic 3432)

Fair Game (2:46) (Gold Hill — ASCAP) (Stills)

Even though they first parted ways about six years ago, the unique combination that was Crosby, Stills & Nash was never replaced, and they proved it by coming back with a top ten single and a platinum album. This second selection combines a snappy Latin rhythm, neatly interlocking harmonies, and layers of Stephen Stills' thoughtful acoustical guitar work.

JAMES TAYLOR (Columbia 10602)

Your Smiling Face (2:43) (Country Road — BMI) (Taylor)

Taylor returned to the upper reaches of the **Cash Box** Top 100 Singles chart with his mellow version of "Handy Man," and he's riding the streak with this second upbeat selection from "JT." Some whimsical vocal gymnastics that add the crucial personal touch, and station adds should flood in.

THE BABYS (Chrysalis 2173)

Isn't It Time (3:23) (Jacon/X-Ray — BMI) (Conrad, Kennedy)

An understated, classic rock piano phrase sets the mood for this first single from the group's second album, "Broken Heart." The frequent shifts from a ballad feeling to surging, orchestral rock are handled with ease by lead vocalist John Waite. Beautiful charts for the horns and strings, and an overall impressive production by Ron Nevison. Already showing lots of top 40 potential.

THE JACKSONS (Epic 50454)

Goin' Places (3:27) (Mighty Three — BMI) (Gamble, Huff)

High-speed travel is one of the highs of which rock songs are often the subject, and this high-stepping song about jet flight has all the thrills of a first takeoff. Gamble & Huff's songwriting and production, combined with the Jackson's performing talent, continue to sound like the perfect formula.

PATTI LABELLE (Epic 50445)

Joy To Have Your Love (3:15) (Raydio — ASCAP, Polo Grounds/Gospel Birds — BMI) (Parker, Cohen, Ellison)

This selection from her first solo album proves that Patti LaBelle has a more than powerful enough voice to go it on her own. The chorus of this tune is catchy, but the record's most exciting moments come when Ms. LaBelle stretches out long, sinewy notes of incredible duration. Aimed at pop and R&B stations.

THELMA HOUSTON (Tamla/Motown 54287)

I'm Here Again (3:50) (Jobete — ASCAP, Stone Diamond — BMI) (Wakefield, Sutton, Sutton)

Building from a dreamy, harp-laden melody into a harder disco rhythm, this song from Ms. Houston's album "The Devil In Me" sounds a great deal like the song and arrangement that brought her to recognition early this year, "Don't Leave Me This Way." She sings up a storm, so it's all a question of public acceptance of a fairly obvious follow-up.

THE HUES CORPORATION (Warner/Curb 8454)

Telegram Of Love (3:14) (Jimi Lane/Ensign — BMI) (Holmes)

With the rhythm guitar marking out the beat with Morse code accuracy, this tight singing trio takes off on a variety of harmonic combinations. For disco and R&B airplay at the initial stages. This happy record could cross into other areas.

THE CONTROLLERS (Juana/TK 3414)

Somebody's Gotta Win, Somebody's Gotta Lose (3:49) (Every-Knight — BMI) (Camon)

From the album "In Control," this waltzing ballad belies the mechanistic quality of this group's name. With its clear and relaxed lead vocal, this record presents blues in a big-city style that will catch on with R&B stations.

ROSIE (RCA 11090)

The Words Don't Matter (3:32) (David Lasley/Lana Marrano/Sunbury — ASCAP) (Lasley, Marrano)

An easygoing ballad from a smoothly-blended group of vocalists. The lyric and harmony of the chorus constitute an impressive hook, and the vocal arrangement provides pleasant changes for the record's duration. With pop, easy listening and R&B possibilities, this single could draw attention to the album "Last Dance."

CORYELL/MOUZON (Atlantic 3420)

Rock 'N Roll Lovers (4:02) (Mouzon — ASCAP) (Mouzon)

The guitar/drum pairing that infused energy into the 11th House made a welcome move when they got back together for their latest album. This bluesy shuffle derives melodic interest from the guitar. Mainly for FM stations.

PLEASURE (Fantasy 803)

Let Me Be The One (3:30) (Funky P.O./At-Home — ASCAP) (Brewster, Pleasure)

Built on frequent chorus repetitions, this single exhibits disco potential without being overbearing in terms of bassy rhythms. The best features are improvisations by the lead vocalist and an a capella coda that highlights the chorus in its last statement.

RICHARD HELL & THE VOIDOIDS (Sire/WB 1003)

Blank Generation (2:40) (Automatic — BMI) (Hell)

This title cut from the former Television bassist's new album features his vacantly ravenous vocal and a strong chord progression. Hell's cleverest touch is leaving blank spaces for the word "blank."

IAN TAMBLYN (Cream 7719)

One Of These Days (3:59) (Manda/Butter — BMI) (Tamblyn)

A ballad orchestrated for piano and strings only, reinforcing its bittersweet mood. Tamblyn is a sensitive vocalist, and though his lyrics are a bit heavy on the philosophy, they do a good job of expressing a complex emotion. For varied formats.

WALTER MURPHY (Private Stock 166)

Could It Be The Music (3:28) (RFT — BMI) (Murphy)

Having made his major impact with rearranged classics, Murphy makes a radical departure with this original song, mainly a vocal performance rather than an instrumental. It's a funky tune, sung by a large chorus of vocalists and elaborately orchestrated. Could benefit by Murphy's disco track record in the eventual attainment of airplay.

JIMMY BRISCOE AND THE BEAVERS (Wanderick/TK 70001)

Invitation To The World (3:45) (Sherlyn/Wanderick — BMI) (Kyser)

A call to unity delivered at a frenzied pace by Briscoe. His clear lead vocal is the distinguishing feature, while the lyric and chorus are reminiscent of some of the Isley Brothers' work. For disco and R&B stations.

DANNY KIRWAN (DJM/Amherst 1025)

Let It Be (2:29) (Macien — BMI) (Lennon, McCartney)

Formerly a central guitar figure in Fleetwood Mac, Kirwan has veered in musical directions that are quite different from what that group was and what they have become. This is a reggae version of the familiar Beatle song, vocalized in a relaxed style by Kirwan. Not quite the thing for the American top 40 audience, but an interesting item, especially for FM progressives.

THE CHI-LITES (Mercury 73954)

If I Had A Girl (3:30) (Josiah — BMI) (Hurtt)

From their album "The Fantastic Chi-Lites," this is the kind of syrupy love song that is expected from this Chicago-based singing group. Falsetto harmonies and a melodic string section, along with a plaintive harmonica solo, are the distinctive features of this R&B-oriented single.

DISCO FRITZ AND HIS SAUERKRAUTS (Pausa 705)

The Yodel Thing (I Like Gemutlichkeit) Part 1 (2:45) (Gammarock — BMI) (Kuebler, Evans)

Yodeling and oom-pah are two musical forms indigenous to Switzerland, so they usually sound best echoing against an Alpine ridge. Here's a disco record that uses both motifs, with echo effects provided by the modern studio. Novelty records have to be downright silly to make it, and this one fills the bill.

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On Jazz

Concord Jazz president **Carl Jefferson** was in New York recently for a couple of recording projects involving some of his favorite guitarists. The first session was a **Tal Farlow** Trio album with bass and drum accompaniment. **Herb Ellis** and **Remo Palmieri** teamed up for the second date, which is Remo's first jazz appearance in many years.

New York promoter **Jack Kleinsinger** continues to produce interesting concept concerts. The latest, set for October 6 at NYU's Loeb Student Center, will be a Tribute to **Clifford Brown**. Featured will be

CBS Jazz Series To Feature 'Live' Parker, Davis

LOS ANGELES — Rare live recordings of Charlie Parker and Miles Davis as well as some previously unreleased material by Gerry Mulligan will be issued as part of Columbia Records' new Contemporary Masters Series.

According to Bruce Lundvall, president of CBS Records, the series is designed to showcase "an important musical era which was not fully documented at CBS — jazz in and surrounding the fabulous forties and fifties, one of the most innovative periods in music — in fact, a period which has had a strong influence on the great progressive artists of today."

Some of the Parker and Davis live recordings, made by amateurs on unsophisticated equipment, have been unavailable to the majority of record buyers, usually appearing in poorly mastered discs.

The initial release in Columbia's new series will include two single LPs and one double album featuring Charlie Parker, one Miles Davis LP recorded live in 1949 at the Paris Festival International, one album spotlighting Gerry Mulligan's work as an arranger, plus volumes two and three of the Lester Young Story, both two-record sets.

The single albums will carry a list price of \$7.98, while the double albums will list for \$8.98.

Columbia plans to support the Contemporary Masters Series with print and radio advertising as well as in-store displays. Future releases in the series will feature, among others, Duke Ellington, Dizzy Gillespie, Bud Powell, Lee Konitz and Clifford Brown.

three exceptional modern trumpet players: **Ted Curson**, **Bill Hardman** and **Jimmy Owens**. **Max Roach**, Brown's partner, will be a special guest.

Philly Joe Jones and **Red Garland** are both signed to Galaxy and will record their first album, with bassist **Ron Carter** added, shortly.

Yusef Lateef moves from Atlantic to CTI. The great reedman is taking time out from his busy teaching schedule for an extensive tour over the next few months.

A dozen new titles of the Japanese Riverside series have been imported here by Fantasy and should be in the shops shortly. New York's rock club, "The Other End," begins Monday jazz sessions with the likes of **Bob Dorough**, **Earl Coleman** and the **Jackie Paris-Anne Marie Moss** group.

Clubs, concerts and stuff: legendary guitarist, **Bill DeArango** concertizing at the New York Jazz Museum; **Warren Vache**, young trumpet star, at Crawdaddy from September 26; **Marlan McPartland** is back at Bemelmans Bar at the Hotel Carlyle; **Bobby Hutcherson** set for an east coast tour beginning shortly; **Phil Woods** will headline a new Festival in Guernville, California at which **Alan Broadbent** and **Irene Krai** will also star.

Long tall **Dexter Gordon** returns next month for an extensive tour, beginning with a concert at Avery Fisher Hall November 6. The concert, which will be recorded by Columbia, will be a split show with a medium-sized band arranged by **Slide Hampton** for the first set and Dexter and "guests" for part two. Guests who are already slated to appear include **Stan Getz**, **Max Roach** and **Sonny Stitt**. Dexter's next Columbia, "Sophisticated Giant," ships on October 17.

Columbia will also ship the Contemporary Masters LPs about the same time. While much of the **Charlie Parker** and **Lester Young** material has been previously available, the **Gerry Mulligan** and **Miles Davis** albums are largely unknown even to collectors. The Miles is from a Paris concert in May 1949 with **James Moody**, **Tadd Dameron** and **Kenny Clarke**; the Mulligan ("The Arranger") contains Gerry's charts from the '40s, as well as big band performances under his own leadership from 1957.

Last but certainly not least, the 20th annual Monterey Jazz Festival drew a reported 30,000 paid admissions on the weekend of September 16-18.

bob porter

TOP 40 JAZZ ALBUMS

	Weeks On Chart	9/24 Chart		Weeks On Chart	9/24 Chart
1 FREE AS THE WIND THE CRUSADERS (Blue Thumb/ABC BT-6029)	1	17	21 MUSIC IS MY SANCTUARY GARY BARTZ (Capitol ST 11647)	23	16
2 MORE STUFF STUFF (Warner Bros. WB BS 3061)	3	13	22 LIVE! LONNIE LISTON SMITH (RCA APL 1-2433)		19 12
3 AL JARREAU LIVE IN EUROPE/LOOK TO THE RAINBOW (Warner Bros. WB 2BZ 3052)	2	13	23 BYABLUE KEITH JARRETT (Impulse/ABC 9331)	30	2
4 PLATINUM JAZZ WAR (Blue Note/UA BNCA 690-J2)	4	9	24 CAPETOWN FRINGE DOLLAR BRAND (Chiaroscuro/Audio Fidelity CR 2004)	29	4
5 LIFELINE ROY AYERS UBIQUITY (Polydor PD 1-6108)	5	15	25 BOBBY KRIEGER & FRIENDS (Blue Note/UA BNLA 66414)	21	10
6 LIFESTYLE (LIVING & LOVING) JOHN KLEMMER (ABC AB 1007)	7	17	26 OXYGENE JEAN MICHEL JARRE (Polydor PD 1-6112)	32	2
7 HEAVY WEATHER WEATHER REPORT (Columbia PC 34418)	8	27	27 LAND OF MAKE BELIEVE CHUCK MANGIONE (Mercury SRM 1684)	20	11
8 RIGHT ON TIME BROTHERS JOHNSON (A&M SP 4644)	9	19	28 ENIGMATIC OCEAN JEAN LUC PONTY (Atlantic SD 19110)	33	2
9 FINGER PAINTINGS EARL KLUGH (Blue Note/UA BNLA 737H)	12	15	29 TALES OF ANOTHER GARY PEACOCK (ECM 1-1101)	31	3
10 TIM WEISBERG BAND (United Artists UA-LA 733G)	11	8	30 CTI SUMMER JAZZ VOL. 1 (CTI 7076)		— 1
11 SERENGETI MINSTREL SONNY FORTUNE (Atlantic 18225)	13	6	31 NEW RAGS JACK DeJOHNETTE'S DIRECTIONS (ECM 1-1103)	34	4
12 BLOW IT OUT TOM SCOTT (Ode/Epic PE 34966)	17	4	32 PICCOLO RON CARTER (Milestone M-55004)		— 1
13 FRIENDS AND STRANGERS RONNIE LAWS (Blue Note/UA BNLA (Blue Note/UA BNLA 730H)	10	23	33 SUPER TRIOS McCOY TYNER (Milestone/Fantasy M-55003)	24	15
14 STAIRCASE KEITH JARRETT (ECM/Polydor 21090)	6	15	34 SWEET LUCY RAUL DeSOUZA (Capitol ST 4470)		— 1
15 3 OR 4 SHADES OF BLUES CHARLES MINGUS (Atlantic SD 1700)	15	8	35 FANTAZIA NOEL POINTER (Blue Note/UA BNLA 736-H)	26	19
16 ELEGANT GYPSY AL DIMEOLA (Columbia PC 34461)	16	24	36 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	27	25
17 ARC CHICK COREA (ECM 1009)	18	5	37 COMIN' THROUGH EDDIE HENDERSON (Capitol ST 11671)	36	6
18 SKY ISLANDS CALDERA (Capitol 11658)	22	5	38 CTI SUMMER JAZZ VOL. 2 (CTI 7077)		— 1
19 IN FLIGHT GEORGE BENSON (Warner Bros. BSK 2983)	14	33	39 CTI SUMMER JAZZ VOL. 3 (CTI 7078)		— 1
20 NIGHTWINGS STANLEY TURRENTINE (Fantasy 9534)	25	4	40 TAILOR MADE BOBBI HUMPHREY (Epic 34704)	28	15

JAZZ ALBUM PICKS

BUNDLE OF JOY — Freddie Hubbard — Columbia JC 34902 — Producer: Bert DeCoteaux — List: 7.98

Backed by strings, horns, voices and a studio full of superb musicians, Hubbard's trumpet comes through with assertive clarity of tone and direction. The high caliber of his contribution to the trumpet-harp duet on the delicately reflective "Portrait Of Jenny" should silence those purists who lately have accused Freddie of going "pop." While aiming for broader commercial appeal, Hubbard nevertheless maintains a brilliant level of musicianship.



IT'S NECESSARY — Jimmy Smith — Mercury SRM-1-1189 — Producer: Lola Smith — List: 6.98

Since 1956, Smith has been the best known and most influential jazz organist. This album features him in a live setting from his own Jimmy Smith's Supper Club in Hollywood, California doing three Smith originals and four tunes by other writers. Smith takes the subtle approach here, often preferring to tease the audience with understatement, rather than overwhelm them with the obvious.



LOVE EYES — Art Webb — Atlantic SD 18226 — Producers: Jerry Schoenbaum and John Lee — List: 6.98

In his second offering from Atlantic, Art Webb's flute is still skipping down a bright, vibrant road. Lush production numbers abound, and the addition of strings and vocals to the musical ensemble does not alter the attention focus as Webb's lyrical virtuosity transcends all barriers with carefree delight. A wonderfully intensive showcase for Webb. Subject to AOR and jazz lists. Warp factor: Well, at least it tracks . . .



ECLYPSO — Tommy Flanagan — Inner City 3009 — Producers: Weber & Winckelmann — List: 6.98

Twenty years ago, Tommy Flanagan made a trio LP with Elvin Jones on drums which has achieved legendary status. Now we have a reunion, and the music seems destined for a similar reception. With the exception of the leader's title track, the program consists of jazz classics by Parker, Rollins and Dameron among others. The music flows effortlessly through the pianist's fingers, and Jones and George Mraz on bass lend inspirational support. A super piano trio.



AN EVENING WITH LOUIS ARMSTRONG — CNP Cresendo 11001 — List: 8.98

A Pasadena concert, circa mid-50s, by Louis and his all-stars of the time, with Trummy Young, Billy Kyle and Ed Hall. There is fine playing by everyone and superb singing by Pops and Velma Middleton. Much of the show is fairly standard for this group, but there is plenty of inspiration here. The audience enjoyed everything, as will the listeners to this fine double album.



MOVIN' UP — Don Patterson — Muse 5121 — Producers: Siebert & Cole — List: 6.98

On the surface this appears to be another routine organ combo, but the presence of the fiery Richie Cole on alto and Vic Juris on guitar liven up the proceedings considerably. Cole steals the album whenever he is on, and his two originals are among the best things here. Juris is consistent and inventive each time out. Organist Patterson tends to play too long, but on the Cole lines and Horace Silver's "Room 608," he cooks well.

INTRODUCING

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COLUMBIA STEREO

Ernest Gilbert:

RCA Releasing Unusual Number Of Opera Albums

RCA Records released more opera recordings last year than they did in any one of the past 15 years. Since January alone, the label has issued new versions of Verdi's "La Forza del Destino," Barber's "Vanessa," Weber-Mahler's "Die Drei Pintos," Giordano's "Andrea Chenier," Gershwin's "Porgy & Bess," Montemezzi's "L'Amore dei Tre Re" and Gounod's "Faust."

Part of the reason for the unusually large release schedule has been RCA's commitments to its European affiliates. "Die Drei Pintos," for example, was licensed from a German affiliate, while the soon-to-be-released "La Perichole" by Offenbach is coming from Erato, a French affiliate.

However, RCA itself is strongly committed to the opera field. Its own major opera projects, which this year included such works as "Porgy & Bess," "Andrea Chenier" and "L'Amore dei Tre Re," often run up costs in the six-figure range; nevertheless, the company views opera as a worthwhile investment, because it accounts for a high proportion of RCA's bestselling classical records.

Ernest Gilbert, director of merchandising for RCA Red Seal, pointed out that the success of almost any standard opera with a big-name cast is guaranteed by the worldwide demand for such recordings. "An internationally cast opera can be guaranteed international sales. You can't expect that from, say, an American orchestra. (Leonard) Bernstein probably sells well in Europe, but most American orchestras and conductors don't have the ability to sell through internationally the way an opera does," Gilbert added that, with an opera set, "you can expect 50% of your sales in Europe."

Another reason for the strong sales of opera recordings, Gilbert suggested, is their longevity. For instance, he said, it might seem to make more sense on the surface to record three symphonic discs than to record a three-LP opera set, which can cost 50% more. "But when you look at it 20 years later, and that opera is still plugging along in the catalog, and any of the symphonic things have been deleted, it makes you stop and wonder. Opera sales are very continuous."

Consequently, Gilbert noted, RCA rarely deletes an opera from its catalog, even if the sound quality of an older recording is not up to today's standards. "When you come to a Bjoerling or a Milanov, sonic considerations don't mean anything. Anyone who gets into opera discovers Bjoerling."

While RCA does not yet have a release schedule firmly set for this year, a few projects have been completed and others are already in the works.

This month, RCA is releasing a new version of Verdi's "Requiem," featuring Leontyne Price and the Chicago Symphony Orchestra & Chorus under Sir Georg Solti's direction. Gilbert is going to run out and buy everything he recorded. For the true opera buff, sonics are nice; but of all considerations, it is the least."

By the same token, Gilbert thought that RCA's bestselling operas of this year, including "Porgy & Bess," "Andrea Chenier" and "La Forza del Destino" (in that order), "will sell forever." Comparing them with such recordings as the Milanov/Bjoerling "Il Trovatore" and the Peerce/Warren "Rigoletto," Gilbert said, "If you take 20 years for 'Chenier,' it will probably equal

(continued on page 24)



Simon Bacconegra

Jim Frey:

DG Focuses Increasingly On Italian Opera: Forays Into Offbeat Areas Have Paid Off

Deutsche Grammophon released five complete opera recordings last year, including Puccini's "Tosca," Verdi's "Macbeth," Rimsky-Korsakov's "May Night," Nicolai's "The Merry Wives of Windsor" and Johann Strauss' "Die Fledermaus." According to Jim Frey, vice president in charge of DG's American operations, this constituted a heavier-than-normal release schedule for the import label.

Asked why DG has begun placing increased emphasis on opera recordings, Frey replied, "because we don't have a (complete) opera catalog, and because it sells. When you consider that we've recorded the 600 Schubert lieder and almost every string quartet and symphony (in the standard repertoire), it (opera) is a natural direction. We have always had a good deal of German opera, but I think we're just getting very heavily into what most Americans refer to as opera, which is Italian."

Frey emphasized the fact that DG has not avoided the opera field in the past. For example, he noted, "we did the first 'Wozzeck' and the first 'Lulu' and the second complete 'Ring' cycle." However, he said, it wasn't until about five years ago that the company decided to make opera one of its top priorities.

"I think that, if we want to be a full, major classical line in the world, we've got to have a complete opera catalog," Frey commented. "And that's our intention."

New Releases

Two of the five operas which DG plans to release within the next year, Frey said, will again be Italian. Scheduled for mid-October is a new version of "Simon Bacconegra," one of the less often recorded items in the Verdi repertoire. The principals in the recording are Mirella Freni, Jose Carreras, Piero Cappuccilli, Nicolai Chiaurov and Jose Van Dam. As on this year's "Macbeth," Claudio Abbado will conduct the forces of La Scala.

The other Italian opera will be a "La Traviata" with Ileana Cotrubas, Placido Domingo and Sherrill Milnes. Carlos Kleiber is the conductor. No release date has yet been set for this recording.

In addition, DG is currently working on a new recording of Tchaikovsky's "Pique Dame," which scored a hit for Columbia last year. Mstislav Rostropovich will conduct it, and his wife Galina, will be one of the principals.

Once again adventuring into a little-known area, DG will also unearth an early Mozart opera called "Mitridate Re di Ponto." Principals on the recording will be Cotrubas, soprano Arleen Auger and tenor Werner Hollweg, with Leopold Hagar conducting the Salzburg Mozarteum Orchestra. The fifth release in DG's opera schedule has yet to be determined.

Unexpected Success

One reason why DG is willing to put its money on operas outside the standard repertoire this year is that it worked for the label last year. "Macbeth" did what we thought it would do and was the bestseller," explained Frey, "But with the other two — one a Russian opera ('May Night') and the other a real native German opera ('Merry Wives') which is popular in Germany but nowhere else in the world — the response was a lot more than we expected."

But still, why not just select standard operas with proven track records? "Well, there seems to be a couple of kinds of opera that sell really well," Frey responded. "One of them, of course, is a standard repertoire work with a good-name cast, and that of course is the most expensive to do. With something like 'May Night,' on the other hand, first of all there is no other recording of it; it's an interesting work; and you're able to approach it without necessarily having to deal with super names. However, with some of the unfamiliar works, you get a good name because they like the music, and they'll do it."

"So you have a much lower cost and you're not the 26th 'Tosca.' You're the only 'May Night,' and it happens that you pick right, you get a good reaction to it. If you pick wrong, then you know why the opera was never recorded before."

Frey added that, "with an unknown

opera, you really have to be first, unless it's a phenomenon. Because if you're second and the first recording is any good, people have got it already, and that's enough."

Opera sales tend to taper off dramatically over time, Frey pointed out; but once they reach a stable level, usually after about three years, they tend to do very consistent. "Opera is your biggest investment with your longest-term payoff, especially if you keep an opera in the catalog for 10 to 12 years."

"The one trick in the classical music business is getting that record which has big initial sales and then holds. We need that both in symphonic music and in opera. Your disaster in a classical LP is the recording that does fairly well in the first six months, and three years from that date it's dead. You have to recover more than (you can recoup in) three years."

Frey stressed that fact that sales of some symphonic and other instrumental recordings are just as consistent as those of successful opera sets. As an example, he noted that Herbert von Karajan's version of Beethoven's Fifth Symphony, recorded in 1962, has now sold 1.2 million copies internationally, "which is right up there with pop sales."

One promotional avenue which maximizes opera, as well as other classical sales, Frey said, is television broadcasts. "Anything like that helps because it gets out to the broader spectrum of people. The real classical buff finds his music: he goes to the theater or listens to his classical radio station. The average person is not opposed to classical music, but doesn't know where WQXR is, says 'Oh, that's what Boheme is' when he sees it on TV. He says to himself, 'I've known that tune for a long time and I really like it' and probably buys an album."

"Also seeing it on national television with personalities known to them as people takes some of the stuffiness out of opera. I think people are afraid of it sometimes. We sometimes still have the image of the wife dragging the husband to the Met and him sleeping through the whole thing in the box, from the cartoons."

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3371 006 · 3-MC set

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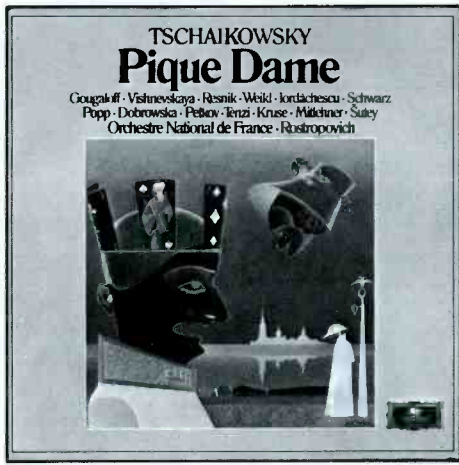


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3370 024 · 2-MC set



2711 021 · 4-LP set



Andrea Chenier

Operas Are Big Percentage Of Topselling RCA Classics

(continued from page 22)

what these other recordings did in their first 20 years; but now they're going into their second 20 years. I can't imagine they'll ever be cut out of the catalog. They're too great."

Gilbert predicted that some people might be surprised that "Chenier" outsold "La Forza," which he said is a more popular opera. "But I think the chemistry of the casting on the 'Chenier' (featuring Placido Domingo, Renata Scotta and Sherrill Milnes) is what pushed it over."

While RCA does not yet have a release schedule firmly set for this year, a few projects have been completed and others are already in the works.

Among RCA Records' releases this month are Verdi's "Requiem," featuring Leontyne Price and the Chicago Symphony Orchestra & Chorus under Sir Georg Solti's direction. Gilbert classified the Requiem as an opera because he believed that this religious work will appeal mainly to fans of Verdi and Puccini. To support his contention, he noted that a good rendition of "Libera me" from the Requiem can be "hair-raisingly theatrical."

"La Perichole," which Gilbert said was Offenbach's most popular opera after "Tales Of Hoffman," will be released here in October. " 'La Perichole' comes on the heels of what seems to be a real Offenbach renaissance," Gilbert commented, "and it seems that the queen of the renaissance is Regine Crespin, and we have her cast as Perichole." The recording's other principal is tenor Alain Lombard; backing the singers

is the Strasbourg Philharmonic and the Chorus of the Opera du Rin.

Other releases which may be licensed from RCA's French affiliates this year include a "Cosi fan tutte" with Frederica Von Stade and Keri te Kanawe; and a Vivaldi opera recording that stars Victoria de los Angeles and Marilyn Horne.

Fans 'Smell' New Releases

What does it take to promote a new opera recording? Where dedicated fans are concerned, Gilbert said, not very much. Opera buffs, he noted, can almost "smell" a new release before it comes out: listings in the Schwann catalog and consumer magazine reviews are enough to spread the word. When an unfamiliar work like "Die Drei Pintos" is released, however, it is necessary to do a great deal of promotion, according to Gilbert. "I don't think there's a ready-made audience for those things."

On the other hand, Gilbert pointed out, opera lovers are very open to recordings of out-of-the-way operas. This was proven, he said, by the success last year of two Massenet operas, "Esclarmonde" and "La Navarraise." "These operas are not the pinnacles of lyric opera," Gilbert noted. "Yet both sold very well. We did extremely well with 'Navarraise.' You have to consider it's a one-record opera, and therefore inexpensive to own; but, nonetheless, we sold a ton of it, though it was released at practically the same time as Columbia's version of 'Navarraise.' To Think there was a market for two competing Navarraise's..."

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M. Scott Mampe:

Standard, Offbeat Operas Stressed Equally By Philips

When Philips decided to enter the crowded opera field in 1969, the European-based company made a characteristically bold decision: Instead of starting out with a new version of one of the much-recorded works from the standard repertoire, it issued the worldpremiere recording of Berlioz's "Les Troyens." Still the only complete rendition of this opera in the Schwann catalog, "Les Troyens" is today "one of the biggest-selling operas ever recorded," according to M. Scott Mampe, vice president of Philips' classical division.

Encouraged by the success of "Les Troyens," Philips has continued its efforts in the opera field, with a special emphasis on previously unrecorded works. In each of the past three years (including the balance of this year), Philips' opera release schedule has encompassed six complete sets, a large number for a company which had virtually no operas in its catalog until recently. So far this year, Philips has issued a new "Tosca," starring Montserrat Caballe and Jose Carreras; a recording of "Der Rosenkavalier" with Evelyn Lear, Frederica von Stade, Jules Bastin and Carreras; Haydn's "La Vera Constanza," featuring Jessye Norman and Claes Anhsjo; and the same composer's "Orlando Paladino," with Elly Ameling, Gwendolyn Killebrew, Anhsjo and Benjamin Luxon.

Just released on Philips is a version of Berlioz's oratorio, "L'Enfance du Christ" (which Mampe classified as opera from a marketing standpoint); and in October, the label will issue a recording of Donizetti's "Lucia di Lammermoor" in its original version. Principals are Caballe, Carreras and Vincente Sardinero.

According to Mampe, the original score of this work has never been recorded before. The majority of the changes, which were made during early performances of the opera, are in Lucia's part, said Mampe. "There's no additional music, per se, but there are changes in the harmonic structure, and certain arias are today sung in different keys, but they're not the keys Donizetti wrote them in." She added that the composer himself had been involved in some of the changes.

Scheduled for release in early 1978 is Mozart's "Clemenza di Tito," of which there is only one other recording listed in the catalog. The latest installment in Philips' early Verdi series, "I due foscari," starring Carreras and Katia Ricciarelli, should be out in February.

Two-Pronged Approach

As exemplified by its recent versions of "Tosca" and "Rosenkavalier," Philips does not ignore the standard operas. And, as shown by the fact that, 18 weeks after its release, "Tosca" is positioned at #11 on the **Cash Box** Top 40 Classical Album chart after several months in the top 10, Philips is expert at casting and promoting recordings of the standard repertoire.

Nevertheless, Philips has been very cautious about committing itself to projects in this highly competitive field. "When you begin to get into the standard repertoire operas," Mampe noted, "your casting becomes very difficult; and you have to be very careful, or you're in a lot of trouble."

As an example, she said, "when you do a 'Tosca,' you have to make sure you come out with a very top cast — not artistically, but commercially. You can't do a 'Tosca' with an unknown singer. You can do a Haydn opera with relatively unknown singer, or a different kind of singer,

(continued on page 26)



La Boneme

Terry McEwen:

London Reaps Steady Income From Opera: Even Older Recordings Keep On Selling

Traditionally known for its emphasis on opera, the classical division of London Records has been working hard in recent years to build its reputation as a symphonic label, especially in America. "In the old days, our symphonic catalog was composed of people who were not terribly well-known here," commented Terry McEwen, vice president of London and manager of its classical division. He explained that the conductors who used to record mainly for London, people like Knappertsbusch, Kubelik, Kleiber and Krauss, were more familiar to European than to American audiences.

"But now, our three leading conductors are Solti, Mehta and Maazel, and they're all tremendous in America. So we are as strong on symphonic as we are on operatic records now, if not stronger."

Nevertheless, London/Decca is still clearly intent on maintaining the operatic reputation which it has had ever since the 78 rpm era, and those postwar years when it signed up every Italian opera singer in sight. Renata Tebaldi, one of the brightest rising stars back then, continues to record for London; and Luciano Pavarotti and Joan Sutherland, two other very big stars today, are exclusive London recording artists.

Between August of 1976 and August of this year, moreover, London released a total of 10 complete opera recordings and two oratorios, and as many multi-disk vocal recordings as any of its competitors issued during the same period. Among these were versions of Bizet's "Carmen," Massenet's "Esclarmonde," Handel's "Messiah," Wagner's "Die Meistersinger von Nurnberg," Wolf-Ferrari's "The Secret Of Susanna," Peri's "Euridicc," Donizetti's "L'Elisir d'Amore," Leoni's "L'Oracolo," Gilbert & Sullivan's "The Grand Duke," Handel's "Belshazzar," Wagner's "The Flying Dutchman," and Puccini's "Madame Butterfly."

This year, London appears to have even more opera releases planned. In September alone, the label issued recordings of seven complete operas, five of which are in its full-priced line. The biggest attraction in the latter category, of course, is the new "Il Trovatore" with Pavarotti, Sutherland, Marilyn Horne, Ingvald Wixell, Nicolai Ghiaurov and Richard Bonyngne conducting the National Philharmonic Orchestra. Placing this set in the same class with London's recent recording of Puccini's "Turandot" (which features Sutherland, Pavarotti and Caballe), McEwen said he believed that "it could be one of the five biggest-selling opera sets in the history of this country."

The four other full-priced sets released by London in September are as follows: Janacek's "Katya Kabanova," starring Elisabeth Soderstrom, Peter Dvorsky and Nadezda Kniplova, with Charles McKerrans leading the Vienna Philharmonic; Verdi's "La Forza del Destino" with Zinka Milanov, Giuseppe di Stefano and Leonard Warren; Ponchielli's "La Gioconda," featuring the same principals, among others; and Cilea's "Adriana Lecouvreur" with Tebaldi, Mario del Monaco and Giulietta Simionato. The last-named three recordings are all re-packagings; while all three were originally waxed by London, the recordings of "La Forza" and "La Gioconda" have previously appeared on RCA under a licensing agreement with London.

The remaining September opera releases, both reissues on London's budget Treasury Series, are Glinka's "A Life For The Tsar (Ivan Susanin)" with the soloists and orchestra of the National Opera, Belgrade; and Ravel's "L'Heure Espagnole," featuring Suzanne Danco and L'Orchestre de la Suisse Romande under Ernest Ansermet's direction.

Other opera-related recordings included in the September release were "Italian Opera Arias" sung by Giacomo Aragall; "Aspinall: The Surprising Soprano," a novelty record featuring a male soprano; "The Voice Of Jussi Bjoerling," a recording of Grieg's song cycle, "Haugtassa," by Kirsten Flagstad; and highlights from "L'Elisir d'Amore" sung by di Stefano.

London's only major risk in this release is its new recording of "Katya Kabanova," an unfamiliar work by a comparatively modern composer. However, as McEwen pointed out, the set is being issued in conjunction with a San Francisco Opera production of the opera; and among U.S. opera companies, San Francisco's has the biggest influence on regional sales, according to McEwen. Moreover, Soderstrom, star of the production and recording both, generally receives high critical praise, he said.

McEwen took the view that an opera which has either never been recorded before or was last committed to vinyl many years ago can only be recorded once within a generation. Thus, for example, he felt that another recording of Leoni's "L'Oracolo" (which hasn't been one of London's bestsellers despite the inclusion of Joan Sutherland) would not be to the best advantage of a different record label.

Similarly, he noted, it is his belief that last year's separate recordings by RCA and CBS of Massenet's "La Navarrise,"

released eight months apart, detracted from each other's sales. "In fact," he said, "the RCA performance was much better than the CBS, but the CBS was on the market first, and by the time they creamed off the sales there wasn't enough interest in the opera to make the RCA version a best-seller."

Ultimately, he stated, "the operatic public is the least changeable public. They're the most conservative, in a sense, of all the record-buying publics, I think. And they will buy the 25th version of "La Traviata" or "Tosca," providing it has somebody on it that interests them. But the second version of "La Navarrise" or of "Tancredi" (by Rossini) or something like that, you know — forget it! They're just not interested."

Few Deletions

If opera buyers are inherently conservative, as McEwen claimed, they should not only be purchasing the 25th version of "La Traviata," but also the fifth, or tenth or fifteenth recording of that opera. And this does seem to be true, at least with regard to London's catalog. According to McEwen, all but about five of the operas which have been deleted by London over the years have been reissued as budget records in response to a perceived public demand.

Even more amazing, he said, is the fact that some of the older opera sets continue to sell so well that London can't afford to delete them for budget reissue. "Let's say, for example, RCA brings out a new 'Andrea Chenier' (which it did — ed.), so I would like to delete our 'Andrea Chenier' and bring it out at a lower price to kill RCA when they come out, and also perhaps sell some records from the extra stimulation of interest in the opera. The problem is, my 'andrea Chenier' is still selling so well that I can't delete it! It's been in the damn catalog for years and it just still keeps on going beautifully."

As a result, McEwen further explained, it is not worthwhile to delete the record because London wouldn't sell enough additional copies at a lower price to make up for the reduction in its profit margin per unit sold. "I'm still selling too many to make it economically intelligent to release it at a low price."

In an average year, he added, London deletes two or three opera recordings. Although a few have died what seem like permanent deaths, "I would say that we don't have anything that's marked 'permanently dormant' in the catalog. An interest can reawaken in something and then you quickly get it ready for release."

Standard, Unfamiliar Operas Stressed Equally By Philips

(continued from page 25)

because the sales of the opera is going to be based upon the opera itself: no one's heard it."

Actually, the casts of Philips' Haydn operas include such operatic regulars as Jessye Norman, Illeana Cotrubas and Frederica von Stade. Example of the "different kinds of singer" referred to by Mampe are Elly Ameling, the great lieder artist, and Gwendolyn Killibrew, best-known for her roles in recordings of liturgical works. In addition, the Haydn sets also feature a large proportion of lesser-known singers; and this, Mampe pointed out, "gives us a chance to work with new singers when they're young and before they're very established. That's important for a record company."

Mampe stressed the fact that very few major opera singers are exclusively signed to one record company. Carreras and Norman, for example, are the only two stars who have exclusive contracts with Philips. Record companies encourage this non-exclusivity, Mampe said, because "it's very hard to record everything that a particular singer wants to do. If you try, you're liable to go broke."

Choosing Repertoire

Nevertheless, Mampe conceded that decisions on which operas to record are often made in consultations with the opera stars. If a major singer wants to record a

particular opera, she said, he or she is guaranteeing the success of the project. However, Mampe emphasized, "we don't do it because the singer wants to do it per se. We do it because it's musically interesting and because it makes sense from a marketing point of view at the time."

"Ten years ago, for instance, I don't think we would have considered doing a Haydn opera; and I don't think we would have been alone. No record company would have done it. But with the success of the Haydn symphonies and the revival of interest in Haydn's music, it has become possible to record these works."

Another crucial factor in choosing these operas (including "La Fedelta Premiata," released in 1976) has been the pioneering work of musicologist H. Robbins Landon, who provided the first definitive editions of their scores. Also, Mampe said, the interest of conductor Antal Dorati in the Haydn operas has been invaluable; his enthusiasm, drive and expertise had a great deal to do with the high quality of the finished product.

Philips' A&R staffers Mampe added, have also affected the direction of Philips' explorations in the opera field. For example, she said, the interest of producer Eric Smith in early Verdi operas, led to the decision to record a number of them, and these sets have scored significant sales for Philips.



Tosca



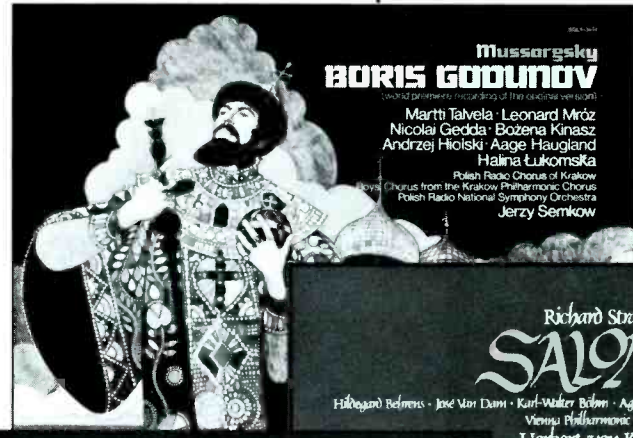
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Philips Operas Are Standard Unfamiliar

Sales Patterns

Mampe noted that popular operas have a sales pattern which is unlike that of any other kind of record. "Initial sales can be spectacular, and they can sometimes go out very fast," she said. "They may continue to sell at a very good rate for the first nine months or maybe a year. Then it will slow down. And because you've gone out with so much product, you usually go through a period of returns, until you get a balance."

"Then you begin to see how well it sells on a yearly basis. The first year may look very good; but it depends on your returns, and you don't know the results until the third year, because it takes nearly a year for you to take those returns back. However, you can begin to see your long-term pattern building up after a year and a half. So opera is a very long process or cycle; you have to be really careful with them. The symphonic repertoire is a lot quicker. It won't go out as big, usually, so you don't get a heavy return; and you can see your sales pattern within about six months."

Operas will sell at about the same rate, LP for LP, as symphonic recordings do, once they've reached their sales plateau, stated Mampe. But a Metropolitan Opera production of an opera will drive the sales of a recording of it up across the country, because of radio broadcasts; a production by a regional company like the San Francisco Opera or the Chicago Lyric Opera will have a regional effect on sales.

Tony Caronia:

New 'Louise' Featuring Sills Heads Angel's Christmas List

Angel Records' operatic releases for 1977 include some very varied fare. The complete operas which the label has issued since January are Verdi's "MacBeth," Offenbach's "La Vie Parisienne," Mozart's cne-acter, "The Impresario," and the just-released "Boris Godounov" with Martti Talvela in the title role. In addition, Angel has put out highlights from the Gabelle/Cossotto version of "Aida" and recital albums by Beverly Sills and Mirella Freni.

On the budget Seraphim label, the company has issued four retrospective albums: "The Art Of Beniamino Gigli," "The Art Of Lottie Lehmann," "Great Sopranos Of The Century," and an Anna Moffo recital LP.

According to Tony Caronia, head of Angel's east coast operations, the new "Boris Godounov" is the first recording of it to be performed from Mussorgsky's original score. Supporting Angel's cast (which includes Nicolai Gedda as well as Talvela) is the Polish Radio Chorus of Krakow; the Krakow Philharmonic Chorus; and the Polish National Symphony under Jerzy Semkow's direction.

Scheduled for November release is a recording of Strauss' "Salome" with the Vienna Philharmonic conducted by Herbert von Karajan. Principals are Hildegard Behrens, Jose Van Dam and Karl Walter Bohm. Toward the end of the same month, there should also be a new version of Charpentier's "Louise" out on Angel. Backing Sills, Gedda, Jose Van Dam and Mignon Conn on this recording are the Chorus &

Orchestra of the Paris Opera under Julius Rudel's baton.

As for projects in the more distant future, Caronia could only confirm that Angel plans to release a new version of Verdi's "Nabucco" with Renata Scotto, Helene Obraztsova, Matteo Managuerra and Veriano Luchetti. The only one of these artists who has previously recorded for Angel/EMI is Sills, although Obraztsova has made Melodiya recordings which Angel has sold in the U.S.

Fluctuating Schedule

Caronia termed Angel's total of six complete operatic releases for the calendar year slightly below-average number. Usually, he noted, the label will release between seven and nine operas annually. He explained that the number fluctuates from year to year, "depending on the continuity of the recording programs and projects that are in session." If the release of a specific opera set is delayed, he said, it is generally because a recording session is held up and one or more of the principals has to leave in order to fulfill other commitments. "Then the whole project may have to be postponed for a month or two, after which they all go back again or just two or three people have to go back and record."

Editing can also take a variable amount of time, Caronia pointed out. EMI's producers have their own individual schedules, and they may be working on more than one recording at a time. If one project is delayed in the recording stage,



Thais

(continued on page 28)

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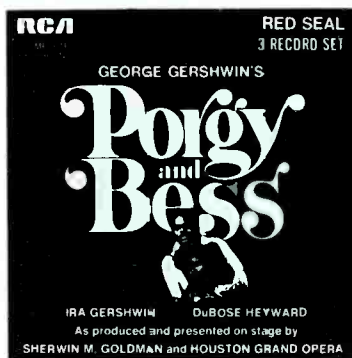
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Boris Godunov

New 'Louise' Featuring Sills Heads Angel's Christmas List

(continued from page 27)

they may start to edit another; and editing the first recording may be postponed until the second one is finished.

Of all this year's releases, Caronia explained, one of the most important for Angel is the upcoming "Louise," because it stars Beverly Sills. In fact, he said, since Columbia just came out with another version of "Louise" last year, Angel's recording "was done primarily because of Beverly Sills. She did it at the State Theatre (at New York's Lincoln Center), and she's strongly identified with that kind of (French) repertoire. I hesitate to think we would have put out a 'Louise' after Columbia recorded theirs, if it weren't that Beverly was the star. It was for her that the opera was considered."

Neither "Louise" nor "Thais," another Sills vehicle which has done "exceptionally well," according to Caronia, since its release last year, is a particularly well-known opera. Nevertheless, he noted, the nature of the repertoire and even the competitive version of "Louise" are less important than the star herself in forecasting sales of the recording. "To do another opera when your competition has just released a fairly good recording of it is a very calculated financial risk. But when you have an opera that you're planning for a Beverly Sills, who is such an important artist for us, you go ahead and do it, anyway. We are going to realize that the sales are primarily based on the fact the Beverly Sills is the star."

One change Caronia has seen in recent years is that opera lovers and critics are now demanding top-notch orchestras and conductors, as well as big-name singers, on opera recordings. This is especially true, he said, of Wagnerian and late Verdi works, where the orchestral parts are very demanding. He added that, nowadays, opera conductors have their own followings, just like the major singers do.

However, he noted, it is still the great singers who dominate the field. Thus, one needs "names" even on a recording of a relatively unfamiliar work; for example, Scotto will share the bill with some less well-known artists on Angel's projected "Nabucco."

Caronia stated that initial sales of an esoteric opera recording may be nearly as good as those of an opera in the standard repertoire. "What happens with the premiere recording of an opera is that all the buffs come out and they add this new repertoire to their collection. After a six or seven-month period, the sales slacken off slightly and then they just level off into an even sales pattern."

"A standard repertoire works like a "Traviata," a "La Boheme" or a "Rigoletto," with a new recording and a superstar cast, also has very good initial sales. In time, their sales level is higher than the work that has never been done before. They have consistently better sales over, say, a five or six year-period. And that is primarily because the opera is constantly being done in all the opera houses. You're getting sales because the artist is performing it all over the world and it's popular repertoire."

With so much riding on a handful of top artists, wouldn't Angel like to have more of them, besides Sills under exclusive contract? "Sure," Caronia replied. "But I believe that the consumer benefits possibly more by the non-exclusive philosophy of our industry, because all the record companies have the privilege of putting great operas together with great casts, which would have been impossible, or more difficult, years ago. Back then, we had Schwarzkopf, Gedda, Callas and DiStefano, and it was a big deal to lend them out. Today, it's a matter of calling the artist: If they're available and they're not jeopardizing any relationships they have with any other record company, they can go ahead and do it."

Caronia stressed the fact that, while it may be better not to have exclusive contracts, "it's necessary that great artists have a certain identification with a label. It's good for people to know that a Mirella Freni or a Renata Scotto records for you, even if they record for more than one label."

"We're always looking at our competitors, but the more good things that are done, the better it is for the entire industry. We all somehow benefit. The more opera records sell, the better shot our next project has."

Mike Kellman:

Columbia Expands In Opera: Major Thrust Shows Results

Even for a major record company, Columbia has recently released an unusually large number of opera and related vocal albums. At least one complete opera recording has been released every month (except July) for the past year, along with several recital albums.

Since last January, Columbia has issued new recordings of Meyerbeer's "Le Prophete," Donizetti's "Gemma de Vergy," Puccini's "Suor Angelica" and "Gianni Schicchi," Offenbach's "Le Grande Duchesse de Gerolstein," Rachmaninoff's "Francesca da Rimini," Prokofiev's "The Gambler," Lully's "Alceste" and Shostakovich's "The Nose," which has just won a grand award from the International Record Critics Award committee. In addition, the label has launched recital albums by Renata Scotto, Ileana Cotrubas, Vladimir Atlantov and Judith Blegen, and has released a three-record tribute to Lilly Pons.

For the coming year, Columbia shows no signs of abating its intense activity in the opera field. In October, there will be a recording of Puccini's "Edgar," recorded live at Carnegie Hall with Eve Queler conducting the Opera Orchestra of New York. Principals of the "Edgar" performance are Renata Scotto, Carlo Bergonzi, Gwendolyn Killebrew and Vincente Sardinero. November will see the release of a new version of Donizetti's "L'Elisir D'amore" with John Pritchard conducting and a cast that includes Ileana Cotrubas, Placido Domingo, Ingvar Wixell and Sir Geraint Evans.

Looking ahead to next year, Columbia plans to release a new recording of Cilea's "Adriana Lecouvreur" in January. In this version, James Levine will direct the New Philharmonia Orchestra, and the cast will include Scotto, Domingo, Sherrill Milnes and Helena Obraztsova. The same month, a recital album by Carlo Bergonzi will also be issued.

Tomas' "Mignon" with Vanzo Zaccaria and the New Philharmonia under Antonio de Almeida will be appearing on a new recording in February; slated at the same time is a recital of Russian basso arias by Boris Shtokolov. And in March, Columbia will release a new version of Puccini's "Il Tabarro." The New Philharmonia will again be pressed into service, this time under Lorin Maazel's direction, and the singers will include Scotto, Domingo, and Wixell. This will conclude Columbia's recordings of Puccini's "Il Trittico" cycle, and the company plans to issue a three-record set encompassing "Il Tabarro," "Suor Angelica" and "Gianni Schicchi."

Expanding In Opera

Columbia's strong thrust in the opera field, according to Mike Kellman, director of product management, Masterworks, results from a decision which was made several years ago. "When Marvin Saines (vice president of Masterwork's) came here four or five years ago," Kellman recounted. "Columbia was not at all in a strong position operatically, whereas I honestly think we're at least as strong as any other record company in orchestral, chamber and solo music. And the question became, 'Where can we do things that make sense for us as a company?,' and I think Marvin and Paul Myers (director of international A&R, Masterworks,) decided Columbia was ripe for expansion in opera."

Kellman explained that there were two primary reasons for Columbia's previous weakness in the opera field. First, he said, in the early days of long-playing records, there was so much unrecorded classical music that Columbia decided to specialize in instrumental works, leaving opera to the other labels. As a result, he noted, some of the other companies still have a long way to go to catch up with Columbia in non-operatic areas. In addition, Kellman pointed out, back in the '50s most major singers



Gianni Schicchi



Le Prophete

Columbia Expands In Opera: Major Thrust Shows Results

had exclusive contracts with other companies; only Richard Tucker and Eileen Farrell were exclusive Columbia artists. Today, of course, very few opera stars are exclusively signed to any one company.

As shown by many of Columbia's recent releases, the company is now firmly committed to eliminating gaps in its catalog of standard repertoire operas. "But in this area, more than any other," Kellman cautioned, "you have to have singers with really wide appeal. For instance, I don't think you can record 'Aida' with singers who are less than the very top. And it's not always easy to get a cast for an 'Aida' or a 'Traviata' that you really feel is worthy of a new recording. All the greats are out; moreover, most of the great artists today have already recorded the standard operas for other labels. And we are only working with singers we feel are terrific on those operas which they wish to record."

Singers' Names Count

Even with relatively unfamiliar operas such as Massenet's "Le Cid," Donizetti's "Gemma di Vergy" and Meyerbeer's "Le Prophete," Kellman didn't believe that a company could get away with using a cast of unknown singers. "Part of what makes people adventurous is seeing their favorite singers," he commented. "If you were to take these same operas with singers whom

people don't know, they might be very skeptical of the whole thing."

However, Kellman also believed that "the opera audience is the most adventurous classical audience of all, both in terms of new music and new singers. I think that they are tremendously prepared to sink a few dollars into an opera set of something they don't know because it's a new opera."

The devotion of opera fans to opera in general, felt Kellman, explains why a successful opera recording tends to accumulate greater sales over a period of time than does a successful symphonic recording. "I think the loyalty of fans to opera singers is a much more long-range thing than it is to conductors or orchestras. People are still buying Caruso, for instance; RCA had a big hit with their remastered Caruso last year. Even Toscanini today does not have the loyal following that a Caruso or a Rosa Ponselle or a Lotte Lehmann does."

Additionally Kellman noted, despite the advances in sound reproduction during recent years, "sound isn't important when you're listening to an individual voice." When deciding which recording of a Beethoven symphony to buy, he said, sound quality is "a paramount consideration to your average listener," this is not the case with opera.



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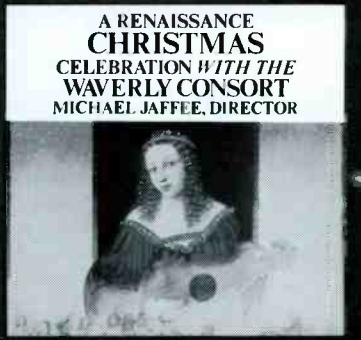


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1977 *Opera* PERSPECTIVE

Chris Peters, Jr. and Jim Bailey:

Peters Launches New Line: Caballe Recording Scheduled

For many years, Peters International has been known in the classical field as the foremost U.S. importer of esoteric European lines (Peters also imports rock and ethnic/folk albums). Now, however, the company is embarking upon a new adventure. With the release last week of six LPs on its new classical line, issued under the company's own name, Peters has begun manufacturing its own classical albums from licensed masters. All will list for \$7.98 per disc.

The first releases, licensed from the Sofrason International Pilgrims Group of France, are all non-operatic. However, in November, Peters is scheduled to issue two opera-related items: the world premiere recording of Rossini's "Tancredi," licensed from Arion; and, from Symphonica Music Limited, a new version of Debussy's "La Dame à la Lampe" coupled with a reading of Chausson's "Poème de l'Amour et de la Mer." Montserrat Caballe, one of the best-known living opera singers, is featured in both performances.

Peters And Opera

Peters has long been associated with opera in the import field. Its current catalog lists approximately 80 recordings of complete operas and operettas, 30 recordings of opera highlights, and numerous operatic recital albums, including LPs by Beniamino Gigli, Mario Del Monaco, Elizabeth Schwarzkopf, Jussi Bjoerling, Maria Callas, Enrico Caruso, Feodor Chaliapin, Franco Corelli, Giuseppe di Stefano, Plácido Domingo, Nicolai Gedda, Tito Gobbi, Lotte Lehmann, Tito Schipa and Renata Scottò.

While Peters cannot predict with certainty how much of its new line will consist of opera, the company fully realizes the value of opera to a classical label. Speaking of Peters' imports, Jim Bailey, the company's executive vice president, commented, "We don't let any opera go untouched that we think will sell. We've sold quite a lot of them. They really move."

At present, Peters has firm arrangements to license masters from four companies. Besides the six Sofrason recordings already released here, seven more are already slated for Peters' new line within the next few months. Secondly Arion, with whom Peters has been associated for some time, will probably license other masters to them besides the ones for the three-disc Rossini set. Symphonica Music Limited, in addition to the Debussy set with Caballe, is also licensing recordings of Beethoven's Eroica Symphony and Mahler's Fifth Symphony to Peters. Both of these works are performed by Symphonica of London under the direction of Wyn Morris, a British conductor who specializes in Mahler's music. And finally, Peters has just signed a licensing agreement with Opus, a Czech label.

Meanwhile, Peters is negotiating for licensing rights with other major European record companies. It is very possible that they will make such an arrangement with EMI. Already, Peters has second refusal rights (after Angel, an EMI subsidiary) to import EMI recordings. And, according to Chris Peters, Jr., assistant to the president of Peters, the company would like to begin manufacturing the best of the EMI albums which come to it under the existing pact between the two firms.

Peters is no stranger to the manufacturing business. At present, about 40% of its sales are generated by ethnic and international folk records manufactured in the U.S.

With its new classical line, Peters is taking special pains to ensure that its client pressing firms deliver a product which is in all respects equal to European pressing standards.

Aiming For Larger Market

The key concept behind Peters' establishment of its own classical line is that manufacturing the LPs and cassettes here will eliminate the extra cost of importing them. Chris Peters, Jr. noted that \$7.98 list albums pressed in the U.S. would have to list at approximately \$9.98 if they were imported.

Offering top-quality product within the currently prevailing price range of its competition, Peters said, should make the new line more attractive to the average classical consumer than Peters' higher-priced imports are. "The imports are so expensive — some of our sets go for \$49 wholesale — that you're really going to the collectors," he explained, adding that these items rarely sell more than 5,000 per title. In contrast, Peters is hoping for sales in excess of 50,000 on some of the titles in its new line, particularly the Caballe set.

It is clear that that recording will sell on the basis of Caballe's name alone. Additionally, the album will benefit from the fact that there is only one recording of each of the works on it listed in the Schwann catalog, and the De Los Angeles/Munch version of "La Dame à la Lampe" is not of recent vintage.

The premiere recording of Rossini's "Tancredi," though, is in an entirely different category. Reassembled from a recently discovered, somewhat fragmentary manuscript, it has reportedly met with success in its first modern performances. Nevertheless, the cast, including Patricia Price, Hannah Francis, Elisabeth Stokes and Keith Lewis, is not well-known here, nor is John Perras the most famous of conductors.

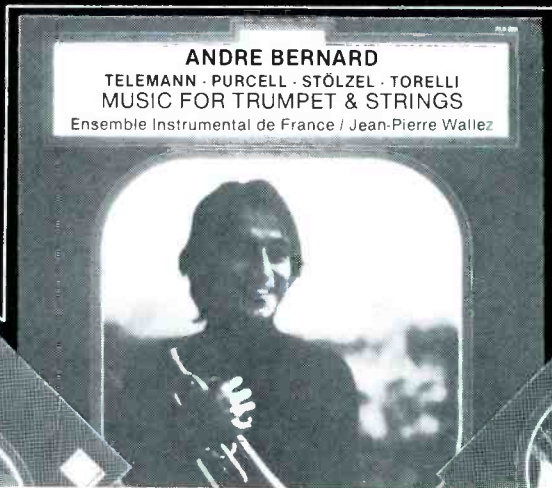
Peters and Bailey believed, however, that the very fact that this is a world premiere recording will guarantee good initial sales of it. Additionally, the company's philosophy militates against following the beaten track.

"We're not trying to get the greats, the stuff that everybody puts out," explained Peters. "We're trying to get very good artists and very good but a different kind of product, because that's what sells. It doesn't make sense to put out stuff that's been recorded over and over before, because the bigger companies already have them."

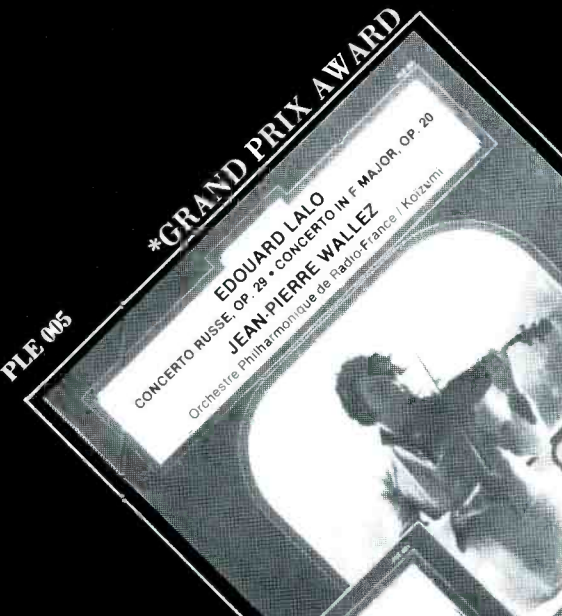


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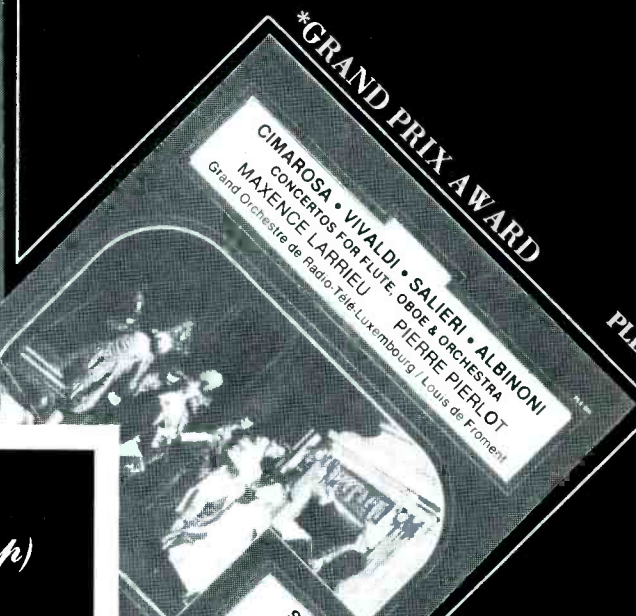


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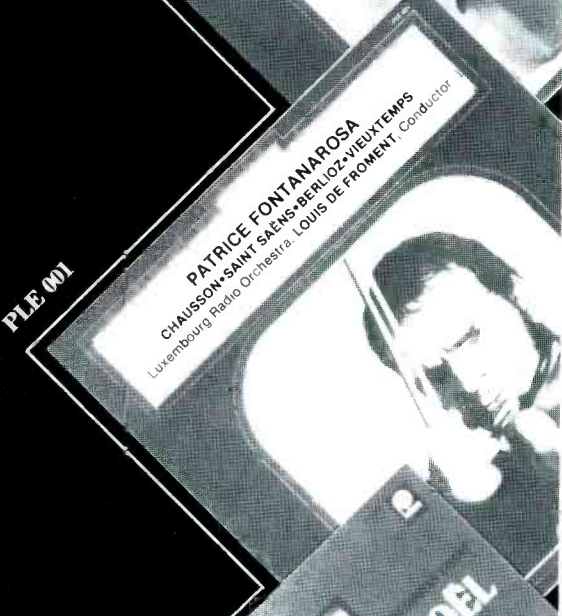
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PLE 005



*GRAND PRIX AWARD

PLE 001



PLE 001



PLE 002

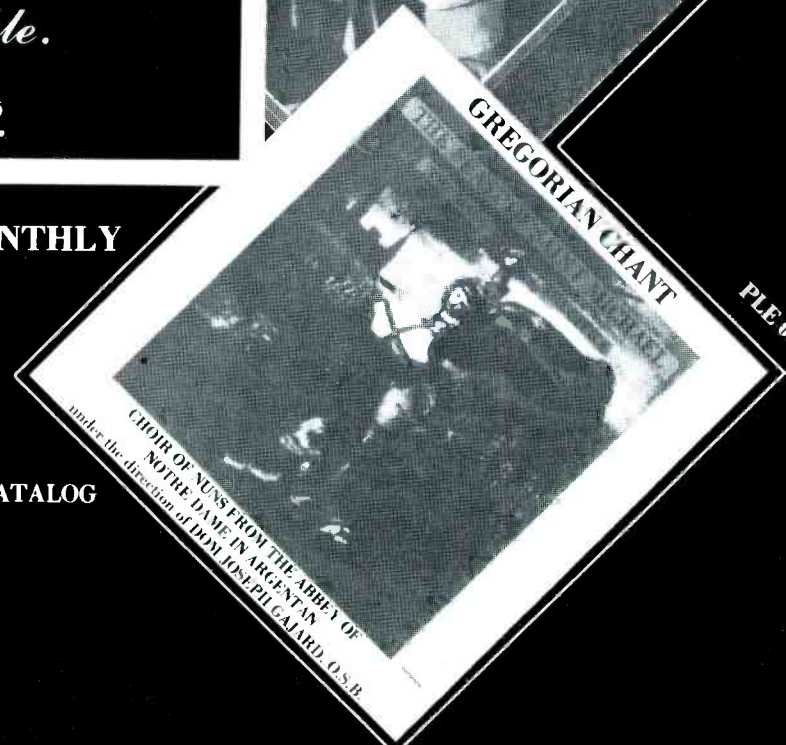
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619 WEST 54TH ST., NEW YORK, N.Y. 10019

CASH BOX FM ALBUM CHART

TW	LW	Wks. on Chart	TITLE	ARTIST	LABEL	CB LP Chart Pos.	PRIME CUTS
1	—	1	CSN	Crosby, Stills & Nash	Atlantic	10	Fair Game, Shadow, Dark Star
2	—	1	Simple Dreams	Linda Ronstadt	Elektra	8*	Poor, Pitiful, Carmelita, Tumblin' Dice
3	—	1	Livin' On The Fault Line	Doobie Brothers	WB	11*	Chinatown, Title, Little Darlin, Echoes
4	—	1	Going For The One	Yes	Atlantic	20	Parallels, Title, Stories
5	—	1	The Grand Illusion	Styx	A&M	19	Castle Walls, Superstars, Sailing
6	—	1	JT	James Taylor	Columbia	9	Your Smiling Face, Handy Man, Terranova
7	—	1	I, Robot	Alan Parsons Project	Arista	7*	Wouldn't Want, Breakdown, Nucleus
8	—	1	Terrapin Station	Grateful Dead	Arista	16	Samson, Estimated, Passenger
9	—	1	Rumours	Fleetwood Mac	WB	1	Gold Dust, Don't Stop, Silver
10	—	1	Luna Sea	Firefall	Atlantic	25	Even, Head, Just Remember
11	—	1	Book Of Dreams	Steve Miller Band	Capitol	28	Stake, Sacrifice, Jungle Love
12	—	1	Crawler	Crawler	Epic	109*	Stone Cold Sober, Sold On Down The Line, Without
13	—	1	Beauty On A Back Street	Hall & Oates	RCA	32*	Why Do Lovers, Bigger, Bad Habits
14	—	1	Lake	Lake	Columbia	85*	On The Run, Time Bomb
15	—	1	Chicago XI	Chicago	Columbia	38*	Take Me, Surprise, Vote For Me
16	—	1	Little Queen	Heart	Portrait	21	Say Hello, Barracuda, Title
17	—	1	Karla Bonoff	Karla Bonoff	Columbia	120*	Someone To Lay Down, Hold, Isn't It
18	—	1	Cat Scratch Fever	Ted Nugent	Epic	15*	Title, Poontang, Live It
19	—	1	Oops! Wrong Planet	Utopia	Bearsville	83	Love Is The Answer, Angel
20	—	1	Steve Winwood	Steve Winwood	Island	22	Vacant, Time Is Running
21	—	1	Foghat Live	Foghat	Bearsville	29*	Make Love, Slow Ride, I Just
22	—	1	In City Dreams	Robin Trower	Chrysalis	70*	Sweet, Title, Blue Bird
23	—	1	French Kiss	Bob Welch	Capitol	151*	Sentimental Lady, Hot Love
24	—	1	Thunder Island	Jay Ferguson	Asylum	—	Title, Soulin', Night Shift
25	—	1	Twilley Don't Mind	Dwight Twilley Band	Arista	160*	Trying To, Magic
26	—	1	Celebrate Me Home	Kenny Loggins	Columbia	—	Lady Luck, Daddy's Back, Title
27	—	1	Nether Lands	Dan Fogelberg	Epic	66	Title, Lessons, Promises
28	—	1	Magazine	Heart	Mushroom	166	Heartless, Title, Devil
29	—	1	Bad Reputation	Thin Lizzy	Mercury	68*	Dancing In The Moonlight, Reputation
30	—	1	The Missing Piece	Gentle Giant	Capitol	162	Turning Around
31	—	1	Raisin' Hell	Elvin Bishop	Capricorn	48	Fooled Around, Sure Feels Good, Travellin'
32	—	1	Foreigner	Foreigner	Atlantic	4*	Cold As Ice, Starrider, Feels
33	—	1	Even In The Quietest Moments	Supertramp	A&M	40	Give A Little Bit, Title
34	—	1	Young Men Gone West	City Boy	Mercury	193	Runaround, Spun
35	—	1	Terence Boylan	Terence Boylan	Asylum	—	Don't Hang Up, Shake It, Trains
36	—	1	Boats Against The Current	Eric Carmen	Arista	37*	She Did It, Take It
37	—	1	Playmates	Small Faces	Atlantic	—	High And Happy, Title, Lookin' For A Love
38	—	1	Live! In The Air Age	Be Bop Deluxe	Capitol	47	Made In Heaven, Mill Street
39	—	1	Can't Wait	Piper	A&M	—	Title
40	—	1	Clear Sailin'	Chris Hillman	Asylum	132*	Nothing, Fallen, Heartbreaker
41	—	1	Before We Were So Rudely Interrupted	Animals	UA	69	Lonely Avenue, Baby Blue, Mary Rivers
42	—	1	In Color	Cheap Trick	Epic	92*	I Want You, Girls
43	—	1	Five Times The Sun	Dingoes	A&M	—	Starting, Sailing
44	—	1	Fast Forward	Randy Pie	Polydor	—	Trust Me, Hijacked, Hot Afternoon, Backstreet
45	—	1	Stillwater	Stillwater	Capricorn	—	Mindbender, Universal
46	—	1	Max	The Rumour	Mercury	129	I'm So Glad
47	—	1	Prism	Prism	Ariola	147*	Superstar, Spaceship
48	—	1	Natural Progressions	Leadon/Georgiades	Elektra	80	You're The Singer, Rotation
49	—	1	Simple Things	Carole King	Capitol	50	Hard Rock Cafe, The One
50	—	1	Live! Takin' The Stage	Pure Prairie League	RCA	58*	Two Lane Highway, Amy, KC

FM ANALYSIS

WNEW-FM — NEW YORK — Tom Morrera

Adds:
 Billy Joel — The Stranger — Columbia
 Steely Dan — Aja — ABC
 Boxer
 Shawn Phillips — Spaced — A&M
 Nektar — Magic Is A Child — Polydor
 Rolling Stones — Love You Live — Rolling Stones
 Sparks — Introducing Sparks — Columbia
 Max's Kansas City — Various Artists — Ram
 Danny Toan — First Serve — Atlantic
 Topaz — Columbia
 GO Too — Arista

WPLJ-FM — NEW YORK — Corinne Baldassano

Adds:
 Rolling Stones — Love You Live — Rolling Stones
 Doobie Bros. — Living On The Fault Line — WB
 Pablo Cruise — A Place In The Sun (45) — A&M

WLIR-FM — LONG ISLAND — Denis McNamara

Adds:
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Billy Joel — The Stranger — Columbia
 Barclay James Harvest — Gone To Earth — MCA
 Randy Pie — Fast Forward — Polydor
 Bee Gees — How Deep (45) — RSO
 Dwight Twilley Band — Twilley Don't Mind — Arista
 Pete Townsend/Ronnie Lane — Rough Mix — MCA

Nektar — Magic Is A Child — Polydor
 China — MCA
WBAB-FM — LONG ISLAND — Bernie Bernard
 Adds:
 Steely Dan — Aja — ABC
 Reverberi
 Nektar — Magic Is A Child — Polydor
 Robin Trower — In City Dreams — Chrysalis
 Hummingbird — A&M
 Billy Joel — The Stranger — Columbia
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Ringo Starr — Ringo The 4th — Atlantic
 Rolling Stones — Love You Live — Rolling Stones

WKJL-FM — WESTCHESTER — Meg Griffin

Adds:
 Steely Dan — Aja — ABC
 Billy Joel — The Stranger — Columbia
 Nektar — Magic Is A Child — Polydor
 Sparks — Introducing — Columbia
 Gil Scott Heron — Bridges — Arista
 Reverberi
 Saints — I'm Stranded — Sire
 Tommy James
 Ringo Starr — Ringo The 4th — Atlantic
 Golden Earring — Live
 Target — A&M
 Boomtown Rats
 Talking Heads — 77 — Sire
 Dead Boys — Young Love And Snotty — Sire
 Santant — She's Not There (45) — Columbia
WJKL-FM — CHICAGO — Tom Marker
 Adds:

Harris Bros. — Hail To The Teeth — Crescendo
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Gary Peacock — Tales Of Another — ECM
 Cate Bros. — Elektra
 Streetdancer — Riser — Dharma
 Automatic Man — Visitors — Island
 Rolling Stones — Love You Live — Rolling Stone
 Steely Dan — Aja — ABC
 Barclay James Harvest — Gone To Earth — MCA
 Randy Pie — Fast Forward — Polydor
 Split Enz — Chrysalis
 Nektar — Magic Is A Child — Polydor
 Sparks — Introducing Sparks — Columbia
 James Talley
 Billy Joel — The Stranger — Columbia
 Golden Earring
 Bob Meehan — Capitol
 Point Blank — Arista
 Rory Block — Intoxication — Chrysalis
WKQX-FM — CHICAGO — Bob King
 Adds:

Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Daryl Hall & John Oates — Beauty On A Back Street — RCA
 Nick Jameson — Already Free — WB
WXRT-FM — CHICAGO — Bob Geims
 Adds:
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Ron Carter — Piccolo — Milestone
 Automatic Man — Visitors — Island

Dr. Feelgood — Sneakin' Suspicion — Epic
 Dwight Twilley Band — Twilley Don't Mind — Arista
 Robin Trower — In City Dreams — Arista
 Chicago — Chicago II — Columbia
 Steve Martin — Let's Get Small — WB
 Memphis Nighthawks
 Gamble Hogers

KLOS-FM — LOS ANGELES — Ruth Pinedo

Adds:
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Chicago — Chicago 11 — Columbia
 Foghat — Bearsville
 Chicago — Baby, What A Big Surprise (45) — Columbia
 Firefall — Just Remember I Love You (45) — Atlantic

KMET-FM — LOS ANGELES — Billy Juggs

Adds:
 Santana — She's Not There (45) — Columbia
 Rolling Stones — Love You Live — Rolling Stones
 Steely Dan — Aja — ABC
 Pete Townsend/Ronnie Lane — Rough Mix — MCA

KNX-FM — LOS ANGELES — Michael Sheehy

Adds:
 Peter McCann — Save Me Your Love (45) — 20th Century
 Rita Coolidge — All Alone — A&M
 Paul Davis — I Go Crazy (45) — Bang
 Seals & Crofts — My Fair Share (45) — WB
 Randy Newman — Little Criminals — WB
 Steely Dan — Aja — ABC
 Juice Newton — Capitol

CASH BOX MOST ADDED FM LPs

TITLE	ARTIST	LABEL	FM STATIONS ADDING THIS WEEK	No.
AJA	STEELY DAN	ABC	WJKL, WNEW, WIRL, WWWW, WLAV, WINZ, WCOL, KADI, WYDD, WKQX, WAIV, KNX, KWST, KEZY, KZAM, WABX, KMYR, KBPI, KOME, KSJO, KSN, KMEL, WLWQ, WOUR, WHPS, WYSP, WMMR, WOVE, WBWB, WBCN, WKLS, WGRQ, WPLR, KLOL, M-105, WIOQ, KTKB, WSN, WMC, WAAL, WRNW	41
LOVE YOU LIVE	ROLLING STONES	ROLLING STONES	WJKL, WNEW, WLIR, WWWW, WLAV, WINZ, WCOL, KADJ, WYDD, WKQX, WAIV, WPLJ, KWST, KZAM, WABX, KBPI, KSJO, KSN, KMEL, WLWQ, WOUR, WYSP, WSN, WMMR, WDVE, WBAB, WKLS, WGRQ, WPLR, M-105, WIOQ, KSHE, WBCN, WMC, WAAL, WRNW.	36
ROUGH MIX	TOWNSEND/LANE	MCA	WJKL, WLIR, WWWW, WXRT, WEBN, WCOL, WYDD, WKQX, WAIV, KWST, KDKB, KEZY, KOME, KSJO, KSN, KMEL, WYSP, WMMR, WDVE, WBAB, WBCN, WKLS, WIOQ, WAAL.	24
CHICAGO 11	CHICAGO	COLUMBIA	WWW, WLAV, WXRT, WEBN, KADI, WAIV, KDWB, KEZY, KMYR, WOUR, KSN, WDVE, WKLS, KLOL, WPLR, WMC.	16
THE STRANGER	BILLY JOEL	COLUMBIA	WJKL, WNEW, WLIR, WINZ, KZAM, WYST, KSN, WMMR, WBAB, WPLR, KLOL, WIOQ, WRNW, WMC, WAAL.	15
FRENCH KISS	BOB WELCH	CAPITOL	WMC, WPLR, WBCN, WINZ, WWWW, WCOZ, KDWB, KEZY, KMYR, KSN, WKLS, WPLR.	12
MAGIC IS A CHILD	NEKTAR	POLYDOR	WAAL, WRNW, WBAB, WMMR, KSN, WOUR, KZEL, KSHE, KADI, WLIR, WJKL.	11
RINGO THE 4th	RINGO STARR	ATLANTIC	WAIV, KPFT, KMEL, WOUR, WHFS, KSN, WMMR, WBAB, WBCN, WPLR, WIOQ.	11
BROKEN HEART	THE BABYS	CHRYSALIS	WAAL, M-105, WSN, WLWQ, KSN, KSJO, KZEL, WABX, KSHE, WCOL, WWWW.	10
SHE'S NOT THERE (45)	SANTANA	COLUMBIA	WINZ, KWST, KOME, KMEL, WYSP, WMMR, WIOQ, WRNW, WMC, WAAL.	10
IN CITY DREAMS	ROBIN TROWER	CHRYSALIS	WBWB, KOME, KPFT, KZAM, KDKB, WAIV, WXRT, WLAV.	8

Player (45) — RSO
 Jollis & Simone — Polydor
KWST-FM — LOS ANGELES — Charlie Kendall
 Adds:
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Piper — A&M
 Iggy Pop — RCA
 China — MCA
 Pure Prairie League — Live! Takin' The Stage — RCA
 Santana — She's Not There (45) — Columbia
WIOQ-FM — PHILADELPHIA — Helen Lelch
 Adds:
 Steely Dan — Aja — ABC
 Randy Pie — Fast Forward — Polydor
 Ringo Starr — Ringo The 4th — Atlantic
 Emperor — Private Stock
 Billy Joel — The Stranger — Columbia
 Rolling Stones — Love You Live — Rolling Stones
 Dwight Twilley Band — Twilley Don't Mind — Arista
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Barclay James Harvest — Capitol
 Santana — She's Not There (45) — Columbia
 Steve Martin — Let's Get Small — WB
 Elvis Costello — Stiff
WMMR-FM — PHILADELPHIA — Ed Seller
 Adds:
 Steely Dan — Aja — ABC
 Billy Joel — The Stranger — Columbia
 Rolling Stones — Love You Live — Rolling Stones
 Ringo Starr — Ringo The 4th — Atlantic
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Steve Martin — Let's Get Small — WB
 Nektar — Magic Is A Child — Polydor
WYSP-FM — PHILADELPHIA — Sonny Fox
 Adds:
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Santana — She's Not There (45) — Columbia
 Billy Joel — The Stranger — Columbia
 Pure Prairie League — Live! Takin' The Stage — RCA
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Small Faces — Playmates — Atlantic
 Randy Pie — Fast Forward — Polydor
 Terence Boylan — Asylum
 Karla Bonoff — Columbia
WABX-FM — DETROIT — Carl Galeana
 Adds:
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 The Babys — Broken Heart — Chrysalis
WWW-FM — DETROIT — Joe Urbel
 Adds:
 Chicago — Chicago 11 — Columbia
 Rolling Stones — Love You Live — Rolling Stones
 Steely Dan — Aja — ABC
 Rush — A Farewell To Kings — Mercury
 Piper — Can't Wait — A&M
 Chris Hillman — Clear Sailing — Asylum
 The Babys — Broken Heart — Chrysalis
 Cheap Trick — Epic
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Bob Welch — French Kiss — Capitol
KMEL-FM — SAN FRANCISCO — Tom O'Hair
 Adds:
 Rolling Stones — Love You Live — Rolling Stones
 Steely Dan — Aja — ABC
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Richie Havens — Mirage — A&M
 Santana — She's Not There (45) — Columbia
 Ringo Starr — Ringo The 4th — Atlantic
KSAN-FM — SAN FRANCISCO — Beverly Wilshire
 Adds:
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 The Babys — Broken Heart — Chrysalis
 Gil Scott Heron — Bridges — Arista
 Radio Stars — Hold It — Cheswick
 Nick Jameson — Already Free — WB
 Jean Michel Jarre — Oxygene — Polydor
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Max's Kansas City — Various Artists — Ram
KYA-FM — SAN FRANCISCO — Jay Hansen
 Adds:
 Barclay James Harvest — Gone To Earth — MCA
 Eddie & Hot Rods (45) — Island
 Jeff Lind (45) — Jet
 Nektar — Magic Is A Child — Polydor

Randy Newman — Little Criminals — Reprise
 Ringo Starr — Ringo The 4th — Atlantic
 Rolling Stones — Love You Live — Rolling Stones
 Steely Dan — Aja — ABC
WFHS-FM — WASHINGTON, D.C. — Dave Elstein
 Adds:
 Rory Block — Intoxication — Chrysalis
 Ringo Starr — Ringo The 4th — Atlantic
 Danny Peck — Heart And Soul — Arista
 James Talley — Capitol
 Randy Pie — Fast Forward — Polydor
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Barclay James Harvest — Capitol
 Small Faces — Playmates — Atlantic
 Steve Martin — Let's Get Small — WB
 Tanya Tucker
 Bobby Hutcherson
 Linda Hargrove
WBCN-FM — BOSTON — John Brodey
 Adds:
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Ringo Starr — Ringo The 4th — Atlantic
 Gil Scott Heron — Bridges — Arista
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Sparks — Introducing Sparks — Columbia
 Dwight Twilley Band — Twilley Don't Mind — Arista
 Small Faces — Playmates — Atlantic
 Jean-Luc Ponty — Enigmatic Ocean — Atlantic
 Robin Trower — In City Dreams — Chrysalis
 Ralph Graham — RCA
 Tom Petty — ABC
 Sanford/Townsend — WB
WCOZ-FM — BOSTON — Beverly Mire
 Adds:
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Bob Welch — French Kiss — Capitol
 Terence Boylan — Asylum
 Tom Petty — ABC
KADI-FM — ST. LOUIS — Pete Parisl
 Adds:
 Chicago — Chicago 11 — Columbia
 Barclay James Harvest — Gone To Earth — MCA
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Rolling Stones — Love You Live — Rolling Stones
 Steely Dan — Aja — ABC
 Nektar — Magic Is A Child — Polydor
KSHE-FM — ST. LOUIS — Ted Habeck
 Adds:
 Nektar — Magic Is A Child — Polydor
 Rolling Stones — Love You Live — Rolling Stones
 The Babys — Broken Heart — Chrysalis
 Point Blank — Second Season — Arista
WDVE-FM — PITTSBURGH — Marcy Posner
 Adds:
 Jean-Luc Ponty — Enigmatic Ocean — Atlantic
 Cheap Trick — Epic
 Rolling Stones — Love You Live — Atlantic
 Chicago — Chicago 11 — Columbia
 Steve Martin — Let's Get Small — WB
 Steely Dan — Aja — ABC
 Santana — She's Not There (45) — Columbia
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
WYDD-FM — PITTSBURGH — Steve Downes
 Adds:
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
KLOL-FM — HOUSTON — Sandy Mathis
 Adds:
 Thin Lizzy — Bad Reputation — Mercury
 Point Blank — Arista
 Billy Joel — The Stranger — Columbia
 Chicago — Chicago 11 — Columbia
 Small Faces — Playmates — Atlantic
 Steely Dan — Aja — ABC
KPFT-FM — HOUSTON — Colin Kellman
 Adds:
 Robin Trower — In City Dreams — Chrysalis
 Daryl Hall & John Oates — Beauty On A Back Street — RCA
 Supertramp — Even In The Quietest Moments — A&M
 Nick Jameson — Already Free — WB
 Matrix IX — RCA
 Memphis Nighthawks — Delmakr
 Eric Carmen — Boats Against The Current — Arista
 Papa John Creach — The Cat & The Fiddle — DJM
 Elliot Walter Bennett — Vela Ropicull — Jam

Peter Walker Quintet — Break Through — Moose
 Ringo Starr — Ringo The 4th — Atlantic
 Max's Kansas City — Various Artists — Ram
 George Townsend — Rounder
M105-FM — CLEVELAND — Eric Stevens
 Adds:
 Rolling Stones — Love You Live — Rolling Stones
 The Babys — Broken Heart — Chrysalis
 Steely Dan — Aja — ABC
 Karla Bonoff — Columbia
WKLS-FM — ATLANTA — Drew Murray
 Adds:
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Chicago — Chicago 11 — Columbia
 Karla Bonoff — Columbia
 Steve Martin — Let's Get Small — WB
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Bob Welch — French Kiss — Capitol
KEZY-FM — ANAHEIM — Jack Snyder
 Adds:
 Steely Dan — Aja — ABC
 China — MCA
 Chicago — Chicago 11 — Columbia
 Sparks — Introducing — Columbia
 Bob Welch — French Kiss — Capitol
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
KBPI-FM — DENVER — Jean Valdez
 Adds:
 Rolling Stones — Love You Live — Rolling Stones
 Steely Dan — Aja — ABC
KZAM-FM — SEATTLE, OR — Jon Kertzer
 Adds:
 Billy Joel — The Stranger — Columbia
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Philip Goodhand-Tait — Teaching An Old Dog New Tricks — Chrysalis
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Rory Block — Intoxication — Chrysalis
 Bobby Hutcherson — Knucklebean — Blue Note
 Robin Trower — In City Dreams — Chrysalis
 Freddie Hubbard — Bund Of Joy — Columbia
WINZ-FM — MIAMI — Dave Souza
 Adds:
 Billy Joel — The Stranger — Columbia
 Steely Dan — Aja — ABC
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Bob Welch — French Kiss — Capitol
 Rolling Stones — Love You Live — Rolling Stones
 Santana — She's Not There (45) — Columbia
KOME-FM — SAN JOSE — Dana Jang
 Adds:
 Steely Dan — Aja — ABC
 Robin Trower — In City Dreams — Chrysalis
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Go Too — Arista
 White Horse — Capitol
 Santana — She's Not There (45) — Columbia
 Barclay James Harvest — Him (45) — MCA
 Art Garfunkel — Crying In My Sleep (45) — Columbia
 Prism — Ariola
 Piper — Can't Wait — A&M
KSJO-FM — SAN JOSE — Paul Wells
 Adds:
 Elvis Costello — My Aim Is True — IMP
 The Babys — Broken Heart — Chrysalis
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Racing Cars — Weekend Rendezvous — Chrysalis
 Lisa Dal Bello — MCA
 Nick Jameson — Already Free — WB
 Inner Circle — Ready For The World — Capitol
 Hirth Marinez — Big Bright Street — WB
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Sherbet — Magazine — MCA
KDKB-FM — PHOENIX — Hank Cookenboo
 Adds:
 Caroline Payton — Intuition — Barbeque
 GO Too — Arista
 Chicago — Chicago 11 — Columbia
 Robin Trower — In City Dreams — Chrysalis
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Bob Welch — French Kiss — Capitol
 Gentle Giant — Missing Piece — Capitol
 Dr. Feelgood — Sneakin' Suspicion — Columbia
 China — MCA
 Kiaatu — Hope — Capitol
 John Mayall — Hard Core Package — ABC

Karla Bonoff — Columbia
 Steely Dan — Aja — ABC
WCOL-FM COLUMBUS — Guy Evans
 Adds:
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Randy Pie — Fast Forward — Polydor
 The Babys — Broken Heart — Chrysalis
 Rory Block — Intoxication — Chrysalis
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
WLWQ-FM — COLUMBUS — Steve Runner
 Adds:
 Jay Ferguson — Thunder Island — Asylum
 Rolling Stones — Love You Live — Rolling Stones
 Steely Dan — Aja — ABC
 The Babys — Broken Heart — Chrysalis
KMYR-FM — ALBUQUERQUE, NM — Bruce McCaleb
 Adds:
 Chicago — Chicago 11 — Columbia
 Bob Welch — French Kiss — Capitol
 Terence Boylan — Asylum
 Steely Dan — Aja — ABC
KZEL-FM — EUGENE, OR — Stan Garrett
 Adds:
 Automatic Man — Visitors — Island
 The Babys — Broken Heart — Chrysalis
 Nektar — Magic Is A Child — Polydor
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Rory Block — Intoxication — Chrysalis
 Mary McCaslin — Old Friends — Philo
 Target — A&M
 Max's Kansas City — Various Artists — Ram
 Topax — Columbia
WMC-FM — MEMPHIS — Ron Olson
 Adds:
 Chicago — Chicago 11 — Columbia
 Rolling Stones — Love You Live — Rolling Stones
 Steely Dan — Aja — ABC
 Billy Joel — The Stranger — Columbia
 Santana — She's Not There (45) — Columbia
 Robin Trower — In City Dreams — Chrysalis
 Dixie Dreggs — Capricorn
WBBN-FM — CINCINNATI — Denton Marr
 Adds:
 Terence Boylan — Asylum
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Chicago — Chicago 11 — Columbia
 Robert Gordon with Link Wray — Private Stock
 Jean-Luc Ponty — Enigmatic Ocean — Atlantic
 Stevie Wonder — Another Star (45) — Motown
 Racing Cars — Weekend Rendezvous — Chrysalis
WCRQ-FM — BUFFALO — John Velchoff
 Adds:
 Eric Carmen — Boats Against The Current — Arista
 Rolling Stones — Love You Live — Rolling Stones
 Steely Dan — Aja — ABC
WSAN-FM — ALLENTOWN — Rick Harvey
 Adds:
 Rolling Stones — Love You Live — Rolling Stones
 Steely Dan — Aja — ABC
 Billy Joel — The Stranger — Columbia
 Randy Pie — Fast Forward — Polydor
 Chicago — Chicago 11 — Columbia
 Automatic Man — Visitors — Island
 Dwight Twilley Band — Twilley Con't Mind — Arista
 The Babys — Broken Heart — Chrysalis
 Ringo Starr — Ringo The 4th — Atlantic
 Bob Welch — French Kiss — Capitol
 Barclay James Harvest — Capitol
 Jean Michel Jarre — Oxygene — Polydor
 Nektar — Magic Is A Child — Polydor
WAIV-FM — JACKSONVILLE — Jamie Brooks
 Adds:
 Chicago — Chicago 11 — Columbia
 Bee Gees — How Deep Is Your Love — RSO
 Randy Pie — Fast Forward — Polydor
 Robin Trower — In City Dreams — Chrysalis
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Daryl Hall & John Oates — Beauty On A Back Street — RCA
 Herbie Mann — Atlantic
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Ringo Starr — Ringo The 4th — Atlantic
WAAL-FM — BINGHAMTON, NY — Steve Becker
 Adds:
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Billy Joel — The Stranger — Columbia
 The Babys — Broken Heart — Chrysalis

CASH BOX RADIO

Soft-Rock Stations Providing Early Exposure For New Acts

(continued from page 9)

that we know our audience and we feel that in many cases research is being abused to the point where it takes the place of the decision-making process rather than assists you in it."

Breaking Ground

A number of record promotion people have found that the programming approach of the soft-rock stations has gained airplay for their labels' new artists who fit the stations' mellow standards — artists who would likely have to appear on the charts to be added to the playlists of differently formatted stations.

"Soft-rock stations are practically the only breaking ground left on the radio dial," says Columbia promotion man Chuck Thagard. "It was a breath of fresh air for us to have these formats around when playlists everywhere were getting tighter and tighter."

Capitol's Los Angeles promotion director Dain Eric points to Pam Rose as an example of a new artist whose career KNX and other soft-rock stations is helping to

get off the ground.

"Pam Rose has just released an album and the only airplay that we've gotten across the nation has been on stations whose format is similar to KNX," he says.

Influence Limited

But Eric is doubtful that KNX or any soft-rocker can be solely responsible for breaking an act. What they are able to do, he says, is get the ball rolling.

"KNX is doing quite well in the ratings," Eric says. "However, as far as their launching and breaking an act, I think their influence is limited. What they do is give us a chance to spread the record to other stations. If I can get a record on KNX, then I might be able to get it on KPOL and I might also be able to get the other promotion people around the country to spread it to other similarly formatted stations, and I can start a chain flow."

Low Rotation Policy

It is difficult for a soft-rock station to turn a record into a hit because of the low rotation policy that the stations maintain.

(continued on page 5)

STATION BREAKS

T.J. Lambert, program director of **WGCL**, Cleveland, has left the station. The replacement is **Bob Harper**.

Ted Ferguson (China Jones), formerly PD of **WDRQ**, Detroit and most recently air personality at **WCHE**, Detroit, with experience at **WDVE**, Pittsburgh and **WMMS**, Cleveland, has been named PD of **WABX**, Detroit, it was announced by **Bob Burch**, national program director of Century Broadcasting.

Dale Andrews has been named program director of **WFBR**, Baltimore. Andrews formerly worked at **KXYZ**, Houston, before leaving radio two years ago. He replaces **Norm Brooks**, who has left the station.

Gary Guthrie is the new program director at **WAKY**, Louisville. **John Randolph**, former PD is now doing sales work at the station.

Dick Downes is out as PD of **KAAY**, Little Rock. The new program director is **Dave Hamilton**, who held a similar position at **WROK**, Rockford. The replacement at **WROK** is **Bob Goode**, formerly with **WSAI**, Cincinnati.

John Walton has been named PD/MD of **KEIN**, Great Falls, while continuing as 6-9 am jock. Walton replaces **Mike Doltan** who goes to **KTWO**, Casper, Wyoming.

Changes at **WKKO**, Cocoa. **Tom Collins**, PD, promoted to operations manager; **Chp Taylor** promoted to PD from assistant PD; and **Paul DeMiere** has joined the station as morning air personality.

Mark Walnright, formerly with **WDON**, Wheaton, Maryland, has joined **WIRL**, Peoria, as 7-midnight jock.

Dan O'Brien, swing man at **WGH**, Norfolk, has been promoted to 10-2 am full-time jock. O'Brien replaces **Pat Holiday** who resigned for health reasons.

"**The Catman**" from **WDGY**, Minneapolis, is now doing the 8-midnight show at **WAPE**, Jacksonville.

Lyn Corry is the new all-night jock at **WTRY**, Troy. Corry replaces **Dave King** who has left the station.

April Crowley is the new midnight-6 am jock at **WGLF**, Tallahassee. She comes from **WQSR**, Sarasota, and replaces "**The Good Doctor**," who remains with the station.

Harriet Lapidis has been promoted to the position of music and research coordinator of **WHBQ**, Memphis.

Linda Conner has been named operations manager of **WFYR**, Chicago.

The new account executive at **WRKO**, Boston, is **Anthony D. Potter**. **Jeff ray**

Promotion In Motion

CHRYSALIS

The entire company is very excited about the Sept. releases. The excitement comes from the overwhelming acceptance of the Robin Trower album, and the fact that the new single by the Babys achieved 83 with a bullet in less than three working days in **Cash Box**. This adds to the excitement.

Billy Bass
V.P. of Promotion

CASABLANCA

Big news this week is Meco's "Star Wars" is #1 everywhere and solid gold! The battle is over... Donna's "I Feel Love" is following close behind, and in Meco's tradition, our next #1 record.

The hottest band in the land, Kiss, continues to do it with their latest hit, "Love Gun," bulleted across the board... Parachute's first release, "Ten To Eight" by David Castle, is gaining solid secondary action rapidly.

And lastly, Millennium's Brooklyn Dreams is almost out, and it is, without a doubt, one of the finest records I've heard... And if that isn't enough, Hello Phonodisc!

Don Wasley
National Promotion Director

A&M

Ring, ring, ring, the phones never stop. News sometimes good — sometimes not so good. I just finished getting a great news call from the legendary Juggy Gayles, who informed me that lovely Wanda Ramos, WBLS (N.Y.C.) returned from her vacation Mrs. Raphael Charres. Our happiness and congratulations go without saying. Having her as a friend just makes those who know her that much happier than those who haven't had the pleasure. A Superstar!

If you're not playing the new Rita Coolidge by now, you can say, "We're All Alone." These are just several of the stations adding it this week: KDWB (27), KSTP, KXXK, KIMN, WQXI (25), 96X, WKRQ, WAKY, WAPE, WKY, WOW (16).

Pablo Cruise's "A Place In The Sun" — Big add from Kerry Knodle: KDWB (29); KFRC 28-26, KYA 27-23, WKBW ex-27. Carpenters' "Calling Occupants, etc." is ringing the phones at CKLW, charted both at CKLW and KRBE at #30, moved at KRIZ 28-25. KYA 27-23, WKBW ex to 27, was added to numerous 1-40 and A/C stations across the country including KNUS (31), KGW, WBT, to name a few. L.T.D. "Back In, Love Again," which is a big R&B record, getting a firm hold T-40 in Detroit: CKLW, 23-16, WDRQ 32-31, and in Miami, where Rich Pachter picked up 96X.

You should have all received the new Cat Stevens single, "Sweet Jamaica," from his Gold LP "Izitso" by now and please be on the lookout for a single by Piper titled "Can't Wait."

Be talking to you!
Peter R. Mollica
Asst. Natl. Promotion Director

WARNER BROS.

An exciting time is being had by all at the chateau on Warner Blvd. with the Fleetwood Mac LP ("Rumours") shattering all sales records in the history of planet Earth! And if Shaun Cassidy, the Doobie Bros., Foghat, Rose Royce, Steve Martin, Seals & Crofts and Debby Boone don't make you tingle, there is absolutely something amiss with your tingler!

This week, more power from Burbank: Randy Newman ("Little Criminals") and Leo Sayer ("Thunder In My Heart"). A big Bugs Bunny welcome to T.G. Sheppard, upon joining the finest family in recorded music. Have a better week!

Pat McCoy
National Promotion Director

COLUMBIA

This week the super excitement at Columbia continues. Chicago advancing faster than any single this year. Picked up massive station support.

Other extraordinary single growth felt on Dave Mason, with the additions of WAKY-HB, WOW-HB, B100-28, WHB-10 and added KJR, KLIV, KRSP, KCPX, WPGC and WPRO.

Initial momentum felt on James Taylor's "Your Smiling Face," with such stations as WQXI-LP, WLS-LP, WAKY, WIFE, WLEE and WRIE... and we can't forget those early believers that went on this cut from the album prior to the release of the single... WABC, KLIF, WNOE, WTIX and WERC.

Santana joins James by capturing the west coast with immediate adds at KFRC, KYA, KNDE, KYNO and half play at KLIV and WAYS.

Sheila Chlanda
National Promotion Assoc. Director

ATLANTIC

Two very special albums have hit the streets this week from Atlantic; the Rolling Stones, "Love You Live," and Ringo Starr, "Ringo The 4th."

On the single side, the Firefall single, "Just Remember I Love You," is sweeping the country with radio ads and coming all the way home. Just added WLS!

Leif Garrett is our teen smash lighting up phones with big requests where played, up to #3 at Y100 where the record broke.

Alan O'Day shaping up the same way "Undercover Angel" did with secondaries telling us the record will be big.

New singles off to a flying start are Crosby, Stills, Nash, "Fair Game" from their solid Top 10 LP. Already on WFIL, WTIX, WNOE & WABC as an LP cut.

England Dan/John Ford Coley's new single "Gone Too Far" is out and already on WSAI, WKBW, 13Q & WOKY.

Two potent crossover records that we are presently working on are C.J. & Company, "Devil's Gun," a big record where played, and the new Spinners, "Heaven On Earth" which is receiving a great reaction and a spread of secondary stations.

Soon to be released is the new Abba single, "Money, Money, Money." This week.

Vince Faraci
National Director of Pop Promotion

MILLENNIUM

With a tremendous Force behind it, Meco has maintained the #1 spot in **Cash Box**, garnering the top airplay in the nation with incredible sales following. The single is now well over 1 million and the album is into hyper-space on its way to platinum.

October will bring a whole new meaning to Brooklyn with the release of the debut Brooklyn Dreams album. These three talented artists from Brooklyn have given preview listeners a most refreshing surprise with their rich harmonies, poignant street lyrics, and masterful musicianship. Watch the dream grow out of Millennium on October 1.

Allen LeWinter
National AOR Promotion Manager

POLYDOR

Donald Clark Osmond's "You Got Me Dangling On A String" is one of his best to date! It's on KSLQ, Z93, Ten-Q, KEELI, WFOM, 96X, KSEE, and many others. Check it out. Also, if you get a chance, listen to a record that's the rage of Europe, "Oxygene (Part 4)" by Jean Michel Jarre — Instant phones! And it's number one in Europe. And last but not least, why not try the Football Stomp by ZAP! It's bound to score this fall season with your audience. Also watch for Millie Jackson and Roy Ayers to cross.

Stan Bly
Vice-President, Promotion



DIXIE GIVEAWAY — In recognition of the Dixie Dregs' recent central New York Debut appearance, Capricorn Records and radio station WOUR-FM sponsored a Pioneer FM-cassette car stereo system giveaway. The prize included speakers, installation and a set of Capricorn cassettes. Pictured above at the station are (l-r): Andy West, group member; Tony Yoken of WOUR; Allen Sloan, group member; Jeff Chard, WOUR program director; and Tom Starr, WOUR music director.

POP RADIO PLAYLIST HIGHLIGHTS

Playlist Highlights contain the following information:

Number One Song, with last week's position;

New Numbered Additions;

New Hitbounds (*): records receiving highest frequency of rotation for current product without attaining numbered positions;

New Part-Time Records (**): 'LP cut' rotations, day-only and night-only play;

Prime Movers; and

Debuts: records moving from hitbound or part-time rotations into numbered positions.

WCUE — AKRON

7-1 — Debby Boone
*Rita Coolidge
*Dave Mason
*Linda Ronstadt
20 To 7 — Heatwave
26 To 18 — Eric Carmen
31 To 25 — Stevie Wonder
35 To 22 — Donna Summer
38 To 32 — Leif Garrett
Ex To 35 — Chicago
Ex To 36 — Bee Gees
Ex To 37 — Barry Manilow
Ex To 38 — Driver
Ex To 39 — Foghat
Ex To 40 — Barry White

KRKE — ALBUQUERQUE

3-1 — Floaters
*Paul Nicholas
**Styx
**Bee Gees
10 To 5 — Commodores
22 To 16 — Shaun Cassidy
Ex To 19 — Eric Carmen
Ex To 20 — Meco

WAEB — ALLENTOWN

1-1 — Meco
*Chicago
*Donna Summer
11 To 5 — Foreigner
17 To 10 — Carly Simon
27 To 15 — Debby Boone

KEZY — ANAHEIM

4-1 — Fleetwood Mac
*Chicago
*Steve Miller
*Linda Ronstadt
14 To 9 — Stephen Bishop
18 To 11 — Commodores
21 To 16 — Carly Simon
22 To 17 — Brothers Johnson
Ex To 19 — Floaters
Ex To 24 — Donna Summer

WISE — ASHEVILLE

3-1 — Shaun Cassidy
*Debby Boone
*Rita Coolidge
*Chicago
*George Benson
*Leif Garrett
*Prism
Ex To 30 — Ronnie McDowell

WFRC — ATHENS

2-1 — Dave Mason
*Chicago
*Styx
*Bee Gees
*Leo Sayer
15 To 9 — Brick
25 To 19 — Paul Davis
30 To 25 — Barry White
Ex To 33 — Driver
Ex To 34 — Art Garfunkel
Ex To 35 — Rita Coolidge

Z-93 — ATLANTA

1-1 — Ronnie McDowell
*Barry Manilow
*Chicago
*Atlanta Rhythm Section
*Barry White
22 To 17 — Dave Mason
25 To 11 — Debby Boone
Ex To 26 — Jimmy Buffett
Ex To 27 — Rita Coolidge
Ex To 28 — Eric Carmen
Ex To 30 — Ram Jam

WBBQ — AUGUSTA

2-1 — Fleetwood Mac
*Chicago
*Dorothy Moore
*Clifford Curry
*David Soul
*Alan O'Day
20 To 16 — Ronnie Milsap
29 To 25 — Debby Boone
Ex To 27 — Eric Carmen
Ex To 28 — Crystal Gayle
Ex To 29 — Firefall
Ex To 30 — Barry White

WQXI — ATLANTA

19-1 — Debby Boone
25 — Rita Coolidge
26 — Crystal Gayle
27 — Eric Carmen
28 — Barry White
30 — Seals & Crofts
**Foghat
**Player — RSO
**Barry Manilow
**James Taylor
**Chicago
**Ram Jam

19 To 1 — Debby Boone

11 To 5 — Dave Mason
18 To 10 — Johnny Rivers
20 To 15 — Peter Frampton
22 To 18 — Steve Miller
26 To 21 — Dorothy Moore
29 To 22 — Mother's Finest

KERN — BAKERSFIELD

12 To 1 — Ronnie McDowell
*Crystal Gayle
*Debby Boone
*Chicago
12 To 1 — Ronnie McDowell
13 To 7 — Kenny Rogers
20 To 12 — Carly Simon
24 To 17 — Little River Band
26 To 18 — Linda Ronstadt
Ex To 23 — Ronnie Milsap
Ex To 26 — Heatwave

KAFY — BAKERSFIELD

2-1 — Emotions
27 — Alan O'Day
*Player
*Barry Manilow
8 To 4 — Stephen Bishop
10 To 6 — Commodores
18 To 11 — Carly Simon
21 To 10 — Johnny Rivers
Ex To 25 — Linda Ronstadt

WCAO — BALTIMORE

1-1 — Meco
*Chicago
*Bee Gees
*Kiss
11 To 2 — Ronnie McDowell
13 To 8 — Heatwave
27 To 11 — Debby Boone
30 To 25 — Peter Brown
Ex To 27 — Firefall
Ex To 29 — Rita Coolidge
Ex To 30 — Dave Mason

WGUY — BANGOR

2-1 — Shaun Cassidy
*Leo Sayer
*Fleetwood Mac
11 To 6 — Foreigner
15 To 10 — Peter Frampton
18 To 12 — Donna Summer
25 To 18 — Crystal Gayle
28 To 14 — Debby Boone
Ex To 24 — Ronnie McDowell
Ex To 26 — Firefall
Ex To 27 — Bee Gees
Ex To 30 — Pablo Cruise

WHNN — BAY CITY

3-1 — Commodores
*Chicago
*Bee Gees
*Brick
*Hot
*Art Garfunkel
11 To 5 — Heatwave
13 To 7 — George Benson
24 To 15 — B.J. Thomas
25 To 13 — Rose Royce
30 To 21 — Crystal Gayle
Ex To 16 — Barry White
Ex To 27 — Debby Boone
Ex To 28 — Pablo Cruise
Ex To 29 — LTD
Ex To 30 — Sweet

WFLI — CHATTANOOGA

1-1 — Carly Simon
*David Castle
*Debby Boone
*Judy Collins
*Firefall
11 To 5 — Dave Mason
12 To 4 — Meco
15 To 9 — Crystal Gayle
22 To 17 — Brick
25 To 19 — Steve Miller
Ex To 22 — Shaun Cassidy
Ex To 23 — Wild Cherry

WERC — BIRMINGHAM

1-1 — Carly Simon
*Debby Boone
*Barry White
*Chicago
10 To 5 — Donna Summer
11 To 6 — Heatwave
17 To 10 — Helen Reddy
19 To 12 — Crystal Gayle
21 To 13 — Peter Frampton
22 To 15 — Commodores
23 To 16 — KC & Sunshine Band
28 To 17 — Paul Nicholas
Ex To 25 — Rita Coolidge

WKXX — BIRMINGHAM

2-1 — Foreigner
*Bee Gees
*Debby Boone
*Styx
9 To 4 — Peter Frampton
15 To 9 — KC & Sunshine Band
22 To 14 — Paul Nicholas
25 To 20 — Rita Coolidge
30 To 23 — Dorothy Moore
Ex To 27 — James Taylor
Ex To 28 — Chicago
Ex To 30 — Judy Collins
Ex To 31 — Peter McCann

WSGN — BIRMINGHAM

1-1 — Heatwave
*Chicago
*Barry Manilow
*Bee Gees
16 To 11 — Crystal Gayle
26 To 21 — Dorothy Moore
27 To 22 — Rita Coolidge
Ex To 27 — Leif Garrett
Ex To 28 — David Castle
Ex To 29 — Judy Collins

KYFR — BISMARCK

2-1 — Johnny Rivers
*Paul Nicholas
*Rita Coolidge
*Chicago
*Steve Miller
*Eric Carmen
11 To 5 — Peter Frampton
14 To 8 — Debby Boone
16 To 9 — KC & Sunshine Band
19 To 12 — Styx
Ex To 11 — Ronnie McDowell
Ex To 18 — Crystal Gayle
Ex To 19 — Carly Simon
Ex To 20 — Firefall

WRKO — BOSTON

1-1 — Carly Simon
No new additions
WBGW — BOWLING GREEN
1-1 — Emotions
*Carpenters
*Rita Coolidge
*Barry Manilow
*England Dan & J.F. Coley
*Leo Sayer
13 To 8 — Steve Miller
25 To 20 — LeBlanc & Carr
27 To 21 — Addressi Brothers
29 To 22 — KC & Sunshine Band
30 To 26 — Lenny LeBlanc
Ex To 25 — Shaun Cassidy
Ex To 27 — Brownsville Station
Ex To 28 — Paul Davis
Ex To 29 — Firefall
Ex To 30 — Marshall Tucker Band

WICC — BRIDGEPORT

2-1 — Meco
*Robert Gordon
*Judy Collins
17 To 11 — Debby Boone
23 To 17 — Steve Miller
Ex To 20 — Heatwave
Ex To 28 — Chicago
Ex To 29 — Donna Summer
Ex To 30 — Little River Band

WKBW — BUFFALO

1-1 — London Symphony/Meco
*Bee Gees
*Little River Band
*England Dan & J.F. Coley
9 To 5 — ELO
16 To 11 — Brothers Johnson
23 To 16 — Crystal Gayle
24 To 18 — Peter Frampton
27 To 22 — Shaun Cassidy
Ex To 25 — Firefall
Ex To 27 — Pablo Cruise
Ex To 29 — Foghat
WTMA — CHARLESTON
3-1 — KC & Sunshine Band
25 — Jimmy Buffett
26 — Chicago
27 — Paul Nicholas
28 — Kate Taylor
29 — Crystal Gayle
30 — Leif Garrett
16 To 7 — Donna Summer
19 To 10 — Ronnie Milsap
21 To 13 — George Benson
WBT — CHARLOTTE
1-1 — Fleetwood Mac
22 — Carpenters
23 — Barry Manilow
24 — Chicago
25 — Judy Collins
25 To 17 — Debby Boone
WAYS — CHARLOTTE
2-1 — Johnny Rivers
25 — Donna Summer
26 — Bee Gees
27 — Judy Collins
10 To 5 — Heatwave
15 To 10 — Heatwave
20 To 14 — Rita Coolidge
WFLI — CHATTANOOGA
1-1 — Carly Simon
*David Castle
*Debby Boone
*Judy Collins
*Firefall
11 To 5 — Dave Mason
12 To 4 — Meco
15 To 9 — Crystal Gayle
22 To 17 — Brick
25 To 19 — Steve Miller
Ex To 22 — Shaun Cassidy
Ex To 23 — Wild Cherry
WLS — CHICAGO
4-1 — Shaun Cassidy
14 — Johnny Rivers
19 — Carly Simon
23 — Firefall
**Fleetwood Mac
**James Taylor
16 To 9 — Meco
25 To 3 — Debby Boone
WMET — CHICAGO
14-1 — Debby Boone
24 — Barry White
30 — Chicago
14 To 1 — Debby Boone
15 To 9 — KC & Sunshine Band
19 To 11 — Carly Simon
Ex To 26 — Alan Parsons
Ex To 28 — Firefall
Q-102 — CINCINNATI
1-1 — Emotions
23 — Meco
*Rita Coolidge
*Firefall
*Kenny Rogers
Ex To 26 — Heatwave
WSAI — CINCINNATI
10-1 — Meco
28 — Sanford-Townsend Band
30 — Carly Simon
10 To 1 — Meco
20 To 14 — Brothers Johnson
22 To 15 — Emotions
25 To 16 — KC & Sunshine Band
Ex To 25 — Debby Boone
Ex To 29 — England Dan & J.F. Coley
WGCL — CLEVELAND
2-1 — Meco
23 — Linda Ronstadt
29 — Ronnie McDowell
*Judy Collins
*Seals & Crofts
*Paul Nicholas
*Kate Taylor
*David Soul
11 To 5 — Carly Simon
16 To 11 — Eric Carmen
24 To 17 — Kiss
28 To 21 — Lake
Ex To 16 — Debby Boone
Ex To 30 — Crystal Gayle
WCOL — COLUMBUS
12-1 — Debby Boone
22 — Ronnie McDowell
28 — Brick
29 — Wild Cherry
30 — Babys
12 To 1 — Debby Boone
30 To 25 — Ronnie Milsap
WNCI — COLUMBUS
2-1 — Heatwave
22 — Ronnie Milsap
21 To 5 — Debby Boone
DALLAS
28-1 — Meco/London Symp.
22 — Paul Nicholas
27 — Debby Boone
28 — Barry White
30 — Jimmy Buffett
31 — Carpenters
19 To 7 — Crystal Gayle
27 To 15 — KC & Sunshine Band
KLIF — DALLAS
1-1 — Brothers Johnson
*Chicago
*Carol Sager
*Firefall
*James Taylor
*Fleetwood Mac
*Doobie Brothers
*Linda Ronstadt

*Brothers Johnson

*Leo Sayer
15 To 2 — Debby Boone
22 To 10 — Meco
23 To 14 — Foreigner
25 To 18 — Ted Nugent
29 To 21 — Crystal Gayle
Ex To 28 — Heatwave
Ex To 29 — Kenny Rogers
Ex To 30 — Eric Carmen

KSTT — DAVENPORT

3-1 — Shaun Cassidy
13 To 8 — Peter Frampton
17 To 13 — Ted Nugent
24 To 20 — Eric Carmen
26 To 21 — Firefall
31 To 26 — Debby Boone
32 To 27 — Crystal Gayle
Ex To 29 — Chicago
Ex To 33 — Bee Gees
Ex To 34 — Foghat
Ex To 35 — Hall & Oates

WING — DAYTON

2-1 — Fleetwood Mac
*Smokie
*Pablo Cruise
*Styx
*Judy Collins
*First Choice
*Peter Brown
*Helen Reddy
*Foghat
8 To 3 — B.J. Thomas
9 To 4 — KC & Sunshine Band
10 To 5 — Shaun Cassidy
11 To 6 — Foreigner
12 To 7 — Carly Simon
14 To 9 — Peter Frampton
17 To 10 — Heatwave
32 To 26 — Crystal Gayle
36 To 30 — Debby Boone
38 To 31 — Eric Carmen
40 To 34 — Paul Davis
41 To 35 — Brick
42 To 36 — Dave Mason
44 To 39 — Barry White
45 To 40 — Linda Ronstadt
Ex To 38 — Bee Gees
Ex To 43 — Barry Manilow

WMFJ — DAYTONA BEACH

4-1 — Donna Summer
*Chicago
*Debby Boone
*Robert Gordon
*Mac McAnally
*England Dan & J.F. Coley
12 To 7 — Peter Frampton
17 To 12 — B.J. Thomas
20 To 10 — Shaun Cassidy
21 To 16 — LeBlanc & Carr
22 To 15 — Eric Carmen
28 To 18 — Commodores
33 To 23 — Pablo Cruise
Ex To 29 — Rita Coolidge
Ex To 30 — Leif Garrett
Ex To 32 — Helen Reddy
Ex To 33 — David Castle
Ex To 35 — Kenny Nolan

KTLC — DENVER

3-1 — Johnny Rivers
*Bee Gees
10 To 5 — Brothers Johnson
20 To 10 — Steve Miller
21 To 12 — KC & Sunshine Band
Ex To 30 — Rita Coolidge
Ex To 23 — Chicago
KIMN — DENVER
5-1 — Foreigner
*Chicago
*Heatwave
25 To 19 — KC & Sunshine Band
27 To 21 — Eric Carmen
Ex To 29 — Donna Summer
Ex To 30 — Rita Coolidge

KKXX — DENVER

2-1 — Foreigner
24 — Chicago
11 To 7 — Brothers Johnson
13 To 8 — KC & Sunshine Band
KIOA — DES MOINES
1-1 — Shaun Cassidy
CKLW — DETROIT
12-1 — Debby Boone
*C.J. & Co.
*Bee Gees
*James Taylor
*Leo Sayer
*Johnny Rivers
12 To 1 — Debby Boone
16 To 12 — Heatwave
23 To 16 — LTD
24 To 17 — Dorothy Moore
25 To 20 — Eric Carmen
29 To 21 — Stephen Bishop
Ex To 25 — Ted Nugent
Ex To 26 — Tom Powers
Ex To 29 — Chicago
Ex To 30 — Carpenters

WDRQ — DETROIT

1-1 — Donna Summer
34 — Chicago
35 — Dramatics
36 — Tom Powers
16 To 3 — London Symphony/Meco
21 To 8 — Barry White
24 To 19 — Ted Nugent
26 To 6 — Debby Boone
28 To 23 — Peter Frampton
29 To 24 — Stevie Wonder
35 To 29 — Foghat
Ex To 33 — Dorothy Moore
WDBQ — DUBUQUE
1-1 — Shaun Cassidy
*Stevie Wonder
*Driver
17 To 8 — Elvis Presley
18 To 10 — Ronnie Milsap
25 To 18 — Crystal Gayle
26 To 19 — Ted Nugent
30 To 24 — Paul Nicholas
Ex To 26 — Alan Parsons
Ex To 27 — Eric Carmen
Ex To 28 — Captain & Tennille
Ex To 29 — Donna Summer
Ex To 30 — Debby Boone

WDBQ — DUBUQUE

1-1 — Meco
*Styx
*Little River Band
*Firefall
*Paul Nicholas
*Steve Miller
*Carole King
*Captain & Tennille
WGSV — GUNTERSVILLE
1-1 — Meco
*Chicago
*Leo Sayer
*James Taylor
*Crosby, Stills & Nash
*Pablo Cruise
16 To 12 — Dave Mason

*Judy Collins

14 To 9 — Seals & Crofts
30 To 17 — Stevie Wonder
Ex To 26 — Debby Boone
Ex To 27 — Pablo Cruise

WEAQ — EAU CLAIRE

1-1 — Johnny Rivers
No new additions
12 To 3 — B.J. Thomas
24 To 16 — Meco
30 To 22 — Ronnie Milsap

KINT — EL PASO

3-1 — Meco
28 — Rita Coolidge
29 — Chicago
30 — Dorothy Moore
11 To 7 — Peter Frampton
16 To 8 — Carly Simon
20 To 16 — Firefall
27 To 20 — Alan Parsons
28 To 22 — Crystal Gayle

WJET — ERIE

3-1 — Heatwave
*Ronnie McDowell
*Firefall
13 To 4 — Commodores
14 To 5 — Donna Summer
28 To 16 — Paul Nicholas
29 To 15 — Kenny Rogers
Ex To 14 — Ronnie Milsap

KBDF — EUGENE

1-1 — Emotions
*Crystal Gayle
*Chicago
26 To 21 — Heatwave
Ex To 29 — Kenny Rogers
Ex To 30 — Ronnie Milsap
14-RKO — EVERETT
1-1 — Carly Simon
*Captain & Tennille
*Peter Frampton
*Kenny Nolan
*Bee Gees
*Judy Collins
19 To 14 — KC & Sunshine Band
23 To 16 — Starland Vocal Band
28 To 23 — Kate Taylor
Ex To 27 — Poco
Ex To 28 — Donna Summer
Ex To 29 — Linda Ronstadt
Ex To 30 — Rita Coolidge

KQWB — FARGO

10-1 — Foreigner
*Debby Boone
*Carpenters
*Chicago
*Judy Collins
**Seals & Crofts
**Linda Ronstadt
**Ronnie McDowell
**Starland Vocal Band
12 To 5 — Johnny Rivers
23 To 11 — KC & Sunshine Band
27 To 20 — Elvis Presley
Ex To 29 — Paul Nicholas
Ex To 30 — Barry Manilow
Ex To 31 — Bee Gees

WFLB — FAYETTEVILLE

1-1 — Heatwave
26 — Barry White
*James Taylor
*Leo Sayer
*Pablo Cruise
*George Benson
21 To 16 — Peter Brown
25 To 19 — Rose Royce
29 To 22 — Paul Davis
33 To 25 — Paul Nicholas
Ex To 27 — Crystal Gayle
Ex To 30 — Rita Coolidge
Ex To 31 — Chicago
Ex To 34 — Eric Carmen
Ex To 35 — Bee Gees

KFJZ — FORT WORTH

2-1 — Peter Frampton
11 To 6 — Brothers Johnson
14 To 7 — Commodores
16 To 8 — Bee Gees
20 To 9 — Elvis Presley
KYNO — FRESNO
5-1 — Commodores
*Santana
*Firefall
*Little River Band
27 To 21 — Debby Boone
Ex To 27 — Ronnie Milsap
Ex To 28 — Pablo Cruise
Ex To 29 — Chicago
Ex To 30 — Dave Mason

KKXL — GRAND FORKS

1-1 — KC & Sunshine Band
8 To 3 — Steve Miller
13 To 6 — Crystal Gayle
12 To 8 — Ronnie Milsap
21 To 12 — Firefall
20 To 14 — Paul Davis
25 To 19 — Dave Mason
27 To 20 — Linda Ronstadt
28 To 24 — Bee Gees
29 To 21 — Pablo Cruise
30 To 23 — Poco
Ex To 27 — Debby Boone
Ex To 28 — Meco
Ex To 29 — Judy Collins

Z-96 — GRAND RAPIDS

1-1 — Emotions
*Firefall
16 To 10 — Meco
21 To 12 — Shaun Cassidy
Ex To 26 — Commodores
Ex To 30 — Rita Coolidge
KEIN — GREAT FALLS
1-1 — Meco
*Styx
*Little River Band
*Firefall
*Paul Nicholas
*Steve Miller
*Carole King
*Captain & Tennille

WGSV — GUNTERSVILLE

1-1 — Meco
*Chicago
*Leo Sayer
*James Taylor
*Crosby, Stills & Nash
*Pablo Cruise
16 To 12 — Dave Mason

23 To 16 — Firefall

26 To 22 — James Taylor
27 To 23 — David Castle
30 To 25 — Jimmy Buffett
33 To 29 — Rita Coolidge
Ex To 32 — Crystal Gayle
Ex To 33 — Barry Manilow
Ex To 34 — Bee Gees

WDRG — HARTFORD

1-1 — Floaters
*Silverheads
*Chicago
*Ronnie McDowell
21 To 9 — Heatwave
22 To 14 — London Symphony Orch.
27 To 5 — Debby Boone
Ex To 28 — Eric Carmen
Ex To 29 — Rita Coolidge
Ex To 30 — Donna Summer

KILT — HOUSTON

1-1 — Debby Boone
37 — Little River Band
39 — Dorothy Moore
*Chicago
*Leo Sayer
*Merle Haggard
12 To 8 — Peter Frampton
14 To 7 — Carly Simon
24 To 20 — Johnny Rivers
28 To 19 — Heatwave
29 To 22 — Commodores
31 To 16 — Ronnie McDowell
34 To 21 — Linda Ronstadt
35 To 31 — Leif Garrett
Ex To 34 — Ted Nugent
Ex To 40 — Judy Collins

KRBE — HOUSTON

1-1 — Debby Boone
25 — Linda Ronstadt
*Helen Reddy
**Roger Daltry
**Yes
13 To 7 — Carly Simon
18 To 14 — Steve Miller
20 To 8 — Ronnie McDowell
29 To 21 — Johnny Rivers
Ex To 29 — Bee Gees
Ex To 30 — Carpenters

WNDE — INDIANAPOLIS

6-1 — Meco
*George Benson
*Commodores
*Little River Band
*Chicago
6 To 1 — Meco
15 To 8 — Heatwave
19 To 11 — Carly Simon
26 To 14 — Debby Boone
Ex To 27 — B.J. Thomas
Ex To 29 — Ronnie Milsap
Ex To 30 — Eric Carmen

WJDX — JACKSON

1-1 — London Symphony Orch./Meco
*Barry Manilow
*David Castle
*Barry White
14 To 7 — Peter Frampton
21 To 10 — Kenny Rogers
22 To 12 — James Taylor
23 To 13 — Dorothy Moore
Ex To 21 — Rita Coolidge
Ex To 22 — Jimmy Buffett
Ex To 23 — Leif Garrett
Ex To 24 — Eric Carmen

WAPE — JACKSONVILLE

5-1 — Ronnie McDowell
*Paul Nicholas
*Alan O'Day
*Bee Gees
*Jimmy Buffett
*England Dan & J.F. Coley
*Styx
10 To 5 — Carly Simon
12 To 8 — Peter Frampton
16 To 10 — Heatwave
17 To 13 — B.J. Thomas
23 To 16 — Brownsville Station
25 To 20 — Commodores
31 To 26 — Little River Band
Ex To 17 — Jerry Reed
Ex To 29 — Dave Mason

WCRO — JOHNSTOWN

1-1 — KC & The Sunshine Bnad
*Rita Coolidge
*Dave Mason
*Little River Bnad
*Chicago
*Bee Gees
18 To 12 — Leif Garrett
21 To 14 — Commodores
24 To 16 — Ronnie McDowell
29 To 22 — Firefall
Ex To 20 — Smokie
Ex To 30 — Stevie Wonder

KBEO — KANSAS CITY

1-1 — Ronnie McDowell
28 — Donna Summer
29 — Rita Coolidge
30 — The Babys
9 To 4 — Styx
15 To 9 — Alan Parsons
19 To 15 — Eric Carmen
25 To 3 — Debby Boone
26 To 17 — Commodores
28 To 23 — Dave Mason
29 To 24 — Jimmy Buffett
30 To 18 — Ronnie Milsap

WQPD — LAKELAND

2-1 — Peter Frampton
39 — Helen Reddy
40 — Carpenters
*Leo Sayer
*James Taylor
*Lenny Williams
*Roger Daltry
*Smokie
*Bee Gees
*England Dan & J.F. Coley
*Seals & Crofts
*Atlanta Rhythm Section
14 To 9 — Brick
20 To 4 — Stevie Wonder
23 To 16 — Wild Cherry
26 To 18 — Rose Royce
26 To 18 — Jimmy Buffett
30 To 23 — Pablo Cruise
37 To 26 — Debby Boone
Ex To 34 — Heart
Ex To 35 — Barry White

POP RADIO PLAYLIST HIGHLIGHTS CONT.

KENO — LAS VEGAS
1-1 — Emotions
35 — Carpenters
*Little River Band
23 To 14 — Shaun Cassidy
30 To 22 — Carly Simon
Ex To 33 — Dean Friedman
Ex To 34 — Chicago

KAAY — LITTLE ROCK
1-1 — Fleetwood Mac

KHJ — LOS ANGELES
1-1 — Fleetwood Mac
*Barry White
*Linda Ronstadt
*Debbie Boone
*Fleetwood Mac
14 To 10 — KC & Sunshine Band
18 To 13 — B.J. Thomas
19 To 9 — Stephen Bishop
21 To 12 — Donna Summer
22 To 17 — Leif Garrett
25 To 20 — Heatwave
27 To 20 — Carly Simon
Ex To 23 — Eric Carmen
Ex To 24 — Chicago

KHIS-FM — LOS ANGELES
3-1 — Meco
14 To 6 — Donna Summer
21 To 17 — Carly Simon
22 To 18 — Heatwave

10-Q — LOS ANGELES
1-1 — Meco
28 — Ronnie McDowell
*Peter Brown
*Jacksons
*Dean Friedman
*Santana
11 To 7 — Donna Summer
19 To 15 — Commodores
20 To 14 — Shaun Cassidy
21 To 17 — Carly Simon
30 To 26 — Paul Nicholas
Ex To 29 — Seals & Crofts
Ex To 30 — Robert Gordon

WAKY — LOUISVILLE
*Chicago
*Rita Coolidge
*Dorothy Moore

WISM — MADISON
2-1 — Meco
*Chicago
*Bee Gees
*Crystal Gayle
**Linda Ronstadt
**Jeff Lynne
12 To 7 — KC & Sunshine Band
20 To 14 — Debbie Boone
21 To 15 — Cheap Trick
24 To 17 — Paul Nicholas
26 To 20 — Donna Summer
28 To 23 — Heatwave
Ex To 28 — Paul Davis
Ex To 29 — Dave Mason
Ex To 30 — Commodores

KRIB — MASON CITY
1-1 — Fleetwood Mac
*Carpenters
*Bee Gees
*Barry Manilow
*Foghat
9 To 3 — Meco
17 To 13 — Alan Parsons
23 To 19 — Eric Carmen
Ex To 18 — Ronnie McDowell
Ex To 23 — Crystal Gayle
Ex To 24 — Firefall
Ex To 25 — Debbie Boone

WMPS — MEMPHIS
4-1 — Johnny Rivers
7 To 3 — Shaun Cassidy
24 To 20 — George Benson
27 To 21 — Eric Carmen
29 To 25 — Barry White

WHBO — MEMPHIS
1-1 — KC & Sunshine Band
29 — Barry White
16 To 6 — Carly Simon
17 To 11 — Meco
19 To 12 — Donna Summer
22 To 10 — Commodores
27 To 17 — Ronnie Milsap
Ex To 27 — Debbie Boone

Y-100 — MIAMI
2-1 — Leif Garrett
25 — Chicago
26 — Brick
27 — First Choice
28 — Alice Cooper
29 — Johnny Rivers
13 To 7 — Seals & Crofts
16 To 10 — Steve Miller
21 To 11 — Stephen Bishop
22 To 15 — C.J. & Co.

WQAM — MIAMI
1-1 — Fleetwood Mac
No new additions
9 To 2 — Heatwave
15 To 10 — Meco

96-X — MIAMI
1-1 — Heatwave
*Rose Royce
*Rita Coolidge
*Jimmy Buffett
*LTD
18 To 6 — Barry White
23 To 19 — Seals & Crofts
Ex To 25 — Peter Brown
Ex To 29 — First Choice

KCRS — MIDLAND
1-1 — Fleetwood Mac
*Jerry Reed
*Bee Gees
*Rita Coolidge
*Firefall
*Leif Garrett
22 To 17 — Stevie Wonder
25 To 20 — Steve Miller
Ex To 21 — Hot Chocolate
Ex To 25 — Ronnie McDowell
Ex To 26 — Alan Parsons

WOKY — MILWAUKEE
1-1 — Shaun Cassidy
28 — Barry Manilow
31 — Crystal Gayle
32 — England Dan & J.F. Coley
33 — Firefall
34 — Barry White
*Paul Davis

21 To 15 — Steve Miller
26 To 9 — Debbie Boone
29 To 23 — Floaters
30 To 26 — Commodores
33 To 27 — Donna Summer

WZUU — MILWAUKEE
2-1 — Shaun Cassidy
*Little River Band
*Crawler
*Daltrey
10 To 6 — Carly Simon
16 To 10 — B.J. Thomas
17 To 8 — Debbie Boone
18 To 14 — Steve Miller
Ex To 20 — Firefall

KDWB — MINNEAPOLIS
1-1 — Andy Gibb
27 — Rita Coolidge
29 — Pablo Cruise
30 — Judy Collins
10 To 6 — Fleetwood Mac
14 To 7 — B.J. Thomas
25 To 16 — Crystal Gayle
26 To 5 — Debbie Boone
27 To 19 — Glen Campbell
29 To 21 — Ronnie Milsap

KSTP — MINNEAPOLIS
3-1 — Carly Simon
23 — Rita Coolidge
*Paul Nicholas
*Judy Collins
19 To 14 — Firefall
21 To 15 — Debbie Boone
Ex To 21 — Chicago
Ex To 22 — Kenny Rogers

KVOX — MOORHEAD
1-1 — Foreigner
*Linda Ronstadt
*Chicago
*Crosby, Stills & Nash
11 To 3 — Steve Miller
18 To 8 — KC & Sunshine Band
24 To 15 — Rita Coolidge
Ex To 23 — Crystal Gayle
Ex To 27 — Paul Davis
Ex To 28 — Judy Collins
Ex To 30 — Debbie Boone

WLAC — NASHVILLE
1-1 — Elvis Presley
*Roger Daltrey
*Jimmy Buffett
*Bee Gees
*Alan Parsons
*Chicago
19 To 13 — Carly Simon
23 To 10 — Ronnie McDowell
24 To 8 — KC & Sunshine
38 To 31 — Crystal Gayle
39 To 32 — Foreigner
40 To 33 — Donna Summer
Ex To 36 — Commodores

WMAK — NASHVILLE
2-1 — Ronnie McDowell
*Allianta Rhythm Section
*Babys
*Ted Nugent
*Debbie Boone
*Judy Collins
*David Castle
*David Soul
*Smokie
24 To 15 — Dave Mason
27 To 16 — Kenny Rogers
28 To 20 — Little River Bnad
Ex To 26 — Linda Ronstadt
Ex To 30 — Barry White

WAVZ — NEW HAVEN
1-1 — Meco
28 — Firefall
29 — Jacksons
30 — Rita Coolidge
26 To 14 — Barry White
Ex To 27 — Chicago

WNOE — NEW ORLEANS
3-1 — Andy Gibb
39 — Chicago
*England Dan & J.F. Coley
*Leif Garrett
*Eric Carmen
*Crosby, Stills & Nash
10 To 7 — Foreigner
21 To 17 — Styx
28 To 23 — Steve Miller
36 To 32 — Meters
Ex To 37 — Debbie Boone
Ex To 38 — Ronnie McDowell

WTIX — NEW ORLEANS
11-1 — Debbie Boone
13 To 9 — Sanford-Townsend Band
19 To 14 — Carly Simon
27 To 22 — Styx
Ex To 32 — C.J. & Co.
Ex To 33 — Paul Nicholas
Ex To 35 — Stevie Wonder

99-X — NEW YORK
1-1 — Andy Gibb
34 — Jackson
35 — Odyssey
21 To 17 — Commodores
23 To 19 — Foreigner
29 To 25 — Paul Nicholas
31 To 13 — Debbie Boone

WKY — OKLAHOMA CITY
1-1 — Meco
*Debbie Boone
*Rita Coolidge
*Crystal Gayle
*Paul Nicholas
10 To 3 — Johnny Rivers
15 To 9 — Shaun Cassidy
16 To 11 — Steve Miller
Ex To 13 — Heatwave
Ex To 16 — Donna Summer
Ex To 18 — Commodores
Ex To 20 — Ronnie Milsap

KOMA — OKLAHOMA CITY
1-1 — Fleetwood Mac
11 To 4 — Meco
12 To 8 — Foreigner
17 To 12 — KC & The Sunshine Bnad
22 To 15 — Heatwave
24 To 18 — Steve Miller
30 To 23 — Peter Frampton
31 To 26 — Ronnie Milsap
40 To 35 — Eric Carmen
Ex To 36 — Debbie Boone
Ex To 37 — Ted Nugent
Ex To 39 — Heart

WOW — OMAHA
3-1 — KC & Sunshine Band

16 — Rita Coolidge
*Dave Mason
*Chicago
*Bee Gees
*Bay City Rollers
15 To 6 — Brothers Johnson
17 To 7 — Heatwave
Ex To 15 — Crystal Gayle

BJ-105 — ORLANDO
11-1 — Meco
37 — Chicago
38 — Debbie Boone
39 — Ronnie Milsap
40 — James Taylor
*Helen Reddy
*Judy Collins
*Jimmy Buffett
*Donna Summer
11 To 1 — Meco
22 To 10 — Commodores
Ex To 36 — Dave Mason

WIRL — PEORIA
3-1 — Fleetwood Mac
*Debbie Boone
*Paul Nicholas
7 To 2 — Foreigner
11 To 4 — Johnny Rivers
15 To 9 — Shaun Cassidy
17 To 12 — Brothers Johnson
19 To 15 — Carly Simon
23 To 17 — Heatwave
Ex To 23 — Donna Summer

WFIL — PHILADELPHIA
4-1 — Meco
*Chicago
18 To 10 — Debbie Boone
Ex To 23 — Ronnie McDowell

WZZD — PHILADELPHIA
No New Additions

WIFI — PHILADELPHIA
1-1 — Meco
30 — Firefall
*Alan Parsons
14 To 10 — Commodores
15 To 11 — Donna Summer
20 To 13 — Debbie Boone
30 To 19 — Philadelphia
Ex To 29 — Chicago

KOTN — PINE BLUFFS
1-1 — Shaun Cassidy
*Rita Coolidge
*Peter Brown
*Dave Mason

WPEZ — PITTSBURGH
4-1 — Brothers
36 — Barry White
38 — Linda Ronstadt
39 — Heart
40 — Seals & Crofts
*Charlie
*Crystal Gayle
*Foghat
13 To 7 — Donna Summer
21 To 15 — Carly Simon
26 To 18 — Heatwave
29 To 23 — Kenny Rogers
30 To 25 — B.J. Thomas
34 To 29 — Stevie Wonder
35 To 27 — George Benson
40 To 35 — Eric Carmen
Ex To 31 — Debbie Boone

13-Q — PITTSBURGH
1-1 — London Symphony/Meco
29 — England Dan & J.F. Coley
30 — Bee Gees
*Little River Band
16 To 9 — Carly Simon
17 To 10 — Heatwave
27 To 20 — George Benson
30 To 25 — Debbie Boone
Ex To 24 — Paul Nicholas
Ex To 26 — Linda Ronstadt

KGW — PORTLAND
3-1 — Fleetwood Mac
*Carpenters
*Crystal Gayle
10 To 5 — Debbie Boone
19 To 11 — Carly Simon
30 To 23 — Shaun Cassidy
Ex To 28 — Firefall

KPAM — PORTLAND
3-1 — KC & Sunshine Band
29 — Crystal Gayle
30 — Commodores
*Chicago
*Little River Band
11 To 4 — Shaun Cassidy
16 To 10 — Debbie Boone
22 To 17 — Kenny Rogers
26 To 20 — Eric Carmen
30 To 23 — Ronnie McDowell
Ex To 25 — Dave Mason
Ex To 26 — Firefall

WPRO — PROVIDENCE
1-1 — Shaun Cassidy
23 — Ronnie McDowell
24 — Kate Taylor
25 — Firefall
20 To 12 — Meco
23 To 18 — Leif Garrett
25 To 19 — B.J. Thomas

WPRO-FM — PROVIDENCE
3-1 — Debbie Boone
27 — Commodores
28 — Dave Mason
29 — Chicago
30 — Bee Gees
*Fleetwood Mac
*Kiss
28 To 5 — Ronnie McDowell
29 To 20 — Eric Carmen

WKIX — RALEIGH
Heatwave
*Judy Collins
*Barry Manilow
*Chicago
*Bee Gees
12 To 6 — Commodores
18 To 13 — Foreigner
21 To 15 — Peter Frampton
27 To 21 — Crystal Gayle
28 To 23 — Kate Taylor
Ex To 26 — Dorothy Moore

KKLS — RAPID CITY
1-1 — Fleetwood Mac
*Bay City Rollers
*England Dan & J.F. Coley
*James Taylor

27 To 20 — Poco
Ex To 21 — Ronnie McDowell
Ex To 25 — Heart
Ex To 26 — Barry Manilow
Ex To 27 — Kenny Nolan

WLEE — RICHMOND
*Barry Manilow
*James Taylor
*Leo Sayer
10 To 5 — Steve Miller
27 To 21 — Dave Mason
28 To 22 — Crystal Gayle
Ex To 24 — Rita Coolidge
Ex To 27 — Donna Summer
Ex To 29 — David Castle
Ex To 30 — Bee Gees

Q-94 — RICHMOND
1-1 — Meco
*Chicago
*Judy Collins
*James Taylor
11 To 6 — Steve Miller
30 To 22 — Rita Coolidge
Ex To 25 — Leif Garrett
Ex To 26 — Bee Gees

WBFB — ROCHESTER
7-1 — Debbie Boone
No new additions
14 To 8 — Donna Summer
17 To 11 — Brothers Johnson
26 To 20 — KC & Sunshine Band
29 To 22 — Donna McDaniel
30 To 25 — Peter Frampton
Ex To 27 — Chicago

WROK — ROCKFORD
2-1 — ELO
22 — Debbie Boone
24 To 19 — Stephen Bishop
26 To 17 — Carly Simon
30 To 10 — Shaun Cassidy
32 To 21 — Peter Frampton
Ex To 34 — Donna Summer
Ex To 35 — Ronnie Milsap

KNDE — SACRAMENTO
5-1 — Debbie Boone
12 — Floaters
13 — ELO
*Helen Reddy
*Chicago
*Jimmy Buffett
*Santana
11 To 2 — Ronnie McDowell
30 To 24 — Sweet
Ex To 28 — Donna Summer
Ex To 29 — Eric Carmen
Ex To 30 — Little River Band

KROY — SACRAMENTO
1-1 — Meco
*Bee Gees
*Barry Manilow
*Linda Ronstadt
**16 To 11 — Shaun Cassidy
18 To 13 — B.J. Thomas
20 To 10 — Ronnie McDowell
29 To 22 — Elvis Presley
30 To 21 — Heatwave
Ex To 19 — Debbie Boone
Ex To 29 — Chicago
Ex To 30 — Eric Carmen

WJON — ST. CLOUD
1-1 — Johnny Rivers
*Linda Ronstadt
*Chicago
*Bee Gees
10 To 6 — B.J. Thomas
14 To 8 — Kendalls
16 To 9 — Peter Frampton
Ex To 15 — Ronnie McDowell
Ex To 19 — Steve Miller
Ex To 20 — Donna Summer
Ex To 21 — Debbie Boone

KXOK — ST. LOUIS
3-1 — Meco
32 — Dorothy Moore
33 — Fleetwood Mac
35 — Barry White
36 — Foghat
37 — Styx
38 — Pablo Cruise
39 — Crawler
40 — Babys
17 To 7 — Paul Nicholas
18 To 12 — Ted Nugent
21 To 14 — Shaun Cassidy
24 To 16 — Elvis Presley
31 To 20 — Rita Coolidge
32 To 18 — Debbie Boone
33 To 29 — Eric Carmen
36 To 28 — Barry Manilow
37 To 30 — Chicago
39 To 34 — Jimmy Buffett

KCPX — SALT LAKE CITY
5-1 — KC & Sunshine Band
*Linda Ronstadt
*Bee Gees
*Dave Mason
*Steve Miller
*Fleetwood Mac
17 To 10 — Paul Nicholas
20 To 13 — Leif Garrett
28 To 16 — Ronnie McDowell
Ex To 19 — Debbie Boone
Ex To 24 — Chicago
Ex To 27 — Barry Manilow
Ex To 30 — Little River Band

KRSP — SALT LAKE CITY
7-1 — Debbie Boone
*Firefall
*Chicago
*Crystal Gayle
*Dave Mason
13 To 9 — Peter Frampton
14 To 10 — Eric Carmen
19 To 15 — Kiss
20 To 16 — Pablo Cruise
22 To 17 — Paul Nicholas
23 To 18 — Ronnie McDowell
Ex To 22 — Leif Garrett
Ex To 25 — Rita Coolidge
Ex To 28 — Barry Manilow
Ex To 27 — Ronnie Milsap
Ex To 28 — Brownsville Station

B-100 — SAN DIEGO
2-1 — Commodores
26 — Shaun Cassidy
28 — Dave Mason
19 To 10 — Carly Simon
20 To 16 — Leif Garrett
25 To 17 — Donna Summer
27 To 23 — Kiss — Love Gun
Ex To 27 — Eric Carmen

KCBO — SAN DIEGO
1-1 — Emotions
14 — Floaters
*Foghat
10 To 6 — Fleetwood Mac
21 To 10 — KC & Sunshine Band
24 To 12 — Shaun Cassidy
26 To 20 — Donna Summer

KFRC — SAN FRANCISCO
2-1 — Columbus
*Santana
15 To 10 — Carly Simon
23 To 17 — Heatwave
26 To 22 — Johnny Rivers
Ex To 19 — Debbie Boone
Ex To 25 — Linda Ronstadt
Ex To 27 — Chicago

KYA — SAN FRANCISCO
2-1 — Commodores
*Johnny Rivers
*Chicago
*Santana
14 To 10 — Stephen Bishop
15 To 11 — Steve Miller
16 To 12 — KC & Sunshine Band
18 To 13 — Carly Simon
27 To 23 — Pablo Cruise
Ex To 15 — Debbie Boone
Ex To 25 — Linda Ronstadt
Ex To 26 — Paul Nicholas
Ex To 27 — Kiss

KLIV — SAN JOSE
2-1 — Meco
10 To 2 — Ronnie McDowell
17 To 11 — KC & Sunshine Band
Ex To 29 — Eric Carmen
Ex To 28 — Chicago

KSly — SAN LUIS OBISPO
1-1 — Commodores
*Dean Friedman
*England Dan & J.F. Coley
*Eric Carmen
*Kate Taylor
*Chicago
9 To 2 — Pablo Cruise
11 To 4 — Shaun Cassidy
14 To 9 — Ronnie Milsap
21 To 17 — Heart
27 To 15 — Carly Simon
Ex To 28 — Rita Coolidge
Ex To 29 — Linda Ronstadt
Ex To 30 — Cheap Trick

WPGA — SAVANNAH
18-1 — Ronnie McDowell
29 — Barry White
30 — Chicago
**Crosby, Stills & Nash
**James Taylor
**Leo Sayer
**Gee Gees
18 To 1 — Ronnie McDowell
22 To 17 — Alan O'Day
23 To 18 — Debbie Boone

KJR — SEATTLE
1-1 — Debbie Boone
*Bee Gees
*Crawlers
**Linda Ronstadt
**Dave Mason
12 To 8 — Brothers Johnson
14 To 9 — Carly Simon
19 To 15 — Sanford-Townsend Band
Ex To 24 — Crystal Gayle
Ex To 25 — Chicago
Ex To 26 — Eric Carmen

KING — SEATTLE
2-1 — Stephen Bishop
*Chicago
*Crystal Gayle
**Jennifer Warnes
16 To 7 — Meco
20 To 10 — Johnny Rivers
Ex To 15 — Carly Simon
Ex To 23 — Steve Miller

KEEL — SHREVEPORT
4-1 — Carly Simon
28 — Judy Collins
29 — Chicago
30 — Alan Parsons
31 — Helen Reddy
32 — Robert Gordon
33 — Donny Osmond
34 — England Dan & J.F. Coley
15 To 9 — Debbie Boone
17 To 11 — Ronnie Milsap
19 To 12 — Kenny Rogers
20 To 14 — Barry White
23 To 15 — Paul Nicholas
26 To 20 — Eric Carmen
28 To 22 — Mother's Finest
33 To 26 — Alan O'Day
Ex To 35 — Lenny LeBlanc

WORD — SPARTANBURG
1-1 — Heatwave
*England Dan & J.F. Coley
*Crosby, Stills & Nash
*Bee Gees
*Barry Manilow
*David Castle
*Dawn
*Alan O'Day
*James Taylor
*Randy Baird
*Chicago
18 To 13 — David Soul
20 To 12 — Paul Nicholas
29 To 22 — Crystal Gayle
30 To 18 — Rita Coolidge
Ex To 19 — Debbie Boone
Ex To 29 — Linda Ronstadt
Ex To 30 — Art Garfunkel

KJRB — SPOKANE
1-1 — Meco
*Chicago
*Bee Gees
*Crawler
*Player
*Linda Ronstadt
11 To 7 — KC & Sunshine Band
19 To 15 — Carole King
20 To 16 — Heatwave
21 To 14 — Debbie Boone
23 To 18 — Commodores
Ex To 19 — Styx
Ex To 26 — Rita Coolidge

WSPT — STEVENS POINT
2-1 — Leif Garrett
*Judy Collins
*Styx
*Crystal Gayle

*Chicago
1-1 To 9 — Carly Simon
18 To 11 — Peter Frampton
23 To 14 — Paul Nicholas
25 To 16 — Eric Carmen
26 To 18 — Ronnie McDowell
Ex To 27 — Carpenters
Ex To 28 — Dave Mason
Ex To 30 — 10cc

KJOY — STOCKTON
2-1 — Commodores
*Seals & Crofts
*Charlie
*Santana
*Barry Manilow
*Kate Taylor
*Rita Coolidge
*Robert Gordon
Ex To 27 — Chicago
Ex To 28 — Rose Royce
Ex To 29 — Firefall
Ex To 30 — Dorothy Moore

WOLF — SYRACUSE
1-1 — KC & Sunshine Band
15 — Ronnie McDowell
29 — Eric Carmen
30 — Chicago
15 To 6 — Donna Summer
16 To 3 — Debbie Boone

KTAC — TACOMA
3-1 — Emotions
*Ronnie Milsap
*Commodores
*Chicago
11 To 4 — Debbie Boone
18 To 14 — Johnny Rivers
Ex To 24 — Crystal Gayle
Ex To 25 — Eric Carmen

WGLF — TALLAHASSEE
3-1 — Carly Simon
*Bee Gees
*James Taylor
*Chicago
*Crosby, Stills & Nash
*Leo Sayer
*England Dan & J.F. Coley
*Barry Manilow
Ex To 30 — Rita Coolidge

WTRY — TROY
2-1 — Meco
*Judy Collins
*Commodores
*Alan Parsons
*James Taylor
13 To 6 — Donna Summer
23 To 16 — Elvis Presley
25 To 20 — Ronnie McDowell
Ex To 29 — Debbie Boone
Ex To 30 — Bee Gees

KELI — TULSA
1-1 — Meco
*Kate Taylor
*Chicago
*Bee Gees
*Judy Collins
*David Soul
17 To 11 — Donna Summer
21 To 16 — Paul Nicholas
25 To 20 — Crystal Gayle
26 To 17 — Ronnie McDowell
Ex To 24 — Leif Garrett
Ex To 29 — Debbie Boone
Ex To 30 — Eric Carmen

WTLB — UTICA
1-1 — Shaun Cassidy
*Chicago
*Bee Gees
*Carpenters
*Barry Manilow
*Crystal Gayle
17 To 10 — Paul Nicholas
18 To 13 — Peter Frampton
21 To 16 — Commodores
27 To 18 — Leif Garrett
Ex To 23 — Debbie Boone
Ex To 26 — Eric Carmen
Ex To 30 — Ronnie McDowell

98-Q — VIDALIA
1-1 — Heatwave
30 — Brick
*Foghat
*Alan O'Day
*Firefall
*David Castle
*George Benson
*Barry White
*Babys
*Pablo Cruise
*Charlie
**Robert Gordon
15 To 5 — Paul Davis
24 To 14 — Commodores
Ex To 31 — King Musher Band
Ex To 34 — Leif Garrett

WPGC — WASHINGTON
3-1 — Debbie Boone
30 — Barry White
*Elvis Presley
*Dave Mason
*Heart
10 To 5 — Carly Simon
21 To 15 — Shaun Cassidy
23 To 18 — Firefall
24 To 19 — Peter Brown

WKWK — WHEELING
1-1 — Fleetwood Mac
*Chicago
*Crystal Gayle
*Bee Gees
*Carpenters
**Dorothy Moore
**Judy Collins
Ex To 28 — Rita Coolidge
Ex To 29 — Ronnie Milsap
Ex To 30 — Leif Garrett

KLEO — WICHITA
3-1 — Foreigner
17 To 12 — Crosby, Stills & Nash
17 To 15 — Crystal Gayle
22 To 17 — Firefall

WAIR — WINSTON/SALEM
21-1 — Ronnie McDowell
*Judy Collins
*Carpenters
*Chicago
*Barry Manilow
**Robert Gordon
13 To 7 — Meco
22 To 16 — Debbie Boone
23 To 18 — Peter Frampton

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THE SINGLES BULLETS

- #1 MECO** — Receiving top 5 rotation at WFIL-1, 13Q-1, WCAO-1, WKBW-1, KXOK-1, WGCL-1, CKLW-2, KILT-2, KRBE-2, KJR-2, WABC-3, Z93-3, WQXI-3, WPGC-3, KGW-3, Y100-4, WPEZ-4, KDWB-4, KYA-5. #1 sales at Richman Bros./Phila., Harmony House/N.J., Bromo/Okla. Top 5 sales at Record Rack, Music Plus/L.A., All Records/Oakland, Music St., Worldwide/Seattle, Peaches/Denver, Tower/S.F./S.J./S.D./Sac., Sam Goody/Phila., Waxie Maxie, Schwartz Bros./D.C., N.E. Music City/Boston, Stark/Cleve., Giant/Va., Port of Call/Nashville, Franklin/Atl., Peaches/Dallas, Cactus/Houston.
- #3 KC & SUNSHINE BAND** — Receiving top 5 airplay at WHBQ-1, KPAM-1, WOW-1, KCPX-1, WOKY-2, KDWB-2, WKY-2, KRBE-3, WZUU-3, WCAO-3, WABC-4, WPGC-4, KILT-4, KXOK-4, Z93-5, KJR-5, Y100-5. #1 sales at Record Rack, Music Plus/L.A., Everybody's/Port., N.E. Music City/Boston, Radio Doctors/Milw. Top 5 sales at All Records/Oakland, Worldwide/Seattle, Tower/S.F., Richman Bros., Sam Goody/Phila., Bee Gee/Albany, Peaches/Cleve., J.L. Marsh/Minn., Bib/Charlotte, Western Merch./Amarillo, Bromo/Okla.
- #4 CARLY SIMON** — #2 most active record this week with 25 jumps including WPGC 10-5, WGCL 11-5, WHBQ 16-6, WZUU 10-6, KILT 14-7, KRBE 13-7, KFRC 15-10. Top 5 airplay at WRKO-1, KSTP-1, KEEL-1, Z93-2, Y100-2, WKBW-3, 96X-3, KXOK-3, KPAM-3, CKLW-4, KJRB-4, WISM-5. Top 5 sales at Music St./Seattle, Tower/Sac., Everybody's/Port., N.E. Music City/Boston, Stark/Cleve., Franklin, Peaches/Atl., Interstate/Fla., Peaches/Dallas, Bromo/Okla. Tape City/N.O.
- #7 DEBBY BOONE** — #1 most active record this week with 39 jumps including WQXI 19-1, WMET 14-1, WCOL 12-1, WBBF 7-1, KLIF 15-2, WLS 25-3, KBEQ 25-3, WDRC 27-5, KDWB 26-5, WNCI 21-5, WDRQ 26-6, WOKY 26-9, 99X 31-13. #1 airplay at KILT, KRBE, CKLW, WPGC, KJR. #1 sales at Music St., Worldwide/Seattle, Tower/S.J./Sac., Record Cove/Monterey, King Karol/N.Y., Sam Goody/Phila., Waxie Maxie/D.C., Stark/Cleve., Peaches/Detroit, Giant/Va., Franklin, Peaches/Atl., Peaches/Dallas, Cactus/Houston, Tape City/N.O.
- #9 JOHNNY RIVERS** — Adds this week include WLS, CKLW, KYA, Y100. Jumps this week include WQXI 18-10, KING 20-10. Top 5 airplay at KTLK-1, KXXK-2, WZUU-2, KPAM-2, KJRB-2, KDWB-3, KSTP-3, WOKY-3, KFJZ-3, KJR-3, WKBW-4, WHBQ-4, WNDE-5, KLEO-5. Top 15 sales at Music St., Worldwide/Seattle, Peaches/Denver, Tower/S.D., Everybody's/Port., Waxie Maxie/D.C., Bee Gee/Albany, Sounds Unltd./Chicago, Stark/Cleve., J.L. Marsh/Minn., Poplar/Memphis, Port of Call/Nashville, Peaches/Dallas, Western Merch./Amarillo, Bromo/Okla., Tape City/N.O.
- #12 SHAUN CASSIDY** — Jumps this week include WMPS 7-3, KJR 16-4, KPAM 11-4, WKY 15-9, KCBQ 24-12. Top 5 airplay at WLS-1, WOKY-1, WZUU-1, KIOA-1, WMET-2, WNDE-2, WPRO-2, WDRC-2, WOW-2, KLEO-2, WHBQ-3, KJRB-3, WGCL-4, KNDE-4. Top 10 sales at Record Rack, Music Plus/L.A., All Records/Oakland, Worldwide/Seattle, Tower/S.J./Sac., Everybody's/Port., N.E. Music City/Boston, Bee Gee/Albany, Sounds Unltd./Chicago, J.L. Marsh/Minn., Stark, Peaches/Cleve., Peaches/Detroit, Bib/Charlotte, Poplar/Memphis, Central So./Nashville, Franklin/Atl., Tape City/N.O., Western Merch./Amarillo, Bromo/Okla.
- #13 HEATWAVE** — #4 most active record this week with 20 jumps including WABC 26-12, CKLW 16-12, KILT 28-19, WKBW 23-17, WQAM 9-2, WAYS 10-5, WOW 17-7, WNDE 15-8, WCAO 13-8, WDRC 21-9, 13Q 17-10, WKY ex-13. Receiving Top 3 airplay at 96X-1, WNCI-1, WPGC-2, KXOK-2, Q94-2, WCOL-3. Top 10 sales at Music Plus/L.A., All Records/Oakland, Tower/S.D./S.J., Record Cove/Monterey, King Karol/N.Y., Richman Bros., Sam Goody/Phila., Waxie Maxie/D.C., Peaches/St. Louis., Radio Doctors/Milw., Central So./Nashville, Interstate/Fla., Cactus/Houston.
- #15 DONNA SUMMER** — #5 most active record this week 15 jumps including B100 25-17, KHJ 21-12, WHBQ 19-12, WIFI 15-11, KXOK 15-9, WPEZ 13-7, 10Q 11-7. Receiving Top 5 rotations at KCPX-3, KILT-3, KRBE-4, 13Q-4, KLEO-4, WSAI-5, 96X-5, WOW-5. Top 15 sales at Music Plus/L.A., Circles/Phoenix, Tower/S.F., Richman Bros., Sam Goody/Phila., Waxie Maxie, Schwartz Bros./D.C., N.E. Music City/Boston, Peaches/Cleve./St. Louis, Giant/Va., Franklin, Peaches/Atl., Interstate/Fla., Sound Warehouse, Peaches/Dallas, Cactus/Houston, Tape City/N.O., Western Merch./Amarillo.
- #16 RONNIE McDOWELL** — Added this week at 10Q, WGCL, WCOL, WDRC. Jumps this week include WSGA 18-1, KERN 12-1, WCAO 11-2, KNDE 11-2, WPRO-FM 28-5, KRBE 20-8, WLAC 23-10, KILT 31-16, KCPX 28-16. Top 5 airplay at Z93-1, WMAK-1, WAPE-1, WQXI-2, KYA-4. Top 10 sales at Music Plus/L.A., All Records/Oakland, Circles/Phoenix, Peaches/Denver, Tower/Sac., King Karol/N.Y., Richman Bros., Sam Goody/Phila., Schwartz Bros./D.C., Stark/Cleve., J.L. Marsh/Minn., Peaches/St. Louis/Detroit, Port of Call/Nashville, Franklin/Atl., Western Merch./Amarillo.
- #20 RONNIE MILSAP** — Added this week at WNCI, KTAC, BJ105. Jumps this week include WAYS 15-10, KEEL 17-11, WBBQ 20-16, WHBQ 29-17, KBEQ 30-18, WKY ex-20, KDWB 29-21. Receiving Top 5 rotation at WAPE-3, WMAK-4. Sales at Tower/S.F./S.J., Odyssey/Santa Cruz, Waxie Maxie/D.C., J.L. Marsh/Minn., Poplar/Memphis, Franklin/Atl., Bromo/Okla.
- #23 ERIC CARMEN** — Added this week at WQXI, WNOE. #3 most active record this week with 21 jumps including KLIF ex-30, KHJ ex-23, WMPS 27-21, CKLW 25-20, KEEL 26-20, WPRO-FM 26-20, KPAM 26-20, KBEQ 19-15, WGCL 16-11. Top 20 sales at Warehouse/L.A., Circles/Phoenix, Peaches/Denver, Waxie Maxie, Schwartz Bros./D.C., N.E. Music City Boston, Stark, Peaches/Cleve., Giant/Va., Poplar/Memphis.
- #24 PAUL NICHOLAS** — Added this week at KNUS, WGCL, KSTP, WKY. Jumps this week include KXOK 16-7, KCPX 17-10, KEEL 23-15, WISM 24-17, 13Q ex-24, KYA ex-26, 99X 29-25, KILT 40-29. Top 25 sales at Warehouse, Music Plus/L.A., Worldwide/Seattle, King Carol/N.Y., Richman Bros., Sam Goody/Phila., Waxie Maxie/D.C., N.E. Music City/Boston, Bee Gee/Albany, Giant/Va., Bib/Charlotte, Franklin/Atl., Interstate/Fla., Peaches/Dallas, Bromo/Okla.
- #27 COMMODORES** — Added this week at KPAM, KTAC, WNDE, WPRO-FM. Jumps this week include WIFI 14-10, WHBQ 22-10, 10Q 19-15, KBEQ 26-17, 99X 21-17, WKY ex-18, KJRB 23-18, WAPE 25-20, KILT 29-22, KXOK 29-25. Top 5 airplay at KYA-1, WPEZ-2, KCBQ-3, Z93-4, 13Q-5, Q94-5. Top 15 sales at Warehouse, Record Rack, Music Plus/L.A., All Records/Oakland, Music St./Seattle, Tower/S.F./S.J./S.D./Sac., Richman Bros., Sam Goody/Phila., Waxie Maxie/D.C., Peaches/St. Louis, Port Of Call, Central So./Nashville, Franklin, Peaches/Atl., Interstate/Fla., Sound Warehouse, Peaches/Dallas, Tape City/N.O.
- #29 CRYSTAL GAYLE** — #5 most added record this week with 9 adds including WQXI, WOKY, WPEZ, KING, KGW, KPAM, WKY, WISM, KERN. Jumps this week include WSGN 16-11, WOW ex-15, KLEO 20-15, KDWB 25-16, WKBW 23-16, KNUS 19-17, KLIF 29-21, KJR ex-24, KTAC ex-24, KXOK 38-26. Receiving top 5 airplay at KILT-5, KRBE-5, WMAK-5. Sales at Music St./Seattle, Tower/S.J., Odyssey/Santa Cruz, Record Cove/Monterey, Sam Goody/Phila., Waxie Maxie/D.C., Stark/Cleve., J.L. Marsh/Minn., Peaches/Detroit, Giant/Va., Port Of Call/Nashville, Peaches/Atl./Dallas, Tape City/N.O., Western Merch./Amarillo, Bromo/Okla.
- #30 ALAN PARSONS** — Added this week at WLAC, KEEL, WIFI. Jumps this week include WMET ex-26, KBEQ 15-9. Sales at Warehouse/L.A., Circles/Phoenix, Richman Bros./Phila., Peaches/Cleve., Radio Doctors/Milw., J.L. Marsh/Minn., Giant/Va., Poplar/Memphis, Port Of Call, Central So./Nashville, Tape City/N.O.
- #33 DOROTHY MOORE** — Added this week at KILT, WBBQ, KNUS, KXOK, WAKY. Jumps this week include WQXI 26-21, CKLW 24-17, WDRQ ex-33, WSGN 26-21, 96X 12-5. Sales at Music Plus/L.A., Circles/Phoenix, Richman Bros., Sam Goody/Phila., Waxie Maxie/D.C., Stark/Cleve., Peaches/St. Louis/Atl., Giant/Va., Interstate/Fla., Western Merch./Amarillo.
- #34 FIREFALL** — Added this week at WLS, KLIF, WOKY, Q102, WAVZ, WIFI. Jumps this week include WPGC 23-18, WKBW ex-25, WBBQ ex-29, KLEO 22-17, WPEZ 39-32, WZUU ex-20, KSTP 19-14, KGW ex-28, WCAO ex-27, WMET ex-28, KPAM ex-26. Sales at All Records/Oakland, Mile High/Denver, Tower/S.D., Sam Goody/Phila., Waxie Maxie/D.C., Harmony House/N.J., Sounds Unltd./Chicago, Peaches/Cleve., Radio Doctors/Milw., J.L. Marsh/Minn., Giant/Va., Bib/Charlotte, Interstate/Fla.
- #37 LITTLE RIVER BAND** — Added this week at WKBW, KILT, WIFI, 13Q, WZUU, KPAM, WNDE. Jumps this week include WAPE 31-26, KCPX ex-30, KERN 24-17, WMAK 28-20, KNDE ex-30. Sales at Mile High/Denver, Tower/S.D., J.L. Marsh/Minn., Port Of Call, Central So./Nashville.
- #39 RITA COOLIDGE** — This week's #4 most added record. Adds this week at WQXI, KBEQ, WAVZ, KSTP, WAKY, KXXK, Q102, WKY, KDWB, WOW. Jumps this week include Z93 ex-27, Q94 30-22, WDRC ex-29, KJR ex-26, KTLK ex-30, WCAO ex-29, KXOK 31-20, WSGN 27-22, KIMN ex-30, WAYS 20-14. Sales at Harmony House/N.J., Stark/Cleve., Tape City/N.O., Bromo/Okla.
- #41 BARRY WHITE** — This week's #3 most added record. Adds include WQXI, WPGC, KHJ, KNUS, KXOK, WHBQ, WPEZ, WOKY, WMET, Z93, WSGA. Jumps this week include KEEL 20-14, WAVZ 26-14, WMAK ex-30, 96X 18-6, WBBQ ex-30, WMPS 29-25, WDRQ 21-8. Sales at Tower/S.F., King Karol/N.Y., Richman Bros., Sam Goody/Phila., Sounds Unltd./Chicago, Stark/Cleve., Peaches/St. Louis, Poplar/Memphis, Franklin, Peaches/Atl., Interstate/Fla., Sound Warehouse, Peaches/Dallas, Tape City/N.O.
- #44 CHICAGO** — This week's #1 most added record. Adds include CKLW, KILT, WFIL, WQXI, KIMN, WBBQ, WSGN, KING, KYA, KNDE, WLAC, WCAO, WAKY, KJRB, KTAC, KXXK, WDRC, KERN, WMET, Y100, Q94, Z93, KEEL, WPRO-FM, BJ105, WSGA, KPAM, WNDE, WISM, WOW. Jumps this week include KHJ ex-24, KFRC ex-27, WIFI ex-29, KXOK 37-30, WAVZ ex-27, KSTP ex-21, KTLK ex-23, KCPX ex-24, WBBF ex-27, KJR ex-25.
- #47 LINDA RONSTADT** — Added this week at WGCL, KRBE, 96X, WPEZ, KJRB, KCPX, WISM, KJR. Jumps this week include KFRC ex-15, KILT 34-21, KYA ex-25, WMAK ex-26, 13Q ex-26, KERN 26-18. Sales at Warehouse, Record Rack, Music Plus/L.A., Tower/S.J., Record Cove/Monterey, Poplar/Memphis, Peaches/Dallas.
- #48 DAVE MASON** — Added this week at WPGC, KCPX, WPRO-FM, KJR, WOW, B100. Jumps this week include WQXI 11-5, WMAK 24-15, KBEQ 28-23, WCAO ex-30, Z93 22-17, BJ105 ex-36, WAPE ex-29, KPAM ex-25, WISM ex-29. Sales at Warehouse/L.A., Central So./Nashville, Franklin/Atl., Tape City/N.O.
- #54 FOGHAT** — Added this week at WQXI, WPEZ, KXOK, KCBQ. Jumps this week include WKBW ex-29, WDRQ 35-29.
- #59 BEE GEES** — This week's #2 most added record. Adds include WKBW, CKLW, WAYS, WSGN, 13Q, WLAC, WCAO, KTLK, KJRB, KCPX, WPRO-FM, WAPE, WSGN, WISM, KJR, WOW. Jumps this week at Q94 ex-26, KRBE ex-29.
- #64 JUDY COLLINS** — Added this week at WGCL, WAYS, WBT, WMAK, KSTP, Q94, KEEL, BJ105, KDWB. Jumps this week include KILT ex-40, WSGN ex-28.
- #66 JIMMY BUFFETT** — Added this week at WLAC, 96X, KNDE, KNUS, WAPE, BJ105. Jumps this week include Z93 ex-26, KXOK 39-34, KBEQ 29-24. Sales at Waxie Maxie/D.C., Giant/Va., Poplar/Memphis, Franklin/Atl., Interstate/Fla.
- #67 SEALS & CROFTS** — Added this week at WQXI, WGCL, WPEZ. Jumps this week include 10Q ex-29, 96X 23-19, Y100 13-7. Sales at Franklin, Peaches/Atl., Interstate/Fla.
- #71 KISS** — Added this week at WPRO-FM, WCAO. Jumps this week include WGCL 24-17, B100 27-23, KYA ex-27.
- #72 JAMES TAYLOR** — This week's highest debut. Added this week at KLIF, CKLW, WLS, WQXI, Q94, BJ105, WSGA.
- #73 BARRY MANILOW** — Added this week at WQXI, WOKY, Z93, WHBQ, WSGN, WBT. Jumps this week include KCPX ex-27, KXOK 36-28.
- #75 PABLO CRUISE** — Added this week at KDWB, KXOK. Last week at CKLW, WBBQ, KRBE, WOW. Jumps this week include KRBE ex-30.
- #78 CARPENTERS** — Added this week at CKLW, KGW, WBT, KNUS. Jumps this week: KRBE ex-30.
- #79 ENGLAND DAN & JOHN FORD COLEY** — Added this week at WKBW, WHBQ, 13Q, WOKY, KEEL, WAPE, WNOE. Jumps this week include WSAI ex-29.
- #81 LEO SAYER** — Added this week at KLIF, CKLW, KILT.
- #83 THE BABYS** — Added this week at WMAK, WCOL, KXOK, KBEQ, WBBQ.
- #84 DAVID SOUL** — Added this week at WGCL, WBBQ, WMAK. Last week at WING, WNOE, KEEL. Jumps this week at WQPD 20-10, WFOM 38-34.
- #86 SANTANA** — Added this week at KFRC, 10Q, KNDE, KYA.
- #87 MERLE HAGGARD** — Added this week at KILT, WHBQ.
- #89 PLAYER** — Added this week at WQXI, KJRB. Last week at WRKO, 10Q, KAFY.

CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS

This Week To Date

STATIONS ADDING THIS WEEK

Rank	Title	Artist	Label	This Week	To Date	Stations
1.	BABY, WHAT A BIG SURPRISE	CHICAGO	COLUMBIA	34%	47%	KLIF, CKLW, KILT, WFIL, WQXI, WDRQ, WBBQ, WSGN, KING, KYA, WLAC, WCAO, WAKY, WDRG, KERN, WMET, Y-100, Q94, Z93, KEEL, WNOE, WBT, KIMN, KNDE, KJRB, KTAC, KXXK, WPRO-FM, BJ105, WSGA, KPAM, WNDE, WISM, WOW.
2.	HOW DEEP IS YOUR LOVE	BEE GEES	RSO	16%	21%	WKBW, CKLW, WAYS, WSGN, 13Q, WLAC, WCAO, KTLK, KCPX, KJRB, WPRO-FM, WAPE, WSGN, WISM, KJR, WOW.
3.	IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME	BARRY WHITE	20TH CENTURY	11%	29%	KHJ, WPGC, WQXI, KXOK, WHBQ, WPEZ, WOKY, WMET, Z93, WSGA, KNUS.
4.	WE'RE ALL ALONE	RITA COOLIDGE	A&M	10%	26%	WQXI, KSTP, WAKY, Q102, WKY, KDWB, WOW, KXXK, WAVZ, KBEQ.
5.	DON'T IT MAKE MY BROWN EYES BLUE	CRYSTAL GAYLE	UA	9%	34%	WQXI, KING, WPEZ, KGW, WOKY, KERN, WKY, KPAM, WISM.
6.	SEND IN THE CLOWNS	JUDY COLLINS	ELEKTRA	9%	14%	WAYS, WGCL, WMAK, KSTP, Q94, KEEL, KDWB, BJ105, WBT.
7.	BLUE BAYOU	LINDA RONSTADT	ELEKTRA	8%	26%	KCPX, WPEZ, WGCL, KRBE, 96X, KJRB, WISM, KJR.
8.	HELP IS ON THE WAY	LITTLE RIVER BAND	CAPITOL	7%	31%	KILT, WKBW, WZUU, 13Q, WIFI, KPAM, WNDE.
9.	YOUR SMILIN' FACE	JAMES TAYLOR	COLUMBIA	7%	7%	WQXI, WLS, CKLW, KLIF, Q94, BJ105, WSGA.
10.	GONE TOO FAR	ENGLAND DAN & JOHN FORD COLEY	BIG TREE	7%	7%	WKBW, WHBQ, 13Q, WOKY, KEEL, WAPE, WNOE.
11.	YOU LIGHT UP MY LIFE	DEBBY BOONE	WB/CURB	6%	60%	KHJ, WMAK, KTLK, KERN, WKY, BJ105.
12.	JUST REMEMBER I LOVE YOU	FIREBALL	ATLANTIC	6%	32%	WLS, KLIF, WOKY, Q102, WAVZ, WIFI.
13.	WE JUST DISAGREE	DAVE MASON	COLUMBIA	6%	20%	WPGC, KCPX, WPRO-FM, KJR, WOW, B100.
14.	DAYBREAK	BARRY MANILOW	ARISTA	6%	10%	WQXI, WOKY, Z93, WHBQ, WSGN, WBT.
15.	CHANGES IN LATITUDES, CHANGES IN ATTITUDES	JIMMY BUFFETT	ABC	6%	21%	WLAC, KNUS, KNDE, 96X, BJ105, WAPE.
16.	I BELIEVE YOU	DOROTHY MOORE	MALACO/TK	5%	38%	KILT, WBBQ, KXOK, WAKY, KNUS.
17.	HEAVEN ON THE SEVENTH FLOOR	PAUL NICHOLAS	RSO	5%	40%	WKY, KSTP, WGCL, KNUS, WAPE.
18.	THUNDER IN MY HEART	LEO SAYER	BIG TREE	3%	6%	KLIF, CKLW, KILT.

RADIO ACTIVE SINGLES

SECONDARY RADIO ACTIVE

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

- YOU LIGHT UP MY LIFE — DEBBY BOONE — WB/CURB**
WQXI 19-1, WFIL 18-10, WLS 25-3, KFRC ex-19, KLIF 15-2, WDRQ 26-6, 99X 31-13, WGCL ex-16, WBBQ 29-25, KYA ex-15, KXOK 32-18, WHBQ ex-27, WPEZ ex-31, WZUU 17-8, KSTP 21-15, 13Q 30-25, KGW 10-5, WOKY 26-9, WCAO 27-11, WDRG 27-5, WMET 14-1, WCOL 12-1, Z93 25-11, KCPX ex-19, KEEL 15-9, KDWB 26-5, WISM 20-14, WNDE 26-14, KPAM 16-10, WSGA 23-18, WBBF 7-1, WNCI 21-5, KTAC 11-4, KJRB 21-14, WSAI ex-25, KBEQ 25-3, WBT 23-17, WNOE ex-37, WIFI 20-13.
- NOBODY DOES IT BETTER — CARLY SIMON — ELEKTRA**
WABC 19-17, WPGC 10-5, WRKO 2-1, KILT 14-7, KFRC 15-10, KHJ 27-20, 10Q 21-17, WTX 19-14, WGCL 11-5, KING ex-15, KYA 18-13, WHBQ 16-6, WPEZ 21-15, WZUU 10-6, 13Q 16-9, WLAC 19-13, KGW 19-11, KERN 20-12, WMET 19-11, WKY 9-4, B100 19-10, KJR 14-9, WNDE 19-11, WBBF 14-8, WAPE 10-5, KRBE 13-7.
- SHE DID IT — ERIC CARMEN — ARISTA**
KHJ ex-23, KLIF ex-30, CKLW 25-20, WMP 27-21, WGCL 16-11, WBBQ ex-27, KXOK 33-29, WPEZ 40-35, WDRG ex-28, Z93 ex-28, KEEL 26-20, B100 ex-27, KJR ex-26, WNDE ex-30, KPAM 26-20, WAPE ex-31, WPRO-FM 29-20, KTAC ex-25, KNDE ex-29, KIMN 27-21, KBEQ 19-15.
- BOOGIE NIGHTS — HEATWAVE — EPIC**
WABC 26-12, KILT 28-19, CKLW 16-12, WKBW 23-17, KLIF ex-28, KHJ 25-20, WAYS 10-5, WQAM 9-2, WPEZ 26-18, 13Q 17-10, WCAO 13-8, WDRG 21-9, KERN ex-26, Q102 ex-26, WKY ex-13, WOW 17-7, WISM 28-23, WNDE 15-8, WAPE 16-10, KJRB 20-16.
- I FEEL LOVE — DONNA SUMMER — CASABLANCA**
KHJ 21-12, 10Q 11-7, KXOK 15-9, WHBQ 19-12, WPEZ 13-7, WLAC 40-33, WOKY 33-27, WDRG ex-30, WKY ex-16, B100 25-17, WISM 26-20, KNDE ex-28, KCBQ 26-20, KIMN ex-29, WIFI 15-11.
- KEEP IT COMIN' LOVE — KC & THE SUNSHINE BAND — TK**
KHJ 14-10, KYA 16-12, WLAC 25-9, KTLK 21-12, WMET 15-9, B100 13-9, KJR 9-5, WISM 12-7, WBBF 26-20, KXXK 13-8, KJRB 11-7, KCBQ 21-10, WSAI 25-16, KIMN 25-19, KNUS 27-15.
- THE KING IS GONE — RONNIE McDOWELL — GRT**
WFIL ex-23, KILT 31-16, KERN 12-1, KEEL 31-24, KCPX 28-16, WCAO 11-2, WLAC 23-10, WSGA 18-1, KPAM 30-23, WISM ex-22, WPRO-FM 28-5, KNDE 11-2, KRBE 20-8, WNOE ex-38.
- BRICK HOUSE — COMMODORES — MOTOWN**
KILT 29-22, WKY ex-18, WOKY 30-26, WLAC ex-36, WHBQ 22-10, KXOK 29-25, 10Q 19-15, 99X 21-17, KBEQ 26-17, WIFI 14-10, KJRB 23-18, BJ105 22-10, WAPE 25-20, WISM ex-30.
- DON'T IT MAKE MY BROWN EYES BLUE — CRYSTAL GAYLE — UA**
WKBW 23-16, KLIF 29-21, WGCL ex-30, WBBQ ex-28, WSGN 16-11, KXOK 38-26, WLAC 38-31, KDWB 25-16, WOW ex-15, KJR ex-24, KTAC ex-24, KLEO 20-15, KNUS 19-17.

- BABY, WHAT A BIG SURPRISE — CHICAGO — COLUMBIA**
Adds: KVOK, KSLY, KRSP, WJON, KEZY, WKWK, WAEB, WCRO, WTMA, WBT, WGLF, WORD, WTLB, WKIX, WHNN, WNDE, WISE, WRFC, WERC, WISM, WOW, WSPT, WEBC, KELI, KTAC, WRJZ, WOLF, WMFJ, WAIR, WGSV, KYER, KBDF. Jumps: KLIV ex-28, WCUE ex-35, KENO ex-34, WFLB ex-31, WKXX ex-28, KRDY ex-21, KYNO ex-29, WLOF ex-38, WICC ex-28, KSTT ex-29.
- HOW DEEP IS YOUR LOVE — BEE GEES — RSO**
Adds: KCRS, WJON, WKXX, WORD, WTLB, WKIX, WHNN, WRFC, WQPD, WGLF, WISM, WOW, KROY, WEBC, KELI, WKWK, WCRO, KRKE. Jumps: KQWB ex-31, WTRY ex-30, WGVY ex-27, WING ex-38, WFLB ex-35, WLEE ex-30, WGSV ex-34, KKXL 28-24, KSTT ex-33, KAFY ex-30.
- DAYBREAK — BARRY MANILOW — ARISTA**
Adds: KROY, WORD, WTLB, WKIX, WGLF, WBGW, KRIB, WJDX, WAIR, WLEE, WBT. Jumps: KKLS ex-26, WING ex-43, WGSV ex-33, KQWB ex-30, KRSP ex-26.
- SEND IN THE CLOWNS — JUDY COLLINS — ELEKTRA**
Adds: WTRY, WKIX, WSPT, WEBC, KELI, WING, WAIR, WKWK, WFLI, WBT, WICC. Jumps: WQPD ex-38, WKXX ex-30, KKXL ex-29, KVOK ex-28.
- WE JUST DISAGREE — DAVE MASON — COLUMBIA**
Adds: WOW, WLRO, WCUE, KRSP. Jumps: WLEE 27-21, WLFI 11-5, WING 42-36, WGSV 16-12, KKXL 25-19, WISM ex-29, WSPT ex-28, KYNO ex-30.
- BLUE BAYOU — LINDA RONSTADT — ELEKTRA**
Adds: WISM, KROY, WJON, KEZY. Jumps: WING 45-40, KAFY ex-25, KSLY ex-29, WORD ex-29, 14-RKO ex-29.
- IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME — BARRY WHITE — 20th CENTURY**
Adds: 98Q, WERC, WJDX, KELI, WFLB. Jumps: WRFC 30-25, WING 44-39, WHNN ex-16, WQPD ex-35.
- YOUR SMILIN' FACE — JAMES TAYLOR — COLUMBIA**
Adds: WORD, WTRY, WQPD, WGLF, KKLS, WFLB, WLEE, WGSV. Jumps: WLOF ex-40.
- IT'S IN HIS KISS — KATE TAYLOR — COLUMBIA**
Adds: WTMA, KSLY, WPRO, KELI. Jumps: WGSV 26-22, 14-RKO 28-23, WKIX 28-23, WRVZ ex-25, WQPD ex-37.
- I GO CRAZY — PAUL DAVIS — BANG**
Adds: KEIN. Jumps: 98Q 15-5, KKXL 20-14, WRFC 25-19, WFLB 29-22, KVOK ex-27, WBGW ex-28, WING 40-34.
- CALLING OCCUPANTS OF INTERPLANETARY CRAFT — CARPENTERS — A&M**
Adds: WQPD, WBGW, KRIB, WAIR, WKWK, KENO, WBT. Jumps: WSPT ex-27.
- COME SAIL AWAY — STYX — A&M**
Adds: WRFC, WKXX, WSPT, KEIN, WING, KRKE. Jumps: KYFR 19-13, WQPD 36-31.

REGIONAL ALBUM ACTION

Northeast

- HARRY CHAPIN
- MICHAEL HENDERSON
- GENTLE GIANT
- RONNIE MILSAP
- THE SPY WHO LOVED ME
- MARVIN GAYE
- TEDDY PENDERGRASS
- ROY AYERS
- ELVIS' GOLDEN RECORDS VOL. 1
- HEART (Magazine)
- PRISM
- MASS PRODUCTION
- ANDY PRATT
- MOTHER'S FINEST
- STANLEY TURRINTINE

Midwest

- JEAN-LUC PONTY
- CHEAP TRICK
- THIN LIZZY
- DWIGHT TWILLEY
- REO LIVE
- RAM JAM
- SANFORD-TOWNSEND
- JEAN-MICHEL JARRE
- GENTLE GIANT
- KLAATU
- UTOPIA
- PURE PRAIRIE LEAGUE
- BOB WELCH
- LOVE & KISSES
- PRISM

Southeast

- MOTHER'S FINEST
- HARRY CHAPIN
- THIN LIZZY
- JEAN-LUC PONTY
- THE SPY WHO LOVED ME
- DAVE MASON
- MAZE
- NEIL SEDAKA
- THE GREATEST
- MILLIE JACKSON

Denver/Phoenix

- STOMU YAMASHTA
- BLACKBYRDS
- BOB WELCH
- GIL SCOTT-HERON
- ELVIS (GOLDEN RECORD VOL. 1)
- DWIGHT TWILLEY
- KLAATU
- NEIL SEDAKA
- HAPPY THE MAN
- ONE ON ONE

Baltimore/Washington

- PATTI LABELLE
- MOTHER'S FINEST
- DOROTHY MOORE
- SERGIO MENDES
- 100% WHOLE WHEAT
- BLACKBYRDS
- BOB WELCH
- JEAN MICHEL JARRE
- GENTLE GIANT
- GIL SCOTT-HERON
- THE GREATEST
- ARETHA FRANKLIN
- TOM PETTY
- CRAWLER
- CRYSTAL GAYLE

NATIONAL BREAKOUTS

- | | |
|-------------------|------------------|
| 1. CHICAGO | 7. BARRY WHITE |
| 2. MECO | 8. BRICK |
| 3. FOGHAT | 9. RUSH |
| 4. HALL & OATES | 10. ROBIN TROWER |
| 5. HEATWAVE | 11. STEVE MARTIN |
| 6. STEPHEN BISHOP | |

North Central

- ELVIS (Welcome)
- KISS GOLDEN RECORD VOL. 1
- MANILOW (TRYIN)
- KISS (DESTROY)
- FRAMPTON (ALIVE)
- DOOBIES (BEST)
- LINDA RONSTADT (GH)
- HARRY CHAPIN
- RONNIE MILSAP
- THE SPY WHO LOVED ME

South Central

- THE SPY WHO LOVED ME
- TOM SCOTT
- DOROTHY MOORE
- RONNIE LAWS
- EMERSON LAKE & PALMER
- BOB WELCH
- GIL SCOTT-HERON
- MILLIE JACKSON
- CON FUNK SHUN
- DWIGHT TWILLEY

West

- TOM PETTY
- DWIGHT TWILLEY
- KARLA BONOFF
- STOMU YAMASHITA
- BOB WELCH
- DAVID MATTHEWS
- AUTOMATIC MAN
- JEAN-MICHEL JARRE
- BLACKBYRDS
- GENTLE GIANT
- KLAATU
- NEIL SEDAKA
- MILLIE JACKSON
- RONNIE MILSAP
- SHAWN PHILLIPS

ALBUM CHART ANALYSIS

#8★ LINDA RONSTADT

"Simple Dreams" jumps into the top ten after three weeks on the chart, with nearly 100% of our accounts reflecting strong sales this week. Nationally, the LP is number one at Record Bar; top five at Camelot; and top fifteen at Korvette's. Peaches reports Linda as a breakout for the first week. Major locations reporting top three sales include Disc, Wherehouse, Licorice Pizza, Music Plus, Tower/S.F., Odyssey, Everybody's, and Dan Jay. Strong sales were also reported at these major accounts: Sam Goody, National Record Mart, Alta, Leiberman One Stop, and City One Stop. Key accounts reflecting number one sales were Cactus, Inner Sanctum, Peaches/Atl./Dall./Clev./Den., and Record Revolution. Top five Giant, Sound Warehouse, Soundtown, Wilcox, Swallen's, Record Theater, Tower/San Jose, Banana, Music Street, Richman Bros., Waxie Maxie's, and Mile High. Top ten sales were reported by these key accounts: N.E.M.C., Port Of Call, Mushroom, Tower/S.D., Norm Cooper, Northern, All Records, and Record Rack. Rack action continues to grow, with J.L. Marsh reporting top fifteen this week. Related chart info: "Blue Bayou" jumps 61-47 bullet on the **CASH BOX** Top 100 Singles chart, while moving 52-39 bullet on the Country Chart. The album moves from 49-45 on our Country LP Chart.

#18★ COMMODORES

The returning strength of this album is reflected, nationally, in top ten sales at Korvette's, and top fifteen reports from Camelot and Record Bar. Major accounts reporting top ten include Jimmy's, Sam Goody, National Record Mart, Wherehouse, Music Plus, Tower/S.F., and Dan Jay. Strong sales were also reported at Licorice Pizza and Leiberman One Stop. Key accounts reporting top five sales include Aravox, Tape City, Warehouse Records and Tapes, Peaches, St.L., Tower/Sac./S.D., Banana, Music Street, Record Cove, and All Records. Top ten sales were reported at Alwil, Tower/S.J., Bee Gee, and Richman Bros. Strong sales were also reported at these key accounts: Sam Goody/Phila., N.E.M.C., Record Dept. Merch., Peaches/Ft.L./Dall., Sound Warehouse, Cactus, Music Millennium, Mile High, and Record Rack. Rack action remains strong, with J.L. Marsh reflecting top forty sales this week. Related chart info: "Brick House" jumps 33-27 bullet on the Top 100 Singles Chart; and 25-12 bullet on the **CB** R&B Singles Chart. The album moves 18-16 on our Top 75 R&B Chart.

#24★ MECO

This LP continues to gain strength in all markets, with Korvette's and Camelot reflecting top twenty action this week. Major accounts reporting top twenty include Jimmy's, Sam Goody, King Karol, National Record Mart, Music Plus, Tower/S.F., and World Wide. Key accounts reflecting top ten sales were Harmony Hut, Record Masters, Port Of Call, Tape City, Warehouse Records And Tapes, Rose Records, Circles, Bee Gee, and Central. Top twenty sales were reported at these key locations: Sam Goody/Phila., Harmony House, Alwil, Peaches/Ft.L./Dall./St.L., Gary's, Cactus, Record Theater, Tower/S.D., Richman Bros., and Record Rack. Strong sales were also reported, this week, at N.E.M.C., For The Record, and All Records. At the rack level, J.L. Marsh reports the LP as a breakout. Related chart info: "Star Wars Theme" remains at number one on the **CB** Top 100 Singles Chart for the second week. The album comes in at number two on our National Breakout Chart.

#38★ CHICAGO

As our highest debuting album this week, "Chicago XI" is selling well in all markets, with Korvette's reporting top twenty sales the first week. Major accounts reflecting top ten sales include Tower/S.F., Music Plus, Dan Jay, Sam Goody, and Leiberman One Stop. Strong sales were also reported at Licorice Pizza, Odyssey, Harmony Hut, Sound's Unlimited, National Record Mart, City One Stop, and Jimmy's. Key locations reflecting top ten sales were Rose Records, Sam Goody/Phila., Richman Bros., and Seibert's. Top twenty action is reported by these key accounts: Flipside, Alwil, Warehouse Records And Tapes, Swallen's, and Bee Gee. Strong sales were also reported at Peaches/Atl./Det./Dall., Wilcox, Northern, Record Cove, Sound Warehouse, Soundtown, For The Record, Record Theater, Franklin, Record Rack, Norm Cooper, Central, and Waxie Maxie's. Related chart info: "Baby, What A Big Surprise" jumps 69-44 bullet on the **Cash Box** Top 100 Singles Chart, as the LP debuts at number one on our National Breakout Chart.

#45★ BARRY WHITE

This album continues to sell very well in all markets, with Korvette's reflecting top twenty sales. Major accounts reporting strong sales include Jimmy's, King Karol, Music Plus, and Tower/S.F. Key locations reporting top ten action include For The Record, Record Masters, Sound Warehouse, Tape City, Rose Records, and Waxie Maxie's. Top twenty sales were reported at these key accounts: Peaches/Ft.L., Gary's, Cactus, Warehouse Records And Tapes, Tower/S.J., Central, and Mile High. Strong sales were also reported at Peaches/Atl./Dall., Soundtown, and Record Cove. Rack sales continue to grow, as J.L. Marsh reports the LP as a breakout. Related chart info: "It's Ecstasy When You Lay Down Next To Me" remains the number one R&B Single for the second week, as it jumps 55-41 bullet on the **CB** Top 100 Singles Chart. The LP moves 28-9 bullet on the R&B Chart, and 12-7 on our National Breakout Chart.

#49★ BRICK

This LP moves into the top fifty this week, as Record Bar reports top five sales, and Camelot reflects top fifteen action. Major locations reporting heavy sales include Jimmy's and Worldwide. Key accounts reporting top ten sales are For The Record, Record Dept. Merch., Mushroom, Rose Records, and Waxie Maxie's. Top twenty sales were reflected in the reports from Gary's, Giant, Warehouse Records And Tapes, Swallen's, Richman Bros., and Record Rack. Strong sales were also reported at Peaches/Atl., Sound Warehouse, and Banana. At the rack level, J.L. Marsh reports Brick as a breakout. Related chart info: "Dusic" jumps 9-5 bullet on the **CB** Top 100 R&B Singles Chart, while moving 73-70 on the Pop Singles Chart. The LP moves 12-7 bullet on the R&B Chart, as it jumps 11-8 on our National Breakout Chart.

#70★ ROBIN TROWER

Trower is the second highest debuting LP this week, with these major accounts reflecting strong sales: Leiberman One Stop, City One Stop, Dan Jay, Everybody's, Odyssey, and Licorice Pizza. Key accounts reporting top thirty or better include Flipside, Record Revolution, Peaches/Det., Tower/Sac., Richman Bros., Waxie Maxie's, Rose Records, Soundtown, and Father's & Sun's. Strong sales were also reported at these key accounts: Banana, Peaches/Den./Dall., Mile High, Norm Cooper, Tower/S.D., and Sound Warehouse. Related chart info: The LP debuts at number ten on our National Breakout Chart.

#86★ STEVE MARTIN

"Let's Get Small" is the third highest debuting LP this week, with Korvette's reflecting top 25 sales. Major locations reporting strong sales include Licorice Pizza, Tower/S.F., Music Plus, Everybody's, Dan Jay, Sam Goody, and Disc. Key accounts reporting top twenty include Peaches/Atl., Cactus, Flipside, Record Revolution, Music Street, Port Of Call, Sound Warehouse, and Wilcox. Additional key locations showing strong sales action include Music Millennium, Tower/S.D., Peaches/Det./Clev., Alwil, and Banana. Related Chart info: The album debuts at number eleven on the **CB** National Breakout Chart.

#97★ HARRY CHAPIN

This new LP moves 29 points after four weeks on the chart, with Korvette's reporting top 25 sales. Key locations reflecting strong sales include Peaches/Den./Dall., Central, Port Of Call, Franklin, Sam Goody/Phila., Rose Records, Gary's and Record Cove. J.L. Marsh reports the LP as a breakout this week.

#107★ JEAN-LUC PONTY

This LP is beginning to gain strength in all markets, with these major locations reporting strong sales: Leiberman One Stop, Licorice Pizza, Music Plus, Everybody's, and Dan Jay. Strong sales were also reported at these key locations: Mile High, Port Of Call, Record Theater, Soundtown, Tower/S.D./S.J., Banana, Record Revolution, Peaches/Atl., and Father's & Sun's.

Elton John's Greatest Hits
is absolutely fantastic
four songs* never
any of his albums. A
page illustrated f

The Bitch Is Back
Lucy In The Sky With Diamonds*
Sorry Seems To Be The Hardest Word
Don't Go Breaking My Heart*
Someone Saved My Life Tonight
Philadelphia Freedom*
Island Girl
Grow Some Funk Of Your Own
Levon
Pinball Wizard*

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Greatest Hits Volume II

Fantastic! It contains
before available on
Also contains twelve
full-color booklet.



MCA-3027

MCA RECORDS

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RETAIL LP SELLING PRICES

Baltimore

At **Korvettes** (4 locations), these features: multi-label sale (including WEA, London, Capitol, ABC, Polydor, Mercury and UA) for \$3.94/\$5.94 tape; all \$7.98 list LPs on these labels for \$4.95/\$5.94 tape; and six Capitol budget LPs, including "The Best Of Edith Piaf" and the Beach Boys' "Surfin' USA," for \$2.49/\$3.99 tape. At **Drug Fair** stores, assorted budget LPs, including "Henry Mancini: Pure Gold" and "An Evening With Belafonte," for \$2.99/\$3.99 tape. (Sunday *Baltimore Sun*).

Boston

At **Popcorn Records** (4 locations), "grand opening celebration" tied to CBS' "Winning Season" promotion; five CBS releases, including the latest LPs by Jane Olivor, the Emotions, Heatwave and Crawler, for \$3.48/\$4.79 tape; and seven CBS releases, including the latest LPs by Boston, Heart, Boz Scaggs, Barbra Streisand and James Taylor (all \$7.98 list), for \$4.29/\$4.79 tape. At **Lechmere** stores, these features: "32nd Anniversary Circus of Values" sale tied to circus ticket giveaway; 10 Capitol LPs, including the newest albums by Norton Buffalo, Little River Band, Gary Bartz and Maze, for \$3.48; seven Capitol releases, including the latest LPs by Glen Campbell, Natalie Cole, Carole King, Be Bop Deluxe, Helen Reddy and Steve Miller (all \$7.98 list) for \$4.28; 10 Beatles releases for \$3.48; four \$7.98 list Beatles LPs for \$4.28; and "The Magical Mystery," "1962-1966," "1966-1970" and "Rock N' Roll Music" (all 2 LPs/\$10.98 list) for \$6.48. At **The Coop** (3), these features over six pages: "fall savings spree" featuring all CBS, ABC, A&M, MCA, Polydor, Island and RCA LPs for \$3.89; all \$7.98 list albums on these labels for \$4.89; all Columbia classical tapes (\$7.98 list) for \$4.87; all Angel classical discs (\$7.98 list) for \$4.89; all LPs distributed by Rounder Distribution (including Flying Fish, Rounder and Improvising Artists labels) for \$3.89 (\$7.98 list LPs for \$4.89); all Capitol tapes (\$7.98 list) for \$5.99 (or two tapes for \$11); and all London classical LPs (\$7.98 list) for \$4.89 per disc. At **Strawberries** (4), these features over two pages: "10th Anniversary Salute" to Geils, featuring their latest LP (\$7.98 list) for \$4.69 and the rest of the J. Geils catalog for \$3.99. Record People ad promoting four "new wave" rock LPs, including the latest LP by The Scratch Band on Big Sound and the 1976 and 1977 "Max's Kansas City" albums, no store tags. At **Discount Records**, these features over two pages: 13 MCA, WEA and Mercury releases, including the latest LPs by Roger Daltrey, Gary Toms, Rose Royce, Thin Lizzy, Rush, David Axelrod and Mass Production, for \$3.99; and three WEA \$7.98 list LPs, including the latest LPs by Steve Martin and Geils, for \$4.99. (*The Real Paper*, September 24 and the *Boston Sunday Globe*).

Cincinnati

At **Swallen's** (3 locations), 10 UA releases, including the latest LPs by Kenny Rogers, Crystal Gayle, Tim Weisberg, Ronnie Laws and War, price not included. (*Cincinnati Post*, September 16).

Chicago

CBS ad promoting the latest LP by Chicago (\$7.98 list) tied to upcoming concert at Lincoln Park Zoo and tagged to **Kmart** for \$4.88/\$4.99 tape. (Sunday *Chicago Sun-Times* and Sunday *Chicago Tribune*).

Cleveland

At **Sears** stores, the following features: the latest LPs by McCoo & Davis, Donnie Osmond, and the Emotions for \$3.99/\$4.99 tape; and the latest albums by Hall & Oates, Eric Carmen, and Elvis Presley (all \$7.98 list) for \$4.99 album and tape. (*Cleveland Plain-Dealer*, September 18).

Dallas

No ads appeared in the Sunday *Dallas Morning News*.

Denver

No ads appeared in the Sunday *Denver Post*.

Detroit

No ads appeared in the Sunday *Detroit News*.

Los Angeles

At the **Wherehouse** (42 locations), these features over three pages: "7th Birthday Sale" featuring the latest releases by the Emotions, Kenny Loggins, Dan Fogelberg, Roger Daltrey, Tangerine Dream, Olivia Newton-John, the Outlaws, Commander Cody, Thin Lizzy, Rumour, City Boy, Con Funk-Shun, Tim Weisberg, Kenny Rogers, Crystal Gayle and ELO, for \$3.77/\$4.47 tape; the latest releases by Heart, Barbra Streisand, Ted Nugent, Kansas, James Taylor, 10cc, Ohio Players, Grateful Dead, Alan Parsons, Bay City Rollers, Eric Carmen, Paul Anka, the Animals and Chicago (all \$7.98 list), for \$4.47 LP or tape; three 2-LP sets, including albums by Rose Royce, Jerry Jeff Walker and Lynyrd Skynyrd (all \$7.98 list), for \$4.47/\$5.47 tape; the latest release by War (2 LPs/\$9.98 list) for \$5.47 LP or tape; "Barry Manilow Live" (2 LPs/\$11.98 list) for \$6.47 LP or tape; all Angel classical releases (\$7.98 list) on sale for \$4.47 LP or tape; and "Tchaikovsky: The Six Symphonies And Manfred" for \$22.35. At **Licorice Pizza** (17), the following features over two pages: six CBS releases, including the latest LPs by Cheap Trick, Lake, Ram Jam, Crawler and Dennis Wilson for \$3.69/\$4.99 tape; the latest release by The Section for \$3.69/\$4.99 tape; and the latest release by Richie Havens (\$7.98 list) for \$4.69/\$4.99 tape. At **Music Plus** (15) the latest release by Teddy Pendergrass for \$3.69/\$4.59 tape. (Sunday *Los Angeles Times*).

Kansas City

No ads appeared in the Sunday *Kansas City Star*.

Houston

No ads appeared in the Sunday *Houston Chronicle*.

Miami

No ads appeared in the Sunday *Miami Herald*.

New Orleans

No ads appeared in the Sunday *New Orleans Times-Picayune*.

New York

At **Sam Goody** (16 locations), these features over three pages: all Columbia classical LPs at 25% off "regular sale price"; a full page promoting "Chicago XI" (\$7.98 list) for \$4.99/\$5.49 tape; multi-label sale (including A&M, Motown and Arista) for \$4.29/\$5.99 tape; all \$7.98 list LPs on these labels for \$5.19/\$5.99 tape; all Broadway show and original movie soundtrack LPs for \$4.29; all \$7.98 list Broadway show and movie soundtrack LPs for \$5.19; the original Broadway cast album of "Man Of La Mancha" for \$3.99, tied to show's New York revival; six Mercury releases, including the latest LPs by Thin Lizzy, Rush and City Boy, for \$3.89/\$5.49 tape; the latest releases by Richie Havens and Barry White for \$3.89; three RCA LPs, including the latest album by Daryl Hall and John Oates (\$7.98 list), for \$4.99; the latest LP by Odyssey for \$3.99; and the latest release by Pure Prairie League (2 LPs/\$9.98 list) for \$6.49. At **Korvettes** (30), these features over three pages: multi-label sale (including CBS, Arista, Atlantic, E/A, ABC, Island, 20th Century, Columbia, Casablanca, RCA, Capitol, Private Stock and CTI) for \$3.99/\$5.99 tape; all London and Columbia classical discs (\$7.98 list) for \$4.88; five "super specials," including the latest LPs by Dan Fogelberg, the Floaters, Meco, ELO and John Klemmer, for \$2.99; five "super specials," including the latest LPs by David Soul, Donna Summer, Cat Stevens, Barry Manilow and Kiss (all \$7.98 list) for \$3.99; 12 CBS budget LPs (\$4.98 list) for \$2.49; a full-page ad promoting four Steve Miller catalogs (all \$7.98 list) for

\$4.66; and the latest LP by Steve Martin (\$7.98 list) for \$4.66. (Sunday *New York Times*).

Philadelphia

At **Music Scene** (4 locations), the latest LP by Chicago (\$7.98 list) for \$4.88/\$4.99 tape, tied to beginning of CBS' "Super Stars/Winning Season" fall/winter campaign. At **Korvettes** (5), same ad with the identical features and prices that appeared in Baltimore, plus 12 CBS budget LPs (\$4.98 list) for \$2.49/\$3.99 tape. At **Sam Goody** (10), all-label sale (excluding classical) for \$4.19; all \$7.98 list LPs for \$4.99; all classical discs for \$4.39; and all \$7.98 list classical LPs for \$5.19. (Sunday *Philadelphia Bulletin* and the Sunday *Philadelphia Inquirer*).

Pittsburgh

At **National Record Mart** stores, these features: four releases, including the latest LPs by Meco and Shaun Cassidy, for \$3.99; nine releases, including the latest LPs by Carole King, Fleetwood Mac, Foreigner, Firefall and the Doobie Brothers (\$7.98 list), for \$4.99; and the soundtrack to "Star Wars" (\$8.98 list) for \$5.99. (Sunday *Pittsburgh Press*).

Portland

At **Music Millenium**, Herbie Hancock's "V.S.O.P.," no price included. (Sunday *Oregonian*).

San Diego

At **The Wherehouse** (12 locations), same ad with the identical features and prices that appeared in Los Angeles, except three Vanguard releases are included at \$3.77, and two Vanguard two-LP sets are included for \$4.47. (Sunday *San Diego Union*).

San Francisco

At **The Wherehouse** (19 locations), same ad with the identical features and prices that appeared in Los Angeles. At **Tower** (3), five MCA releases, including albums by Olivia Newton-John, B.J. Thomas, Karen Pree, Roger Daltrey and Gary Toms for \$3.99/\$4.99 tape; and the latest release by Crystal Gayle and three Gayle catalog releases tied to in-store appearance for \$3.99/\$4.99 tape. (Sunday *San Francisco Examiner & Chronicle*).

St. Louis

At **Discount Records** (3 locations), these features over two pages: 21 RCA, A&M, MCA and Capitol releases, including four Bob Seger catalog LPs, and the latest albums by the Brothers Johnson, Roger Daltrey, Jerry Reed, Daryl Hall & John Oates, Ronnie Milsap, Iggy Pop, B.J. Thomas and Rita Coolidge, for \$4.99; Bob Seger's "Live Bullet" (\$7.98 list) for \$5.99; and the latest LP by Pure Prairie League (2 LPs/\$9.98 list) for \$6.99. (*St. Louis Post-Dispatch*, September 15 and 18).

Seattle

No ads appeared in the Sunday *Seattle Times*.

Tulsa

No ads appeared in the Sunday *Tulsa World*.

Washington

At **Korvettes** (4 locations), same ad with the identical features and prices that appeared in Baltimore. At **Giant Music** (4), the latest LP by Steve Martin (\$7.98 list) for \$4.99 (Sunday *Washington Post*).

(All information in the above chart gathered from September 18 editions unless otherwise indicated).

EAST COASTINGS / POINTS WEST

(continued from page 15)

Meanwhile a rumor is circulating that the Beach Boys may be splitting up, based on reports that on the last tour the group was separated on two planes with **Dennis & Carl Wilson** on one and **Mike & Steve Love** and **Al Jardine** on the other, to keep the mediators away from those who were into a different state of consciousness. Apparently, **Brian Wilson** spent his time on both planes . . . **Chicago** just completed, last Saturday (24), a benefit concert at Soldier's Field to raise money for the Lincoln Park Zoo in their own Chicago. They flew directly to the midwest from a European tour to do the engagement . . . **Letta Mbulu** will do a benefit closer to home at the Grove Hotel (formerly the Ambassador) in L.A. to raise funds for international students. U.N. Ambassador Andrew Young is scheduled to be the guest speaker at the Oct. 15 appearance . . . **Hall & Oates** will be back in town at UCLA's Pauley Pavilion Oct. 29, just prior to their Halloween night show at the Aladdin in Las Vegas . . . By popular demand, **Steve Miller** and **Norton Buffalo** will commence a fall tour Oct. 8 with plans to cover the west and midwest on the first leg . . . **War's** cross-country tour, planned to run through December, begins at Palo Alto's Circle Star Theatre Sept. 30-Oct. 2 . . . As usual, the Dead-Heads had the first word about the **Grateful Dead** tour set to begin Sept. 29, in Seattle . . . **Jose Feliciano** has sold out all of his Australian tour dates and added another in Perth. By way of explanation for his down-under popularity, Jose was heard to state, "I'm popular in Australia because I speak fluent Australian." Wot's that, mate? . . . **Styx** apparently has some friends in Kansas City. The city council named Sept. 12-18, "Styx Week" and the group sold out four nights in a row even though **Fleetwood Mac** could not draw a full house on a conflicting night. Only one problem: The boys were recording a live album at the hall but the crowd noise was so loud that it drowned out the piano, so all the tapes had to be scrapped . . . **Blondie** set six separate records at CBGB's in their last outing, raising their stature even more in record label negotiations. Scouts from Rolling Stone, Polydor, Epic and others were on hand to get a good look . . .

chuck comstock



RUBY IN THE APPLE — ABC recording artist Ruby Andrews played before enthusiastic crowds at New York's Bottom Line and Broady's on two stops of her current tour, the first time she has played in the city in seven years. Andrews, whose current album is titled "Genuine Ruby," is also well known for her hit single of the 1960s, "Cassanova, Your Playing Days Are Over." Pictured (from left) are: Earlean Fisher, east coast promotion for ABC Records; ABC recording artist Grady Tate; Caroline Prutzman, ABC publicity; Jackie Smolen, ABC merchandising; Mickey Wallach, New York promotion director for ABC Records; Andrews; Jo Hynes of *Cosmopolitan Magazine* and Barbara J. Harris, east coast director of artist relations for ABC Records.

TALENT ON STAGE

Marshall Tucker Band Sea Level

UCLA PAULEY PAVILION — The mid-range audio problems that had played havoc with Sea Level's opening set, and especially Chuck Leavell's otherwise brilliant keyboard work, were largely overcome by the time Spartanburg's musical ambassadors took the stage, filling the Bruins' cavernous gym with the distinctive sounds of one of the south's best bred bands.

Though Tucker played much of the same material they had performed in a Santa Monica appearance earlier this year, the band seemed more self-assured this time around, actually covering less material but in a longer set that featured elongated versions of some of their more popular tunes. In one stunning example, Tommy Caldwell's booming bass solo was the dominant feature in a 25-minute version of "Never Trust A Stranger."

But Marshall Tucker is a very egalitarian band that seems to be guided by their own version of the Andy Warhol premise that everyone deserves to be a star for at least five minutes. The spotlight onstage was passed around with as much vigor as the substances being passed around by the audience. Nevertheless, it was hard not to notice that Toy Caldwell's guitar fairly sized, consistently providing the lead licks and fast-strummin' finesse that is the focal point in a well-balanced musical stance, that is nicely offset by Jerry Eubanks' sassy brass work and Doug Gray's finely-crafted vocals.

As before, members of Sea Level, especially Chuck Leavell and Jai Johanny Johanson, joined in on a number of songs, not only improving the overall quality of the music but also presenting a welcome symbol of genuine warmth and solidarity that is too rarely seen by bands sharing the same stage. The result was a satisfying two-hour set of an even dozen tunes that were as enthusiastically received as they were joyously performed.

Sea Level's opening set, long by some headliner standards, was a well-executed offering of musical sophistication. Led by keyboardist Chuck Leavell, they present one of the freshest sounds of any band attempting to fuse elements of jazz with basic rock rhythms and chords. Showing off new members of the band and previewing several selections from their forthcoming second album, Sea Level was alternately smooth and raucous in a set whose only flaw was in the choice of a sound system. Otherwise Sea Level's only tie with the past was teasingly offered in a rousing encore of "Statesboro Blues," a song that three members of the band could do in their sleep. But no one was dozing that night.

chuck comstock

Tom Paxton Michael Katakis

BOTTOM LINE, NYC — Tom Paxton, who has become something of a classic to folk music buffs, established an instant rapport with his audience before he had even sung a note. When he launched into "Can't Help But Wonder Where I'm Bound," many listeners sang along reverently.

After a solid round of applause, Paxton performed several songs in a humorous vein, including two back-to-back a capella numbers, "Katie's Song" and "Birds On The Table," written for his children. Working without backup musicians, he kept the audience attentive with his velvet voice and flawless guitar playing. There was a sprinkling of material from his most recent album on Vanguard, "New Songs From The Briar-patch," but most of the songs were older and familiar to the crowd.

Following the hilarious "Not Tonight Maria" and "Lucy And Howard," Paxton's

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Parliament/Funkadelic/Bootsy's Rubber Band/Maze

MADISON SQUARE GARDEN, NYC — Funky. The venerable sage Redd Foxx has observed that the meaning of the word has changed a lot since he was a kid. George Clinton, high priest of Parliament/Funkadelic, realizes it too, because he has singlehandedly done more to expand, distort, diversify and specify the word funk than any human being on the face of earth, or any other planet, for that matter.

Whether he's using funk as a substitute for another four-letter word, or as a guiding life-principle, Clinton's jive is unmatched. From his grand entrance as Dr. Funkenstein from a silver lame covered limousine, he was a delighted central figure of uninhibited imagination gone berserk. As he changed from one waist-length wig and outrageously exaggerated set of garments to another, Clinton was non-stop visual entertainment.

Musically, however, Parliament/Funkadelic was a bit less than captivating. The selections they played from their Casablanca and Warner Bros. albums tended to last a bit too long. This doesn't mean that the band is without musical talent: guitarist Eddie "Smeero" Hazel ripped out two solos that streamed with fluid, electric energy. None of the other members were as strong as instrumental soloists, however, and extended versions of catchy numbers such as "Move (Your Sexy Body)" were just a bit tiresome. Even an irresistible hit like "(Give Up The Funk)

Tear The Roof Off The Sucker" lost a lot of steam when extended ad infinitum.

It was also unnecessary to use the impending arrival of the Mothership, bearing Dr. Funkenstein in all his floor-length ermine glory, to get the audience to clap and sing a little longer. P-Funk's fans were a more than devoted bunch this evening, and using the dramatic flying saucer effect to blackmail a little extra audience participation was purely gratuitous.

Preparing the way for P-Funk was bassist Bootsy Collins, a self-proclaimed nut whose sense of humor is not unlike Clinton's. That's no coincidence, since Bootsy is P-Funk's bass player. Bootsy's Rubber Band wowed the crowd with "Can't Stay Away," the latest single from "Ahh... The Name Is Bootsy Baby" on Warner Bros., as well as a humorous number called "I've Got The Munchies For Your Love." Bootsy tends a bit more toward hard rock than Parliament's jazzier funk, and since his set was shorter, things didn't seem to drag so much musically. Once again, all the way through to Bootsy's consummate version of "Auld Land Syne," there was a lot of barking for audience participation.

The evening began with a brief set by Maze, who have scored appreciable success with their album for Capitol Records. Maze's salient feature was the powerful, emotive voice of Frankie Beverly, featured on the group's upward-climbing single, "Lady Of Magic."

phill dimauro

Dwight Twilley Band/Andy Pratt

ROXY, L.A. — In their first L.A. appearance, the fresh vitality of Tulsa's Dwight Twilley Band won them new friends on this coast as they pumped themselves through a vigorous, tightly executed set that suffered only from time limitations.

Featuring a double-barrelled drum attack, the driving pounding force of the band neatly offsets the light-hearted melodies and the upper-range vocals providing balanced ingredients for an effective formula approach to rock. The harmonies are not complicated but they are clean and crisply delivered by a band that sets itself reasonable limits and stays within the boundaries, suggesting discipline but avoiding stuffiness.

Part of Twilley's charm is its youthful abandon and a lyrical concern with the basic desires that have been rock's most faithful well of inspirational ideas. Their echo-effect vocal treatments recall the late-50s, early-60s days when rock's appeal was

simple, direct and more visceral than mental. The success of the New Wave bands show that such an approach is effective in these modern times but Twilley salutes the roots without descending to a level of jaded sensibilities or preaching nihilistic notions.

Andy Pratt opened the show, taking unusual liberties even for a co-billing. His extended one-hour set left Twilley only 42 minutes on the first show of opening night after an interminably long intermission. Andy is a frenetic frizzy-haired performer whose delivery is often as electric as his hairstyle, jumping around on his piano bench as he attacks the keys with gusto. Though his songwriting ability may be more obviously noted on his recorded work, Pratt is an entertaining sort who seems to derive great enjoyment in performing live, though a greater concern for pacing and a more sparing use of his falsetto might make him even more appealing as a performer.

chuck comstock



HUMPERDINCK AT THE GREEK — Epic recording artist Engelbert Humperdinck performed at the Greek Theatre in Los Angeles recently while on tour to support the release of his latest LP, "Miracles." Pictured at a party at Gatsby's following the concert (l-r) are: Bud O'Shea, Epic marketing director; Gary Cohen, editor-in-chief of *Cash Box*; Mike Atkinson, Epic west coast A&R director; Ron Alexenburg, senior vice-president of Epic, Portrait and Associated Labels; Humperdinck; Rick Swig, director of national album promotion; Lenny Petze, Epic vice-president of A&R, and Bobby Colomby, Epic west coast vice-president of A&R.

Gordon Lightfoot

TROUBADOR, L.A. — Whereas many acts often find themselves hard pressed to fill a one-hour musical performance with solid, substantial songs, when Gordon Lightfoot walked off the stage after playing for 65-minutes, it seemed that he had barely scratched the surface of his extensive repertoire.

His first appearance at the Troubador in almost eight years was done as a benefit to help, as Lightfoot put it, "defray some of the club's expenses."

His performance included fourteen songs, some of which were new songs to be included on his forthcoming "Endless Wire" album.

Lightfoot has been one of the most consistently excellent songwriters in pop music over the years and these new songs, "Endless Wire," "Hang Dog Hotel Room" and a clever Robin Hood tale full of double entendres, hold their own against his classics of recent and earlier years such as "The Wreck Of The Edmund Fitzgerald," "Sundown" and "Early Morning Rain."

Some technical problems early in the opening performance apparently bothered Lightfoot; however, they were not obvious to the audience and did not detract from the show.

The Canadian songwriter's backlog of material is so great that he could have played two or three times as long as he did just on the basis of audience requests.

Those he performed ranged from the celebrative mood of "Old Dan's Records" and "The Auctioneer," to the tender "I'm Not Supposed to Care" and "Spanish Moss."

With one of the most polished, sophisticated male voices in pop, Lightfoot showed in a live setting he can also be one of the most affecting on his songs about adult love relationships.

It was, however, his superb rendition of "Don Quixote" which was the highlight of the show. The song itself is one of the best written in the last decade, relating a variety of themes and social concerns and the role of the modern day troubador in focusing attention on those concerns.

In singing it, he put all his vocal strengths to work. Combined with the added texture and shading supplied by his four-piece backing band, the song sounded as fresh as if it were the first time it was played.

The band, which consists of lead guitar, steel guitar, bass and drums, has been performing with Lightfoot for years now and is able to bring out the best in each of his well-crafted tunes. Terry Clements' acoustic guitar solo on "Christian Island" was especially good and brought him a strong ovation from the crowd.

randy lewis

Henry Gross Pierce Arrow

BOTTOM LINE, NYC — Easygoing Henry Gross charmed a partisan audience at the Bottom Line with an infectious blend of favorite songs culled from his five solo albums including his latest LP on Lifesong Record, "Show Me The Stage."

Although Gross' songs appeared to have much in common, his audience never betrayed a hint of dissatisfaction, beguiled perhaps by the warmth and energy that Gross and his band exuded so strongly. "Rock and Roll I Love You," Gross' opening number, set a very appropriate theme for the evening. Bouncy, rocking, and optimistic, the song was a perfect representation of what Gross, and his music, seem to be all about.

For the rest of the set, Lifesong recording artist Gross concentrated on familiar songs such as "Shannon" and "Plug Me Into Something," all accentuated by his distinctive falsetto, smooth presentation and

(continued on page 75)

CASH BOX R&B

Motown, Tower Records Join For A 6th Anniversary Sale

LOS ANGELES — Motown Records has joined the 16-store Tower Records chain in California for Tower's sixth anniversary sale which features the entire Motown catalog on sale.

According to a Motown spokesman, the campaign consists of radio advertising in several of the markets where there are Tower stores, 48-inch posters of the label's top artists in each store, T-shirts for Tower employees which read "Motown-Tower 6th Anniversary Sale," as well as print ads in major newspapers.

Initial Response

The initial response to the program was stated by the spokesman as "so far so good" and predictions from Motown and Tower officials indicate sales are going to be considerably higher than last year's total.

Two of the major factors for the predicted sales increase, according to Motown, are stronger Motown product and the initiation of the company's fall marketing campaign. "The Magic of Motown."

The fall program accentuates current

releases, while promoting heavily new product by established artists such as Smokey Robinson, David Ruffin, Willie Hutch, Jr. Walker, Thelma Houston and Jerry Butler. The latter two have soon-to-be-released albums entitled "The Devil In Me" and "It All Comes Out In My Song," respectively.

New Artists

The new artists involved in Motown's "magic" campaign and Tower's anniversary sale include 21st Creation, High Inergy, whose first album, "Turnin' On," contains the single "You Can't Turn Me Off," and Phillip Jarrell, whose debut album is entitled "I Sing My Songs For You."

Some of Motown's best-selling artists who are featured in the in-store posters will be Stevie Wonder, Marvin Gaye, Diana Ross, Syreeta, The Commodores, Jermaine Jackson and G.C. Cameron.

Because of the new marketing campaign, the strong product, the concentrated print and radio campaigns, Motown and Tower officials say they expect this to be Tower's most successful anniversary ever.



ANNIVERSARY SALE — Motown Records and Tower Records stores recently kicked off their 6th Anniversary Sale. Pictured (l-r) at the Tower Records Hollywood store are: Bob Delaney, store manager; Susie Heffernon, salesperson; Tom Baker, salesperson; Jack Lewerke, vice-president of Record Merchandising; Frank Ostrowiecki, Motown advertising, and Alan Fitter, Motown Records general manager.

TOP 75 R&B ALBUMS

	Weeks On 9/24 Chart		Weeks On 9/24 Chart
1 IN FULL BLOOM ROSE ROYCE (Whitfield/WB WH 3074)	1 7	38 SERGIO MENDES AND THE NEW BRASIL '77 (Elektra 7E 1102)	42 9
2 TOO HOT TO HANDLE HEATWAVE (Epic 34761)	2 10	39 DELUSIONS FIRST CHOICE (Gold Mind 7501)	43 3
3 SOMETHING TO LOVE L.T.D. (A&M SP 4646)	3 10	40 ODYSSEY (RCA APL1-2204)	45 4
4 REJOICE EMOTIONS (Columbia PC 34762)	4 15	41 HARD NOT TO LIKE IT ARCHIE BELL AND THE DRELLS (Phila. Intl. PZ34855)	47 3
5 SHAKE IT WELL DRAMATICS (ABC 1010)	8 8	42 CREAM CITY AALON (Arista AL 4127)	46 9
6 PART 3 KC & THE SUNSHINE BAND (TK 605)	10 50	43 BIG TIME SMOKEY ROBINSON (Tamla T6355S1)	41 10
7 BRICK (Bang BLP-409)	12 5	44 TURN THIS MUTHA OUT IDRIS MUHAMMAD (CTI KU 35)	36 18
8 GOIN' PLACES MICHAEL HENDERSON (Buddah BDS 5693)	11 8	45 ENCHANTMENT (United Artists UA-LA 682G)	35 13
9 BARRY WHITE SINGS FOR SOMEONE YOU LOVE (20th Century T-543)	28 4	46 NIGHTWINGS STANLEY TURRENTINE (Fantasy 9534)	54 4
10 BENNY AND US AVERAGE WHITE BAND & BEN E. KING (Atlantic SD 19105)	7 10	47 TONE TANTRUM GENE HARRIS (Blue Note LA 760)	48 3
11 MAZE (Capitol ST 11607)	5 31	48 FRIENDS AND STRANGERS RONNIE LAWS (Blue Note/BNLA 730H)	37 22
12 THE FLOATERS (ABC AB 1030)	6 19	49 TRAVELIN' AT THE SPEED OF THOUGHT THE O'JAYS (Phila. Intl. AL 34684)	38 19
13 I REMEMBER YESTERDAY DONNA SUMMER (Casablanca NBLP 7056)	15 18	50 SLAVE (Cotillion/Atlantic SC 1-6093)	40 27
14 PLATINUM JAZZ WAR (Blue Note/UA BNLA 690-J2)	9 11	51 BLOW IT OUT TOM SCOTT (Epic/Ode PE 34966)	55 3
15 CARDIAC ARREST CAMEO (Chocolate City/ Casablanca CCLP 2003)	19 10	52 ACTION THE BLACKBYRDS (Fantasy F-9535)	— 1
16 COMMODORES (Motown M7-884R1)	18 27	53 BE HAPPY KELLEE PATTERSON (Shadybrook SB 33-007)	56 12
17 LET'S CLEAN UP THE GHETTO PHIL. INTL. ALL STARS (Phila. Intl. JZ 34659)	13 10	54 FREE AS THE WIND THE CRUSADERS (Blue Thumb/ABC BT 6029)	50 16
18 STAR WARS AND OTHER GALACTIC FUNK MECO (Millennium MNLP 8001)	27 5	55 TEDDY PENDERGRASS (Phila. Intl./Epic PZ 34390)	51 30
19 LIFELINE ROY AYERS UBIQUITY (Polydor PD 16108)	14 14	56 THAT'S ALL INGRAM (H&L HL69021)	61 3
20 FOREVER GOLD THE ISLEY BROTHERS (T-Neck/Epic PZ 34452)	23 6	57 UNMISTAKABLY LOU LOU RAWLS (Phila. Intl./Epic PZ 34488)	52 27
21 BELIEVE MASS PRODUCTION (Cotillion/Atlantic SD 9918)	26 8	58 PHASE II HAMILTON BOHANNON (Mercury SRM 1-1159)	53 18
22 SWEET PASSION ARETHA FRANKLIN (Atlantic SD 19102)	16 17	59 SONGS IN THE KEY OF LIFE STEVIE WONDER (Tamla/Motown T13-340C2)	59 51
23 PATTI LABELLE (Epic PE-34847)	30 5	60 LOVE STORM TAVARES (Capitol STAO-11628)	60 3
24 EXODUS BOB MARLEY & THE WAILERS (Island ILPS 9498)	21 17	61 RICH LOVE, POOR LOVE SYREETA & G.C. CAMERON (Motown M6-89151)	64 2
25 LOOK TO THE RAINBOW AL JARREAU (Warner Bros. 2BZ-3052)	17 16	62 SKY ISLANDS CALDERA (Capitol ST 11658)	66 2
26 RIGHT ON TIME THE BROTHERS JOHNSON (A&M SP 4644)	24 21	63 FEEL THE FIRE JERMAINE JACKSON (Motown M6-888S1)	67 9
27 SLICK EDDIE KENDRICKS (Tamla TG-356S1)	34 4	64 LIVE! LONNIE LISTON SMITH (RCA APL 1-2433)	62 11
28 CHOOSING YOU LENNY WILLIAMS (ABC AB 1023)	31 10	65 THE BITCH IS BAD DENISE LaSALLE (ABC AB-1027)	— 1
29 OPEN UP YOUR LOVE WHISPERS (Soul Train/RCA BVL 1-2270)	20 12	66 COME GO WITH US POCKETS (Columbia PC 34879)	— 1
30 POWER AND LOVE MANCHILD (Chi Sound/UA CHLA 765-G)	39 5	67 INTO SOMETHING — CAN'T SHAKE LOOSE O.V. WRIGHT (Hi/Cream HLT-6001)	65 6
31 THE TWO OF US MARILYN MCCOO & BILLY DAVIS JR. (ABC 1026)	22 8	68 FAMILY TREE STAPLES (WB BS 3064)	68 4
32 DEVIL'S GUN C.J. & CO (Westbound/Atlantic WB 301)	25 14	69 GET UP AND DANCE MEMPHIS HORNS (RCA APL1-2198)	71 3
33 A MUTHA'S NATURE JAMES BROWN (Polydor PDI 6111)	33 7	70 SHADES IN CREATION BROTHER TO BROTHER (Turbo TU7018)	— 1
34 MORE STUFF STUFF (Warner Bros. BS 3061)	32 10	71 GAMES, DAMES AND GUITAR THANGS EDDIE HAZEL (Warner Brothers BS 3058)	— 1
35 GO FOR YOUR GUNS THE ISLEY BROTHERS (T-Neck/Epic PZ 34432)	29 26	72 AFRICAN QUEENS THE RITCHIE FAMILY (Marlin 2206)	— 1
36 SECRETS CON FUNK SHUN (Mercury SRM-1-1180)	49 4	73 WHAT COLOR IS LOVE DEE DEE SHARP GAMBLE (Phila. Intl. PZ 34431)	74 2
37 FEELIN' BITCHY MILLIE JACKSON (Spring/Polydor SP-1-6715)	44 4	74 ANGEL OHIO PLAYERS (Mercury SRM 1-3701)	57 26
		75 DOROTHY MOORE (Malaco/TK 6353)	63 6

CASH BOX TOP 100 R&B

October 1, 1977

	Weeks On Chart	9/24	Chart		Weeks On Chart	9/24	Chart		Weeks On Chart	9/24	Chart
1 IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME BARRY WHITE (20th Century T-2350)	1	9		33 L.A. SUNSHINE WAR (Blue Note/UA BN-XW 1009)	10	15		68 SEND IT ASHFORD & SIMPSON (Warner Bros. 8453)	89	2	
2 DO YOU WANNA GET FUNKY WITH ME PETER BROWN (Drive/TK 6258)	2	13		34 LOOK WHAT YOU'VE DONE TO MY HEART MARILYN MCCOO & BILLY DAVIS, JR. (ABC AB 12298)	37	8		69 SUNSHINE ENCHANTMENT (Roadshow/UA RS-XW 991)	42	19	
3 KEEP IT COMIN' LOVE KC & THE SUNSHINE BAND (TK 1023)	6	9		35 IF YOU'RE NOT BACK IN LOVE BY MONDAY MILLIE JACKSON (Spring/Polydor 175)	45	5		70 DEVIL'S GUN C.J. & CO. (Westbound/Atlantic WB 55400)	47	17	
4 THE GREATEST LOVE OF ALL GEORGE BENSON (Arista 251)	3	11		36 FLOAT ON FLOATERS (ABC AB 12284)	21	15		71 I'M AFRAID TO LET YOU INTO MY LIFE FREDDIE WATERS (October 1011)	67	10	
5 DUSIC BRICK (Bang B-734)	9	6		37 DON'T BE AFRAID RONNIE DYSON (Columbia 10599)	53	5		72 WAITING IN VAIN BOB MARLEY & THE WAILERS (Island IS-092)	84	2	
6 BOOGIE NIGHTS HEATWAVE (Epic 8-50370)	8	13		38 O-H-I-O OHIO PLAYERS (Mercury 73932)	20	14		73 THE QUIET VILLAGE THE RITCHIE FAMILY (Marlin MAR-3316-A)	81	2	
7 LET ME KNOW SPECIAL DELIVERY (Shield/TK 6370)	7	12		39 DISCO 9000 JOHNNIE TAYLOR (Columbia 3-10610)	55	3		74 SLIDE SLAVE (Cotillion/Atlantic 44218)	48	19	
8 SHAKE IT WELL DRAMATICS (ABC 12299)	11	7		40 BEST OF MY LOVE EMOTIONS (Columbia 3-10544)	32	19		75 THE REAL THING SERGIO MENDES AND THE NEW BRASIL '77 (Elektra E-45416)	75	5	
9 WORK ON ME O'JAYS (Phila. Int./CBS 3631)	4	11		41 A STAR IN THE GHETTO AWB & BEN E. KING (Atlantic 3427)	54	4		76 LOVE MUSIC THE REGAL DEWY (Millennium/Casablanca 603)	77	7	
10 I FEEL LOVE DONNA SUMMER (Casablanca NB 884)	14	20		42 LOVING YOU (IS THE BEST THING TO HAPPEN TO ME) LITTLE MILTON (Glades/TK 1743)	46	8		77 GOTTA GET A HOLD ON ME MARGIE ALEXANDER (Chi-Sound/UA1033)	—	—	
11 LOVE IS SO GOOD WHEN YOU'RE STEALING IT Z.Z. HILL (Columbia 3-10552)	12	17		43 YOU CAN DO IT ARTHUR PRY SOCK (Old Town 1002)	44	7		78 CHECK IT OUT (PART 1) SOPHISTICATED LADY (Bareback 532)	73	10	
12 BRICK HOUSE COMMODORES (Motown M1425F)	25	5		44 STAR WARS THEME MECO (Millennium/Casablanca 604)	52	6		79 I'M AT THE CROSSROADS VERNON GARRETT (ICA 003)	99	2	
13 LET'S CLEAN UP THE GHETTO PHILADELPHIA INTERNATIONAL ALL STARS (Phila. Int./CBS 3627)	5	16		45 MAKE IT WITH YOU THE WHISPERS (Soul Train/RCA SB-10996)	30	14		80 DON'T TAKE HER FOR GRANTED RON HENDERSON (Chelsen CH 3067)	85	4	
14 GIVE ME SOME SKIN JAMES BROWN (Polydor PD 14409)	16	10		46 JUST FOR YOUR LOVE MEMPHIS HORNS (RCA PB11064)	56	4		81 LOVE IS ALL I NEED D.J. ROGERS (RCA 1058)	82	3	
15 WE NEVER DANCED TO A LOVE SONG THE MANHATTANS (Columbia 10586)	17	11		47 OOH BABY BABY SHALAMAR (Shalamar/Soultrain SB 11045)	50	7		82 SO YOU WIN AGAIN HOT CHOCOLATE (Big Tree/Atlantic BT 16096)	72	10	
16 JUST LET ME HOLD YOU FOR A NIGHT DAVID RUFFIN (Motown M 1420)	15	10		48 WE GONNA PARTY TONIGHT WILLIE HUTCH (Motown 1424)	51	7		83 INTO SOMETHING (CAN'T SHAKE LOOSE) O.V. WRIGHT (Hi Records/Cream 77501)	83	7	
17 BACK IN LOVE AGAIN L.T.D. (A&M 1974)	27	4		49 CREAM CITY AALON (Arista ASO249)	59	6		84 I DON'T WANNA GO MOMENTS (Stang/All Platinum 5073)	57	12	
18 GOODNIGHT MY LOVE TAVARES (Capitol 4453)	18	11		50 THIS COULD BE THE NIGHT R.B. HUDMON (Atlantic 3413)	49	9		85 THAT'S THE WAY THE WIND BLOWS BO KIRKLAND & RUTH AVIS (Claridge 427)	87	5	
19 I CAN'T HELP IT MICHAEL HENDERSON (Buddah/RCA DA 578)	19	10		51 GLAD YOU COULD MAKE IT ARCHIE BELL (Phila. Int. ZS8-3632)	58	4		86 ONE STEP AT A TIME JOE SIMON (Spring SP176)	—	—	
20 ANOTHER STAR STEVIE WONDER (Tamla/Motown 54286)	24	5		52 IF IT DON'T FIT, DON'T FORCE IT KELLEE PATTERSON (Shadybrook 1041)	65	3		87 RIGHT PLACE, WRONG TIME BOBBY PATERSON (All Platinum 2371)	—	—	
21 LADY OF MAGIC MAZE FEATURING FRANKIE BEVERLY (Capitol 4456)	26	9		53 RUNNING AWAY ROY AYERS UBIQUITY (Polydor 14415)	66	5		88 SUPER SEXY LEON HEYWOOD (MCA 40793)	—	—	
22 WHEN I THINK ABOUT YOU ARETHA FRANKLIN (Atlantic 3418)	22	7		54 THEME FROM THE BIG TIME (PART 1) SMOKEY ROBINSON (Tamla T 54288F)	68	3		89 I'M AN OUTLAW CHICAGO GANGSTERS (Gold Plate/Amherst 1954)	91	3	
23 EVERLASTING LOVE RUFUS FEATURING CHAKA KHAN (ABC 12296)	23	9		55 IT'S ALL OVER WALTER JACKSON (UA CHXW 1044)	69	7		90 ROOTS OF LOVE QUIET ELEGANCE (Hi H-77503)	94	2	
24 YOU CAN'T TURN ME OFF (IN THE MIDDLE OF TURNING ME ON) HIGH INERGY (Gordy/Motown G-7155)	29	6		56 BETCHA NEVER BEEN LOVED (LIKE THIS BEFORE) THE DELLS (Mercury 73901)	60	9		91 TURN IT OUT GARY TOMS (MCA/Rollers 40770)	93	4	
25 THE WHOLE TOWN'S LAUGHING AT ME TEDDY PENDERGRASS (Phila. Int./CBS 3633)	31	5		57 GOT TO HAVE YOUR LOVE FANTASTIC FOUR (Westbound/WB 34090)	62	3		92 OUR LOVE GOES ON FOREVER DENNIS COFFEY (Westbound/Atlantic 5402)	95	2	
26 DO YOUR DANCE ROSE ROYCE (Whitfield/WB WHI 8440)	39	4		58 SHOO-DOO-FU-FU-OOH LENNY WILLIAMS (ABC AB 12300)	63	4		93 THIS TIME WE'RE REALLY THROUGH ELEANOR GRANT (Columbia 10617)	—	—	
27 I BELIEVE YOU DOROTHY MOORE (Malaco/TK 1042)	13	15		59 SINCE I FELL FOR YOU HODGES, JAMES & SMITH (London 256)	38	13		94 EROTIC SOUL LARRY PAGE ORCHESTRA (London 259)	96	3	
28 CHALK IT UP JERRY BUTLER (Motown 1421)	28	11		60 EXODUS BOB MARLEY & THE WAILERS (Island IS 089)	34	13		95 SEXASONIC VERNON BURCH (Columbia 10609)	97	2	
29 FUNK FUNK CAMEO (Chocolate City/Casablanca CC 011 DJ)	41	3		61 I'VE NEVER BEEN TO ME NANCY WILSON (Capitol 4476)	71	3		96 IT TOOK A WOMAN LIKE YOU MISTIQUE (Curton CMS-0130)	—	—	
30 I JUST WANT TO BE YOUR EVERYTHING ANDY GIBB (RSO/Polydor 872)	36	8		62 STRAWBERRY LETTER 23 BROTHERS JOHNSON (A&M 1949)	43	15		97 SWEET LUCEY RAUL DeSOUZA (Capitol 4470)	98	2	
31 DOCTOR LOVE FIRST CHOICE (Gold Mind/Salsoul 4004)	33	9		63 ALL YOU GOT TYRONNE DAVIS (Columbia 3-10604)	—	—		98 SIGNED, SEALED, DELIVERED PETER FRAMPTON (A&M 1972)	—	—	
32 HEAVEN ON EARTH SPINNERS (Atlantic 3425)	40	4		64 NIGHTS ON BROADWAY CANDI STATON (Warner Bros. 8387)	35	17		99 LIVIN' IN THE LIFE THE ISLEY BROTHERS (T-Neck/CBS ZS8-2264)	61	30	
				65 I CAN'T UNDERSTAND MEADOW BROTHERS (Kayvette 5132)	78	3		100 SAVE YOUR LOVE LOUISE FREEMAN (Playboy ZS85815)	—	—	
				66 LOVE BALLADS GARY BARTZ (Capitol 4462)	64	7					
				67 RAINY DAYS, STORMY NIGHTS IMPACT (Fantasy F-798-A-S)	76	3					

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

All You Got (Blackwood Music/Content Music — BMI)	63	Funk Funk (Better Days Music — BMI)	29	Let Me Know (Sheryl'n — BMI)	7	Signed, Sealed (Joe Bette — ASCAP)	98
Another Star (Jobete/Black Bull — ASCAP)	20	Give Me (Dynatone/Belinda/Unichappell — BMI)	14	Let's Clean (Mighty Three — BMI)	13	Since I Fell (WB-Mikim Music — BMI, ASCAP)	59
A Star In (Hot Stuff — BMI)	41	Glad You Could (Mighty Three — BMI)	51	Livin' The Life (Bovina — ASCAP)	99	Slide (Spurbree — BMI)	74
Back In Love (Ice Man Music — BMI)	17	Goodnight My Love (Belinda/Quintet/Trio — BMI)	18	Look What (Screen Gems-EMI/Traco — BMI/Colgems — EMI)	34	So You Win (Island — BMI)	82
Best Of My Love (Saffire — BMI)	40	Got To Have (Bridgeport Music Inc. — BMI)	57	Love Ballad (Unichappell — BMI)	66	Star Wars (Fox Fanfare — BMI)	44
Betcha Never Been (Six Strings — BMI)	56	Gotta Get (AOPA — ASCAP, SIFO — BMI)	77	Love Is All I (Sunbury/Woogie — ASCAP)	81	Strawberry (Kidada/Off The Wall — BMI)	62
Boogie (Rondor/Almo — ASCAP)	6	Heaven On Earth (Mighty Three — BMI)	32	Love Is So (Jalew — BMI)	11	Sunshine (Desert Moon/Willow Girl — BMI)	69
Brick House (Jobete/Commodores — ASCAP)	12	I Believe (Musicways/Flying Adtrisi — BMI)	27	Love Music (Sashimi West/Irwin Levine — BMI)	76	Super Sexy (Jim Edd — BMI)	88
Chalk It Up (Ice Man/Stone Diamond/Padavon — BMI)	28	I Can't Help It (Electrocord — ASCAP)	19	Loving You (Trice — BMI)	42	Sweet Lucey (Mycena Music — ASCAP)	97
Check It Out (B. Womack/Unart — BMI)	78	I Can't Understand (Kayvette — BMI)	65	Make It (Colgems-EMI — ASCAP)	45	That's The Way (Claridge/Bokirk — ASCAP)	85
Cream City (Milwaukee Music — BMI)	49	I Don't Wanna (Begonia/Fedora — BMI)	84	Nights On (Casserolet/Unichappell/Stamm — BMI)	64	The Greatest Love Of (Columbia Pictures — BMI)	4
Devil's Gun (ATV — BMI)	70	I Feel Love (Rick's — BMI)	10	O-H-I-O (Play One/Unichappell — BMI)	38	The Real Thing (Jobete/Black Bull)	75
Disco 9000 (Pub. Pending)	39	If It Don't (Funks Bump — BMI)	52	One Step (Teddy Radazzo Music — BMI)	86	The Quiet Village (Atlantic Music/Granson Music)	73
Doctor Love (Lucky Three/Six Strings — BMI)	31	If You're Not Back (Tree — BMI)	35	Our Love (Bridgeport Music — BMI)	92	The Whole Town's (Mighty Three — BMI)	25
Don't Be Afraid (Jay's Enterprises/Chappell — ASCAP)	37	I'm Afraid (Ankh — ASCAP/All Night — BMI)	70	Rainy Days (Missthang — BMI)	67	This Could (Unart/Sunshine Rabbit — BMI)	50
Don't Take Her (People Pleaser — BMI)	80	I'm An Outlaw (Jimi Mac/Harlem Music — BMI)	89	Right Place (Gambi — BMI)	87	This Time (Muscle Shoals — BMI)	93
Do Your Dance (Warner/Taberlane — BMI)	26	I'm At The (Alzert — BMI)	79	Roots Of (Gre-Jac Music Inc./Butler Music — BMI)	90	Turn It Out (Happy Endings/High Flush — ASCAP)	91
Do You Wanna (Sheryl'n/Decibel — BMI)	2	Into Something (Jec — BMI)	83	Running Away (Roy Ayer Ubiquity/Michelle/Bird — ASCAP)	53	Waiting In Vain (Bob Marley/Almo Music Corp — ASCAP)	72
Dusic (Caliber/Good High — ASCAP)	9	It Took (Song Tailors Music Co. — BMI)	96	Save Your Love (Low/Bam — BMI)	100	We Gonna Party (Stone Diamond — BMI)	48
Erotic Soul (Page Full Of Hits Inc. — ASCAP)	94	It's All Over (Warner-Tamerlane — BMI)	55	Send It (Nick-O-Val — ASCAP)	68	We Never (Manhattans/Blackwood — BMI)	15
Everlasting (Amer. B'casting/Mother Pearl/Dennis Earl — ASCAP)	23	It's Ecstasy (Sa-Vette — BMI)	1	Shake It Well (Groovesville — BMI/Conquistador — ASCAP)	95	When I Think About (Springtime — BMI)	22
Exodus (Bob Marley/Almo — ASCAP)	60	I've Never (Stone Diamond Music Inc. — BMI)	61	Shoo-Do (Len-Lon Music — BMI)	58	Work On Me (Mighty Three — BMI)	9
Float On (ABC-Dunnhill Wood Songs — BMI)	36	Just For You (Penneford Music — ASCAP)	46			You Can Do It	43
		Just Let Me Hold (Charles Kipps — BMI)	16			You Can't Turn (Jobete Music — ASCAP)	24
		Keep It Comin' (Sheryl'n/Harrick — BMI)	3				
		Lady Of Magic (Pecte — BMI)	21				
		L.A. Sunshine (Far-Out — ASCAP)	33				

H&L Blitzes Washington, D.C. And Baltimore With Ingram Promotion

NEW YORK — H&L Records has set in motion a major marketing effort which it calls "Operation Blitz" in the Baltimore/Washington, D.C. area on behalf of the new album, "Ingram, That's All."

To capitalize on the LP's healthy initial sales in the market, H&L Records personnel, headed by Bob Katznel, vice president and general manager of the label, held meetings with the sales and promotion staff of Joseph M. Zamoiski Company, which distributes H&L in Baltimore and Washington. As outlined in those meetings, "Operation Blitz" included bonus incentive deals for all the Joseph M. Zamoiski personnel, and a concentrated promotion drive at the radio station level, including the giveaway of albums and Ingram T-shirts. A window display and in-store display incentive deal was worked out to give the album maximum exposure at the retail level, and every one-stop and key account was covered.

Advertising

Advertising was initiated on September 21 at the key radio stations with 60-second spots, tagged with local dealers. At the same time, a substantial discount program

was offered on any reorders during the program.

The four-week program culminated with personal promotional efforts by the five Ingram brothers at radio stations and retail stores. In addition, the Ingrams toured all the key Washington, D.C. discos and performed at a cocktail party in their honor, given by the label in conjunction with the Joseph M. Zamoiski Company, at the Showboat in Silver Springs, Maryland.

According to Katznel, "Operation Blitz" is already paying off. During the promotion, the album went on several key stations, including WOL and WKYS-FM in Washington and WWIN in Baltimore. Also, the distributor made four separate reorders even before the advertising phase of the operation got underway.

Katznel stated that "Operation Blitz" will remain in effect even after the set period for the campaign is over. The next move, he said, will be to extend the program to another major market that is showing signs of Ingram sales activity. The markets being considered are Philadelphia, Detroit, Chicago and Miami.

Realistic Orders Stressed As WEA's Year-End Plan Begins

(continued from page 9)

this one of the most successful programs WEA has offered.

Dating is spread out over three months in the program. Orders for new releases shipped between September 19 and October 25, payments are made in installments of 25% due December 10, 1977, 50% on January 19, 1978 and the remaining 25% due February 10, 1978. Customers who meet these deadlines earn WEA's normal 2% cash discount.

Payments

Payments for catalog orders placed between September 19 and October 28 are made in the same installments due on the same dates. Besides receiving the normal 2% cash discount for meeting payment

deadlines, however, catalog orders placed in that time period also will receive an effective 5% discount.

Orders placed for new releases shipped between October 26 and November 18 will have the same installment payment system as above, except that payments will be due one month later, with the first 25% due January 10, 1978, 50% due February 10, 1978 and the final 25% on March 10, 1978.

Customers Benefit

"It's to the customer's benefit to get that first order in soon," Droz said. "He really maximizes the dating by ordering soon. If he orders at the beginning of the period, he still has the same dating, and therefore a longer dating term, than if he orders at the end."

Kessler Forms Koala And Deep Roots

LOS ANGELES — Irv Kessler, former vice-president of Liberty/United Artists Records and more recently a partner with Pat Boone in Lamb & Lion Records, has formed Koala Records, Inc.

Koala will be a pop label and has already released albums by Bobby Glenn, David Nunez, Main Street and the John Wagner Coalition.

He has also started a contemporary black gospel label which is called Deep Roots Records. The initial release for Deep Roots consists of four albums by Verlin Sandles, Alvin Redmon Specials, Gospel Clouds and Serenity.

Assisting Kessler in his new venture are producers Michael Wycoff, Doug Gibbs and George Renfro.



LENNY WILLIAMS FETED — ABC records recently feted recording artist Lenny Williams with a luncheon in his honor at the Mandarin Restaurant in Beverly Hills prior to his two-night stand at the Total Experience to promote his LP "Choosing You." Pictured (standing l-r) are: Chuck Fassett, national director of marketing, special markets; Don Biederman, vice president of legal affairs and administration; Sandy Newman, Williams' manager; Skip Byrd, president of ABC Records Distributors, Inc.; Frank Wilson, Williams' producer; Barry Grieff, vice president of marketing and creative services; Sheldon Heller, president, ABC International; Elaine Corlett, vice president of artist development, ABC International; Mark Meyerson, vice president of A&R, and John Brown, ABC promotion, special markets. Shown seated (l-r) are: J.J. Johnson, KDAY program director; Williams; Belinda Wilson, regional promotion director, and Rod McGrew, KJHL general manager.

MOST ADDED R&B SINGLES

- SEND IT — ASHFORD AND SIMPSON — WARNER BROTHERS**
WBLS, WOL, WGOK-FM, KOKY, WENZ, WEDR, WRBD, WANT, WORL, WLOU, WXVI, WYBC.
- JUST FOR YOUR LOVE — MEMPHIS HORNS — RCA**
KDKO, WKND, KOKY, KKDA, KPRS, WCHB, WGIV, WAAA, KATZ.
- YOU CAN'T TURN ME OFF — HIGH INERGY — GORDY**
WDAO, WIGO, KDKO, WGOK-FM, KKDA, WVON, WWIN, WJPC.
- DISCO 9000 — JOHNNIE TAYLOR — COLUMBIA**
WKND, KDIA, KPRS, KDAY, WGIV, KATZ, WXVI.
HEAVEN ON EARTH — SPINNERS — ATLANTIC
WOL, WTLC, KKDA-104, WCHB, WWIN, WXVI, WYBC.
BACK IN LOVE AGAIN — L.T.D. — A&M
WJPC, WXVI, KATZ, WBMX, WKND, WQMG, WDIA.
- I'M AT THE CROSSROADS — VERNON GARRETT — ICA**
WYLD, WOL, WBMX, KATZ, WAWA, WJPC.
I'VE NEVER BEEN TO ME — NANCY WILSON — CAPITOL
WYLD, WCKO, WLOU, WUFO, WXVI, WJPC.
LADY OF MAGIC — MAZE — CAPITOL
WVON, WQMG, WKND, WENZ, WVON, WJLB.

MOST ADDED R&B LP's

- BARRY WHITE SINGS FOR SOMEONE YOU LOVE — 20th CENTURY**
WNJR, WTLC, WCIN, WXVI, WVKO, WBMX.
INGRAM — THAT'S ALL — H&L
KDKO, KDIA, WYBC, WAWA, WORL, WRBD.
BROTHER TO BROTHER — SHADES IN CREATION — TURBO
WAOK, WESL, WOL, KKDA 104, WAMN, WEDR.
- ODYSSEY — RCA**
WAMN, WWRL, WEDR, WJLB, WESL.
ARCHIE BELL & THE DRELLS — HARD NOT TO LIKE IT — PHILA. INT'L.
WDIA, WXVI, WAAA, WLOU, WORL.
THE BLACKBYRDS — ACTION — FANTASY
WOL, WDIA, WSOK, WYBC, WWIN.
- BRICK — DUSIC — BANG**
WYLD, KKDA 104, WCIN, WAOK.
PATTI LABELLE — EPIC
KDKO, WQMG, KKDA 104, WWRL.
MILLIE JACKSON — FEELIN' BITCHY — SPRING
WYLD, WVKO, WORL, WANT.
CON FUNK SHUN — SECRETS — MERCURY
KDKO, WDIA, WAMO, WAOK.
THE RITCHIE FAMILY — AFRICAN QUEENS — MARLIN
WJPC, WESL, WAOK, WVON.

MOST ACTIVE R&B SINGLES

- IT'S ECSTASY — BARRY WHITE — 20th CENTURY**
Added at: KDKO. Jumps at: WWIN 3-1, WJLB 12-5, WVKO 9-2, WAOK 10-5, WANT ex-9, WCIN 23-10, WAMN 20-12, WTLC 5-1, WYLD 22-5, WQMG 22-10, WIGO 10-5, WVON 24-19, WDIA 12-2. Hitbound or Hot: WORL, KMJQ. #1 at: WGOK-FM, WTLC, KOKY, KSOL, KDAY, WWRL, WENZ, WYBC, WWIN, WUFO, WLOU.
- DO YOUR DANCE — ROSE ROYCE — WHITFIELD**
Added at: WDIA, WDAO, KSOL, WVON. Jumps at: WAWA 31-22, WWIN 31-8, WUFO 19-9, WVKO 20-13, WLOU 36-24, KDAY 29-25, WCIN 29-16, KOKY ex-19, WKND 15-13, WTLC 19-9, WYLD ex-25, WGOK 31-24, WQMG 26-15. Hitbound at: WILD, WORL.
- DUSIC — BRICK — BANG**
Added at: WVON, WENZ, KDAY, KKDA, KSOL. Jumps at: WJPC 23-16, WWIN 11-6, WLOU 15-4, WAMO 17-9, WAMN 23-11, WYLD ex-10, WQMG 29-24, KDKO 27-20, WIGO 4-1, WVON 22-14. Hitbound at: WORL. #1 at: WSOK, WIGO, WEDR, WVKO, WAOK, WRBD.
BACK IN LOVE AGAIN — L.T.D. — A&M
Added at: WDIA, WQMG, WKND, WBMX, KATZ, WXVI, WJPC. Jumps at: WJLB 25-12, WUFO 14-5, WVKO 26-17, WLOU 23-7, WAOK 9-3, WANT ex-2, WVON 26-16, WGIV 26-18, WAMO 35-22, WCIN 27-22, KGFJ 19-13, WTLC 25-13. Hitbound at: WILD. #1 at: WORL.
- SHAKE IT WELL — DRAMATICS — ABC**
Added at: WQMG, KKDA, WANT, WXVI. Jumps at: WJPC 32-20, WWIN 35-18, WJLB 13-8, WUFO 10-4, WVKO 27-19, WLOU 24-15, WGIV 32-21, WAMN 24-9, KSOL 16-8, KGFJ 24-19, WYLD ex-11, WGOK 44-30.
- DO YOU WANNA GET FUNKY WITH ME — PETER BROWN — DRIVE**
Added at: WQMG, KGFJ, KKDA 104. Jumps at: WAWA 11-7, WUKO 21-14, WAOK 15-3, KDAY ex-28, WCIN 8-3, KSOL 20-4, WTLC 12-4, WVON 35-30. Hitbound at: KDIA. #1 at: WJPC, KATZ, WVON.
- BRICK HOUSE — COMMODORES — MOTOWN**
Added at: KKDA-104, WJPC. Jumps at: WVKO 12-5, WLOU 10-3, WCIN 7-2, WKND 9-6, WYLD 27-3, WQMG 25-14, KDKO 26-18, WDIA ex-17. Hitbound at: WDAO. #1 at: KMJQ, WAWA, WGIV.

Cash Box Country

Top 50 Country Albums

	Weeks On		Weeks On
	9/24 Chart		9/24 Chart
1 MOODY BLUE ELVIS PRESLEY (RCA AFL 1-2428)	1	26 CRYSTAL CRYSTAL GAYLE (United Artists LA 614G)	13
2 DAYTIME FRIENDS KENNY ROGERS (UA LA 7546)	2	27 THE BEST OF FREDDY FENDER (ABC/Dot DO 2079)	23
3 OL' WAYLON WAYLON JENNINGS (RCA APL 1-2317)	4	28 ANYTIME . . . ANYWHERE RITA COOLIDGE (A&M SP 4616)	28
4 WE MUST BELIEVE IN MAGIC CRYSTAL GAYLE (United Artists UA-LA 771G)	3	29 LEGENDARY PERFORMER VOL. 2 ELVIS PRESLEY (RCA CPL1-1349)	39
5 TILL THE END VERN GOSDIN (Elektra 7E-1112)	7	30 THAT'S THE WAY LOVE SHOULD BE DAVE & SUGAR (RCA APL 1-2477)	34
6 I'VE ALREADY LOVED YOU IN MY MIND CONWAY TWITTY (MCA 2298)	10	31 EASTBOUND AND DOWN JERRY REED (RCA APL1-2516)	41
7 IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA APL 1-2439)	20	32 BOBBY BORCHERS (Playboy/CBS KZ 34829)	25
8 SMOKEY AND THE BANDIT ORIGINAL SOUNDTRACK (MCA 2099)	11	33 SHE'S JUST AN OLD LOVE TURNED MEMORY CHARLEY PRIDE (RCA APL 1-2261)	29
9 LOVE IS JUST A GAME LARRY GATLIN (WITH FAMILY & FRIENDS) (Monument MG-7616)	19	34 RONNIE MILSAP LIVE (RCA APL1-2043)	27
10 TO LEFTY FROM WILLIE WILLIE NELSON (Columbia KC 34695)	8	35 KENNY ROGERS (United Artists UA LA 689G)	33
11 CHANGES IN LATITUDES — CHANGES IN ATTITUDES JIMMY BUFFETT (ABC AB 990)	12	36 JOHN WESLEY RYLES (ABC/Dot DO-2089)	37
12 SHORT STORIES STATLER BROS. (Mercury SRM 1-5001)	17	37 COUNTRY SWEET STELLA PARTON (Elektra 7E-1111)	26
13 BORN BELIEVER JIM ED BROWN & HELEN CORNELIUS (RCA APL 1-2399)	14	38 RONNIE SESSIONS (MCA 2285)	38
14 WELCOME TO MY WORLD ELVIS PRESLEY (RCA APL1-2274)	15	39 HIS HAND IN MINE ELVIS PRESLEY (RCA ANL 1-1319)	—
15 RABBITT EDDIE RABBITT (Elektra 7E-1105)	9	40 RAMBLIN' FEVER MERLE HAGGARD (MCA 2267)	31
16 LINDA RONSTADT'S GREATEST HITS (Asylum 7E-1092)	18	41 LEGENDARY PERFORMER, VOL. 1 ELVIS PRESLEY (RCA CPL 1-0341)	—
17 DYNAMIC DUO CONWAY TWITTY & LORETTA LYNN (MCA 2278)	5	42 IF YOU EVER GET TO HOUSTON (LOOK ME DOWN) DON GIBSON (ABC/Hickory AH-44007)	42
18 LIVE BILLY "CRASH" CRADDOCK (ABC/Dot DO-2082)	22	43 LOVERS, FRIENDS & STRANGERS BARBARA MANDRELL (ABC/Dot DO-2076)	43
19 A MAN MUST CARRY ON JERRY JEFF WALKER (MCA 2-6003)	16	44 THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON JESSIE COLTER/TOMPALL GLASER (RCA APL1-1321)	46
20 MAKING A GOOD THING BETTER OLIVIA NEWTON-JOHN (MCA 2280)	6	45 SIMPLE DREAMS LINDA RONSTADT (Asylum 6E-104)	49
21 THE BEST OF MOE BANDY VOL. 1 (Columbia KC 34715)	21	46 THE RED HEADED STRANGER WILLIE NELSON (Columbia KC 33482)	45
22 TATTOO DAVID ALLAN COE (Columbia PC 34870)	30	47 THE TROUBLEMAKER WILLIE NELSON (Columbia KC-34112)	47
23 PRACTICE MAKES PERFECT JOHNNY RODRIGUEZ (Mercury SRM1-1144)	24	48 SONGS I'LL ALWAYS SING MERLE HAGGARD (Capitol SWBB 11531)	48
24 PURE GOLD ELVIS PRESLEY (RCA ANL1-0971)	32	49 COUNTRY COMES TO CARNEGIE HALL ROY CLARK, FREDDY FENDER, HANK THOMPSON & DON WILLIAMS (ABC/Dot DO-2087/2)	50
25 HEAVEN'S JUST A SIN AWAY THE KENDALLS (OVATION OV 1719)	36	50 SLIDE OFF OF YOUR SATIN SHEETS JOHNNY PAYCHECK (Epic KE 34693)	—

MCA's Brown Hits 'Seasonal' Approach To Country Mrktg.

by Lola Scobey

NASHVILLE — John Brown, born and bred in Nashville, worked here for most of his 18 years as a country marketing specialist and worked in the Nashville office of MCA Records for three of the five years he has been with that company. Two years ago, however, Brown says, he took it upon himself to analyze his job and decided that he should be based, not in Nashville, but in Los Angeles. Why?

Brown puts his decision down to two factors: the structure of the MCA organization and the expansion of country music.

"It depends on the individual company," Brown notes, "but in our company all approvals must come to L.A. and be approved or disapproved before they come back to Nashville."

"Due to the increasing sophistication of the country market, we are now trying to market our country product just like we do any other product," he explains, "Which means we are using the same type systems we use for other product.. And all of that is located in Los Angeles; all the tools I need are here."

'Creative Center'

Brown refers to the Nashville office of MCA Records, once a powerhouse in the political and business life of Music Row, as primarily a "creative center" today. "We must have a Nashville office as a creative center," Brown observes, "That's where so many of your publishers, artists, and songwriters are."

"However," he adds, "There are many creative centers today — in fact, too many to say that you need to be based in any particular city. We have country music coming out of Nashville, Los Angeles, Bakersfield and Dallas. So, if it was properly structured, you could have a company based in Yakima, Washington. Look at World Records in the gospel music field — they are based in Waco, Texas."

Brown noted that CBS Records and RCA Records, both highly successful in country marketing, have large Nashville operations. "However, they are structured totally differently than we are," Brown says, "It just depends on the individual company."

In January of this year Brown was appointed country marketing director at MCA, the first time the label has had such a position. Since that time, Brown says, in line with MCA's integration of country marketing into the company's overall marketing system, there has been a definite shift in country marketing strategies.

Previously, Brown explained, MCA would set aside one month each year to intensively promote country product. The label's upcoming October marketing campaign on Mel Tillis, however, is the latest in a string of monthly promotions on individual artists (Loretta Lynn in April, Conway Twitty and Loretta Lynn in July, Conway Twitty in August, Jerry Clower in September).

Year-Round Campaigns

These year-round monthly campaigns, Brown says, if backed by adequate radio time buys and merchandising aids, result in a "substantial increase" in sales. (Although the results of these campaigns are statistically analyzed, it is MCA corporate policy, Brown stated, not to reveal actual sales figures resulting from any campaign.)

"Country music is simply not a seasonal world anymore," he asserted, referring to the practice of concentrating country marketing around the October Grand Ole Opry Birthday Celebration and CMA Convention Week. "And you can no longer simply group music under the label 'country.'"

"Country music is spreading out every day." Brown observed. "It is definitely structured differently than it was 15 years ago." Brown expressed surprise at what he termed the apparent "paranoia" exhibited by some "high level" executives in Nashville over a recent article in the *Nashville Banner* suggesting that country label operations are moving out of Nashville.

"The people in Nashville have worked for years for the success of country music," Brown says, "but now that the success is coming, it's got to spread. You can't keep it in one place. Nashville should be glad this is happening, because the more creative centers there are, the more competition there will be, and the better the product will be."



JET RECORDS GOES COUNTRY — Jet Records, which handles such acts as *Electric Light Orchestra*, *the Animals* and *Alan Price*, has entered the country music field by a production deal with Mervyn Conn of America. The agreement includes country singer-composer Carl Perkins and two English acts. Pictured (l-r) are: Don Arden, president of Jet; Mervyn Conn, country music promoter and manager of Carl Perkins; and Perkins.

DJ Hall Of Fame Nominees Named

NASHVILLE — This year's nominees for the Country Music Disc Jockey Hall of Fame have been announced by the Country Music Disc Jockey Hall of Fame Foundation, which was chartered by the state of Tennessee for the purpose of honoring the life and accomplishments of persons who have gained recognition in country music radio and television.

Chuck Chellman, president of The Chuck Chellman Company and permanent trustee of the foundation, has announced the following three nominees for the living radio personality category:

Biff Collie, who began his career at KMAC in San Antonio in 1943 and was on the air as a full-time country air personality until 1969. Other stations he has worked for are KBKI, Alice, Texas; KSIX, Corpus Christ; KNUZ, Houston; KLAC, Los Angeles; and KFOX, Long Beach.

Hugh Cherry, whose list of radio accomplishments date back to 1948 when he was a country disc jockey at WKDA in Nashville, Tenn. Other stations across the nation where he was aired include WMPN, Memphis; WMAK, Nashville; WLW-TV, Cincinnati; KFOX, Long Beach, Calif.; KGBS and KLAC in Los Angeles and KNEW, Oakland.

Cliffie Stone, who began his career in 1935 at KMTR in Beverly Hills, Calif. and later worked at KMPC and KNX in Hollywood; KXLA, Pasadena, Calif.; KHE, KLAC, KFI, KFVD and KRKD in Los Angeles; and KFOX, Long Beach.

The three nominees for the Country Disc Jockey Hall of Fame Award given posthumously are: Lowell Blanchard, Pappy Hal Horton, Texas Bill Strength.



T.G. SIGNS WITH W.C. — Country artist T.G. Sheppard, seated, recently signed a recording contract in Nashville with Warner-Curb, while Andy Wickham, Warner Bros., director of country music, relayed the message to Warner-Curb's west coast office. Also pictured at the signing are (l-r): Mike Sirls, Warner Bros. promotion; Stan Byrd, Warner Bros. national promotion and sales director; Elroy Kahanek, vice president and director of promotion for Jack D. Johnson Talent, Inc.; Jack D. Johnson, Sheppard's manager; and Norro Wilson, Warner Bros. country A&R director.

CASH BOX TOP 100 COUNTRY

October 1, 1977

	Weeks On 9/24 Chart		Weeks On 9/24 Chart		Weeks On 9/24 Chart
1 DON'T IT MAKE MY BROWN EYES BLUE CRYSTAL GAYLE (United Artists UA XW 1016)	1 16	36 I LOVE YOU A THOUSAND WAYS WILLIE NELSON (Columbia 3-10588)	14 10	68 CHEATER'S KIT WILLIE RAINSFORD (Louisiana Hayride 7629)	73 3
2 DAYTIME FRIENDS KENNY ROGERS (United Artists UA XW 1027)	3 10	37 MORE TO ME CHARLEY PRIDE (RCA PB-11086)	55 2	69 MAKE THE WORLD GO AWAY CHARLY McCLAIN (Epic 8-50436)	74 3
3 I'VE ALREADY LOVED YOU IN MY MIND CONWAY TWITTY (MCA 40754)	2 11	38 IF YOU DON'T LOVE ME (WHY DON'T YOU JUST LEAVE ME ALONE) FREDDY FENDER (ABC/Dot DO-17713)	15 10	70 ROLLIN' WITH THE FLOW CHARLIE RICH (Epic 8-50392)	49 19
4 Y'ALL COME BACK SALOON OAK RIDGE BOYS (ABC/Dot DO 17710)	5 13	39 BLUE BAYOU LINDA RONSTADT (Elektra E-45431-A)	52 3	71 I MUST BE DREAMING DON KING (CON BRIO CBK 126A)	— 1
5 I GOT THE HOSS MEL TILLIS (MCA 40764)	6 8	40 WAY DOWN/PLEDGING MY LOVE ELVIS PRESLEY (RCA PB 10998)	11 18	72 LEAN ON JESUS "BEFORE HE LEANS ON YOU" PAUL CRAFT (RCA JB-11078)	90 2
6 EAST BOUND AND DOWN JERRY REED (RCA PB-11056)	8 8	41 THIS TIME I'M IN IT FOR THE LOVE TOMMY OVERSTREET (ABC/Dot DO-17721)	51 3	73 BETTER OFF ALONE JAN HOWARD (Con Brio 125)	83 2
7 IT'S ALL IN THE GAME TOM T. HALL (Mercury 55001)	7 9	42 THAT'S THE WAY LOVE SHOULD BE DAVE & SUGAR (RCA PB-11034)	10 13	74 AIN'T THAT LOVIN' YOU BABY DAVID HOUSTON (Starday 162)	77 3
8 WHY CAN'T HE BE YOU LORETTA LYNN (MCA 40747)	9 9	43 RAMBLIN' FEVER MERLE HAGGARD (MCA 40743)	4 19	75 OLD TIME LOVIN' KENNY STARR (MCA 40769)	76 7
9 SHAME SHAME ON ME (I HAD PLANNED TO BE YOUR MAN) KENNY DALE (Capitol 4457)	12 10	44 WHAT'RE YOU DOING TONIGHT JANIE FRICKE (Columbia 3-10605)	54 3	76 THAT OLD COLD SHOULDER TOM BRESH (ABC/Dot DO-17720)	86 3
10 WE CAN'T GO ON LIKE THIS EDDIE RABBITT (Elektra E45418)	13 7	45 FOOLS FALL IN LOVE JACKY WARD (Mercury 55003)	58 5	77 ANOTHER LONELY NIGHT JODY MILLER (Epic 850432)	78 4
11 I'M JUST A COUNTRY BOY DON WILLIAMS (ABC/Dot DO-17717)	24 6	46 IT DIDN'T HAVE TO BE A DIAMOND SUSAN RAYE (United Artists UA XW 1026)	50 9	78 MY GIRL DALE McBRIDE (Con Brio 124)	88 2
12 HEAVEN IS JUST A SIN AWAY THE KENDALLS (Ovation OV 1103)	16 9	47 ROSES FOR MAMA C. W. McCALL (Polydor PD-14420)	65 2	79 HELEN CAL SMITH (MCA 40789)	97 2
13 ONCE IN A LIFETIME THING JOHN WESLEY RYLES (ABC/Dot DO-17698)	23 8	48 HOLD ON TIGHT SUNDAY SHARPE (Playboy/CBS ZS8-5813)	53 5	80 HELL YES I CHEATED JAMES PASTEL (Paula 425)	84 3
14 IF IT AIN'T LOVE BY NOW BROWN/CORNELIUS (RCA PB-11044)	25 7	49 BORN TO LOVE ME RAY PRICE (ABC/Dot DO-17718)	57 2	81 FOR ALL THE RIGHT REASONS BARBARA FAIRCHILD (Columbia 3-10607)	— 1
15 DANCING THE NIGHT AWAY TANYA TUCKER (MCA 40755)	20 8	50 CLOSE ENOUGH FOR LONESOME MEL STREET (Polydor PD-14421)	63 2	82 I'M NOT RESPONSIBLE HANK WILLIAMS JR. (Warner Bros. WBS 8410)	75 6
16 SILVER MEDALS AND SWEET MEMORIES STATLER BROS. (Mercury 55000)	17 8	51 DAYS THAT END IN "Y" SAMMI SMITH (Elektra E-45429)	62 3	83 I HAVEN'T LEARNED A THING PORTER WAGONER (RCA PB-10974-A)	— 1
17 THE DANGER OF A STRANGER STELLA PARTON (Elektra E45410)	21 11	52 SO CLOSE AGAIN MARGO/NORRO (Warner Bros. WBS 8427)	56 7	84 OUR OLD MANSION BLICK OWENS (Warner Bros. 8433)	87 3
18 DON'T SAY GOODBYE REX ALLEN, JR. (Warner Bros. WBS 8418)	18 10	53 AMBUSH RONNIE SESSIONS (MCA 40758)	28 10	85 DREAMS OF A DREAMER DARRELL McCALL (Columbia/Lone Star 3-10576)	85 3
19 LOVE IS JUST A GAME LARRY GATLIN (WITH FAMILY & FRIENDS) (Monument 45226)	32 4	54 NOBODY CARES BUT YOU FREDDY WELLER (Columbia 3-10598)	67 3	86 LIPSTICK TRACES JIMMY PETERS (Mercury 55005)	— 1
20 PUT 'EM ALL TOGETHER AND I'D HAVE YOU GEORGE JONES (Epic 8-50423)	22 8	55 DO YOU HEAR MY HEART BEAT DAVID ROGERS (Republic Rep 006)	61 6	87 I'M A HONKY TONK WOMAN'S MAN BOB LUMAN (Polydor PD 14408)	79 10
21 TOO MUCH IS NOT ENOUGH BILLIE JO SPEARS (United Artists UA-XW 1041)	26 7	56 I'M STILL MOVIN' ON HANK SNOW (RCA PB-11080)	66 2	88 TOUCH ME HOWDY GLENN (Warner Bros. WBS 8447)	— 1
22 THE OLD MAN AND HIS HORN GENE WATSON (Capitol 4458)	31 9	57 WHEN I DIE, JUST LET ME GO TO TEXAS ED BRUCE (Epic 8-50424)	60 6	89 THIS KINDA LOVE AIN'T MEANT FOR SUNDAY SCHOOL CARL SMITH (ABC/Hickory 54016)	89 3
23 LET ME DOWN EASY CRISTY LANE (LS GRT 131)	33 7	58 ENDLESSLY EDDIE MIDDLETON (Epic 8-50431)	68 3	90 IT AIN'T EASY LOVIN' ME RONNIE PROPHET (RCA PB-50391-A)	— 1
24 THE KING IS GONE RONNIE MCDOWELL (Scorpio/GRT 135)	35 4	59 DON'T TAKE MY SUNSHINE AWAY AVA BARBER (Ranwood R-1080)	64 4	91 MEXICAN LOVE SONGS LINDA HARGROVE (Capitol P-4447)	98 2
25 TO LOVE SOMEBODY NARVEL FELTS (ABC/Dot DO-17715)	30 7	60 STILL THE ONE BILL ANDERSON (MCA MCA-40794)	— 1	92 THE KING OF COUNTRY MEETS THE QUEEN OF ROCK & ROLL EVEN STEVENS & SHERRI GROOMS (Elektra E-45430)	92 3
26 WE CAN'T BUILD A FIRE IN THE RAIN ROY CLARK (ABC/Dot DO 17712)	27 10	61 TILL THE END VERN GOSDIN (Elektra E45411)	29 16	93 I LOVE IT (WHEN YOU LOVE ALL OVER ME) WAYNE KEMP (United Artists XW1031)	93 3
27 HOLD ME BARBARA MANDRELL (ABC/Dot DO-17716)	37 5	62 SUNFLOWER GLEN CAMPBELL (Capitol 4445)	41 14	94 GREENBACK SHUFFLE KING EDWARD IV (Soundwaves 4550)	95 4
28 LITTLE OLE DIME JIM REEVES (RCA PB-11060)	34 7	63 BABY ME, BABY ROGER MILLER (RCA Windsong 11072)	69 3	95 SAIL AWAY SAM NEELY (Elektra 45419)	99 2
29 ERES TU JOHNNY RODRIGUEZ (Mercury 55004)	38 5	64 SOUL OF A HONKY TONK WOMAN MEL McDANIEL (Capitol P-4481)	82 2	96 IT ALWAYS BRINGS ME BACK AROUND TO YOU BILLY WALKER (MRC 1003)	96 3
30 WHAT A WAY TO GO BOBBY BORCHERS (Playboy/CBS ZS8-5816)	36 5	65 SOUTHERN CALIFORNIA GEORGE JONES & TAMMY WYNETTE (Epic 8-50418)	45 13	97 THANKS FOR LEAVING, LUCILLE SHERRI JERRICO (Gusto/Starday SD 164)	100 2
31 A WORKING MAN CAN'T GET NOWHERE TODAY MERLE HAGGARD (Capitol 4477)	39 4	66 (AFTER SWEET MEMORIES) PLAY BORN TO LOSE AGAIN DOTTSY (RCA PB 10982)	46 13	98 HOW I LOVE THEM OLD SONGS DONNY DAVIS AND THE NASHVILLE BRASS (RCA PA-11073-C)	— 1
32 HE AIN'T YOU LYNN ANDERSON (Columbia 3-10597)	40 5	67 CHANGES IN LATITUDES, CHANGES IN ATTITUDES JIMMY BUFFETT (ABC AB-12305)	91 2	99 COME TO ME ROY HEAD (ABC/Dot DO-17722)	— 1
33 YOU OUGHT TO HEAR ME CRY WILLIE NELSON (RCA 11061)	42 3			100 YOU'VE GOT TO MEND THIS HEARTACHE RUBY FALLS (Fifty States FS-56)	— 1
34 BABY DON'T KEEP ME HANGING ON SUSIE ALLANSON (Curb/WB WBS 8429)	19 13				
35 SHAME ON ME DONNA FARGO (Warner Bros. WBS 8431)	47 4				

AI PHABF TIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

After Sweet Memories (Pi-Gem — BMI)	66	Eres Tu (Radmus Pub. — ASCAP)	29	Lean On Jesus (Songwriters Music — ASCAP)	72	Sunflower (Stonebridge — ASCAP)	62
Ain't That Loving (Corral — BMI)	74	Fool's Fall (Chappell / Quintet / Bienstock — ASCAP)	45	Let Me Down (Kaiser Music / Famous Music — ASCAP)	23	Thanks For Leaving (Power Play — BMI)	97
Ambush (Ray Stevens — BMI)	53	For All The (Onhisown Music — BMI)	81	Lipstick Traces (Minit Music — BMI)	86	That Old Cold (Tree Publishing — BMI)	76
Another Lonely Night (Dixie Jane / Music Tree Pub. — BMI)	77	Greenback Shuffle (Hipkit/Yegads — BMI)	94	Little Ole Dime (Tuckahoe Music — BMI)	28	That's The Way (Famous — ASCAP)	42
A Working Man (Shade Tree Music — BMI)	31	He Ain't You (Kirshner Songs — ASCAP / Don Kirshner Music — BMI)	32	Love Is Just (Performing Rights Soc. / 1st Generation Music Co. — BMI)	19	The Danger (Debbave/Evil Eye — BMI)	17
Baby, Don't Keep Me (Caliente — ASCAP)	34	Heaven Is Just (Lorville — SESAC)	12	Make The World Go Away (Tree Pub. — BMI)	69	The King Is (Midnight Pub. / Born Music — SESAC)	94
Baby Me Baby (Roger Miller — BMI)	63	Helen (Neverbreak Music — ASCAP)	79	More To Me (Pi-gem Music — BMI)	37	The King Of Country (Evil Eye Music — BMI)	22
Better Off Alone (Con Brio Music — BMI)	73	Hell Yes, I Cheated (Flagship — BMI)	87	Mexican Love Songs (Beachwood / Window Pub. — BMI)	91	The Old Man (Double Play — BMI)	22
Blue Bayou (Acuff Rose Pub. Inc. — BMI)	39	Hold Me (Gatoo Music — SESAC)	20	My Girl (Con Brio Music — BMI)	78	This Kinda Love (Acuff Rose — BMI)	89
Born To Love (Music City Music — ASCAP)	49	Hold On Tight (Chappell Music — ASCAP)	48	Nobody Cares But You (Young World — BMI)	54	This Time (Hall-Clement — BMI)	41
Changes In (Coral Reefe Music / Outer Banks Music — BMI)	67	How I Love (Acuff-Rose Music — BMI)	98	Old Time Lovin' (Duchess Music Corp. — BMI)	75	Till The End (Hookit — BMI)	61
Cheaters Kit (Chappell — ASCAP)	68	If It Ain't Love (Steeple Chase Music — BMI)	14	Once In A (Jack & Bill — ASCAP)	13	To Love Somebody (Nemperor Music — BMI)	25
Close Enough (Hall Clement Pub. Div. of Vonge Music — BMI)	50	If You Don't (Crazy Cajun — BMI)	38	Our Old Mansion (A Gallico/Algee — BMI)	84	Too Much Is Not (Hungry Mountain — BMI)	21
Come To Me (Acoustic Music/Longstreet Music — BMI)	99	I Got The Hoss (Sawgrass — BMI)	5	Put 'Em All (Debbave — BMI)	20	Touch Me (Tree Pub. — BMI)	88
Dancing The (Fourth Floor/Rick Hall — ASCAP)	15	I Haven't Learned (Tree Pub. — BMI)	83	Ramblin' Fever (Shade Tree — BMI)	43	Way Down (Ahab/Lion/Wemar — BMI)	40
Days That End In Y (Bebdare Music — BMI)	51	I Love It (Tree — BMI/CrossKeys — ASCAP)	93	Rollin' With The Flow (Algee — BMI)	70	We Can't Build (Chess — ASCAP)	26
Daytime Friends (Ben Peters — BMI)	2	I Love You (Peer — BMI)	36	Roses For Mama (Chappell Music — ASCAP)	47	We Can't Go On (Briarpatch Music / Debbave Music — BMI)	10
Don't Say Goodbye (Boxer — BMI)	18	I'm A Honky Tonk (Jack & Bill — ASCAP)	87	Sail Away (Tree — BMI)	95	What A Way (Vogue Music — BMI / Bibo Music — ASCAP)	30
Don't It Make My (United Artists — ASCAP)	1	I'm Just (Folkways Music Pub. — BMI)	11	Shame On Me (Regent Music Co. — BMI)	35	What're You Doing (Hall/Clement — BMI)	44
Don't Take My (Jack & Bill Music Co. — ASCAP)	59	I'm Not Responsible (House Of Cash — BMI)	82	Shame On Me (Publicare — BMI)	9	When I Die (Sugarplum/Tree — BMI)	57
Do You Hear (Single Tree Music — BMI)	55	I Must Be (Wiljex Pub. — ASCAP)	71	Silver Medals (American Cowboy — BMI)	16	Why Can't He (Tree — BMI)	8
Dreams Of A Dreamer (Mali Tee Hit — BMI)	85	It Ain't Easy (Screen Gems — EMI Music — BMI)	90	So Close Again (Al Gallico/Jidobi/Algee — BMI)	52	Y'All Come Back (Jack & Bill — ASCAP)	4
Eastbound (Duchess/Vector — BMI)	6	It Didn't Have To (Brougham Hall — BMI)	46	Soul Of A (Music City Music — ASCAP)	64	You Ought To Hear (Tree — BMI)	33
Endlessly (Vogue — BMI)	58	It's All In (Warner Bros. — ASCAP)	7	Southern California (ATV/Algee — BMI)	65	You've Got To (Sanburn/Music Craftshop — ASCAP)	100
		I've Already Loved (Twitty Bird — BMI)	3	Still The One (Siren Songs — BMI)	60		

Country

MUSIC

The Cash Box Country Music Special Will be Special.

Saluting "The Grand Ole Opry Birthday Celebration" And "CMA Convention" featuring:

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The Top Country Albums of the Year

The Top Country Artists of the Year

A Comprehensive List of Country Music Booking Agents

A Comprehensive List of Country Music Managers

In-depth analysis of Country Music '77

In-depth analysis of Country Radio '77

Label-by-label Recap: Country Music '77

Issue Date: October 15, 1977

On Sale: October 10, 1977

Advertising Deadline: October 3, 1977

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OAK RIDGE BOYS — Y'All Come Back Saloon — ABC/Dot DO 2093 — Producer: Ron Chancey — List: 6.98

With the aid of proven hitmaker Ron Chancey, the Oak Ridge Boys have crashed the category barrier between gospel and country. Some forecasters predict gospel is the coming sound in country music, and the Oaks could be forerunners of that trend. At any rate, they definitely establish with this album that the dynamic, high-energy harmony typical of much gospel music can be a blockbuster on the country market.



DON WILLIAMS — Country Boy — ABC/Dot DO 2088 — Producer: Don Williams — List: 6.98

Don Williams and the "Don Williams sound" have reached the point that most anything the man releases has excellent potential for topping the country charts due to the loyalty of devotees to his smooth, mellow music. Although not one of his strongest albums overall, this one will do well country; and with the upcoming pop push on Williams from ABC/Dot (coupled with the soft MOR trend in pop), it could do well across the board.



MEL McDANIEL — Gentle To Your Senses — Capitol ST-11694 — Producer: Johnny McRae — List: 6.98

McDaniel makes a very strong debut with his first Capitol album, which showcases one of the finest and most identifiable voices to be heard in country music of late. Capitol strategically held off on this album until McDaniel had built up some momentum, and with his last single, "Gentle On Your Senses," charting in the '20s and the current single, "Soul Of A Honky Tonk Woman," on the charts and rising, more and more fans should be flipping through the bins looking for this disc. All three of McDaniel's Capitol singles are included on the album, and for sheer infectiousness, "Roll Your Own" is hard to beat.



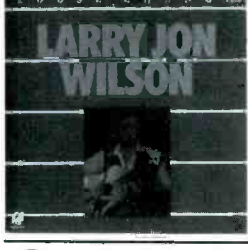
FREDDY FENDER — If You Don't Love Me — ABC/Dot DO-2090 — Producer: Huey P. Meaux — List: 6.98

What we have here are three eccentric talents making exuberant music together. Fender, under the auspices of Huey Meaux's and Uncle Mickey Moody's music machine, delivers an album which features some of the most fun and imaginative productions to hit a country disc in quite a spell. Several numbers, ballads included, are produced with the kind of freewheeling spirit you might expect to encounter on the fairway at a carnival. "If You Don't Love Me" is in the top twenty and rising, and "If You're Looking for a Fool" sounds like a terrific follow-up.



JAMES TALLEY — Ain't It Something — Capitol ST-11695 — Producer: James Talley — List: 6.98

James Talley is living, singing, songwriting proof of the need for some sort of FM or progressive country programming to help develop the college-type audience for wide-ranging, country-based music. This a superb, incisively intelligent album that will still be listenable over a period of years. Talley is in top form, including convincing vocals, on "Ain't It Something," the funny R&B "Nine Pounds Of Hashbrowns" and "Richland, Washington," a biting social statement delivered in classic country style.



LARRY JON WILSON — Loose Change — Monument MG-7615 — Producer: Rob Galbraith and Bruce Dees — List: 6.98

Wilson gives his wife credit in his liner notes for "enduring," but Wilson himself (and Monument) deserve some credit for prevailing — over the tremendous pressure to deliver the singer over to some signed and sealed musical category. Not only does the material reach out in many directions, it was even cut in two cities — hence, the "Muscle Shoals Side" and the "Nashville Side."

Country Roundup

Jim Halsey, president of Tulsa's Jim Halsey Agency, was guest at a social affair in New York September 20 for the purpose of meeting the Soviet Union's Andre Gromyko. Halsey is currently finalizing plans for the second Roy Clark/Oak Ridge Boys tour of Russia scheduled for this winter, and is looking toward packaging Soviet acts with U.S. acts on shows in the States.

Playboy Records fourth annual party, scheduled during disc jockey convention week and formerly known as the number one open-invitation blowout of the convention, will this year be strictly limited to a select invitation-only list of 250 guests. Appearing at the elegant sit-down dinner at the Four Guys Harmony House October 13 will be Bobby Borchers, Mickey Gilley, Teresa Neal, Mack Vickery, Sunday Sharpe and Little David Wilkins.

Three radio stations have been recognized by the Country Music Association for their outstanding local promotions of the CMA theme, "October Is Country Music Month." Winner for markets of 50,000 or less was KBAM of Longview, Washington; for markets 50-500,000, WGTO of Cypress Gardens, Florida; for markets over 500,000, WSHO of New Orleans.

RCA's Ronnie Milsap seems to be pulling in a whole new crowd of people to his concerts these days. Back in June, Billy Carter caught his show at the Pocono International

(continued on page 51)

CLOSE ENOUGH FOR LONESOME IS GETTING CLOSER TO THE TOP.

It's climbing right up there, and with good reason. "Close Enough for Lonesome" is a great song and it's on a great album, titled simply "Mel Street."

Mel Street is a country favorite, as much a country staple as corn bread. And according to the charts, **Billboard 55**, **Cash Box 50**, **Record World 63** this song of Street's is really right down their alley.

Mel Street's "Close Enough For Lonesome" from the album "Mel Street." On Polydor Records.



PD-16114



Mgmt. Jim Prater, Booking Lavender Blake, Producers: Jim Prater, Jim Prater

"Close Enough For Lonesome" PD14421

Country Singles Reviews

PORTER WAGGONER (RCA JH-10974)

I Haven't Learned A Thing (3:55) (Tree Pub. Co. — BMI) (Sonny Throckmorton)

Porter is long overdue for another hit, but this single should take care of that. This slow message song was written by Sonny Throckmorton and although long (3:55), should be readily accepted by radio programmers. Could that be Merle Haggard lending help on this cut?

TAMMY WYNETTE (Epic 8-50450)

One Of A Kind (2:54) (Algee Music Corp. — BMI) (B. Sherrill/S. Davis)

Terrific production — including background vocal work, piano, strings — and, of course, Tammy's wide vocal range make this release a sure top 10. Further evidence that she is "The First Lady of country music."

RONNIE PROPHET (RCA JH-50391)

It Ain't Easy Lovin' Me (2:46) (Screen Gems-EMI Music — BMI) (Jeff Barry/Cynthia Weil)

Even though Ronnie Prophet is very popular in Canada, he has been absent from the charts in the States for some time. Lyrics like, "I Got My Highs I Got My Lows" enable this tune to catch the listener right away. Produced and arranged by Don Tweedy.

TINA RAINFORD (Epic 8-50455)

Big Silver Angel (2:57) (Earl Barton Music — BMI) (W. Thompson)

Tina's first Epic release, "Silver Bird," went to #23 on the **Cash Box** country charts in June of this year. Her clear vocal offering and the lead guitar work of this up-tempo tune assure it will follow suit.

RUBY FALLS (Fifty States FS-56)

You've Got To Mend This Heartache (2:30) (Sandburn Music/Music Craftshop — ASCAP) (Fields/Riis/Falls)

Another good up-tempo female offering this week. Ruby has had many records out, but this time producers Johnny Howard and Charles Fields have found perfect material with which their arrangement should see chart action.

BECKY HALL (Caprice CA-2039)

Gypsy Stranger (2:29) (Sound Corp. Music — ASCAP) (Joe H. Hunter/Roger J. LeBlanc)

DAN MCCORISON (MCA MCA 40790)

Don't Forget The Man (3:02) (Lotsa Music — BMI) (Dan McCorison)

PEGGY SUE & SONNY WRIGHT (Door Knob 7-038)

If This Is What Love's All About (2:09) (Door Knob Music Pub — BMI) (Dave Hall/Danny Walls)

JULIE JONES (Epic 8-50444)

Lucille's Answer (3:16) (Andite Invasion/ATV Music Corp. — BMI) (R. Bowling/H. Bynum)

DIANA WILLIAMS (Capitol P-4488)

One Night Of Cheatin' (2:44) (Cedarwood Pub. Co. — BMI) (Carroll Baker)

DAVID ALLAN COE (Columbia 3-10621)

Face To Face (2:30) (Window Music — BMI) (D.A. Coe)

MOE BANDY (Columbia 3-10619)

She Just Loved The Cheatin' Out Of Me (2:40) (Acuff-Rose Pub. — BMI) (S.D. Shafer/A.L. "Doodle" Owens)

RANDY BARLOW (Gazelle 427)

Walk Away With Me (2:51) (Frebar Music — BMI) (Fred Kelly)

MACK JACKSON (Rav Calio)

Reba (2:55) (Reale Music — ASCAP) (Gaylon Dorris/Larry Robinson)

DOYLE HOLLY (Fifty States FS-55)

Takin' A Chance (2:22) (Deb Dave Music/BriarPatch Music — BMI) (Even Stevens/Eddie Rabbitt)

Additional Releases

JIMMIE PETERS (Mercury 55002)

Lipstick Traces (2:58) (Minit Music — BMI) (Naomi Neville)

RAYBURN ANTHONY (Polydor PD 14423)

She Keeps Hangin' On (2:53) (ATV Music Corp./Dawnbreaker Music — BMI) (Steve Stone/Mitch Johnson)

HELEN REDDY (Capitol P-4487)

Laissez Les Bontemps Rouler (2:28) (Bayou Blanc Music/Ertis Music — ASCAP) (C. Kelly/J. Dider)

DANNY WOOD (London 5N-258)

Opposites Attract (2:24) (Pantego — BMI) (J. Abbott/C. Stewart)

KATHY BARNES (Republic REP-005)

The Sun In Dixie (2:39) (Singletree Music Co. — BMI) (Rick Klang/Don Pfrimmer)

Country Roundup

(continued from page 50)

Speedway. Then in August **Lillian Carter** came out to the Nidrak Plantation in Georgia to see **Ronnie**. Recently when **Ronnie** appeared on the **Grand Ole Opry**, Tennessee's **Governor Blanton** was on hand with **Jullius Nyerere**, the president of Tanzania. President Nyerere was so impressed that he later arranged to meet Milsap personally at a special reception at the governor's mansion.

During the coming year, MCA's **M-M-Mel Tillis** will be promoting the Teaberry line of 40-channel CB radios. Mel, whose CB handle is "Flutterin' Lips," often greets his fans on his own 40-channel CB as he travels more than 130,000 miles a year across the country in his special bus.

Some 7,500 **Merle Haggard** fans recently showed their devotion as they sat for four hours waiting for Merle to come onstage at the Iowa State Fair in Des Moines. It seems that

(continued on page 53)

Those who aren't out buying Roses for Mama are out buying roses for mama.

C. W. McCall has another smash hit. This time, in his walkin' talkin' singin' style, he tells us a heart-rendering story that's already an overnight sensation. It's really climbing the charts: **Billboard 34** ●, **Cash Box 47** ●, **Record World 42** ●

Apparently everybody, one way or another, is out buying Roses for Mama.

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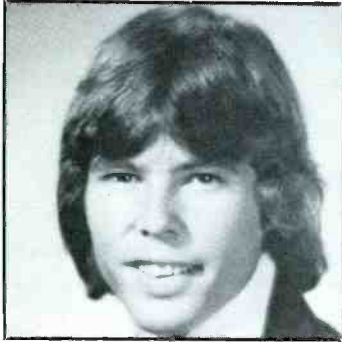


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90 Songwriters Win ASCAP Dollars

NASHVILLE — The American Society of Composers, Authors and Publishers has presented cash awards ranging up to \$1 500 to 90 writers from Nashville and the Society's southern region. In all, \$797,350 has been distributed nationwide by ASCAP's standard and popular awards panels for 1977-78.

The awards are given by ASCAP over and above regular distributions.

"These awards take into account chart activity and also recognize many of the society's new members and established writers as well," noted Ed Shea, southern regional director.

Rhees Named Director Of Artist Development At Elektra/Asylum

NASHVILLE — Jan Rhees has been appointed director of artist development for Elektra/Asylum's country division, announced Mike Suttle, marketing director for E/A.

Formerly sales coordinator for E/A country, Rhees will work closely with artists and their managers in her new position.

In making the announcement, Suttle noted that Rhees is the ideal person to fill this newly created post at the label.



Hall Of Fame & Museum Appoints Art Director

NASHVILLE — Jon Jager has been named art director for the Country Music Hall of Fame and Museum, which is operated by the Country Music Foundation here.

In announcing the appointment, Diana Johnson, director of the museum, cited the "commitment by the Country Music Hall of Fame and Museum to provide first-rate exhibitions for our audiences."

A graduate of Temple University's Tyler School of Art, Jager had previously been exhibits curator for Nashville's Cumberland Museum for five years.

Because certain exhibits at the Hall of Fame and Museum will change from year to year to provide new attractions for return visitors, the bulk of Jager's time will be spent on exhibit design, although he will also be responsible for illustration and design covering the full scope of the Country Music Foundation's activities.

Country Festival Held For Concert 'Buyers'

TULSA, OKLA. — Norton Buffalo, Colleen Peterson and Asleep At The Wheel performed over the weekend of Sept. 9-11 at the Jim Halsey International Country Music Festival.

The artist received special invitations to perform at the festival, which is held annually for more than 500 "buyers" of concert attractions. Although the festival has been held for the past eight years, this year's festival was the first international one with both artists and buyers from other countries including representatives of Gos Concert, the USSR's music promoting organization.

MOST ADDED COUNTRY SINGLES

- 1. STILL THE ONE — BILL ANDERSON — MCA**
KCKC, KENR, KHAK, WHK, WTSO, WBAM, KDJW, WIRE, KNIX, WKDA, WVOJ, KFOX, WHOO, KNUZ, KRAK, KXLR.
- 2. FOOLS FALL IN LOVE — JACKY WARD — MERCURY**
KUZZ, WTSO, WXCL, WWVA, KWJJ, KNIX, KCUB, WVOJ, WYDE, WMC.
- 3. SOUL OF A HONKY TONK WOMAN — MEL McDANIEL — CAPITOL**
KCKC, KMPS, WXCL, KWJJ, KNIX, WHOO, WMC, KVET, KRAK, WNRS.
- 4. SHAME ON ME — DONNA FARGO — WARNER BROS.**
WAME, WHK, KMPS, KWJJ, WRCP, WDEE, KRAK, KAYO.
- 5. ROSES FOR MAMA — C.W. McCALL — POLYDOR**
KENR, WUBE, WIRE, KHEY, KCUB, KLKK, WRCP, KRMD.
- 6. THIS TIME I'M IN IT FOR THE LOVE — TOMMY OVERSTREET — ABC/DOT**
KRMD, KXLR, WINN, WXCL, KMPS, WTSO, KUZZ.
- 7. CLOSE ENOUGH FOR LONESOME — MEL STREET — POLYDOR**
KXLR, WYDE, WKDA, WXCL, KMPS, WTSO, WAME.
- 8. FOR ALL THE RIGHT REASONS — BARBARA FAIRCHILD — COLUMBIA**
WNRS, KXLR, KRAK, KFOX, WKDA, WHOO, WBAM.
- 9. I HAVEN'T LEARNED A THING — PORTER WAGGONER — RCA**
WNRS, KRMD, KRAK, KFOX, KNIX, KEBC.
- 10. ERES TU — JOHNNIE RODRIGUEZ — MERCURY**
WDEE, WRCP, KWJJ, KHEY, WUBE, KMPS.
- 11. BLUE BAYOU — LINDA RONSTADT — ELEKTRA/ASYLUM**
WXCL, WUBE, KMPS, WHK, WAME, KUZZ.
- 12. NOBODY CARES BUT YOU — FREDDIE WELER — COLUMBIA**
KERE, KNIX, KMPS, WHK, KUZZ, KLAK.
- 13. CHANGES IN LATITUDES, CHANGES IN ATTITUDES — JIMMY BUFFETT — ABC**
KFOX, WKDA, WWVA, WIRE, KLAK, KCKC.

MOST ACTIVE COUNTRY SINGLES

- 1. I'M JUST A COUNTRY BOY — DON WILLIAMS — ABC**
KLAK 11-6, KENR 19-14, WAME 24-16, WHK 23-14, WDAF 27-18, WTSO 21-17, KMPS 30-18, KRAK 37-26, WUBE ex-35, WIRE 35-28, WWOL 31-24, WSLC 18-11, WXCL ex-30, WWVA 18-12, KNIX 26-21, WPLO 20-15, KCUB ex-34, WDEE 33-22, WKDA 30-19, WMC 20-12, KVET 23-15, KLAC 40-26, WONE 34-29, WPOL 25-17, KBOX 25-20, WNRS 26-20.
- 2. LOVE IS JUST A GAME — LARRY GATLIN — MONUMENT**
KCKC ex-33, KLAK 27-20, KENR ex-37, KHAK 40-32, KUZZ ex-60, WAME ex-26, WHK ex-29, WTSO 33-26, KMPS ex-30, WIRE ex-34, WWOL 38-30, WXCL ex-35, WWVA 36-30, KNIX ex-39, WHOO 38-29, KCMS 43-38, KNEW ex-28, WKDA 26-21, KFOX ex-39, KRAK ex-50, KXLR 29-22, WONE ex-37, WDAF 23-11, KBOX 42-35.
- 3. WE CAN'T GO ON LIKE THIS — EDDIE RABBITT — ELEKTRA**
KENR 35-29, WAME 27-22, WHK 28-22, WDAF 18-10, WTSO 16-11, KMPS 17-11, KDJW 12-7, WUBE 21-8, KHEY ex-38, WXCL 21-15, WWVA 28-20, KWJJ 17-12, KCUB 26-19, WDEE 25-18, WMC 15-10, KLAC 22-17, KRAK 34-23, KXLR 27-17, WONE 26-18, WPOC 29-21, KAYO 27-18, KBOX 24-19.
- 4. HEAVEN IS JUST A SIN AWAY — KENDALLS — OVATION**
KLAK 7-1, KENR 14-7, KHAK 25-21, KUZZ ex-13, WHK ex-28, WUBE 26-9, WIRE 22-12, KHEY 15-10, WXCL 19-11, KWJJ 14-11, WHOO 26-13, KCUB 22-13, KNUZ 24-9, WRCP 16-9, WVOJ 29-20, KFOX 15-10, KLAC 19-13, KRAK 45-30, WONE 15-10, WPOC 24-19, KCKN 6-1, WMAQ 19-12.
- 5. LET ME DOWN EASY — CRISTY LANE — LS/GRT**
KLAK 34-24, KUZZ ex-48, KMPS ex-28, KDJW 29-24, KHEY 40-35, WWOL 46-36, WSLC 21-13, WXCL ex-32, WWVA 37-31, KWJJ 37-28, KNIX 28-22, KCUB ex-39, KNUZ ex-40, WCMS 42-37, KERE 22-16, KFOX 38-28, KLAC 51-44, KRAK 39-28, KXLR 49-41, WONE 40-33, KAYO ex-29, KBOX ex-40.
- 6. MORE TO ME — CHARLEY PRIDE — RCA**
KUZZ ex-50, WAME ex-29, WBAM ex-37, KDJW 39-33, KHEY ex-40, WWOL 40-33, WWVA 34-27, KNIX ex-35, WHOO ex-37, KLKK ex-37, KERE ex-27, WYDE 21-17, KFOX ex-30, KLAC ex-53, KRAK ex-41, KXLR 37-31, WONE ex-42, KRMD ex-36, KAYO ex-28, KBOX 44-37, WNRS 47-34.
- 7. ONCE IN A LIFETIME THING — JOHN WESLEY RYLES — ABC**
KCKC ex-35, WWOK ex-30, KUZZ ex-32, KMPS 29-23, WUBE ex-33, WIRE 39-31, WWOL 30-23, WXCL 35-26, WWVA 31-25, KWJJ 30-21, WHOO 28-21, KCUB 38-27, KNEW 28-22, WDEE 37-25, KERE 26-19, KFOX 30-23, KLAC 34-27, KXLR 24-18, WONE 32-25.
- 8. THE KING IS GONE — RONNIE McDOWELL — SCORPIO**
KCKC 17-7, KENR 12-5, WBAM 19-11, KDJW ex-46, WHN 20-4, WXCL 32-13, WWVA 20-9, WNRS ex-10, KNIX 35-23, KCUB ex-38, WRAC 50-40, KXLR 46-35, WONE 25-16, KAYO ex-21, KBOX 40-33, KLKK 20-9, WVOJ 15-1, KERE ex-24, WVET ex-25.
- 9. SHAME ON ME — DONNA FARGO — WARNER BROTHERS**
KCKC ex-34, KENR ex-40, KHAK ex-37, WIRE ex-42, KEBC ex-58, WWVA 19-13, KNIX ex-40, WINN 20-16, KCUB ex-40, WCMS 49-44, WVOJ 34-28, WYDE 20-6, KVET ex-36, KFOX ex-40, KLAC ex-54, KXLR 45-36, WONE ex-43, KRMD ex-37, KBOX 45-38.
- 10. ROSES FOR MAMA — C.W. McCALL — POLYDOR**
KCKC 33-13, KLAK ex-32, WAME ex-30, WBAM 28-19, WTSO 40-33, KDJW ex-47, WSLC ex-57, WWVA ex-40, WNIX ex-33, WINN 25-21, WHOO ex-38, WVOJ ex-38, WMC 22-2, KFOX ex-56, KRAK ex-49, KXLR 47-37, KBOX ex-41, WNRS 27-22.

Soft-Rocks Stations Providing Early Exposure For New Acts

(continued from page 34)

Whereas it is common in top 40 radio for a record to be played every few hours, it is often the case that a new record on a soft-rock station's playlist is only heard once or twice a day, thus limiting the exposure.

Still, at KNX Marshall believes his station's contribution can be very influential in the success of a record.

"While I don't think that we have the clout to turn a record into a hit, I think our contribution is in providing the initial exposure to a new artist and it is having its effect on sales," Marshall says. "Record companies are just beginning to find out that early exposure can be important to them in terms of sales, and a lot of times I've heard that record companies have moved into a second phase in their promotional push on a new artist because of the exposure that they have gotten on the station."

In the case of Pam Rose, Eric credits KNX's exposure of the LP for the recent sales of 500 units in the Los Angeles area, where KNX is the only station now playing the album. And KNX also was instrumental in boosting sales of the Little River Band LP, he says, by influencing other area FM stations to play the album.

"I know KNX helped us with the Little River Band by getting KWST and KMET here on the album," Eric says. "Once we got other FM stations on the LP, we really started selling albums."

Deciding Factor

And just as airplay on a soft rock station may convince a manufacturer to step up a promotional campaign, it can also be the deciding factor if the label is considering renewal of an artist's contract.

"If an artist is played (on a soft-rock station) it gives everyone around the Capitol Tower incentive," Eric says. "It proves you can get airplay on that particular artist and it might make the difference of us going ahead and picking up the option on the artist and doing a second album, versus dropping the artist."

Airplay Not Easy

While mellow stations may be unswayed by a record's position on the charts, or by an artist's name, that doesn't mean that it's easy to get airplay for a new act. First, the act must produce music conducive to the mellow environment which the stations attempt to create.

Music directors at the soft-rock stations screen new releases thoroughly, even those by established artists whose material has been aired by the station in the past, before selecting the most suitable cuts. This policy is often confusing to promotion people, according to Rick Scarry, music director at KGIL-FM, a mellow station located in the San Fernando Valley of Los Angeles County.

"Sometimes promotion people have a difficult time resigning themselves to the

fact that we pick everything based on the sound," Scarry says. "They'll say, 'Well, you played the last Elton John or Rod Stewart or somebody; why can't you play this one?' It's because it doesn't fit. It's often difficult for the promotion people to understand that we can't break the mood just because it's an artist with a big name or someone we have played before."

Strict Guidelines

Jan Basham, who handles promotion in Los Angeles for A&M Records, says she is well aware of the station's programming procedures. "Even if you bring over the artist of the year and the sound is not right, they won't play it," she says. "They are very strict within their own guidelines."

To make the job of the music director easier, Basham says she marks the cuts on an album which she believes are most suitable to the station's laid-back formats. And Ron Lannum, Elektra's regional promotion man, says he takes a similar approach.

"I know what the format of the stations are and what they can't use," Lannum says. "The Eagles are a rock and roll band and they are also very mellow at times. So some things the stations can play and others they can't. I usually listen first and if I feel it fits, I'll point the song out. If I know it's too heavy, I won't even take it to them. Some things are questionable. A song might have too much heavy guitar and I may not be sure if it fits the format. In that case I'll go and see what they think."

The Eagles' "Hotel California" is an example of a song which contained enough heavy electric guitar work to make Lannum unsure of whether the tune was suited for inclusion on the KNX playlist. But while Sheehy agreed that the guitar solo was too much of a rock sound for KNX, he was convinced that the rest of the song was mellow enough for the station, so KNX began playing an edited version of the song.

Mellow Trend

Like the Eagles, a number of groups today are producing albums which are difficult to categorize because they cover a variety of musical styles. But Marshall says he believes there is a trend today toward a softer overall sound.

"I think a number of things are responsible," Marshall says. "The times we live in, for instance. The turbulent sixties are over with and things are quieter now. I also think people mellow out when they grow older. Even Alice Cooper and The Rolling Stones seem to be getting more mellow. Another good example is Robin Trower, who has a couple of cuts on his new album that we just added and that are perfect for us. In the past there was never anything of his that we could use."

At Warner Brothers Records, Los Angeles promotion director Chris Crist points to the Doobie Brothers as an example of a rock group that has softened their approach on their latest LP.

"The Doobie Brothers are programmed on KNX now and the station is playing eight out of the 10 tracks from the album," he says. "The whole album is a little more mellow than the group has been in the past."

But whether or not there is a trend toward mellow music, Thagard thinks the future looks good for the format.

"I think the listener is fed up with hearing the same thing everywhere he turns," Thagard says. "The mellow stations are like an oasis because they are playing things that people will not hear anywhere else instead of the same repetitive things over and over. Of course the secret to the format is supplying just the right number of new songs and just the right amount of familiar things."

Halsey Festival Highlights



TULSA INTERNATIONAL MUSICAL FESTIVAL — Guests of Jim Halsey's Sunday morning quail breakfast during recent Tulsa music festival were (l-r): Jerry Bailey, head of publicity for ABC/Dot in Nashville; Jim Fogelsong, president, ABC/Dot; artist Freddy Fender; Halsey, president of the Halsey Agency; Minnie Pearl; and artist Don Williams.



HALSEY'S VISITORS — Jim Halsey's International Country Music Festival attracted film and television personalities as well as country music performers. Pictured backstage after one performance are (l-r): Jim Sharp, Cash Box Nashville; Colleen Peterson, Capitol Records recording artist; Vince Cosgrave, Capitol's country A&R/marketing director, Los Angeles; and George "Goobar" Lindsey.

Country Roundup

(continued from page 51)

the sound system broke down and they had to send out for another one. Better late than never, Merle finally finished his hour-long show to three standing ovations and encores, and finally left the grandstand. Shortly thereafter the area was hit by severe thunderstorms and 55 MPH winds. Also in the Merle Haggard department, the "Hag" has been cast for a part in "Com-Tac 303," a movie currently being filmed in the Mojave Desert. **Henry Fonda** and **Pat Buttram** will also appear in the film.

Helen Cornelius didn't just get a piece of the rock, she got a rock of her own — a one-carat diamond from singing partner **Jim Ed Brown** to celebrate the one-year anniversary of their musical partnership. Helen has been under the weather in recent months, but now the **Jim Ed Brown Show** is back together again and scheduled for the heaviest road tour in the history of the group.

Country music entertainment cruises are getting to be one of the hot new ways for country fans to vacation. The SS Rotterdam will head out for a seven-day voyage October 8-15 with **Connie Cato**, **The Hank Thompson Show**, **Jerry Wallace**, **The Kitty Wells Show** with **Johnny Wright**, and the **Hank Williams, Jr. Show** all aboard ship to entertain the vacationers. Mercury artist **Jacky Ward** will soon set sail as a featured act on a Caribbean jaunt by the cruise ship Carnival.

Last month the Country Music Foundation honored former Nashville mayor **Beverly Briley** for his longtime support of country music by dedicating the Beverly Briley Gallery in the Hall of Fame and Museum. The gallery features revolving exhibits of country music-related artwork, including the permanent exhibit of Thomas Hart Benton's mural, "The Sources of Country Music."

Charlie Monk, formerly with ASCAP here and now southern director of April/Blackwood Music, reports that April/Blackwood, which published the CBS-TV 1977-78 theme song, "It's A Whole New Thing," has now adopted the tune as their own company theme song.

Last month, MCA recording artist **Bill Anderson** returned to Commerce, Georgia to give a free concert celebrating the 20th anniversary of radio station WJJC. WJJC was the station where Anderson first began his career in the music business — as a disc jockey.

Bill Haney, a former picker with **Bill Monroe** and former leader of "The Tennessee Cutups," another prominent bluegrass band, was recently in Nashville making arrangements for the release of his new album, "Bill Haney And The Zassoff Boys... The New & The Used."

Conway Twitty, top MCA recording artist, was recently in Los Angeles to tape the "Midnight Special" with **Paul Williams** as host. While in Los Angeles, Conway also taped the **Dinah Shore Show**.

Radio KVOO recently carried a live broadcast of **George Jones's** top-billed appearance on the Tulsa Opry.

The trend toward formal college-level studies relating to the music business took a step forward when **Steve Weaver** was named director of the Georgia State University department of commercial music in the College of General Studies. Weaver, a 29-year-old native of Knoxville, Tennessee, has formerly worked as a guitarist, vocalist, and personal manager with several Memphis groups.

bob campbell



DE SHANNON PREVIEW — Amherst Records executives gathered recently in Los Angeles for a preview of Jackie DeShannon's debut LP for the label. The LP and a single, "Don't Let The Flame Burn Out," are scheduled for release this month. Pictured (l-r) are: Ron Kramer, Amherst vice president of A&R; DeShannon and Leonard Silver, Amherst president.



Helen Cornelius theme song.



Ray Stevens



The Art Of Merchandising Printed Music

by Jim Armstrong and Clayton James

In the last decade the printed music industry has seen many beneficial innovations come its way. Better and less expensive methods of engraving, an evergrowing and ever-changing pop music market, complete collections and anthologies, attractive covers and interior artwork, new methods of display and advertising are among these.

Retailers considering adding to or building up sheet music departments should keep in mind that this accessory item should be placed in an area where potential customers can't miss it. Many of the most successful sheet music departments are located along one wall of the store starting at the cashier's stand and running toward the rear.

Sheet music racks should be placed on a wooden lip a few inches off the floor and ten to twelve inches from the wall. This keeps them from slipping down every time a customer bumps one. Current pop sheets should be situated closest to the front of the department. They should be weeded out every few weeks; and, like standards, should be kept in strict alphabetical order. Never alphabetize titles using the words "a" or "the," as in "The Star Spangled Banner." As far as the purchasing of pop songs is concerned, rely on ballads rather than novelty titles. Keep a constant eye on the **Cash Box** Print Music Charts.

When choosing a jobber, be sure to check the size of his catalog. Be sure he can handle your customer's needs. Be aware of his discount and return policy. Very often, full-line sheet music jobbers disallow returns on pop sheets while print publishers do send out lists of specified returns within a certain time limit. This situation often boils down to the full-line convenience of a one stop versus the return and discount benefits of buying directly from several print firms. Know what you're buying and under what conditions.

Five slot book fixtures can be built to accommodate several hundred music books and a surplus stock. Keep in mind that display of more than one of two of a given book at a time in browser bins is increasing the danger of damage to this fragile paper product.

Impulse buying is perhaps the most important factor when considering the installation of a successful printed music department. It has been estimated that up to one third of all pop sheet music and folios sold are moved on impulse rather than premeditatedly. In other words, a customer comes in for a guitar string and goes out with a well displayed chord encyclopedia, too. He may ask for a given single sheet and, if the salesman is knowledgeable, as to what publications the song is in, the sale could become four or five times what it started out to be. Many songs are not available in single sheets. A Folio-Dex is a must.

A special plexiglass fronted shelf affixed to the wall a few inches above the sheet music racks can be used to display pop artist folios and matching record albums. Don't overlook displaying this type of folio with record albums in aisle displays and in record bins. One print publisher has even printed album-shaped folios specifically for this purpose. A permanently fixed 8½ x 11 picture frame displaying outstanding sheet music and book covers will also increase sales. This is an excellent way of moving movie themes to collectors. Caption these framed sheets "Music Special Of The Week."

During the holidays and at the beginning of the school year hold free merchandise drawings. Quick print entry forms requiring name, address, phone number and instruments played allow music merchants to build fantastic mailing lists.

Buying and marketing educational music and methods can easily become a sheet music retailer's greatest source of income. It can, however become a mammoth problem and expense if not handled

correctly.

Buyers should become affiliated with teachers associations in their area. Schools, educational districts and individual instructors should be contacted near the end of each educational term or semester in order to determine what methods and special arrangements will be needed and in what quantity. If the school purchases as a unit rather than sending individual students to buy new materials, get a purchase order in advance.

Keep in mind that educators are always on the lookout for new and popular material for such things as spring sings and Christmas programs. Display this material and send out (or better yet, bring in person) catalogs and a few samples during summer vacation at the latest. Retailers need not keep tremendous supplies of choral and band material on hand. Good samples, up to date catalogs and a reliable distributor are essential to this phase of the business.

Many educational houses offer free seminars for private teachers and students. Methods arrangers such as David Carr Glover, John Brimhall and John Schaum offer these workshops. Books are purchased at special discounts and sales are often guaranteed. Contact publishers for specifics. This promotional medium requires a lot of work; but, can be a permanent plus for retailers with good mailing lists. It is one way to tie up teacher and student trade in your area.

Tie-ins with current local events such as television guest appearances, the release of new movies, concerts and plays can bring up sales. Watch TV guides and newspaper entertainment sections for what's coming up.

Many major motion pictures have printed themes. These usually don't sell too well unless they are displayed using either the wall frame mentioned earlier or the dealer does a tie-in using soundtrack albums, sheet music and promotional material often readily available from film companies, record firms, publishers and theatres. Get

(continued on page 62)

Mark Music: First Truck Wholesaler

Harold Goydel of Mark Music Distributors reports that his seven twenty-two-foot long trucks servicing the states of New York, New Jersey, Connecticut and Pennsylvania have helped many retailers increase their print music sales up to 500%. His warehouses on wheels are equipped with 15,000 items, including 100% of the usual "bread and butter" retail items. Included are highlights from all publishers.

The key to Mark Music's success is in well informed, interested route salesmen. "Every salesman on my routes has been with me a minimum of four to five years," reports Goydel. These sales experts help retailers make proper choices to build their sales. While a retailer may order a title which "sounds" good and won't sell or is outdated, Mark's customers are enlightened weekly as to what's new and right for their outlets. These route salesmen are involved with training retail personnel in display and stock rotation. According to Goydel, their first job is to convince dealers that dead stock *must* be removed to allow for quick turnover items. He further suggests that "if a retailer does well, it's good for my business; if he does poorly, so do I."

The special attention that the Mark Music people give their patrons has paid off for all involved. It is reported that a retailer who was doing \$50 a week can easily increase his volume to \$300-\$500 a week in working with these warehouses on wheels. Mark Music estimates that the volume of two-hundred such serviced stores is equal to a thousand mail order serviced stores due to the special attention and variety available to their customers right at their doorstep.

Mark Music is the largest jobbing service in the Tri-state area. Among their best known customers are Sam Ash, the Record World chain and Sam Goody Music. Their warehousing operation has a variety of 60,000 items, "including music from every major publisher," and they are also the only complete rack jobber on wheels.



W.B. Giants Of Popular Music

dination are the keys in such a large and complex operation. "I try to keep an eye on all the details," Sy says, "without losing sight of the overall picture." Heavy schedules require a lot of maneuvering to steer folios and sheets through the various stages of arranging, engraving, design, copyright, and working up the specs for the close, competitive print bidding which Warner Bros. requires for each and every folio.

"You can hit a snag on a project for weeks because of a copyright hangup," Sy pointed out, "but you try and work around the problem to keep the job moving, like getting a cover to the printer, trusting that all the elements will fit together in the long run." Unlike the old days of music publishing when you could slap a cover over 10 engraved songs and sell a folio for \$1.95, the proliferation of licensing and outside catalogue agreements combined with the graphics explosion that hit the music print business in the late 60's created the demand for greater flair and expenditure in the packaging of a personality folio.



Steve Spooner Sy Feldman

Warner Bros. rose to the demands of this folio/print revolution and became the leader in the field. Their production department takes pride in turning out, as much as possible, customized folios, geared to the sound, style and image of a particular personality or group. Numerous phone calls and consultations are held with artists or their reps to discuss photos, layouts, paper. Dummy books are submitted for approval. In-depth art and arranging departments can work in the various graphic and musical styles necessary to turn out folios that are consistently of the highest quality and of such diverse artists as Joni Mitchell, Jimmy Buffett, John McLaughlin, Eagles, Patti Smith, Linda Ronstadt, Kiss — the list goes on and on. But each project wends its way through each stage of production with the utmost care and taste, balancing the need for graphic excellence with the expediency of the marketplace.

Arnold Rosen has profit and loss responsibility for the standard and educational division. His background includes 10 years as a practicing attorney and 9 years as executive vice-president of Alfred Music Co.

Inc. before coming to Warner Bros. in 1974.

"Warner Bros. Publications has a well-established reputation as the foremost publisher of personality and mixed folios. What is not so well known is that it has become a major educational publisher in the last three years — and its growth rate is continuing at a phenomenal pace. Warner Bros. Educational division has doubled sales in the past three years. What we are trying to do is basically simple," stated Rosen. "There is no reason that learning music can't be fun. Band, instrumental and choral teachers are looking for good arrangements of music that the younger generation listens to and loves at the level their students can plan. We are covering every school market."

Warner Bros. has a very heavy publishing schedule of easy guitar, piano and organ books. They have been innovative in establishing and instrumental Super Star series which has had tremendous sales success." Included in this series is the Music Of The Allman Brothers, America, the Bee Gees, Jackson Browne, Eric Clapton, Neil Diamond, Crosby, Stills, Nash & Young, Doobie Brothers, the Eagles, Dan Fogelberg, Elton John, Lennon & McCartney, Gordon Lightfoot, Loggins & Messina, Joni Mitchell, Neil Sedaka, Seals & Crofts, Carly Simon, Cat Stevens and Neil Young. Mixed folios for varying instrumentals — for private teaching purposes or playing for fun — have sold incredibly well in racks and stores throughout the country. The addition of the Gwyn Catalogue which Warner Bros. has been distributing since January 1, 1976, has resulted in a broader penetration of the private teaching market.

"When Arnold Rosen was brought to our company to head the Standard and Educational Division three years ago, it was with the knowledge and understanding that growth in sales and profitability, because of the nature of the educational market, would



Arnold Rosen Murray Rutkoff

take time." All of us at Warner Bros. as well as the educators, writers, artists and publishers that we serve, are excited at what has taken place in such a short period of time. "We are looking forward with confidence and enthusiasm to the future and to achieving our goal of becoming the foremost educational publisher in the world," Ed Silvers maintained.

"We have gathered a fine staff of musicians with expertise in every area of educational music. We use competent arrangers and editors to produce music of the highest standards.

Perhaps unique to Warner Bros. is the close collaboration of its staff (Robert Alexander/educational director, Tony Esposito/cheif-editor, John Guitelli/production manager), with composers and artists such as John McLaughlin, Chick Corea, Maynard Ferguson, John Klemmer in the creation of songbooks that all take great pride in.

Coordinating and guiding this team on the East Coast is Murray Rutkoff, a Warner Music veteran. His ideas and energies to plan and carry out were recognized early in the reorganization of Warner Music by Ed Silvers. In seven years, the Warner Music companies continuously gained ground to the top position in sales, as they have

(continued on page 11)

Tin Pan Alley: 100 Yr. History

by Jim Armstrong

American popular music as we know it today can trace its roots to a place and a way of life known as Tin Pan Alley. This wonderful, yet cruel song factory was located for the most part on 28th Street between Fifth Avenue and Broadway in New York City. The capitol building of this strange little kingdom could be easily pinpointed at 1619 Broadway, the Brill Building.

The Birth of the Alley

The mass move to what would later be known as Tin Pan Alley began in the early 1880s, some twenty years before it's name was given. Among the first companies to settle in the area were T.B. Harms (founded by Alex and Tom Harms), William A. Pond (successor to Firth, Pond and Co.) and Willis Woodard.

The William A. Pond Company was one of the first to actively shop for Broadway hits, printing most of the music from the great Harrigan and Hart shows. However, it was the publication of individual selections from "A Trip To Chinatown" (until then Broadway's all-time longest running show, 650 performances), especially "The Bowery" which pointed to the coming importance of Tin Pan Alley.

Meanwhile, the Willis Woodard Company had a huge hit with Banks Winter's "White Wings." Their most important client was Paul Dresser, a minstrel man who wrote many of the biggest ballads of the time.

Woodard had fallen into the ill practice of paying performers to feature his songs in their reviews; an early form of payola. In this way a young singer named Jay Witmark made popular one of Woodard's numbers. However, when it came time to make payment, the print firm substituted full payment with a twenty-dollar gold piece. In retaliation Witmark opened his own firm to become Woodard's number one competitor.

Another young songwriter who had publisher problems was Charles K. Harris. His first published song got him eighty-five cents in royalties from M. Witmark and Sons. From that point on, he decided to become his own printer.

At the age of twenty-five, while visiting Chicago, Harris wrote the haunting love song "After The Ball." The song was introduced into vaudeville in 1892. Initially, it was a failure because the performer forgot the lyrics halfway through it's debut.

However, Harris soon managed to get the song interpolated into "A Trip To Chinatown." This was accomplished by paying the show's star \$500 plus a percentage of the song's royalties.

Although the song had no real bearing on the play, it was slipped into the second act. Upon it's first performance, the audience was spellbound for a full minute after its completion. Then they went wild, giving it a five minute standing ovation. "After The Ball" ultimately sold 2 million copies.

Naming The Alley

The most popular story concerning the naming of Tin Pan Alley gives credit to a song writer and author named Monroe Rosenfeld. While working on a series of articles for the New York Herald around 1903 he visited the Harry Von Tilzer publishing offices. To him the noises of the sound factories were like the clanging of pots and pans. "Why, the whole street is a tin pan alley."

He went on to title his series "Tin Pan Alley"; a name which became synonymous with American popular music. Years later, Harry Von Tilzer claimed that it was he who came up with the name. Nevertheless, it was Rosenfeld's series which popularized it.

(continued on page 11)

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WEATHERLY ★ JIMMY WEBB ★ THE WHO ★ BILL WITHERS ★ GARY WRIGHT ★ YES
★ NEIL YOUNG ★ ZZ TOP ★



warner bros. is music



Columbia Pub.: A Rising Star

music representation. It also produces a wide variety of quality printed music arrangements, including folios that match the record album of today's top musical stars and attractions.

One of Columbia Pictures Publications' current best-sellers is — not surprisingly — the music folio from "Star Wars," the blockbuster film success. The special souvenir folio, which is moving at a rate described as "incredible," contains many stories and color photos featuring the stars and scenes of the top-grossing film.

"When we began our first projects," Hackinson recalls, "I had just made an analysis of the marketplace and discovered that the majority of the existing music print companies were ignoring two very important music areas — the country and soul market."

"I began licensing and printing the songs for those markets. Today, 'crossover' acts are very big in the country and soul fields, and we feel responsible for starting that trend in the print business."

Spotting future successes early is another of the areas in which CPP has been successful. A case in point is the story behind Morris Alpert's "Feelings."

"We were the first to contact the publisher," Hackinson recalls. "On the basis of an early demo, we believed in the song's tremendous potential and made the deal. We were all set when the song hit the charts and went up like a rocket. There's every indication that 'Feelings' is going to become a true standard."

An aggressive follow-through keeps Columbia Pictures Publications in high gear. Once a song is established as a hit, Columbia is quick to meet the demand by musical professionals and amateurs for specialized arrangements

"Feelings," as a prime example, can be purchased in over 18 different sheet music arrangements, with lyrics in several languages. To date, over 600,000 copies of the song have been sold, resulting in royalties in excess of \$150,000.

"This sort of success has led music publishers, music personalities and others in the business, to realize the importance and vast potential of printed music," Hackinson affirms.

Another productive area for the Columbia division is the publication of "mixed folios" — collections of varied titles (usually piano/vocal/guitar arrangements) that relate to a special central theme: for example, "Golden Country Hits," "Disco Favorites," "Top Pops" and "Latin Memories."

In this area, Hackinson points out another of Columbia Pictures Publications' strengths. "We recognize the importance of packaging, not only in the selection of

songs but also in the folio's concept, layout, thematic execution, musical style, ease or difficulty of performance — even the cover. All of these can help make or break the sale of a music book. In some cases, we have generated over 50% of a publisher's annual income through the release of creative mixed folios."

Still another stronghold for Columbia is the area of educational product. Dan Coates, head arranger for piano and keyboards, is fast becoming a "superstar" throughout the country among teachers and students. At 27, Dan already has shown brilliance in capturing the full, rich sound of the original recording in his specialized keyboard arrangements. For guitar and string-method books, John Clausi turns out an incredible amount of requested charts, methods and arrangements.

Jim Pierce, educational director, makes sure that Columbia services schools and teaching organizations throughout the



Frank Hackinson

country with the release of an extensive product line of arrangements for marching bands, concert bands, stage bands and choral arrangements.

The division's parent company, Columbia Pictures Industries, Inc., which headquarters in New York, has taken an active interest in the print division from the first day of business, for which Hackinson is openly appreciative.

"We owe a great deal of our success to the attention and encouragement given us by Columbia's corporate executives — president Alan J. Hirschfield, senior vice president Allen Adler, and director of divisional operations Fred Keshner," says Hackinson.

"These executives have been very instrumental in our division's growth, supporting us with their active interest, regular consultations, and frequent trips to our Miami offices."

Augmenting the Miami-based staff is a productive international sales operation. It is headed by music veteran Raul Artiles, who travels throughout the world for six months of each year to see that Columbia Pictures Publications product is widely represented for sale on an international basis. This year, the firm has also established a California office headed by Steve Francis, and Hackinson hopes soon to add offices and additional distribution/warehouse space in other areas across the U.S.

Other key Columbia Pictures Publications staff members are Gary Morowitz, who heads the licensing operation; Ray Paul, head of production; Sam Falcone, in charge of business affairs; and Shirley Butzer, art director.

Columbia Pictures Publications is located at 16333 N.W. 54th Avenue, Hialeah, Florida 33014. The phone is (305) 620-1500.

But whether you drop by or call, morning, noon or evening, chances are you'll find all or part of the staff on hand "doing their thing" — creating, producing, arranging, selling or shipping what many consider to be today's top quality printed music.

Elvis Presley Memorial Boom

While reporting an unquenchable thirst on the behalf of retailers for their existing Elvis Presley product, Big Three has put together two huge anthologies and an excellent memorial Elvis folio. "Elvis Presley Record Breakers" contains ten of his all-time classics at a retail price of \$3.50.

Hansen Publications has published a four volume set of Elvis Presley songs. Each volume comes with a free poster and a "gift" sheet.

Columbia Pictures Publications is preparing a folio entitled "The King Is Gone Plus Twelve Elvis Presley Hits."

A few individuals have grown tired of what they term "fanatic hero worship." However, one must keep in mind that what is being done is not because he is dead, but simply because he lived.

Richard Bradley EZ Keyboard Pub.

In the past few years, Richard Bradley has emerged as one of the famous names in printed keyboard music. More than 700 books bearing his name are sold in music stores throughout the world. These include books of arrangements for all levels, from beginner to accomplished musician, and courses on playing both piano and organ.

At 15, Richard became the youngest studio piano and organ teacher in Chicago. The modern use of chords and simplified teaching technique he used in his classes at Lyon-Healy, one of the area's largest music chains, caught the attention of many top teachers and they enrolled as his students.

Eleven years later, he left Lyon-Healy and moved to California where he opened a music school and worked as a studio musician. He then began a series of concert tours throughout the United States and Canada for Hammond Organ. It was one of these concerts which got him his introduction to Hansen Publications and a career in printed music.

Three years later, when Columbia Pictures opened their music print division in Miami, Richard joined the new company as musical director, a post he held for the next five years. At Columbia, Richard wrote/or arranged nearly all their educational keyboard product in addition to supervising a staff of arrangers.



Richard Bradley

In January of this year, Richard opened Bradley Publications with his partner Bill Radics, former business and creative production manager of Columbia Pictures Publications. The new firm, located at 43 West 61 Street in New York, began its major book releases in late April and currently has 19 books in print, with additional titles being released at the rate of approximately 5 per month. In addition to the educational product now in release, Bradley Publications is in the final talk stage regarding distribution deals with major publishers.

The beginnings, in the summer of 1971, were not exactly impressive, nor did they give any indication of the worldwide success that was to follow.

The name on the door of a small warehouse in the industrial section of Miami identified it as the offices of "Screen Gems-Columbia Publications," but not many people would have recognized it as the music print division of one of the world's largest entertainment companies.

The warehouse served a staff of four — a secretary, a paste-up artist, a warehouse clerk, and Frank Hackinson.

Hackinson, who had been hired by Columbia Pictures Publications (the name which recently replaced the earlier one on the door) was regarded as one of the most successful executives in the music print industry. He came to Columbia from Hansen Publications, which he had joined in the '50s, eventually working his way up to the post of general manager in charge of licensing and acquisitions. One of his early coups had been signing the Beatles to their first print contract in America.

Entirely self-contained, the Columbia Pictures Publications complex houses extensive capabilities and facilities under one roof. These include, in addition to the executive offices and functions, the following departments: licensing and acquisitions, creative, design, and production, musical arrangements, engraving advertising, marketing (including a sales headquarters with four WATS lines), customer service coordination, business affairs, computerized accounting and royalty systems, and a full-scale typesetting and printing department.

Columbia Pictures Publications today represents such prestigious music publishers as Screen Gems-EMI Music, the Jobete music groups, Chicago music groups, Twentieth Century-Fox, ABC-Paramount, Al Gallico, Snuff Garrett, ABKCO, Shelter, Baron Music, Barton, Lowery Sheryln, Pi Gem — among others.

Music penned by a number of leading artists and groups is also represented with considerable success. These include: Carole King, The Rolling Stones, Cat Stevens, Fleetwood Mac, Boston, Mac Davis, Bread, KC And The Sunshine Band, Bob Seger, Waylon Jennings and Jessi Colter, Willie Nelson, Bachman-Turner Overdrive, Queen, Stevie Wonder, Leon Russell, Atlanta Rhythm Section, Diana Ross, the Commodores, and Dolly Parton.

During almost any given week, the firm dominates at least one-third of the Top 100 popular singles chart in exclusive sheet

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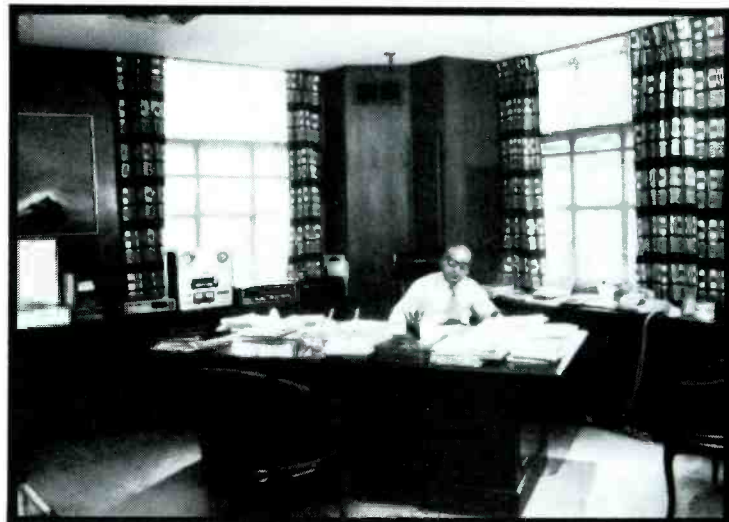


PUBLISHER SALES, INC.
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big 3

Where The Music Print Picture Is Getting Bigger!

The action starts here in the office of VP Herman Steiger who directs the complex operations of this busy division of the United Artists Music Publishing Group. Big 3 now generates the music print flow for more than thirty major publishing firms in addition to the music print product developed from Robbins, Feist & Miller copyrights and the various United Artists music catalogs.



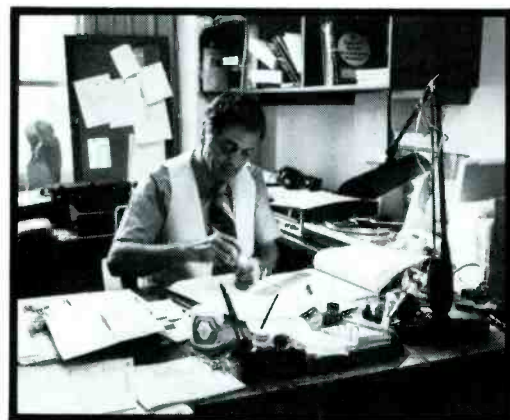
A planning committee sets the pace as Herman Steiger chairs a meeting of Big 3 marketing, production, arranging, art and sales experts.



Spin-off meetings are also held to develop in-depth programs for educational music product. Special areas of school music are explored, clinics are planned and production and marketing schedules are mapped. School music has become a major factor in The Big 3 boom.



The arranging department takes those first important steps to transform raw music into commercial print product. A good ear and a great deal of arranging creativity is often required to translate contemporary rock into playable sheet music form.



Finished arrangements now in basic manuscript are carefully checked and rechecked before they proceed to Big 3's in-house linotype facilities where a variety of headings and copyright notices are speed-printed.





The Big 3 Production Department gets it all together in page form as the Art Group huddles to create complete music book packages from traffic-boosting covers through interior design of all the books.



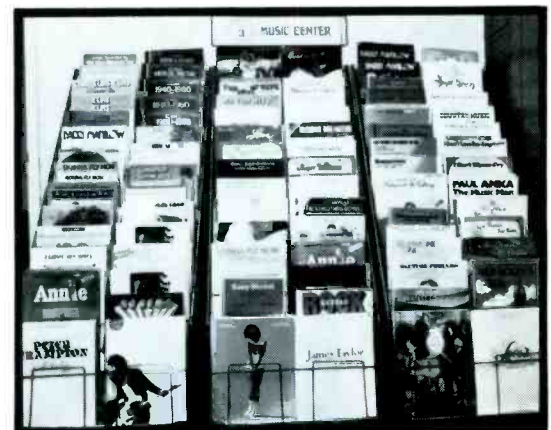
Big 3's Chief Arranger, Art Director and Herman Steiger get a last look at rough music proofs and book covers before the final product is printed in quantity for the market.



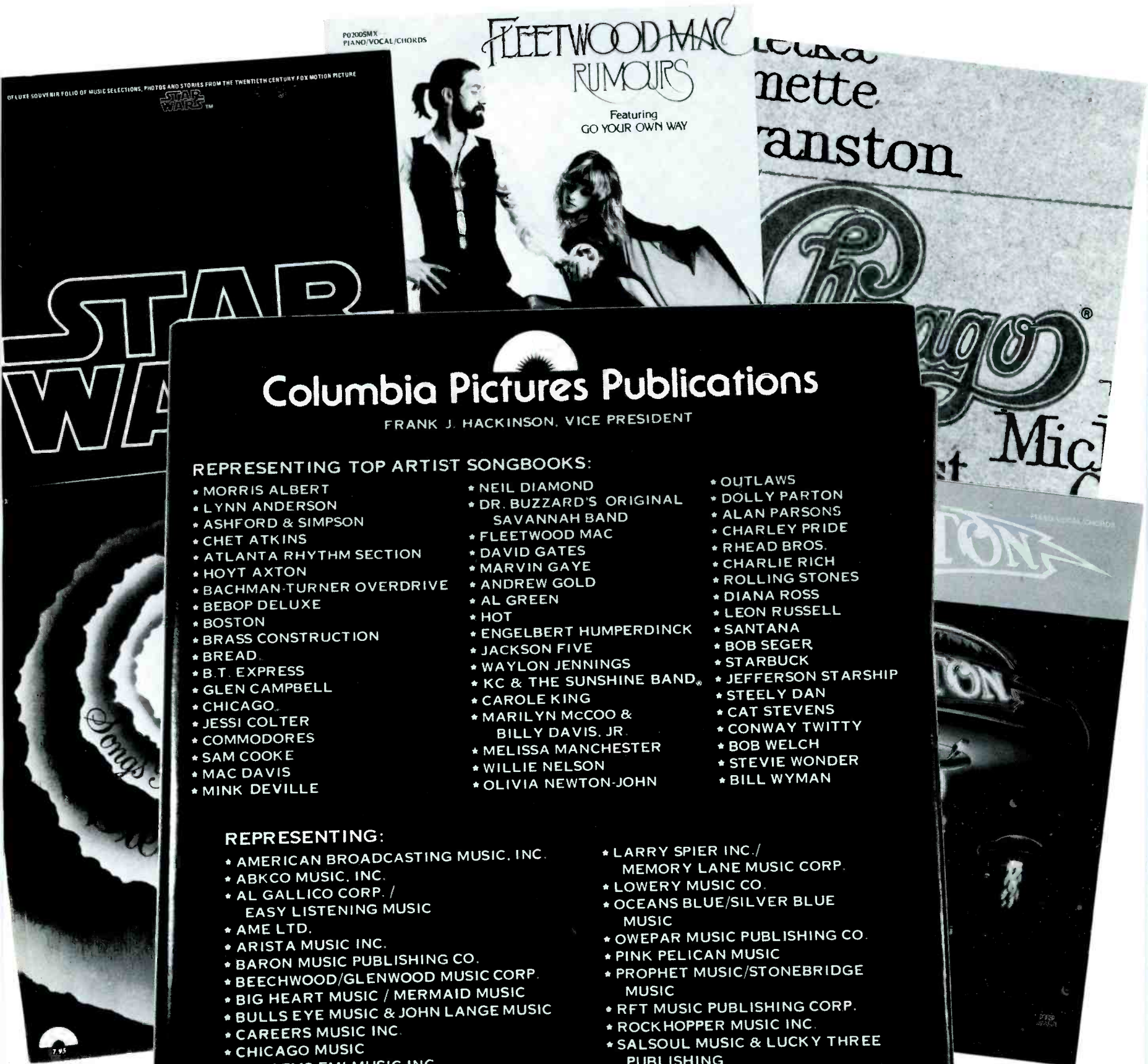
The very first samples of printed product are received at the home office and simultaneously shipped in bulk to Big 3's huge warehousing complex at Lyndurst, New Jersey. The new publications being so proudly checked by Herman Steiger and his art director include the concert Band edition of selections from "Rocky," "I Love My Wife" Vocal Selections, an "Annie" Concert Band and the highly touted "Barry Manilow Live" Piano-Vocal Book.



As new books arrive all departments step up their support activities. Printed promotions are sent on their way to all major dealers, circulars are imprinted for major jobbers, a telephone sales network goes into action and racks such as those shown here are rushed into key market areas. The end result is a flurry of activity at the warehouse as orders are sorted and speed-shipped into the market. Tomorrow the Big 3 music machine will gear up again to plan, promote and generate still more sales!



You CAN Judge A Book By Its Cover...



Columbia Pictures Publications

FRANK J. HACKINSON, VICE PRESIDENT

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- * WILLIE NELSON MUSIC



by Martin J. Winkler

Editorial note: Martin J. Winkler, president of Belwin-Mills has literally been raised on the music publishing business. His story reflects the history of the business in the United States. Here it is in his own words.

Belwin was founded by my father Max Winkler in 1918. While working for Carl Fischer, he managed to save \$700 and, with this, went into business. The first publications were background music used in silent films. In addition to their own publications, Belwin served as a source for orchestra music of all publishers, using as its slogan "if it's orchestra music and it's printed, we have it." One of those mood music publications, *Valse Dramatique* by Erno Rapee, became a "million copy seller" when words were added to it. Today it is considered one of the all-time greats, *Charmaine*.

In the summer of 1941, I made my first trade trip from B.H.B., 2 1/2 weeks through the South, including cities such as Washington, Richmond, Charlotte, Atlanta, Birmingham and New Orleans. It was tough trying to get stock orders on our catalog which was made up mostly of Boosey songs and piano solos and the very few educational publications that Belwin had. A stock order of \$150 was really something for the size of the dealer I was calling on. Many people believed that one must be at the right place at the right time. I do believe it because in July of 1941, I was at the right place — The Cable Piano Company in Atlanta talking to Billy Munn. I was there at the right time when Nick Holsher of Willis walked in to say

Belwin-Mills: Their First Sixty Years Of Music

"hello" to Billy and to let him know that he would be in the next morning to see him. The conversation wasn't five minutes old when Billy asked Nick to do him a favor and mail in a rush portion on his stock order, since he was completely out of those items. This never happened to me, so I asked Billy what it was all about. He showed me a copy of the order which was for several thousand copies of piano books. I completed my trip asking questions about piano music as I went along.

I returned home bursting with information and enthusiasm. Before Dad could even say "hello," I told him what had happened in Atlanta. "Whatever we do," I said, "we must get into the piano method and book field." Those who know about Belwin, already know the continuation of the story. Dad reacted as only he could and on his next trip around the country, he kept his eyes and ears open. He laid the foundation for the John W. Schaum Piano Course of supplementary books and pieces — 50 pieces being issued in 1943, and the beginning of the book series in 1945.

In 1945, Belwin published its first school band material with the introduction of the Belwin Elementary Band Method by Fred Weber, a then unknown band director who trained his band on his own method because he could not find anything that suited him. By this time, the Boosey & Hawkes-Belwin agreement had become obsolete. In 1946, by mutual agreement, it was terminated, and Belwin continued on as an independent publisher, as did Boosey & Hawkes.

Looking back, I would have to say that the period between April 1951, when we opened in Rockville Centre, and November 1961, when Dad went into semi-retirement, were the most important years for

Belwin. It was during this period that Belwin really put its best foot forward. Under Dad's direction, Belwin published the *June Weybright Piano Course*, the *Eric Steiner Piano Course*, the *Belwin Band Builders* by Fred Weber, the *String Builders* by Samuel Applebaum, and hundreds of other outstanding publications for the school field making Belwin the leading educational music publisher.

In 1961, after several years of planning, the *First Division Band Course* under the direction of Fred Weber and written by 13 outstanding authorities, was introduced. It took three years to complete this program of four books, including the method, the many supplementary band books, separate band publications, and solos and ensembles. The instantaneous success of this new concept encouraged Belwin to publish the *Belwin Course for Strings* by Samuel Applebaum, the *Belwin Organ Library* by David Carr Glover, and the latest edition, the *David Carr Glover Piano Library*.

On October 5, 1965, Max Winkler passed away. It was not only a deep personal loss for his family, but a great loss to the music industry which he loved and worked for during his every waking hour.

In 1966, we acquired Halbe Statuettes and Henry Adler Publications and continued our program of expansion with executing exclusive sales agency agreements with Singspiration and Music Minus One. In 1969, Belwin announced the purchase of Franco Colombo Publications. With this acquisition, we rounded out our catalog covering all areas of music publications with the exception of popular music. As soon as the move of the Franco Colombo operation to Rockville Centre had taken place, I completed an agreement whereby

Belwin obtained exclusive sales and distribution for the entire world of all printed products of Mills Music Company. This took effect on July 1, 1970.

From 1970 through 1975, the growth pattern continued. Agency representations were added and many companies were purchased. Negotiations were conducted, keeping in mind at all times: the deal must be desired by both parties; the deal must be fair and equitable to both parties; and remembering, "the longer it takes to make the deal, the less chance it has of going through."

During this period, the buildings in Rockville Centre could not house this rapid expansion and it was necessary to move our headquarters. In 1971 we moved to Melville, where we now occupy in one building, on one floor, 200,000 square feet of space!

In 1973 we entered into a contract for the exclusive representation of the printed products for the Edward B. Marks catalog. While we are not involved in the editorial policies of this company, we are responsible for the promotion, warehousing and shipping of their publications.

Later in 1973, Leeds Music Company, a division of MCA Music, and Mills Music Company, a division of Belwin-Mills Publishing Corp., entered into a Joint Venture agreement. Through this Joint Venture, Belwin-Mills not only promotes, warehouse and ships the Leeds publications; but is also responsible for the editorial policies and the issuing of new publications, using the outstanding copyrights of this fine company.

In 1976 we completed our latest acquisition — the purchase of the Kalmus catalog, with the exception of the orchestra and string orchestra publications. This gave

(continued on page 10)

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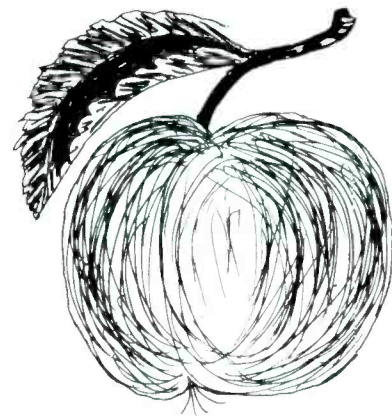
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John Brimhall: Piano Revolution

by James C. Armstrong

LOS ANGELES — Fourteen years ago, the Charles Hansen Publishing Company and John Brimhall began a revolution in the field of keyboard education. Brimhall's unique approach to music education has since led the way for an entire assortment of "pop" educators.

"Charlie invited me to join his organization; that was in May of '63." He was sent to New York in 1964. There he managed both the retail and local print divisions. He was soon moved to Miami Beach to become production manager, and later, editor. In 1967 Brimhall went to Europe for a year as Hansen's liaison there. Upon his return to Florida, John became a full-time writer and arranger. As he puts it, "From that point on, I did my own thing — Did educational materials, edited them and did lectures."

"I began to evolve a style in about 1964. The supporting background for the style is my experience as a pop piano player, playing concerts (you know, piano concertos and such) — my background as a teacher in colleges and as a private piano teacher, of course."

Brimhall had taught keyboard for ten or twelve years prior to his affiliation with the Hansen firm. He summarized the formulation of his style in saying; "So, experience as a player and a writer went together to make playable easy piano arrangements."

"I've tried to keep in mind the fact that "easy arrangement" means exactly what it says. Easy. Easy to play, but, yet keeping the essence of the tune. The chord structure isn't tampered with. The melodic line is left alone. But, the things (easy arrangements) are put within the reach of a student of limited development.

The six volume John Brimhall piano method is based on the point of view that

"the typical American child lives in a world of popular music. The teachers feel obligated to teach classics, the tradition of music, but the child doesn't hear it in real, working life. The purpose of my piano method was to teach the difficulties of music through pop material; then apply the same theory to the classics so the child could ease into them." John has done the same service for organists in developing a parallel organ method.

Brimhall has recently completed volume three of a fine "Young Adult Piano Method," which is also paralleled with a matching organ series and a parallel "Class Piano Method." This method was specifically designed for the California junior college adult education class, a program Brimhall was involved in for ten years as a class piano instructor.

Brimhall arranges for Morris, Chappell, Walt Disney, Famous and the many other Hansen licensed catalogs. His first major project for Hansen was a book entitled "62 Popular Teaching Pieces," published in 1964. Brimhall told *Cash Box* "I'm happy to say this has become the best selling piano book in the world. We're now in the 44th or 45th revision." It has fresh material added at each new printing. Over two-hundred songs have gone through the book. "That's only one of over five-hundred easy piano folios I've done." John goes on to say that he has done five to six-thousand easy arrangements since he joined Hansen, about a thousand of these have appeared in single sheet form. Last year John Brimhall materials sold in excess of three-million copies, bringing his total sales to somewhere around thirty-million copies. "62 Popular Teaching Pieces" has topped the seven-hundred-thousand copy mark and is still climbing.

Hansen Dist. Go Into Time Zones

by Jim Armstrong

MIAMI BEACH — In a recent distribution reorganization move by the Charles Hansen firm of Miami Beach a five area, time zoned wholesale operation was activated. According to Hansen, this will allow overnight service via telephone ordering to all areas of the country. Dick Sutter has been designated marketing director of this operation, with Charles Hansen as it's

charge of the west coast. Combined with Herb Lane at Saint Louis-Peoria, Hansen is concentrating on an "educational thrust" due to the outstanding growth patterns of Denver, Colorado Springs, Salt Lake City, Arizona, Wyoming and Montana.

Hansen explains that printing is still handled in Miami Beach, Florida. Their publisher representative is Murray Bass while the president of the print division is Ed Griffin. Charles Hansen, himself, has moved to sales. Current top priority projects at Hansen are centered around pop personalities including Elvis Presley, Pat Boone and Liberace.

While Shattinger facimile editions are handled by Chip Koonmen in Islip, New York, most of the other Hansen editors are now located on the west coast. These include John Brimhall (keyboards), Brian Jeffery and Jerry Snyder (guitar) and John Edmondson in Miami (educational).



John Brimhall

president. Included are Long Island (Islip), Broadway, St. Louis-Peoria, Denver and San Francisco-Los Angeles-Seattle. Bron's Music of England distributes Hansen product, including Chappell of London.

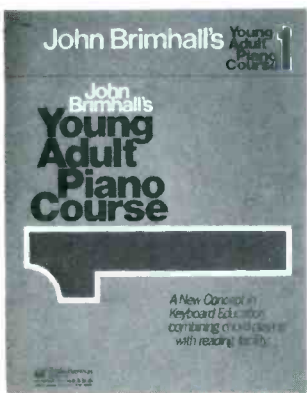
The Hansen Distribution Group has initiated van service to retailers in all divisions. All are owned and operated by the company with the exception of Los Angeles, which is handled by independent operator Steve Rinaldo. Dick Cotterman in Los Angeles, Paul Leaf in Seattle and Stan Halverson in San Francisco are the men in

Art Of Merchandising

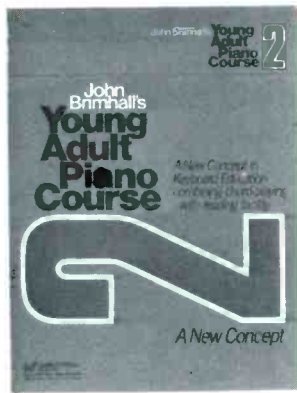
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stills and posters to several hit films and do a wall display which will last for months.

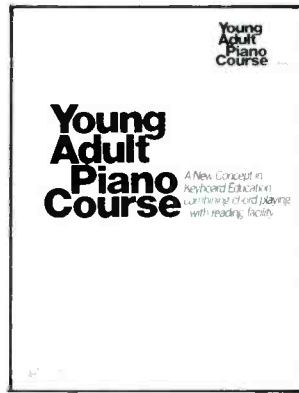
Finally, the most important factor to operating a successful business is in retaining likable, knowledgeable and resourceful personnel. Sheet music departments, like record departments, need daily upkeep and a constant system of ordering. Returns must be punctual. New displays and sales campaigns are a constant necessity. The demands and needs of your customers must be met. An employee who can handle this situation is worth his or her weight in gold. As a working retailer yourself, go out of your way to treat your employees as your most valuable products and that's just what they'll be.



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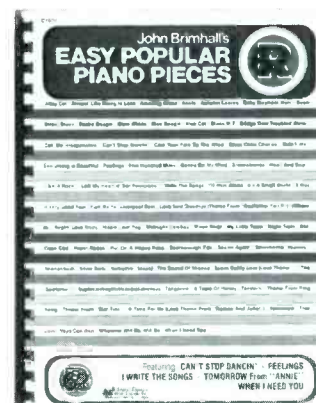
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Hollywood Sheet Music: Little Giant Of Print

Story By Virginia Rinaldo and Jim Armstrong

To most people Hollywood means film companies, movie stars, recording studios and glamor. Though this is basically true, it is also a handful of dedicated companies and individuals working hard to keep it up.

In this "Hooray For Hollywood" world there is a place where show people go for help with their musical problems. Have you ever thought that someone has to start the ball rolling long before the musical acts for television, night clubs and musical reviews

are ready for showing? Someone has to go someplace and gather together the music . . . it might be a return for a big star, music for the Merv Griffin or Dinah Show, a Bing Crosby special or even Name That Tune. Nine times out of ten someone gets on the phone or goes to the Hollywood Sheet Music Store . . . and nine times out of ten they find the answers.

Situated within blocks of several major recording companies, television stations and motion picture studios, Hollywood Sheet Music at 1634 Cahuenga Blvd. has become the most successful independent store in America.

One might expect to find a "little ole man" surrounded by file cabinets and reference

books — not so. This is a bright, cheerful store operated by two bright, cheerful people and a friendly pup named Dusty, who has been with the company since it opened nine years ago. Tony and Anne Stecheson are probably two of the best known people in the show business world; not as performers, but as people who make it possible for show business to go forward in a more enjoyable way. This is proven by the more than 200 autographed photographs of the great, near great, famous, those on the way up and those on the way down, which paper the walls of their shop.

Directly under a street sign which reads "Hollywood Boulevard Next" one finds a unique set of display windows featuring the newest sheets and folios available anywhere in the country (Hollywood Music is an absolute first for any new issue), framed collector's film themes and a special display on the latest event in Tinsel Town. Publishers and film companies often wait in line for a shot at exposure in this window. Today a "Star Wars" display adorns it. Tony estimates twenty-five requests a day from passers-by to purchase parts of it. Next week, Walt Disney will feature a display on "Pete's Dragon," their upcoming thirteen-million dollar musical.

The key to the success of the Stecheson's little shop is in their variety of product and their magnificent knowledge of printed music. Hollywood Music boasts more than 300,000 single song titles; including pop, classical, Broadway and foreign music. A good portion of this is contained in his famous sheet music morgue. The store's two phones handle an average of forty to fifty calls an hour, six days a week.

The Stechesons are often invited to the taping of tv specials, film screenings, Las Vegas and Reno stage shows and musical reviews in the L.A. area. M.G.M. recently bought a complete variety of Fred Astaire sheet music to be blown up to life-size for use in a special "Hallelujah Hollywood" tribute to the dancer as the opening show at their new Reno hotel and casino.

"We deal with top show people and yet we never meet a great number of them," reports Stecheson who began his career in Canada as Tony The Troubadour and as a Toronto radio personality for ten years. These personalities have included Raquel Welsh, Bing Crosby, Ella Fitzgerald, Bob Hope, Frank Sinatra, Elvis Presley, Ann Margaret, Neil Diamond, John Denver and Lucille Ball.

The Stechesons came to California from Canada about twenty years ago and Tony is very quick to tell you that he became a citizen of the United States on the first day it was possible for him to do so. In 1955 he went to work as manager of the sheet music department at Wallichs Music City and got

hooked on the business. After leaving Music City he joined the Morse Preeman firm as manager of their retail department.

When Charles Hansen took over the Music City stores, then consisting of Hollywood and Lakewood, Tony ran a west coast warehouse and edited a weekly retailer's newspaper. His most outstanding pupil at the time was Ms. Ronny Schiff, now of Almo Publications.

About nine years ago Tony and Anne opened their own place and began serving the public in many ways other than just selling sheet music.

One of the most important accomplishments of this talented pair was the publication of their book entitled "The Stecheson Classified Song Directory" in 1961. This contains the titles, publishers and authors



Tony & Anne Stecheson

of 167,000 songs. What makes it such an outstanding book is that these titles are cross referenced under subject matter. Thus, if you are looking for a song about a girl in a red dress — look under either the color category or the one for clothing. This book is sold in sixteen countries, worldwide.

Many print publishers use the knowledge stored in the Song Directory and in the Stechesons' minds; examples include Russell Wiltse's fine collection of Al Jolson songs for Hansen Publications and the outstanding movie music history "Try To Remember" by Jim Armstrong. The Stechesons helped with the research for these and many books.

If you're ever in the neighborhood, stop by this interesting store — meet Tony and Anne — pat Dusty (the security guard) on the head, as have many of Hollywood's elite — take a look at the autographed pictures from his customers — and if you are hung up on nostalgia, don't miss his fine displays of cartoon, Shirley Temple and Academy Award song sheets. Hollywood Music is an experience anyone in the music industry won't soon forget.

Belwin-Mills: 60 Years Of Music

(continued from page 8)

Belwin-Mills the largest reprint edition in the world — over 6,000 titles, and more being added every year.

With this acquisition, it was necessary to lease an additional 35,000 square feet of space to house this catalog.

I cannot tell you exactly how many publications are in the Belwin-Mills catalog today; but an educated guess would be about 48,000 active titles, selling anywhere from ten copies a year to one million copies a year. In addition to this, I would estimate that we represent, through agency agreements, approximately another thirty-five to forty thousand titles.

Everything that Belwin-Mills involves itself in is music-oriented but might not be music. In 1975 *Music Boutique* was introduced into the music stores. This is a new concept in gift-giving! Over a short period of two years, the line of gifts and

musical items has increased to over three hundred, and is now in over eight hundred music stores. It includes everything from music boxes to memo pads.

The success of the Belwin-Mills catalog is primarily due to three factors: outstanding publications written and arranged by widely accepted composers and arrangers; promotional campaigns to the consumer — but directing the purchase through music stores; and last but far from least, the outstanding cooperation of music stores throughout the company, who have promoted, stocked and displayed these publications, making them immediately available to the public.

The Belwin-Mills story is now up to date, but far from ended. The past is history, but the future is bright. With the help of musicians, educators, performing artists, and students, we hope to continue to be of service to the music world.



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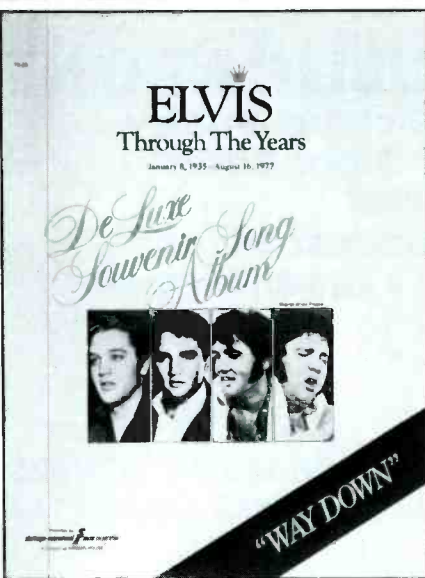
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Since its inception less than three years ago, Cherry Lane Music Co., Inc. the print division of Cherry Lane Music Co., has slowly and successfully developed a very strong catalogue. Several folios have consistently been listed among the top ten best-selling folios nationwide.

Cherry Lane is the exclusive publisher of all of John Denver's music as well as the music of Bill and Taffy Danoff of the Starland Vocal Band, among others. They are actively involved in the educational field producing choral and band publications for schools which include the "Joy Of Living," the "Joy Of Singing" and the "Christmas Festival" Choral Series, concert and stage band music as well as the "Cherry Lane Marching Band" series.

In addition to the matching folios to John Denver's albums such as "John Denver's Greatest Hits (Volumes 1 & 2)," "An Evening With John Denver," the "John Denver Songbook," and the Starland Vocal Band

albums, Cherry Lane is the exclusive publisher of The New York Times "Great Songs Of The Sixties (Volumes 1 & 2)," "The Erroll Garner Songbook," "The World's Greatest Guitar Book," Bob Dylan's "The Basement Tapes," and the "National Lampoon Songbook."

Cherry Lane has become the sole selling agent of Ronny Lee's many guitar method folios, as well as being distributor of Paul Simon folios and sheet music, the Steve Miller Band's "Book Of Songs," "The Superstar Songbook," "American Pop Classics" and Chuck Berry's "The Golden Decade."

The company is headed by Murray Frank, president, and maintains its headquarters at 50 Holly Hill Lane, Greenwich, Connecticut. Catalogs, information and promotional items are obtainable upon request by mail or telephoning (203) 661-0707 or (212) 824-7711.

Tin Pan Alley: 100 Yr. History

(continued from page 2)

In the hay day of Tin Pan Alley (roughly 1890 to 1929) Broadway's publishing firms produced the great standards of today. Among these houses were Remick, T. B. Harms, Shapiro-Bernstein, Mills, Feist, Witmark, Cohan, Church, Marks, Boosey (U.S. representative for Chappell) and Schirmer.

Tin Pan Alley gained from and gave to the American music scene throughout the eras of vaudeville, burlesque, operetta and modern musicals. As it mutated from a song chasing industry to a song factory it gave ever new energy to American music.

Though many say that the Alley is gone, there still seems to be a certain part of Manhattan where the great publishers hang their hats. Hansen, Famous, Shapiro-Bernstein, Warner Brothers, Big Three and countless others still call the area home. As for song factories, the Brill Building was the 1960s home of Neil Sedaka, Howard Greenfield, Barry Mann, Irwin Levine, Carole King, Cynthia Weil, Gerry Goffin, Joel Hirschhorn, Al Kasha and a host of

others. It was this environment which produced Neil Diamond and Barry Manilow.

The next time you're in New York, give your regards to old Broadway and to Tin Pan Alley. If you're already there, be proud of it. After all, as modern day Alley product Neil Diamond put it: "What A Beautiful Noise Comin' Up From The Street' Got A Beautiful Sound, It's Got A Beautiful Beat." Let's not forget that it's where it all began. Tin Pan Alley.

"Beautiful Noise" by Neil Diamond. International copywrite secured, 1976, Stonebridge Music. Used by permission.

W.B. Publishing

(continued from page 2)

become known in the industry as the "Home of the Superstars."

Total, in-house production, from concept to press ready, keeps a carefully managed team of creative people free to input their thinking which is then discussed at

Music Craft: A Growing Concern

Victor Patane has been in the music field since he was a youngster. He worked as a pianist and arranger until he discovered the world of music engraving. It was then that he formed Music Craft of Hollywood, Florida.

Through the experience, skills and determination of the finest experts in the field, Music Craft has gained a large following throughout the industry. Among current clients are Warner Brothers (for whom they did "Hotel California"), Hansen Pubs., Columbia Pictures Pub., April Blackwood and others.

Chappell's Hits

In the contemporary area, Chappell's roster includes some of the industry's top writer/artists. One of today's hottest acts — Daryl Hall & John Oates — is also one of Chappell's biggest print sellers.

Also attaining prominence is lyricist Carole Bayer Sager.

Chappell has expanded its print market by its current agreement with Theodore Presser Company of Bryn Mawr, Pennsylvania, who exclusively distribute Chappell product to music stores.

a management meeting, in order to coordinate the best ideas. The concepts are finalized at the weekly east and west coast conference meetings and policy is established. It is this free and open acceptance that fosters new and creative thinking with every venture. Careful reviews are made in order to keep production costs at an acceptable and reasonable minimum, yet quality must be the highest in the industry.

Carlton Speaks On Almo's Success

LOS ANGELES — The music industry is not just the music business. It is also (and to a growing extent) the *Printed* music business. A&M Records has recently restructured its print division, Almo Music, under the direction of Joe Carlton.

Although Almo sits under the A&M corporate umbrella (and its offices are located on the A&M lot) Carlton is quick to point out the differences between recorded and printed music.

Sales Are Different

"Sales are one obvious difference," Carlton explained. "Let's take the Peter Frampton folio, for example. The album has gone platinum and folio sales have topped 100,000 copies, which is quite respectable for print. Very good."

Rapid Play And Professional Books

Almo has recently released a series of "Rapid-Play" instruction books that has an added feature: notation for C-chord organs, so that the tunes are easy to play. "Rapid-Play" is the easiest system of music learning yet devised! The series of "Rapid-Play" books is ever expanding to provide a library of best-selling song favorites. "The Professional Audition For Vocalists," which gives aspiring professionals some intelligent ways to approach both material and outlook for auditions has been released. "Switched On Synthesiser" gives instruction for ARP, Moog and Mini-Moog playing, patches for ARP Odyssey and a Universal Patch Diagram that can be used on all synthesisers.

Almo's recent new releases cover material that is already burning up the charts — Peter Frampton's LP "I'm In You," Pink Floyd's "Animals" and Kiss' "Love Gun" are included.

- John Denver folios and sheet music
- N.Y. Times Great Songs of the Sixties
- The Erroll Garner Songbook
- Starland Vocal Band

- The World's Greatest Guitar Book
- The Illustrated Elvis
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• Ronny Lee's STEP BY STEP Guitar and Chord Methods

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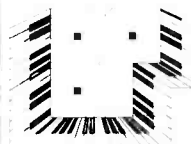
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43 West 61st Street
New York, New York 10023

CASHBOX COIN MACHINE

Sunbird Corp. Appoints Distributors

MINNEAPOLIS — Bob Nallick, president of Sunbird Corporation, announced the appointment of an initial network of distributors to handle the firm's newly introduced "Super Bowler" electronic wallgame.

The new distributors are: McKee Distributing (Portland, OR), Advance Distributing Co. (St. Louis, MO.), Northwest Sales Co. (Seattle, WA), Modern Vending Sales (Indianapolis, IN), Miller-Newmark Distributing Co. (Grand Rapids, MI), Portale

Automatic Sales (Los Angeles, CA), Rowe International (Houston, TX), Pioneer Sales and Service, Inc. (Menomonee Falls, WI), Rowe International (Omaha, NE), and Eli Ross Distributors, Inc. (Miami, FL).

Samples Out

Nallick indicated that the distributors have been supplied with sample models of the new wallgame and are presently in a position to provide immediate delivery. He said additional distributor appointments will be announced later.



NEW GAME — Sunbird Corporation of Minneapolis recently announced the appointment of an initial network of distributors for its new "Super Bowler" electronic wallgame, shown above.

AMOA Votes Jukebox Awards

CHICAGO — Winners of the annual AMOA Jukebox Awards have been announced and United Artists recording artist Kenny Rogers has the distinction of being the recipient of three separate awards, which is a first in the history of the association. Rogers' recording of "Lucille" was selected Country Record of the Year as well as Record of the Year, and he was named Artist of the Year.

In voting on the awards AMOA members are asked to base their choices solely on a record's earning power in jukeboxes.

Other winners are: "Car Wash" by Rose

Royce (Warner Bros.) for Soul Record of the Year and "Southern Nights" by Glen Campbell (Capitol) as Pop Record of the Year.

Presentation of the awards will take place during the annual AMOA banquet on Sunday, October 30, at the Conrad Hilton Hotel. Event will climax the association's three-day annual exposition in Chicago.

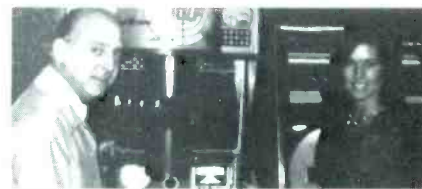
A commemorative special merit award will be presented posthumously to Elvis Presley as a tribute from AMOA and in recognition of his distinguished recording career.

Columbus Branch Of Cleveland Coin Relocates To Ultra Modern Facility

CHICAGO — The Columbus, Ohio branch of Cleveland Coin International has moved the downtown area to a new plant location in the prestigious Huntley Distribution Center at 7029 Huntley Road. The new facilities, which occupy 20,000 square feet, include an ultra-modern plant, spacious parking areas and fully updated technical and parts departments.

In noting that the Columbus move follows the pattern set by the corporate headquarters in Cleveland, which relocated two years ago, company president Ronald A. Gold said, "This move culminates a carefully structured program of growth that commenced with the acquisition of the

(continued on page 67)



THE WINNER — Cleveland Coin International recently polled 100 leading Ohio operators to determine the best video game of the year, and Midway's "Sea Wolf" ranked number one by a wide margin. Surrounding the champ in this photo, taken during the Cleveland Coin open house, are Midway's director of sales Larry Berke and Ohio model Alicia Laughlin.

The JukeBox Programmer

Top New Pop Singles

- 1 **THE KING IS GONE** RONNIE McDOWELL (GRT 135)
- 2 **CHANGES IN LATITUDES, CHANGES IN ATTITUDES** JIMMY BUFFETT (ABC 12305)
- 3 **YOU LIGHT UP MY LIFE** DEBBY BOONE (Curb/WB 8446)
- 4 **BLUE BAYOU** LINDA RONSTADT (Elektra E-45431-A)
- 5 **(NO MORE) LOVE AT YOUR CONVENIENCE** ALICE COOPER (WB 8448)
- 6 **LITTLE QUEEN HEART** (Portrait 6-70008)
- 7 **SHE DID IT** ERIC CARMEN (Arista A50266)
- 8 **DAYBREAK** BARRY MANILOW (AS 0273)
- 9 **HOW DEEP IS YOUR LOVE** BEE GEES (RS 882)
- 10 **WE'RE ALL ALONE** RITA COOLIDGE (A&M 1965)

Top New Country Singles

- 1 **MORE TO ME** CHARLEY PRIDE (PB-11086-A)
- 2 **LOVE IS JUST A GAME** LARRY GATLIN (Monument 45226)
- 3 **ROSES FOR MAMA** C.W. McCALL (PD-14420)
- 4 **CHANGES IN LATITUDES, CHANGES IN ATTITUDES** JIMMY BUFFETT (ABC 12305)
- 5 **THIS TIME I'M IN IT FOR THE LOVE** TOMMY OVERSTREET (ABC/Dot DO-17721)
- 6 **YOU LIGHT UP MY LIFE** DEBBY BOONE (Curb/WB 8446)
- 7 **CLOSE ENOUGH FOR LONESOME** MEL STREET (PD-14421)
- 8 **LET ME DOWN EASY** CRISTY LANE (LS GRT 131)
- 9 **BLUE BAYOU** LINDA RONSTADT (Elektra E-45431-A)
- 10 **YOU OUGHT TO HEAR ME CRY** WILLIE NELSON (RCA 11061)

Top New R&B Singles

- 1 **BACK IN LOVE AGAIN** L.T.D. (A&M 1974)
- 2 **YOU CAN'T TURN ME OFF (IN THE MIDDLE OF TURNING ME ON)** HI INERGY (Gordy/Motown 6-7155)
- 3 **DUSIC** BRICK (Bang B734)
- 4 **DISCO 9000** JOHNNIE TAYLOR (Columbia 3-10610)
- 5 **IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME** BARRY WHITE (20th Century TC2350)
- 6 **DON'T BE AFRAID** RONNIE DYSON (Columbia 10599)
- 7 **WE NEVER DANCED TO A LOVE SONG** THE MANHATTANS (Columbia 10586)
- 8 **RUNNING AWAY** ROY AYERS UBIQUITY (Polydor 14415)
- 9 **HEAVEN ON EARTH** SPINNERS (Atlantic 3425)
- 10 **SHAKE IT WELL** DRAMATICS (ABC 12299)

Top New MOR Singles

- 1 **LOVER'S HOLIDAY** ENGELBERT HUMPERDINCK (Epic 8-50447)
- 2 **DAYTIME FRIENDS** KENNY ROGERS (UA XW 1027)
- 3 **YOUR SMILING FACE** JAMES TAYLOR (Columbia 3-10602)
- 4 **SILVER LADY** DAVID SOUL (Private Stock 163)
- 5 **DON'T IT MAKE MY BROWN EYES BLUE** CRYSTAL GAYLE (UA XW 1016)

HEAVY JUKE BOX PLAY

"HELL YES, I CHEATED" JAMES PASTELL

* HOT *
SALES ACTION

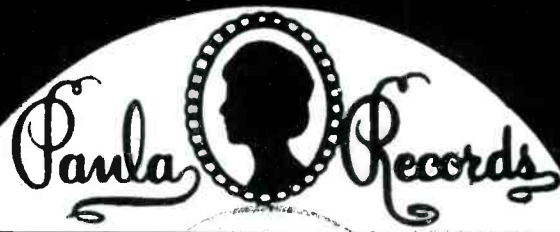
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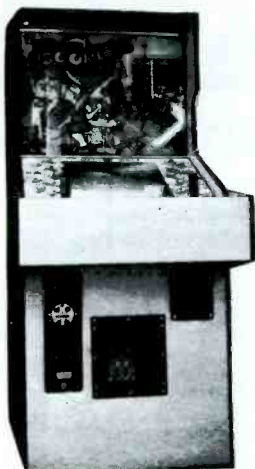
* STRONG *
AIRPLAY REQUEST

Contact Your Nearest JEWEL Distributor
For Promotion Or DJ Copies Contact (318) 222-7182

#80

CASHBOX
TOP 100
COUNTRY

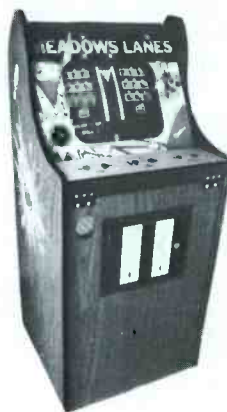




EXIDY "SCORE." Video upright machine. Game concept is the "battle of the sexes" as male pursues female, accompanied by whistle sounds, flashing hearts on the screen, et al. Cabinet's brightly colored artwork is eye-catching. (6/25/77).



WILLIAMS (UNITED) "CHEROKEE." 6-player shuffle alley. Game choices are: regulation, repeat strike, strike 90, 6th frame and flash. An extra shot can be earned for a strike via the repeat strike feature introduced on this model. (6/25/77).



MEADOWS "MEADOWS LANES." Bowling is the theme and play is according to regulation rules. Three player buttons are used to control the bowler, the speed of the ball and the angle or "hook" of the ball. Realistic sound effects. (7/2/77).



STERN "DISCO." 2-player pinball machine. Attractive graphics depict the popular disco craze. Machine has a chime unit, a spinning target and many exciting play features. Model is available in replay or add-a-ball. (7/2/77).



ROCK-OLA "GRAND SALON." A 160-selection console phonograph contained in an elegantly designed furniture style cabinet. Display panel is especially outstanding. Entire outside finish is of abuse-proof polyester for protection against spills, etc. (7/9/77).



BALLY "EVEL KNEIVEL." The dynamic 4-player pinball machine which marked Bally's official introduction of electronic technology. Playfield abounds in challenging skill shots and offers 35 ways to advance scores. (7/16/77).



PLAYMATIC "RIO." 4-player pinball machine. Unique playfield design has ball entering halfway up on the playfield. Electronic sound system. Striking cabinet design. 'Carnival' is the 2-player version. (7/16/77).



ATARI "POOL SHARK." Video game. Pocket billiards is the theme and one or two can play. Ops can select 2 to 5 30-second racks per game. A joystick controls the cue ball and the table is shown on the screen. (7/16/77).



ATARI "DRAG RACE." The name is the game, and players compete against each other and the clock. Horizontal track leads to finish line. Model has built-in self test system and is constructed for easy servicing. (7/16/77).



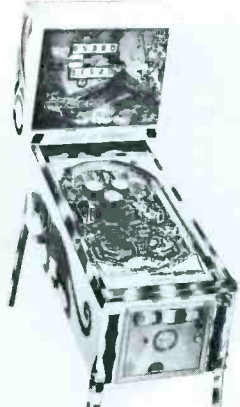
EXIDY "ROBOT BOWL." A 2-player video bowling game. Strikes, spares, gutter balls, and even misses are provided for regulation bowling action. Play instructions flash on the screen after coin is inserted. Sound effects. (7/16/77).



GREMLIN "TENPIN." A solid-state animated electronic bowling wallgame which accommodates one or two players. Realistic scoring system, sound effects, humorous and entertaining visual effects. (7/23/77).



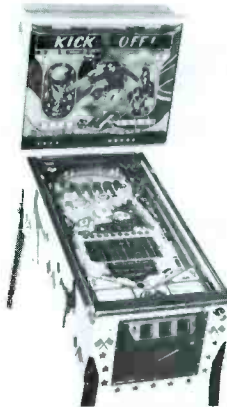
MIDWAY "GUIDED MISSILE." video game for one or two players. Challenging air, sea and land combat. A joystick control handle guides the missile and realistic sound effects accompany the action. Attractive cabinet design. (7/30/77).



GOTTLIEB "JUNGLE PRINCESS." A 2-player version of the popular 'Jungle Queen.' Exciting board action of four flippers and a scoring potential of up to 199,000 add to the appeal of the game. (7/30/77).



STERN "PINBALL." 4-player pinball machine. Spinning targets, double and triple bonus features, skill shots and lots of playfield action. Interesting backglass graphics. Stern designed special promotional posters for this model. (7/30/77).



BALLY "KICK-OFF." 4-player pinball machine. Back and forth playfield action is reminiscent of soccer but definitely pinball. Two new techniques for delaying ball's exit to outhole. Numerous ways to add points. (8/6/77).



MIRCO "SUPER 21." Video cocktail table offering all of the features of the popular card game. Four players can play and each competes against the dealer. Model is encased in Mirco's traditional cocktail table cabinet. (8/6/77).

Atari Inc. Introduces New 'Super Bug' Road Rally Video Driving Machine

SUNNYVALE, CA. — Video game enthusiasts can now experience the thrill of racing through city streets in a wildly modified Volkswagen "bug" with Atari's new "Super Bug." Tricky, unpredictable turns, oil slicks, sand skids and cars parked along the course add to the challenge of this one-player driving game that includes all the excitement of a genuine road rally.

Players select novice or expert course as the action begins. Then they rev their engines and shift through four speeds to race the sunshine yellow Super Bug. The realistic sounds, fast action and variety of turns are designed to keep players coming back for more.

"Super Bug is a different concept in driving games. The feeling of rally racing with spontaneous turns and obstacles demands quick player reactions to avoid crashes and adds to the overall appeal of the game," said Frank Ballouz, national sales manager. "Its smaller size makes it suitable for any type location."

Atari's exclusive built-in self-test system, together with Dura-stress-tested circuitry and the new trouble-free coin door, assure reliability and maximum income potential. The new language option is also included with video messages in English, Spanish,

French or German.

Contact Atari distributors for further information or Frank Ballouz, for referral.



Ohio Launches 8-Ball Tournament

COLUMBUS — A \$25,000 coin-operated 8-Ball Tournament, under sponsorship of Shaffer Distributing Co. (Columbus and Cleveland) and U.S. Billiards, Inc., was recently launched throughout the state of Ohio. There are 29 coin machine operators and 200 tavern, bowling alley and arcade locations participating in the nine weeks of qualifying rounds, which are currently in progress. Tournament playoffs are scheduled for October 1 and 2 at the Columbus Hilton Inn.

In reporting the widespread enthusiasm exhibited by participating operators and locations, Chuck Farmer, Shaffer's director of marketing, emphasized that "pool table revenue is being dramatically boosted by the all-Ohio 8-Ball Tournament" and the event is being hailed as the "largest of its kind in the world."



8-BALL & CRUISE PROMOS — In addition to co-sponsoring a \$25,000 8-ball tournament, Shaffer Distributing Co. is channeling extra energy into its Bahamarama sales promotion campaign in which Rowe product is playing a major role. In the top photo, Shaffer salesman Bill Grace, (l) and marketing director Chuck Farmer check promotional material at the tournament headquarters in Columbus. Below, distrib president Ed Shaffer (c) is pictured with Matt Russ (l) Rowe's senior vice president of marketing, and Joe Barton, former president and now consultant to Rowe.

Banner Delivers Polaroid's Automatic 'Face Place' Photo Vending Booth

CHICAGO — Banner Specialty Co. of Philadelphia is currently delivering a new photo vending machine developed by Polaroid, called "Face Place," which vends the noted SX-70 color portraits.

The machine is fully automatic and designed as a booth of white molded plastic with colorful striped trimmings and an illuminated header for full visibility on location. It contains an adjustable seat precisely positioned for persons of different heights, which will accommodate one or two adults.

The vended portraits emerge within moments and develop into brilliant color prints, fully framed. The procedure is similar to that depicted in the popular Polaroid television commercials where the image is observed in the various stages of development, from initial gray-green to the finished product.

The machine is built for easy care and maintenance and requires no chemicals. A brightly illuminated "count-down" sequence lights up to guide customers through the picture-taking process and, since photo delivery is immediate, there is

no delay in making the booth available for the next user.



Cleveland Coin Branch Relocates

(continued from page 65)

Martin & Snyder firm of Ohio three years ago. This acquisition was followed less than a year later by the purchase of the Seeburg Distributing firm in Columbus. A primary objective of these geographically contiguous acquisitions was to become a major factor in the distribution of industrial vending equipment.

"Our first move in October of 1975," he

continued, "was into a modern 40,000-square-foot facility in Cleveland. Our additional corporate aspiration for a new plant in Columbus has now materialized.

"I believe that Cleveland Coin International has kept pace with the vigorous growth of the coin machine industry in the seventies. We are even more excited by the challenge of the future."

**4 Player
by Williams
3 or 5 Ball Play
-Adjustable
Replay or
Extra
Ball Model**

**Straight 25¢ Play is
the Profit Way,
3 Ball Game
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**Buy Williams 4 Player
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CHICAGO CHATTER

See the new "Laguna Racer" video driving game being introduced by Midway Mfg. Co. Firm's director of sales **Larry Berke** said distributor samples are on the way. Also very much in current production at Midway is the popular "Guided Missile" . . . Happy to hear — from service manager **Andy Duway** — that the recent Bally-Midway service school, sponsored by United Dist. in Wichita, Kansas, was a huge success.

NOTES FROM THE LOCAL AMOA OFFICE: Current indications are that the October 28-30 Exposition in the Conrad Hilton Hotel will be an exceptional event and, undoubtedly, the association's biggest to date. Exhibit space has been filling up rapidly and, as AMOA's **Fred Granger** pointed out, there'll be a lot more of it this year — three exhibit halls showing a mammoth assortment of new and exciting equipment . . . The entertainment program for the AMOA banquet has not been finalized as yet but there'll be some familiar faces from previous years, like emcee **Jerrl Cox**, who delighted AMOA audiences in the past and will be returning this year, and longtime favorite **Boots Randolph**, who's back on the banquet show bill after an absence of four years . . . The Ladies Luncheon should be especially interesting this year since AMOA has arranged for noted psychic **Irene Hughes** to be the featured attraction at the popular Friday noon event . . . Another popular personality making a return visit this year will be **Dr. John Malone** of the University of Notre Dame, who'll preside over the annual AMOA Seminar. Well known and highly respected in the coin machine industry, Dr. Malone will deliver an in-depth presentation on salesmanship and new business development. Also tentatively scheduled during the seminar will be a preview of the special audio-visual slide presentation on the coin machine industry, which is under preparation by AMOA officer **Don Van Brackel**.

CASH BOX FELICITATIONS TO Gus Tartol of Singer One Stop For Ops, who celebrated a birthday on September 19 — and the big day was duly acknowledged by friends and associates in the industry who gathered at the Singer premises for a Happy Birthday surprise party!

ATTENTION PHONO OPS: A novelty single, featuring the tunes "Jada," "In A Little Spanish Town" and "Oh Johnny," by **Pete Moss** has been released by Chicago-based Crystal Records — and label chief **John Hogan** is directing his initial promotion to jukebox operators.

WORLD WIDE DIST. recently hosted a series of Seeburg showings to introduce the new "Mardi Gras" phonograph to customers in Peoria (9/8), Moline (9/13) and Springfield (9/15). **John Neville, Bob Parker** and **Jack Moyle** of the World Wide sales force attended each and termed the series "tremendously successful" with respect to attendance and operator reaction — as well as orders written up. The model's been on display in the distrib's Chicago showrooms for informal viewing and, again, it's attracting much favorable comment.

1977 State Association Calendar

Sept 22-24 West Virginia Music & Vending Assn., annual conv., Heart-O-Town Motor Inn, Charleston, W. Va.

Sept 29-Oct. 1: Music Operators of Virginia, annual conv., Hyatt House, Richmond, Va.

Sept 23-25 Wisconsin Music Merchants Assn., annual mtg., Eau Claire Hilton, Eau Claire, Wis.

Oct. 8-9: Coin Operated Industries of Nebraska, annual mtg., Ramada Inn Central, Omaha, Neb.

CALIFORNIA CLIPPINGS

"We were very pleased with the attendance and response to the products," said **C.N. McMurdie**, president of Advance Automatic Sales, of the distrib's recent combined premier for Seeburg's new STD-4 phonograph and Atari's "Time 2000" pinball and "Super Bug" driving game. He noted further that the 160-selection Seeburg model was "well received" and that Atari personnel on hand at the San Francisco showroom included **Frank Bailouz, Don Osborne, Fred McCord** and **Eddie Boasberg**, among others.

SEGA WILL HOST a cocktail party on Friday, October 28, to mark the opening of the annual AMOA convention and trade show. As marketing manager **Jack Gordon** explained, company representatives from the U.S. and Japan will be greeting delegates and guests at Chicago's Ritz Carlton Hotel. **Dave Rosen**, president and chief executive officer of Sega Enterprises, Ltd., will be present, along with **Don Hutmler, Marty Jasso, Bob Norwall** and **Kinya Nishimo**. Jack, who will also be at the show, noted that Sega will be unveiling some new electro-mechanical equipment and have a booth devoted to its Segavision wide screen television models.

THERE IS A NEW FACE at Circle International distrib's in Los Angeles. He is salesman **Dave Jacobs**, who, according to Circle's **Don Edwards**, has been in the industry for many years with firms like ARA and Rowe. On the subject of pinballs, Don was enthusiastic about response to Williams' new "Rancho" and Playmatic's "Rio."

PORTALE AUTOMATIC SALES will open its new San Francisco distributorship, located at 960 Howard Street, some time in the early part of October. That's the word from executive vice president **Tom Portale**, who also said the office will be headed by **Tom Higdon**.

EASTERN FLASHES

Gerry Grotjan of Royal Dist., Cinncy rates a giant salute for his efforts in arranging a special program of service instruction for pinball machine mechanics at the University of Cincinnati. The course, which runs for a 10-week period and is held between the hours of 6:30 and 9:30 p.m. at the university, is the first such program under distributor sponsorship, to our knowledge. In organizing the school, Jerry contacted the university's director of counseling, who was very receptive to the idea so long as enough student interest could be generated. The next move was to sell operators on the idea of enrolling their mechanics for the course — and this accomplished, the university proceeded to schedule the school. Jerry said more than 25 registered for the opening session. What sparked the whole idea, he said, is the growing interest in solid-state and the need for specialized training in order to service the electronic machines. The entire course will focus on electronics, he added, starting with the basic fundamentals and include seven classroom sessions at the university and three at Royal. Other distributors who might be interested in organizing similar programs may feel free to contact Jerry for further information . . . As for present business at Royal, it is definitely on the upswing. NSM phonos are selling at a terrific pace and the most in demand games include Bally's "Evel Knievel" and Exidy's "Robot Bowl" . . . **Bob Catlin, John Ard** and the crew at Rowe Int'l., Albany are enthusiastically looking forward to the release of the new Rowe phono line, which will be revealed at the factory's September 29-30 national meeting in Arlington, Va. The distrib will host a formal showing sometime after the big premier. Bob said that he and John are also very much involved in the new season of Tournament Soccer competition, which is being launched with a big \$10,000 tournament at the Albany Thruway (formerly Hyatt House) in Albany September 30-October 2.

C.A. Robinson Co. Holds Seminar On 'Evel Knievel' Pin

LOS ANGELES — Ever since Bally Manufacturing Corp. introduced its first electronic pinball game in late 1976, Bernie Powers, field service manager, has attracted SRO crowds at the numerous service schools he has conducted. And the recent two-day seminar on Bally's "Evel Knievel," hosted by C.A. Robinson Company here, was no exception.

Indeed, with attendance in excess of 300, it was the biggest service school in the distrib's history, according to vice-president Ira Bettelman.

"In retrospect, it was probably the best service school we've ever had," he said. "I think it's a good indication that operators are trying to keep up with the times."

The day-long program was the same each day, beginning in the morning with an introduction to the machine and how to approach it from a service standpoint. Then in the afternoon, participants received a detailed briefing on component-level troubleshooting. In addition, each took home a comprehensively compiled service manual and related materials.

Bally representatives Jack O'Donnell and Darrell Blendowski assisted Powers in teaching service fundamentals for electronic pinball games.

Powers said the goal of these seminars is "to convince operators they can do component-level replacement." Because they have fewer parts and a built-in self-test mechanism, solid-state pinballs are easier to repair than their electro-mechanical counterparts, he added.

C.A. Robinson provided a buffet luncheon both days.



SCHOOL IN SESSION — C.A. Robinson Company in Los Angeles recently hosted a much acclaimed series of two-day service schools on Atari and Bally products. Each session drew an estimated 300 persons — each of whom received special service manuals for additional clarification — representing the states of California, Nevada, Arizona and New Mexico. The Atari seminar, conducted by Fred McCord, was devoted to the "Time 2000" solid-state pinball game; while the Bally session centered around the "Evel Knievel" pingame, also a solid-state model. The overwhelmingly positive response to the schools is indicative of growing operator interest in electronic pinball machines, ac-

ording to C.A. Robinson president Al Bettelman. In the top row of photos, Atari's McCord is pictured explaining the finer points of solid-state technology to participants who filled the distrib's Pico Blvd. showroom. Other Atari personnel on hand included Frank Ballouz, Don Osborne, Ed Boasberg, Don Smith, Phil Stewart and Dave Tucker. In the bottom row of photos, Bally's Bernie Powers conducts one of the two Evel Knievel sessions; and briefs staff members Pat Allison and Kathy Dalton on the game's inner workings. Powers was joined by Bally colleagues Jack O'Donnell and Darrell Blendowski, and he received a standing ovation at the conclusion of the session.

CLASSIFIEDS

COIN MACHINES WANTED

WANT Seeburg AY 160, DS 160, LPC-1, LPC-480, Electra, Fleetwood, SS 160, LS-1, LS-2. We pay cash and pick up our truck unpacked. PAN AMERICAN AMUSEMENTS, INC., 1211 Liberty Ave., Hillside, NJ 07205. (201) 353-0540.

WANTED: Will pay cash for old slot machines, pinballs and jukeboxes, pre WW II, working or not. Mail description to Si Redd, Box 6418, Reno, NV. 89513.

WANTED: Cash paid for late model used pins. Premium paid for Wizards, Fireballs, Four Million B.C., Champ, Nip It, Wurllitzer 1050's and 1015's (any jukebox antiques). Call collect 1-313-792-2131.

WANT: Williams Winners, Hayburners, Derbydays, Planets, Zodiacs, Chicago Popups, Hi Score Pools, Gottlieb Playballs, Midway Raceways, any game without plungers exchange against brand new flippers four-players PAN AMERICAN AMUSEMENTS, INC., 1211 Liberty Ave., Hillside, N.J. 07205. Telephone (201) 353-5540.

COIN MACHINES FOR SALE

CONVERSION CARTRIDGES — Play stereo records on Seeburg monaural phonos B thru 201. No adjustments required — just plug in — eliminate sound distortion, needle skipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. C.A. THORP SERVI, 1520 Missouri, Oceanside, Ca. 92054.

FOR SALE: Latest, slightly used, perfect condition amusement machines. Call for games you want—N.J., eastern Pa., Del. BANNER COIN MACHINE CORP., 532 New Brunswick Ave, Fords, N.J. 08863. (201) 738-7171.

JUST OUT: Bally "Fireball" home professional pinball game, 4-player (no coin required), solid state electronics, easy diagnostic test circuits, LED digital scoring, plays seven songs. \$800 brand new — sealed carton. Request circular. ANIMATED PROD., INC., 1600 Broadway, New York 10019. (212) 265-2942.

ATTENTION metropolitan & upstate New Yorkers: We have a large selection of new & used add-a-balls and arcade equipment. Also juke, pool tables, shuffles, cigarette & candy. We deliver & accept trades. COIN MACHINE DISTRIBUTORS, INC., 213 N. Division St., Peekskill, N.Y. 10566. Call (914) 737-5050.

NATIONAL WHITENBURG MODEL 400 FOOD VENDER 1 National 21CE candy machine — Vendo Visi-Vend Rowe cigarette machines 20 700 \$175 or 7 for \$1000 — Rowe 20 800 \$295, crating extra. Arcade equipment. Motor Cycle, Funland, Pennant, Sami, Sea Raider and Dune Buggy, pool tables, pinballs and many other items. VATHIS VENDORS. Call (214) 792-2806. 793-3723 or 792-1810.

SALES: 400 assorted Gottlieb, Bally, Williams flippers, '70-'76, Bingos, Ball, Stockmarket, Tickertape, Wallstreet, Mysticgate. NEW PAN AMERICAN AMUSE., 1211 Liberty Ave., Hillside, New Jersey. (201) 353-5540.

FOR SALE: We have in stock a great quantity of 5 year old pinball machines Gottlieb. Write to: SOVODA 51 Rue de Longvic, 21300 Chenove, France telex 350018.

FOR SALE: Silver Sails, Red Arrows, Ticker Tapes, Blue Chips and stock markets. Also Sweet Shawnee, Bally Jumbos and Super Jumbos, Big Threes, Blue Spots and Mt. Climbers. Antique slots for California area. Call WASSICK NOVELTY, Morgantown, W. Va. (304) 292-3791.

IMMEDIATE DELIVERY — Hollycrane motors, Bally Bingo Control Motors, Bally O.K. Games, Lido, Roller Derby, Circus Queens, Bikini, New Sweet Shawnee, New Twin Knight, Used Uprights, New Big Three blackglasses. LOWELL ASSOCIATES, P.O. Box 386, Glen Burnie, Md. 21061 (301) 768-3400.

CLASSIFIED AD RATE 25 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$6.25. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$148 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at the rate of 25c per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

BUY a spare Trapshoot transmitter, \$39.95 each, or buy two and we'll send one receiver unit free. Call Dave, HANSON DISTRIBUTING CO., (612) 884-6604.

FOR SALE: Rock-Ola 504 wallbox \$100; Rock-Ola Receivers, 1725-8-2, 1765, 1721, 1759 \$65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore. 228-7565

FOR SALE: Travel Time, Satin Doll, Wild Life, Flying Carpet, Super Star, Playball, Sky Jump, 2001 Mibs, Super Shifters, Tankers, Ramtek Baseball, TV Ping Pongs, World Series, Batting Champ, Sega Sea Devil, U Boat, Drag Races, Flying Carpet, Gun, Speedway, SAMI, Invaders, Winners, Paddle Battle, Pong, Computer Quiz, Brunswick Air Hockey, Wurllitzer 3110, Seeburg DS 160 and Model R, D&L DISTR. INC., Box 6007, Harrisburg, Pa. 17112. Phone (717) 545-4264.

SEEBURG LPC 150, AMI 200, N 150. Johnson coin sorter & counter 295, Tennis Tourney 200, Electro Dart 100. BROWSER, 2009 Mott Ave., Far Rockaway, N.Y.

FOR SALE: Surf Champ \$780, Royal Flush \$775, Jacks Open \$695, Target Alpha \$700, Super Soccer \$500, Jack In The Box \$450, Magnotron \$525, Big Hit \$735, Wizard \$790, Capt. Fantastic \$850, Freedom \$775, Freedom (solid state) \$865, Sky Kings \$345, Hang Glider \$835, Bow & Arrow \$765, Grand Prix \$780, Fantastic \$325, Darling \$350, Toledo \$565, Thunderbird \$1225, Big Deal \$875, Coney Island Gun (floor sample) \$725, Speed King \$250, Red Baron \$495, Fairy (floor sample) \$450, New World \$495, Sea Wolf \$1125, Boot Hill \$1195, Tornado Baseball \$975, Mini Auto Bumper Carousel \$695, Air Attack \$350, Gun Fight \$225, Fire Chief \$375, Steeplechase \$650, Outlaw (new) \$635, Outlaw \$525, Tank \$695, Stunt Cycle \$700, Night Driver \$1275, LeMans \$1225, Twin Racer \$725, Bazooka \$995, Bi Plane 4 \$1175, Bi Plane \$650, Meadows 4 in 1 \$750, Lazer Command (new) \$875, Lazer Command \$775, Blockade \$795, Dynamo Model E (new) \$480, Garlando Foosball \$195, Antique Mutoscopes (perfect working order, write for picture) \$485, Space Race (as is) \$250, Super Shifter (as is) \$225, Flying Tiger (as is) \$195, Swagrab \$795, Skill Crane \$825, Rotor (Pusher, imported) \$595, Skill Digger \$395. NEW ORLEANS NOVELTY CO., 1055 Dryades St., New Orleans, La. 70113. Tel. (504) 529-7321.

RECORD BINS FOR SALE: 4 LP wide step-ups \$80 each; 5 LP wide step-ups \$100 each; extra large browser bins \$125 each. Contact: Jack Baker (213) 240-6290.

FOR SALE: Tank \$650, Anti Aircraft \$695, Twin Racer \$845, Track 10 \$795, Street Burner \$745, Spin Out \$695, Magnatron \$695, Duotron \$595, "300" \$795, Top Ten \$650, Gold Record \$700, Super Star \$695, Hollywood \$700, Triple Strike \$625, Little Chief \$795, Strato Flite \$625, Flicker \$550, Bon Voyage \$495, Air Aces \$695, Ro Go \$595, Knockout \$600, Caprice Puck Bowler \$400, Air Handball \$425, Air Hockey (52 series model) \$450, LOUIS GEORGES VENDING, P.O. Box 10993, Pittsburgh, Penn. 15236. Phone: (412) 884-7400.

FLIPPERS: At all times more than 400 late model Gottlieb, Bally, Williams, Chicago, Spanish mgr. available, immediate delivery call for lists. PAN AMERICAN AMUSEMENTS, 1211 Liberty Avenue, Hillside, New Jersey. (201) 353-5540.

ALL TYPES OF COIN-OPERATED EQUIPMENT. Flippers, shuffle alleys, guns, TV games, Williams, Gottlieb, ChiCoin, Ramtek, Allied, Natting Phonographs (large selection) Wurllitzer, Seeburg, AMI, Rock-Ola, Rock-Ola vending, Cigarettes, candy, cold drink, National Smokeshop, Rock-Ola. All kinds shipped to perfection or buy as-is and save. We have the right price and equipment on hand to serve your needs. Write or call: FLOWER CITY DISTRIBUTORS, INC., 389 Webster Ave., Rochester, N.Y.

FOR SALE: Old Chicago, \$795, Spirit of '76, Royal Flush, Hocus Pocus, "300," Top Score, Duotron, Midway Uprights, \$200, Seeburg LS-I and LS-II, \$550 each, STARK NOVELTY CO., 239 30th St. N.W., Canton, Ohio 44709. (261) 492-5382.

FOR SALE: Seeburgs, Bandshells, Olympians, Matadors, Vogues, Entertainers (call for price), Pro Football \$350, Derby Day \$295 and Hayburners \$295 converted to add-a-ball. Will trade. STEHR VENDING CO., Box 218, Sparta, N.J. 07871. (201) 729-6171.

Electronic Test Equipment: Books & Home Study Courses. Immediate delivery on B&K oscilloscopes, digital multimeters, transistor checkers & power supplies.

***I&L Instruments** bugbooks & training aids for home study including the Digi-Designer, the Innovator Series & MMD-1 microprocessor system. Call for free catalog & prices. BankAmericard & Master Charge accepted. CENTRAL DISTRIBUTORS, INC., 2315 Olive St., St. Louis, Mo. 63103. Call toll free in U.S.A. 1-800-325-8997 (in Missouri call 1-800-392-7747).

WURLITZER Model 1100, Rockola model 2, Seeburg models B and C, Motoscope Candy Shoppe Grabber, Western Sweepstakes — Make Offer. BRENON'S COIN MACHINES, INC., P.O. Box 117, Brownville, New York, 13615.

SALE: 1,000 Bally super continental slot machines. Excellent condition, \$1,250 each. F.O.B. Antwerp, Belgium. Machines subject to inspection. Pan American Amusements, 1211 Liberty Avenue, Hillside, New Jersey 07205, telephone 201-353-5540.

FOR SALE: Winners, Zodiac, Top Card, Baseball, Triple Strike, Pro Football, Gulf Stream, Dealers Choice, F-114, Gangbuster Gun, Ambush Gun, Sea Rescue, Chi Coin Rifle Gallery, D&L DISTRIBUTING CO., Box 6007, Harrisburg, Pa. 17112 (717) 545-4264.

FOR SALE: 50 Seeburg 160 selection wall boxes \$25 each, 20,000 used 45 rpm records, 1000 or less 10c each, over 1000 9c each. Watling 200 scale \$200, Rock-Ola Low-Boy \$60. One-third down balance C.O.D. CENTRAL MUSIC CO., Box 284, Killen, Texas 76541.

COIN MACHINE ROUTE FOR SALE: 35 year old company located in Richmond, Virginia. Complete line of amusement, music and cigarette machines placed in solid customer route. Estate settlement will finance to qualified buyer. Contact Jim Whiting (804) 644-3071. THE VIRGINIA BUSINESS EXCHANGE, Box 1459, Richmond 23212

FOR SALE, completely reconditioned: Bally — 1 Amigo \$695, 1 Flicker \$645, 1 Boomerang \$725, Williams — 1 Travel Time \$395, 1 Pat Hand \$895, Ramtek — Clean Sweep \$395, Midway — 1 Tornado Baseball call or write. MICKY ANDERSON, INC., P.O. Box 6369, Erie, Pa. 16512. Phone (814) 452-3207.

FOR SALE: Coin machine route located in southwest Colorado. Complete line of jukeboxes, pool tables, videos, foosballs, pinballs and cigarette machines. Great opportunity, \$250,000. Call (303) 882-7946 or (303) 7968.

BINGOS FOR EXPORT ONLY. Available 25 Big Wheels. Write for special price. Also OK games, and Ticker Tapes, Late pin balls, and Arcade equipment. D&P MUSIC CO., 1237 Mt. Rose Ave., York, Penn. 17403. P.O. Box 243. (717) 848-1846.

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IF YOU NEED A LAWYER call L. ROB WERNER, Attorney (213) 469-7047, 462-7227, UCB Building, 6255 Sunset Blvd., 20th Floor, Hollywood, California 90028. — Personal service for your legal needs. — Special arrangements made to meet the demanding needs of the industry.

EMPLOYMENT SERVICE

SCHOOL FOR GAMES AND MUSIC, two and three week courses. Phonos Flippers and Bingos. By schematics! CAL S COIN COLLEGE, P.O. Box 810, Nicoma Park, Okla. 73066 (405) 769-5343.

YOUNG WRITER-PRODUCER with sources for artists and material desires association with a progressive record company needing same and prepared to make offers. Write C.K. Aspinwall of 652 Azalea Drive in La Grange Ga 30240.

MECHANIC-COLLECTOR WANTED: Games, music, cigarettes repair. Must have references and years of experience. 5-6 days. Benefits. North Central New Jersey. 2 bedroom apartment available. Send resume to Cash Box Magazine, 119 W. 57th St., New York, New York 10019.

RADIO-TV JOBS! Stations hiring nationwide: DJ's... PD's... News... Sales... All Categories. Free details, Job Leads. 1680-CJ Vine Street, Hollywood, CA 90028.

SEEKING record company or writer with connections for song releases. Publishing rights wanted. Also master tapes for sale, ready for pressing. Perez, Box 633-A, Detroit Mich 48232.

JO-BAR MUSIC PUBLISHING CORPORATION and BAR-JO Records, Inc. needs investors and stockholders to re-open music business. Write BAR-JO at 83-45 Vieter Ave., Suite 2B, Elmhurst, NY 11373 or call (212) 898-1628 or 243-5668.

BMI SONGWRITER-COMPOSER who has written for Tavares, Righteous Bros., Grass Roots and others now auditioning soulful keyboard players for composing/collaboration. Also have contemporary soul and disco catalog for A&R men and producers. Willie H. Wilson (213) 296-6649.

SERVICE SCHOOL FOR GAMES AND MUSIC. Ten-week night course teaches practical theory, schematics. \$575 full price. COMIT, 2115 Beverly Blvd., Los Angeles, Ca. 90057 (213) 483-0300.

HELP WANTED: Record advertising sales. The Boston Phoenix, the most successful weekly newspaper in the country for 18-34 year olds, is expanding. We need another person experienced in sales to the record/music industry. Rush your resume to: H. William Volk, general manager, THE BOSTON PHOENIX, 100 Massachusetts Ave., Boston 02115.

PROFESSIONAL LEAD SHEETS. Beautifully written. Copyright forms incl. Send cassette and lyrics + \$15 check or m.o. "Scarborough Affair" c/o Omega Unltd. Prod. P.O. Box 1829, Hollywood, CA 90028.

SERVICES COIN MACHINE

ACE LOCKS KEYS ALIKE: Send locks and the key you want them mastered to: \$1.25 each, 10% D/C in lots of 100 or more. DANDEL LOCK SERVICE, 61 Rockaway Ave., Valley Stream, N.Y. 11580. (516) 825-6216. Our 38th year in vending.

RECORDS-MUSIC

WHAT'S ON IN THE U.K.? Original program material, including latest British releases and interviews with leading rock artists, will assist in establishing market leadership for your station. Details of personalized service from: Castle Broadcasting, The Barn, Rowlands Castle, Hampshire, England.

LEADING TAPE AND RECORD DISTRIBUTORS of all labels. Will sell current & cut-out merchandise at lowest prices. Member of NARM. Send for free catalogues. CANDY STRIPE RECORDS, INC., 371 South Main Street, Freeport, New York 11520. (516) 379-5151. (212) 895-3930 Telex 126851 Canstripe Free.

RECORD/MUSIC POSITION wanted by young single male. B.A. (Economics), J.D. in management, promotion or production. Creative, highly motivated. Resume: CHRIS JOHNSON, 7220 Hollywood Bl. #234, Los Angeles 90046.

WANT: 45s/ALL TYPES 1955-1976 (Pop, R&B, C&W, MOR). Will deliver cash if you got enough of what we want. Call Martin Cerf/Phonograph Record Magazine, P.O. Box 2404, Hollywood, CA 90028.

INTERNATIONAL RADIO STATIONS, MUSIC PUBLISHERS, discoteques and fanclubs subscribe to our Automatic Airmail Service for all singles and LPs from the charts. The fastest and most dependable service in the world. AIRDISC SPECIAL SERVICES, Box 835, Amityville, New York 11701.

WANT RECORDS & TAPES, 45s AND LPs, surplus returns, overstock cut-outs, etc. Call or write Harry Warriner at KNICKERBOCKER MUSIC CO., 101 Gedney St., Nyack, N.Y. 10969 (914) 358-5086.

FREE CATALOG — COMPLETE ONE STOP: Specializing in oldies-but-goodies. Wholesale only. PARAMOUNT RECORDS, INC., 1 Colonial Gate, Plainview, L.I., N.Y. 11803.

KING OF MUSIC RECORDS is looking for masters. Send copies to KING OF MUSIC RECORDS, 806-16th Avenue South, Suite 217, Nashville Tennessee 37203, or call (615) 242-2023.

FOR SALE: 5,000 jukebox 45s, 100 different \$8.50; foreign \$13. Choose Rock, Disco, Polka, Country. AL's 2249 Cottage Grove, Cleveland Heights, Ohio 44118.

OPERATORS — We buy used records not over 1 year old — 10c each plus postage. JOHN M. AYLESWORTH & CO. 9701 Central Ave., Garden Grove, Calif. 92644 (714) 537-5939.

RARE RECORD SHOPS AND FINDER. List of 31 United States shops. Up to date list personally compiled \$2. MACLEAN'S, 312 Belanger St., Houma, La. 70360.

HOUSE OF OLDIES — We are the world headquarters for out of print LPs and 45s. Also, the largest selections of old rock 'n' roll and rhythm and blues albums. Our famous 3 in 1 catalog. \$1.25. HOUSE OF OLDIES, 267 Bleeker St., N.Y., N.Y. 10014. (212) 243-0500.

FOR EXPORT: All labels of phonograph records, cartridges, cassettes. Also excellently priced selections of close-outs. Nearly 30 years of personalized service to importers world over. Wholesale only. DARO EXPORTS, LTD. 1468 Coney Island Avenue, Brooklyn, N.Y. 11230. Cable: EXPODARO, NEW YORK.

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DEEJAYS! Here's top drawer comedy for you! 11,000 one-line gags for radio; only \$10! Unconditionally guaranteed! Catalog of one-liners, funny stories, put-downs, trivia, breaks, and lots more, free on request. Edmund Orrin, 41171-C Grove Place, Madera, Calif. 93637.

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CLASSIFIED POWER!

Got machines to sell? Is there something you're looking to buy? Maybe you'd like to move some used 45's or need a route mechanic? See ad rates above.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

Make sure your check is enclosed

Midwest Concerts Increase

(continued from page 15)

Hall & Oates, Linda Ronstadt and Neil Diamond, while the Milwaukee Arena headlined acts including Heart, Ted Nugent, and ELP.

Kansas City's Uptown Theatre and Kemper Arena were able to feature top caliber groups, including George Benson, Alice Cooper, and Burton Cummings. And in Chicago, for the first time in the city's history, Soldier's Field Stadium, operated by the Chicago Parks Department, was made available to rock promoters. This summer, the venue hosted near-sellout crowds for bills that included ELP, Foghat, and J. Geils; Ted Nugent and Lynyrd Skynyrd; and Frampton and Bob Seger.

"After a summer like this, people have indicated they are much less apprehensive about coming into Milwaukee," commented local promoter Randy McElrath, president of Star Date Promotions.

Irv Zuckerman, a promoter working in Kansas City and St. Louis, added, "We are perhaps not in the forefront of people's minds for concerts, but we proved this summer that we can draw sizable crowds comparable with other large cities."

Strictly Summer Concert Goers?

Zuckerman also indicated that, according to a survey taken by his production company, Contemporary Productions, there is a definite percentage of outdoor summer concert goers who will not attend an indoor show, preferring the outdoor concerts "because it's more of an event, a party atmosphere outside, and they simply enjoy themselves more."

McElrath similarly felt that the success of large outdoor concerts in the midwest this summer is "part of the signal that there's another type of concert goer whom we don't see in the winter but who comes out in the summer."

Theme Parks

Yet another type of rock and pop concert goer has been in evidence at the increasing number of shows presented by the large regional theme parks, including Great Adventure in New Jersey; the Six Flags Inc. chain of "family entertainment centers" in St. Louis, Dallas-Ft. Worth, Houston and Atlanta; Worlds of Fun in Kansas City; Carowinds in Charlotte, North Carolina; and Kings Island in Cincinnati.

Featuring such acts as Firefall, Elvin Bishop, KC & The Sunshine Band and the Nitty Gritty Dirt Band, the parks attract a family-oriented type of crowd and offer, according to Bob Kochan of Six Flags Over America in St. Louis, "a wholesome, all-American type atmosphere. Mom and Dad are not afraid to let the kids watch rock concerts here."

More often than not, Mom and Dad will be in the audience, since most theme parks do not charge extra admission for their concerts. "The name entertainment gives the park an added attraction," Kochan said. "It widens the rock group's audience and is a tremendous marketing tool for us, affording us an especially good vehicle for promotion on TV and radio."

One exception to the flat fee admission norm is Carowinds Park, where a low-priced, separate concert admission was

charged for the first time this summer. "We decided to see if the music was a money-making operation," a Carowinds spokesman said, "and we found that it definitely was." The park has a 10,000-seat amphitheatre and has featured such acts as the Spinners, Jimmy Buffett and Kris Kristofferson and Rita Coolidge.

Barbra Skydell, an executive vice president for Premier Talent, one of the country's largest booking agencies, termed the trend of theme parks presenting more rock and pop groups "a tremendous outlet which opens up venues not previously available for these acts."

Similar opinions were expressed about the burgeoning concert venues available at state fairs (Cash Box, Sept. 26). However, theme parks are distinct from state fairs in that they are year-round or half-year operations instead of two weeks in length. Theme parks also have invested in professional stage and lighting equipment and crews, feature artists on a regular weekly basis, and advertise every upcoming appearance.

A further rise in the number of rock and pop groups appearing at theme parks appears likely next year. In fact, according to Jim Glynn, spokesman for Worlds of Fun, these concerts "are no longer a trend. They're part of a standard procedure at most parks. They know they're going to get crowds that would not come without the rock groups, and parents as well as children don't feel as threatened about going to a concert there as they would if it were in an inner-city auditorium."

First NARM Meet Draws Good Crowd

(continued from page 14)

ject in the works is a "reader's guide index" to music marketing and merchandising literature, which Cohen envisions as a key resource for students of the industry and established business people looking for new ideas.

Dr. Rachman, the guest lecturer, is currently a consultant to such mass merchandise chains as J.C. Penney and McCrory, as well as the Schwartz Brothers chain of Harmony Hut record stores.

Rachman reminded the audience that music retailing was as much an entertainment business as a sales enterprise. Most retailers, he indicated, had been derelict in failing to take advantage of the inherent excitement of recorded sound.

Rachman urged the retailers to implement a system for "analyzing consumer demand," preferably by maintaining better inventory records and keeping close tabs on the dates of delivery. "I can't see keeping records for more than six months," Rachman asserted. "It's costing you money. By breaking down inventory by age, you know what's selling and what to reorder."

Other advice offered by the consultant included hiring heavy part-time help, so that work hours can be staggered according to peak sales periods; and instituting zero-based budgeting in each outlet.



THEIR MONEY'S ON MONEY — Eddie Money is the first artist brought to Columbia Records by Bill Graham's Wolfgang Productions under terms of a newly-signed production agreement. Money's debut LP is scheduled for release later this month and will coincide with a national 30-40 date tour. The LP will carry a Wolfgang logo on a Columbia label. Pictured with a copy of the album are, (from left): Ken Sasano, west coast associate director of product development for Columbia; Don Dempsey, vice president of marketing for Columbia; Bruce Lundvall, president of the CBS Records Division; Graham; Jack Craigo, senior vice president and general manager of marketing for CBS; and Jonathan Coffino, director of new artist development for Columbia.

Iron-On Transfer Mfg. Granted Injunction

LOS ANGELES — A U.S. District Court in Ft. Lauderdale, Fla. has decided in favor of Holoubeck Studios, one of the largest heat iron-on transfer companies in the country, in a case involving the infringement of licenses held by Holoubeck on such music personalities as Peter Frampton, the Doobie Brothers and Steve Miller.

The case alleged that The Wild Side, a Miami-based iron-on transfer company, was manufacturing, using, selling and distributing unauthorized heat transfer iron-on imitations or pirated reproductions of 14 Holoubeck designs. In addition to a permanent injunction granted to Holoubeck, The Wild Side will also be required to meet the cost of a settlement which is in excess of the total net sales made by the Miami firm.

Investor Trio Drops Plan To Refloat Wallichs

(continued from page 10)

Integrity Entertainment of five of the seven Wallichs locations, which has already received Bankruptcy Court approval (Cash Box, July 2).

Spencer Pearce of Shaftsbury Music was understood to have taken over the remaining two Wallichs locations, subject to the approval of the Wallichs board.

According to a proposal for the reorganization of Wallichs under Chapter XI of the bankruptcy laws, the Schlags, Barsky and Pearce would each have received 25% of the debtor company in exchange for financing the continued operation of the chain.

The plan seemed headed for confirmation last month when, during a hearing before Bankruptcy Judge James Dooley, attorneys for Wallichs said they had received consents to the plan from a near majority of the creditors.

At a subsequent hearing, however, the attorneys announced that many of the consents to the plan of arrangement had been withdrawn, following the announcement that a compromise had been worked out with Westinghouse Credit Corp. over pending litigation.

Integrity Reports Profits Doubled In Fiscal 1977

LOS ANGELES — Integrity Entertainment Corp., which owns and operates California's Wherehouse and Hits-For-All retail chains, last week announced that profits for the fiscal year ending June 30 had nearly doubled on an 18% increase in sales.

Net income for 1977 was \$844,514, an increase of \$402,199, or 91%, over 1976 net income of \$442,315. Sales for the fiscal year totalled \$46.1 million, an increase of \$6.9 million, or 17.6%, over 1976 sales for the year.

Fourth-quarter earnings were \$229,694, an increase of \$229,319, or 512%, over fourth-quarter earnings in 1976 of \$375. Sales for the fourth-quarter this year were \$12.1 million, up \$3.25 million, or 36%, from 1976 fourth quarter sales of \$8.8 million.

Integrity's financial announcement stated, "Integrity Entertainment Corp., from a standing start seven years ago, has expanded to a point where it is currently the largest record retailer in California, having 88 retail stores representing a net increase of 19 over last year. The company expects to have 99 retail stores by the Christmas season."

"The preponderant portion of the company's annual sales are derived from the Wherehouse stores."

Mushroom, 20th And RSO Records Up List To \$7.98

(continued from page 9)

boat Annie," Chilliwack's "Dreams, Dreams, Dreams" and the "Switched On Beatles" album.

The price hike on 20th Century Records' product went into effect Sept. 19, and includes all \$6.98 list albums except the Rusty Weir catalog, which will remain at \$6.98 list. The two-record set soundtrack from the motion picture "Star Wars" will also keep its old list price of \$9.98 for both the LP and tape.

These announcements come in addition to the four companies that announced general price hikes the previous week: Phonogram/Mercury, Polydor, United Artists and Island.

A detailed account of UA's price hike lists reveals that all two-record sets presently listing at \$6.98 or \$7.98 will now become \$9.98 list LPs.

Soundtracks

All soundtracks and Broadway shows currently \$6.98 list will increase to \$7.98, as will all Blue Note LPs presently \$6.98 list. The Electric Light Orchestra catalog of LPs which list for \$6.98 also are now raised to \$7.98 list, as are all \$6.98 list albums by War.

All UA 8-track and cassette tapes which list for \$7.98 but are from two-record sets will be increased to a \$9.98 list price. UA's price increases went into effect Sept. 16.



AT THE WEA CONVENTION — Pictured at WEA's recent first national sales meeting in Florida (l-r) are: Steve Wax, president of Elektra-Asylum Records; Arlyne Rothberg, manager of Carly Simon and Bruce Roberts, and David Horowitz, president of Warner Communications Inc.; Mo Ostin, chairman of the board of War-



ner Bros. Records, and Albert Grossman, president of Bearsville Records; and Mel Posner, vice chairman of the board of Elektra-Asylum Records; Joel Friedman, WEA president, and Jerry Greenberg, president of Atlantic Records. The convention took place Sept. 7-11.



Phonodisc Is Now #3 Branch Oper.

(continued from page 7)

market leaders WEA and CBS. With their latest acquisitions, Phonodisc has approximately 6%-8% of the total market, behind WEA, which has somewhere around 22%-25%, and CBS, which has 20%-22%, about two to three points behind WEA.

Previously, Phonodisc had approximately 5%-7% of the market, in the same general area as Capitol and RCA. MCA currently has about 2%-4% of the market, about the same as ABC.

Increase Of 3%

Independent distributors that pick up the ABC Records line will therefore increase their market share by about 3%. Generally, throughout the past few years, the independents have had about 20% of the market, plus or minus a few points. In many markets, however, that 20% share is split up among two or more distributors.

Exactly which distributors are going to get the ABC line was unclear at press time. It was understood that Skip Byrd, president of ABC Records Distributors, was the person who would put together the ABC distribution network.

The current ABC setup of part-branch and part-independents marks a return to the same system they employed up until a few years ago. At that time, joining a growing trend, they went all-branch.

Also unclear was which of Casablanca's independent distributors were going to retain the line until Christmas.

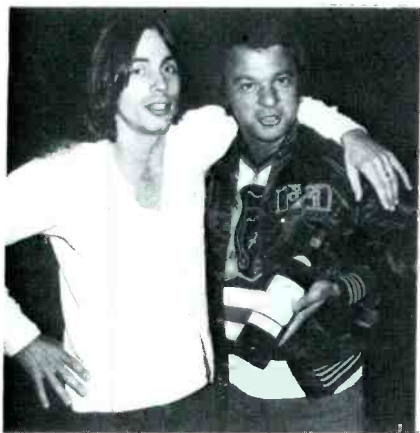
Steering Committee For Promo Group Named

LOS ANGELES — The new steering committee for the Southern California promotion men's unassociation was announced at a recent meeting of the group. It will consist of: Dale (White) Horn, Ariola; Don Stowne, Lifesong; Brad Cramer, Record Merchandising; and Jan Basham, A&M Records. The group also discussed the October 16 picnic for members and their families. Working with steering committee members on the picnic are: Nancy Eddo, Ranwood; Bob Paiva, London Records; and Eddie Teichmann, Cadet.

6 New LPs Released On GRT Budget Label

LOS ANGELES — Six new record and tape albums in a series by the Rainy Day Orchestra and Singers have been released on the Sunnyvale label by GRT Music.

The label is GRT's new budget label, with the Rainy Day series aimed at the adult market.



BROWNE TOASTS TOUR — Elektra/Asylum recording artist Jackson Browne recently wrapped up a concert tour with a six-night stand at the Universal Amphitheatre in Los Angeles. Shown celebrating with a bottle of wine (l-r) are: Browne and Jerry Sharell, E/A vice-president/artist development.

Albums In CBS 'New Acts' Campaign Selling In Increased Numbers As Dealers Laud Plan

(continued from page 7)

tunity to return them for credit on future purchases.

"The cooperation from our customers — retailers, one-stops and so on around the country — has been sensational," said Jim Tyrrell, vice president of marketing for Epic, commenting on dealer response thus far to the program.

Don Dempsey, vice president of marketing for Columbia, said another major aim of the "Baby Acts" program is the hope of breaking some of these acts in rack record departments.

Although rack buyers have been called "notoriously conservative in their buying habits," Dempsey said, "the rack jobber's accounts are beginning to take a completely different view in terms of their attitude about the record department and their willingness to represent music and artists at a much earlier point in their success than what was done in the past."

Racks Hopeful

Several rack jobbers indicated they are enthusiastic about the program, but Hynes said, "Some are certainly more interested than others. It's good for a retail structure, but it may not be as good for a rack structure. They would take it on more of a release-by-release basis, although they have been very co-operative."

John Kaplan, executive vice president of the Handleman Company, the nation's second largest rack jobber, handling all 1,000-plus K mart stores, said, "We are participating to an extent with our retail stores, although if there is something we think has a chance on the rack level, we would do it through the rack orders, too."

"In fact, I'm going to go in on one item I believe in very much, and that's the 'Meatloaf' record. I'd like to see if we can contribute to help make this artist, and we will do it with that act," Kaplan said.

He also said although Handleman would not try to break every "Baby Act" through the racks, when they did decide to do it on a particular act, they would do it through all the stores, not just a few large or key stores.

ABC Record and Tape Sales, however, is implementing the program on an experimental basis in some of its rack stores. Steve Kugel, vice president of marketing of ABC, admitted, "It's difficult to break an act on the rack level. We have been ordering five to ten copies of some of the albums, then we watch the tickets and report what we see to Columbia."

Kugel said ABC is stocking "five or six of the albums in about 150 of the larger stores," which he said is significantly more than ABC generally stocks on a debut album.

"Without the protection CBS is offering, we would not be experimenting to this degree. In effect, we are both gambling with CBS' money."

Seymour Leslie, chairman of the board of Pickwick International, said, "I think Pickwick will be as involved in the program as anybody else will be. We will certainly do our part in working with CBS and others to the extent that we believe it fits and serves our demographic needs."

Western Merchandisers, however, is not as yet participating in the program with its rack customers. Steve Marmaduke, the rack buyer for Western, said, "Our retail division has (begun participating) but I have not per se, because I do the buying for the rack division."

"You can't buy an awful lot of rack product like 'Meatloaf' but I think it's an excellent idea. They have talked to us, but so far we haven't done anything on the rack level."

Retailers' opinions, however, were more consistent than those of the rack jobbers, and almost all called the program a good,

progressive move by CBS, an approach to creating added excitement for records by new artists. Moreover, several indicated they were giving the new releases stepped up treatment in terms of in-store positioning and display.

Rod Linnum, buyer for the Detroit-based Music Stop stores, called the CBS program "very effective," adding, "I would think those retailers that don't take advantage of something like this are defeating the purpose of being in the retail business."

"It's the small retailers who have to break pop product; the stores like K mart aren't going to do it. Sooner or later Columbia is going to offer a group the stature of Boston and we're certainly going to cash in on those."

Linnum went on to say that Music Stop stores are allowing their customers to purchase the new releases on a "buy-it-and-try-it" basis. In other words, if customers don't like the album after taking it home and listening to it, they can exchange it for any comparably priced LP in the store.

As a result of the liberal retail incentives offered by CBS, Linnum said, he was able to stock the new releases in quantities of 30 per store instead of the two or three he would normally buy.

"I can buy the albums aggressively, display them aggressively and return them if they don't sell," he explained. "And I don't have to worry about inflating my inventory, which is all-important in a small retail chain."

Similarly, Fred Traub, vice-president of purchasing for the 78-store Record Bar chain, said he found the extending dating particularly helpful. "At a time when list prices are going up and everyone's open-to-buy has been affected because you can't buy as many units at the higher price, the dating program gives you an opportunity to commit to product that might have otherwise been marginal."

Lou Fogelman, president of the 15-store Music Plus chain in southern California, and Tom Keenan, president of the Portland, Oregon-based Everybody's stores, agreed that the program benefits both the record company and the retailer.

"It gives their (CBS) promotion people a tremendous handle when they go into the radio station and try to work the product," Fogelman said. "And it isn't hurting the retailer because he can return the product before he has to pay for it and he gets free goods to cover his handling."

Sam Stollen, buyer for the 17-store Sam Goody chain, stressed the importance of effectively merchandising the new releases in the stores. "It wouldn't get off the ground without some point-of-purchase merchandising," he said, adding that CBS has provided floor racks, header cards and other display items.

The only problem with the CBS concept, according to Stollen, would be if other record companies began offering similar programs, which would put a severe strain on already limited floor space.

Lee Hartstone, president of Integrity Entertainment, Inc., which operates the Warehouse and Hits-For-All chains, said, "The essence of their program, as I understand it, is representation at the point of sale, rather than promotion."

"I don't think they are asking us to do their job of promoting. All they are asking us to do is to back up their promotion by having the product. They can have our point of sale, but I don't know that they can have a promotional effort. We have a whole industry to serve."

He also said he thinks many of the incentives in the program are not aimed at giant retail chains such as the Warehouse, because, he said, "We normally represent

almost every new release anyway."

As a result, Hartstone said, "it's not terribly unusual from what we were doing before. We were representing their new acts before they went on a program."

In general, though, he said he thinks the CBS program is a "good effort. The development of new acts is the heart of our business."

Western Merch.

Walter McNeer, vice-president and general manager of Western Merchandisers' retail division, said all eight of the stores he does business with are actively selling the "Baby" albums and that he has already reordered on some of the acts.

He also said those stores are passing the discount CBS gives them on to the customer, which he said is boosting sales.

"We are putting in probably four times as many albums as we usually would have. Quite a few of them are doing well. They still have some stiffs, like they always have. But we are giving them more in-store play, which I think is probably getting us more sales than anything."

Ira Heilicher, formerly of Heilicher Bros. and Pickwick and now president of the Great American Music Co. retail store in Minneapolis, said, "At this point, we've been running almost 70%-80% of the acts. Karla Bonoff is one of them and we've been back twice for that one."

'Two Winners'

"Like I told the people at CBS, 'All you need is two winners out of this program. You don't need two superstars, all you need is two winners and it was well worth the effort.'

"If there are no winners," Heilicher said, "at least CBS was willing to take the gamble. Although it's not a big gamble, it is a gamble and if they are willing to take that gamble, the least we can do, if we have the space to devote to it, is give them the space."

He said he has eliminated one display area to create additional space for some of the new acts' albums. "Not all of them, but a few of them. We said based on the commitment and the additional gross profit involved in the program, it was worth taking a display of a particular artist and commit it for the facings of the new LPs."

Many echoed the same view that what CBS has done with their program is not vastly different than what has been done by other companies, except that the CBS "Baby Acts" campaign is more all encompassing.

Kaplan best summarized these comments when he said, "It's not really that different from what's been done before. They've given it a name and a concentrated effort, and almost anything that falls in that category has been done by others from time to time on specific items."

"But the others haven't given it that terminology CBS has. What they are doing is highlighting the fact that they don't tell you in advance they think it's going to be another hit. They highlight the fact that it's new product that they believe in and they are going to do their share by promoting it, giving you ad dollars if you want it and sell you the product at a better price so you'll take a chance on it."

"All of these things contribute to a retailer and a rack jobber wanting to co-operate."

'Operation Breakthrough'

CBS officials said once an album has achieved what they feel to be a sufficient amount of sales, airplay and chart action from the "Baby's" campaign, techniques known as "Operation Breakthrough" are implemented.

As one CBS executive put it, "Breakthrough is only implemented when an album appears to have a national characteristic in its consumer response."



E/A SIGNS WHITE — Elektra/Asylum Records recently signed Lenny White to the label's new jazz/fusion music division. White, who formerly was the drummer with Return To Forever, is recording his debut LP for the label with Al Kooper producing. Pictured (l-r) are: Toby Byron, White's manager; Joe Smith, E/A chairman; White; Dr. Don Mizell, E/A general manager/jazz/fusion division, and Al Kooper.

EXECUTIVES ON THE MOVE

(continued from page 12)

London Promotes Peros — London Records announced the appointment of Marie Peros as administrative assistant to the vice president of finance & operations. In her twenty years with London, Peros served as national credit manager for ten years. She joined the company as a secretary to the NYC credit manager.

Port At Pickwick — A new addition to the Pickwick staff is George F. Port. Formerly an officer of Springboard Records, he is working in the corporate office in Minneapolis as secretary and general counsel.

Schwartz Named At Filmways/Heider — Norm Schwartz has been named chief engineer for Filmways/Heider recording. He comes to Filmways/Heider with 20 years engineering experience at ABC-TV. He started his career in 1957 at WXYZ-TV in Detroit, where he also was an instructor in radio engineering at Wayne University. In 1960 he moved to ABC in Hollywood to work as audio mixer and sound effects specialist. He won an Emmy in 1974 for "creative technical arts" on the "In Concert" show.

Brooks Joins GMA — Greg Brooks has joined the mountain states office of The Good Music Agency in Missoula, Montana. He begins work as an agent-trainee in the college/concert department, joining nine other GMA agents. He will be responsible for booking GMA's national and regional acts in colleges in the northwest and southwest.

Reis To Clark — Clark Transfer, Inc. has announced the appointment of Geoffrey Reis as national manager of their rock tour department. He will be based at their Burlington, New Jersey headquarters. His predecessor, Harry Grossman, is now head of Cavallo-Ruffalo's Complex in Los Angeles, California.

Faber Joins TWM — Leona Faber has joined the TWM Management team as director of publicity promotion services. Prior to joining TWM she was working independently as a publicity contractor.

Long To System Four — Joseph Long has been named special projects associate at System Four Artists, Ltd. He was formerly director of publishing and artist development for the Entertainment Company.

Hall Named At Paragon — Paragon Agency announced the appointment of Bill Hall to the Paragon staff. Prior to joining Paragon, he was associated with American Talent International in Los Angeles and New York and Associated Booking Corp. of New York.

Schock To Home Run — Home Run announced the appointment of Jeff Schock to the position of assistant to the executive director. He joined Home Run last September. Schock will be responsible for coordinating the various directives of management.

Kutner To Associated Artists — Associated Artists has announced the appointment of Steve Kutner as an agent with his agency, which books, among other artists, Chilliwack and Aalon. He was previously with Far Out Productions, and, in addition to tour coordination, has been involved in sales efforts and merchandising and marketing campaigns.

ITC Promotes Nunez — Armando Nunez has been promoted to vice president and general foreign sales manager, it was announced by ITC Entertainment, an ATV company. He assumes the post following the retirement of Tom Sibert, who had been in charge of foreign sales. Nunez has been associated with ITC's foreign sales department for the past twelve years, serving in a series of executive positions. Previously he was with 20th Century Fox International Corporation and Inter-America Corp. for fifteen years, holding a variety of executive positions here and in Cuba.

MCA To Launch Campaign For Elton

(continued from page 9)

vice president of marketing.

Sales displays and in other in-store aids have been designed and will include posters for the new LP as well as the entire Elton John catalog, a mobile, 12-inch styrofoam "ELTON," display letters and a 6-foot-tall stand-up of Elton as he appears on the album jacket.

NMPA And Educators Issue Pamphlet About New Copyright Law

NEW YORK — A pamphlet guideline has been issued for the provisions relating to the educational use of copyrights incorporated in the copyright statute, scheduled to take effect on January 1, 1978.

The pamphlet, "The United States Copyright Law: A Guide For Music Educators," was jointly issued by the National Music Publishers' Association in conjunction with the Music Educators National Conference, Music Teachers National Association and National Association of Schools of Music.

The NMPA's offices are located at 110 East 59 Street, New York, N.Y. 10022.

MCA's promotion department, headed by Ray D'Ariano, will conduct a Top 40 radio ad campaign with on-the-air contests October 1 and 2 in major markets nationwide. Promotions for progressive stations will follow.

Elton Single

A new Elton John single is expected to be released mid-October when a second radio blitz will be undertaken.

According to MCA vice president Bob Siner, advertising will be geared to reach 100 million people in all segments of the population.

Television spots for the greatest hits album will begin airing during the Christmas buying period and will continue into 1978.

The album release and campaign will coincide with the Viking/Penguin, Inc. publication of "Elton: It's A Little Bit Funny."

The book is about a year in the life of Elton John with photos and text written by Bernie Taupin. Cross promotion between Viking and MCA is being set for store and radio levels.

Casablanca To Join Phonodisc Dist.

(continued from page 7)

Harris, executive vice president, voted to sell the stock.

Many of the Casablanca independent distributors will continue to handle product on a dual-distribution basis through Dec. 31, 1977 under a plan devised by Bogart. Concerning the dual-distribution plan and what specific distributors would continue to handle Casablanca product, Bogart explained, "Certain policy guidelines of the company do not allow for disclosure of the distributors."

He added, "We really want to give the independent distributor a fair shot to get out and not abruptly change anybody's business."

'Getting Out Clean'

"The new distribution program that we've worked out is to the advantage of their getting out clean . . . us getting out clean and both of us being able to phase out of each other and for them to be as happy as they can be under the circumstances."

Bogart also said, "Although I feel sad leaving so many friends behind in independent distribution, it has come time for Casablanca to take more control of sales and distribution. The Phonodisc operation will essentially give us our own branch distribution. It is acknowledged that the Polygram Group is one of the most powerful forces in the world of entertainment, and with their financial backing, we will have all the facilities of a major branch operation, as well as keeping the independence of

Other Labels Offer Their Comments

(continued from page 7)

wherever Neil Bogart goes, that's where I go."

Concerning the effect on independent distribution, Regan remarked, "I think independent distribution will survive. I have a lot of friends in independent distribution and I'm going to miss them."

Jimmy Jenner, president of Millennium, said, "We're going wherever Casablanca is going. There are many people there that we consider important for our company."

Other manufacturers now utilizing independent distribution commented on the individuality of this particular case and that it was not the beginning of any trend.

'More Time On Us'

"It's a situation between Neil and Polygram and he may do as he pleases with his marvelous record company. Certainly, anytime someone makes a change or elects to leave independent distribution, there's concern about its future," said Bob Fead, senior vice president of sales and distribution for A&M Records.

He continued, "I feel very optimistic about independent distribution. We're very pleased with what they're doing for us. Selfishly, it may free up more of their time to concentrate on our product."

Mike Lushka, executive vice president of Motown, said, "I really don't care. Motown is Motown. It may affect distributors as far as billing, but Motown won't be affected."

No Changes

Noting that the move would not change United Artists' attitude toward independent distribution, Artie Mogull, UA president, pointed out, "I don't think that it will have any effect on independent distribution because they're going to pick up a big line in the next two weeks (ABC Records)."

"My basic reaction is that independent distribution is still viable," according to Eliot Goldman, executive vice president of Arista. He added that A&M, Arista, and UA are all successful now and that they supplement the independent distributors with their own promotion, marketing and sales forces, therefore making the independents more "sophisticated" today. The combination of efforts by both the labels and the distributors results in the same service that you would receive through a branch system, he pointed out.

Casablanca. No other substantial change will take place in the recording, motion picture or television operations, or in the music and book publishing operations."

Steinberg Comment

Irwin Steinberg, president of the Polygram Group USA, commented, "Casablanca has shown itself to be the brightest new star on the horizon. Its success in records, motion pictures and music publishing, as well as its entry into television and book publishing, has taken the industry by storm. The joining of our existing forces will place the combination of our companies amongst the most powerful and important in leisure-time entertainment."

Guber, Casablanca chairman, added, "This association gives Casablanca the ability to strengthen the financial resources for its own film productions. The management team of Polygram — including Coen Solleveld; Kurt Kinkale; Johannes Van der Velden; Wolfgang Hix and Irwin Steinberg — in addition to the Casablanca management team, worked very hard at coming up with a format advantageous to both companies. The operation of Casablanca will remain the sole responsibility of the present Casablanca management team."

Coen Solleveld, president of the World Polygram Group, stated, "This is one of the most significant ventures Polygram has made in expanding its U.S. operations. We look forward to a long-time relationship with our new friends and associates at Casablanca."

Goldman feels that Casablanca didn't decide to "go branch" as such, but as part of the partial buy-out, they are now part of Phonodisc.

Larry Uttal, president of Private Stock, commented that "both record companies and independent distributors in the past have lost important artists, product and labels and at the same time of such loss everyone said the companies would suffer seriously. The results, however, have invariably been that the companies have not suffered, but that they have replaced the losses with other viable product. I congratulate Casablanca and wish them well in moving forward with new excitement and growth potential."

Comments from independent distributors reflected disappointment, but stressed that this was not a growing trend.

Seymour Leslie, chairman of the board of Pickwick International, who handled Casablanca in various regional markets, said, "We're disappointed that we had to lose them, but we've been good for each other for some time. We're still believers in the independent way and I think that was a unique situation for an individual, but hardly a trend."

"The loss of Casablanca, I believe, will be made up in the next year by those who will find the independent way the better way than distribution by a major. We believe that more people are coming to the realization that the series of entrepreneurs in local areas, handling distribution, probably are the most lucrative and keenest way to get to the market."

At All South Distributing Corp. in New Orleans, owner Warren Hildebrand predicted that Casablanca will probably not enjoy the same success and growth pattern under the new arrangement.

"No doubt about it that they are a very good company, but a large part of that success was, I think, from the independent distributors who helped to build them that big. I don't blame Bogart for taking the money from Polygram, but I think that other labels will fill the void. We'll just concentrate on our other labels."

Sid Talmadge, president of Record Merchandising in Los Angeles, expressed disappointment over the loss of the line, "but we will learn to live without it."



KIKI ON THE ROAD — Rocket recording artist Kiki Dee recently went to Vancouver to tape three segments of the Alan Hamel Show (network Canadian TV). While in Vancouver, she visited CKLG-FM for an interview. Pictured at the station are (l-r): Sterling Fox (CKLG-FM), Kiki Dee, Don Shafer (CKLG-FM) and Barry Ryman (MCA/Canada). In addition, Kiki did interviews with CJAY, CKXL, CHIQ and CFUN.

Chappell Music Exploits Old, New Of Its Song Resources

by Nigel Hunter

LONDON — Tony Roberts, general manager of the Chappell music division, is due in New York on September 26 on a mission which will also take him to Nashville and Los Angeles. He will meet fellow Chappell executives Irwin Robinson (New York), Henry Hurt (Nashville) and Eddie Reeves (Los Angeles) and their colleagues, and will also be seeking out A&R men and artists with new U.K. song product as well as drumming up business with other American publishers who have English offices, offering them competitive deals for printing and distributing their song folios in the U.K. through the Chappell print division.

Roberts is heading a twin-pronged operation to maximize profitable action on Chappell's vast song resources. On one hand there is the company's glittering standard catalogs, including copyrights by all-time greats such as Cole Porter, Richard Rodgers, Lorenz Hart, Oscar Hammerstein, George Gershwin and Irving Berlin; on the other there is Chappell's major commitment to contemporary song and its writers and exponents.

"Chappell has been 'the' standard company ever since I've been in the business," Roberts told *Cash Box*. "But because it is the best standard company, people have been blinded to the fact that it is also in the contemporary pop business. The thinking has changed at Chappell along these lines over the last few years. First Roland Rennie joined, and now there is me. My brief is to get heavily into the pop market without

pushing the standards to one side."

David Barnes recently joined Chappell in London from Essex Music, and is leading the standard side of the operation, exploiting the treasury of songs and seeking modern disc covers on them. Roberts is giving attention to the contemporary pop side of the scene.

"We have a weekly meeting where we pool information and review all the artists we know who may be looking for new songs," explained Roberts. "We specifically try to find a suitable song for an artist, and the Chappell person who knows them best goes along to see them. We don't go in with an armful of numbers — just one or two. If the artist doesn't like those, we'll think again and go back with more."

Old-Style Reversion

This is a reversion to the old-style of music publishing after years of the publishing sector being dominated (and, some people opine, stultified) by the trend of acts writing and publishing their own material to the exclusion of everything else. Roberts thinks the change back to older methods is good.

"You can persuade even some of the superstars to record other people's compositions," he pointed out. "It's not easy to write a hit song. It's a craft, a great skill, and many artists realize that while they can write a song themselves for a B side, it's terribly difficult to write that magic No. 1. I want to sign writers I can get recording covers on as well as singer-songwriters."

CRIA Centenary Of Sound Draws An Estimated 1½ Mil.

TORONTO — Conservative estimates predict that the Centenary of Sound pavilion at the Canadian National Exhibition attracted in the neighborhood of 1.5 million persons between August 17 and September 5.

Sponsored by the Canadian Recording Industry Association (CRIA), the former Automotive building was refurbished and renamed at a cost of \$1 million and housed 82 related industry exhibits during the tenure of the Canadian exhibition, the largest and most lucrative of its kind in North America. Opening day celebrations were staged for the media and among the keynote speakers who saluted the 100th anniversary of sound were Arnold Gosewich, president of Capitol Canada, and songwriter Gordon Lightfoot, who resides in this city.

Gosewich, chairman of the organizing committee for the pavilion, summed up the collaborative efforts of the industry in making it happen as "magnificent. It's going to make a lot of people around the world aware of what we're doing for the music business in Canada."

The pavilion, with 45,000 square feet of exhibit space, housed a total of 82 exhibits, ranging from record companies to T-shirt vendors. In a floor survey conducted midway through the pavilion's stay, consumers indicated that they were happy with the pavilion's existence and were most satisfied with video displays provided by record companies.

Free Performances

Beside the displays, a 2,000-seat theatre was built inside the pavilion, housing three domestic performing acts per evening at no cost to listeners. Group expenses were picked up by the AF of M. Other points of interest included an exhibit portraying the 100 years of recording, which included explanations of pioneering techniques leading to today's sophisticated stamping and manufacturing of records; a film display of how a record is manufactured; a recording studio manned by a name producer, with the opportunity of having a demonstration tape cut free of charge; and, of course, a record store with all profits being plowed back into the CRIA to offset the cost of the pavilion.

Classic Concerts Pacts With Block

LONDON — Derek Block Concert Promotions has acquired John Martin's Classic Concerts in a deal which further consolidates Block's increasing influence on the live show scene.

Martin has been staging about 100 shows a year through his Classic Concerts enterprise, including the Sunday Night at the Theatre Royal, Drury Lane series, open-air concerts in London's Regent's Park and one nighters at the Royal Albert Hall by stars such as Cliff Richard and Kiki Dee.

Martin, a show business veteran who has been agent at various times for Yes, Black Sabbath and Rod Stewart, amongst others, and founded the Great Western Festival organization with the late Sir Stanley Baker, is joining Block's organization to continue with his show projects.

WEA Of S. Africa, Joburg Form Pact

JOHANNESBURG — A sales and distribution agreement has been made between WEA South Africa and the newly-formed Joburg Records Company. WEA will now have first option, internationally, on all Joburg product, except Rabbit (Capricorn) and Margaret Singana (Casablanca).

De Rougemont Named As CBS Int'l. Senior VP

NEW YORK — Peter de Rougemont has been appointed senior vice president, European operations, CBS Records International. Rougemont is responsible for all operations of the CBS Records International continental subsidiaries in Europe, including long-range planning and development of the European artist rosters.

Rougemont joined CRI in 1958 as general manager, Columbia Argentina. After several top managerial appointments in South America, he moved to Europe in 1963 and became vice president, European operations, CBS Records International.

Australian News

AUSTRALIA — Currently in Australia on nationwide tours are **Jose Feliciano** and the six piece **10cc**, who have brought close to seventeen tons of equipment for their concerts. Both acts are receiving excellent response from Aussie audiences with an expected surge in their respective disk sales.

The big news on the personal appearance scene currently is the tour by Australian **Peter Allen**, who is appearing as his single, "I Go To Rio," holds high on the nation's charts.

peter smith

WEA Acquires U.K. Nonesuch Catalog For Distribution

LONDON — WEA Records has acquired the U.K. marketing and distribution rights for the Nonesuch catalog, and an initial release of 50 albums will be shipped in mid-October in a major campaign tagged "The Rare, The Unusual, The Unexplored."

The selection is drawn from the existing Nonesuch repertoire, plus a few new releases, and the campaign will be slanted at the general public rather than the specialist buyer.

Nonesuch was launched in 1963 as a sister company to Elektra, and has acquired a reputation for unusual repertoire, with a certain emphasis on early classical music and contemporary American and European works.



CBS GERMANY CONVENES — CBS Records Germany held its biggest convention to date at the Munich Hilton from August 23-27. Present were delegations from CBS Records International, New York, CBS Records Europe, CBS Records Paris, and executives from CBS affiliates in the United Kingdom, Holland, Belgium, Switzerland and Austria. In the first photo, Rudolf Wolpert, managing director of CBS Germany, presents platinum records for Simon & Garfunkel's "Bridge Over Troubled Water" and "Greatest Hits" albums to Peter de Rougemont, senior vice-president of CBS



Records International Europe, and Paul Russell, vice-president of CRI in New York. Pictured (l-r) are: de Rougemont; Wolpert; and Russell. In the second photo, Horst Weigelt was presented the "Salesman of the Year" award. Shown are (l-r): Wolpert; Sally Weigelt; and Gerhard L. Maurer, director of marketing and sales, CBS Germany. In the third picture, the "Promotion Man of the Year" award was given to Horst Hartwich from Berlin. Shown are (l-r) Gerd Gebhardt, head of radio promotion; Hartwich; and Maurer, director of marketing and sales, CBS.





UA FOR KING IN JAPAN — King Records has taken over total distribution of United Artists product in Japan. Previously UA's Liberty label was handled there by Toshiba. Seen after the signing of the deal in Tokyo are (standing from left): King Records jazz manager Shingenki Kawashima, King pop repertoire manager Iwanoto, his assistant Ninomiya and King international head Masake Inagaki. Seated are King president Kazumitsu Machijiri, UA Records U.K. managing director Martin Davis and UA Records U.K. export manager Kick van Hengel.

South American, Pacific Deals For Penny Farthing

LONDON — Penny Farthing Records chief Larry Page has set licensing deals for his label in Venezuela, Colombia and the Philippines. El Discomoda of Venezuela and A&W Records of the Philippines will both inaugurate their agreements with the release of "Erotic Soul" by the Larry Page Orchestra.

Penny Farthing has renewed its long-standing licensing pact with Discos Musart of Mexico, and Page will visit Mexico in November to discuss release plans there for the Page Orchestra and pop group Hunter.

Crosby, Hope To Be Reunited For 'Road' Film

LONDON — Bing Crosby will be reunited with Bob Hope and Dorothy Lamour before the movie cameras here in the U.K. next year when they shoot "The Road To The Fountain Of Youth" for Lord Grade. It will be the first "Road" film since "Road To Hong Kong" in 1960, and Crosby commented that they will all be playing their age. He is also set to appear with Hope on the bill of the Royal Variety Performance here in November, and is starring in a two-week season at the London Palladium with his wife Kathryn, son Harry Crosby III and Rosemary Clooney until October 8.

International Executives On The Move

Bigland Public Relations' president Ron Scribner wishes to announce **Graham Thorpe** has been named managing director and **Debbie Canham** has been named to the position of promotion and advertising director for Bigland Public Relations.

Rob Walker, formerly regional PR manager EMI, Australia, has been appointed to the position of national PR manager and assumes the position formerly held by Roger Langford. Walker's position has been filled by **Russell Thomas**, former Motown product manager. Thomas will also take care of A&R in the Victoria region. **Mike Luxford**, formerly with RCA Publishing, has been appointed to the position of Motown product manager, EMI Australia. **Greg Floyd**, formerly special projects manager, now assumes the position of licensed labels product manager.

Phil Mortlock has joined the WEA Records New South Wales promotion department. **Peter Jamieson** has been named managing director of EMI (New Zealand) Ltd., and will take up his new post at the end of December when the present incumbent, **M.S. Wells**, vacates the chair for another position in the EMI group. Jamieson is presently EMI international sales manager, and will be succeeded in that capacity by **Paul Watts**, currently EMI group pop repertoire division general manager, who will report to EMI Records managing director **Leslie Hill**. Before his present UK post, Jamieson was in Greece as managing director of EMI Lambropoulos (EMIAL).

Mike Carling has joined the WEA U.K. promotion department with special responsibilities for Radio 1, Capital Radio, Radio Luxembourg, Thames Valley and Radio Orwell. Carling joined WEA in June of last year as a singles salesman, and in March this year became regional promotion representative in the Newcastle area.

CBS Schallplatten GmbH, the German branch of CBS Records, International, has announced several executive appointments affecting the marketing, sales and A&R functions of the company. Changes were also made in April Musikverlag GmbH.

Argentinian News

BUENOS AIRES — Microfon hosted a party at the Continental Hotel celebrating the arrival of Argentinian-born chanter **Alberto Cortez**, currently established in Spain and having big success in Europe and several Latin American countries. Cortez has already twice visited his home country, and in this case is performing in several cities of the interior during three weeks, and will afterwards tour Latin America, ending the trip in Mexico City. Microfon released recently an album with a selection of his best hits.

In Santiago, Chile, another gathering of the Latin American Federation of Record Producers (FLAPF) took place with strong attendance from all the countries. The main problems regarding the record industry were widely discussed, and a lot of business was also negotiated.

Phonogram has signed folk musician **Antonio Tarrago Ros Junior** to its roster and is planning to release his new recordings in the near future. Antonio is the son of another famed folk artist, **Tarrago Ros**, and is a master in handling the music of the eastern part of the country. He has been appearing recently with folk humorist **Luis Landrisclina** at the Coliseo theater.

Melodic chanter **Pedro Vargas** is also in Buenos Aires, and offered a press conference at the Afrika discotheque. His waxings are released by RCA, and he has been a longtime favorite in many Latin American countries.

Where In The World . . .

Island U.K. recording artist **Jess Roden** is taking part in the **Stomu Yamashta** American tour which began at the Los Angeles Roxy on September 21 and continues through to a final Canadian date on October 30, including three nights at New York's Bottom Line October 25-27.

Eric Clapton and his band began a Japanese tour on September 26 at the Osaka Festival Hall, and will play Okayama, Kyoto, Nagoya and Sapporo before climaxing with two nights at the Tokyo Budokan on October 6 and 7.

American soul act the **Brothers Johnson** have started their first U.K. tour with a date at the Newcastle Polytechnic on September 30. It includes concerts in Birmingham, London, Cardiff, Brighton, Dunstable and Manchester before winding up on October 10 at the Glasgow Apollo.

Supertramp, who have been breaking box office records in the Scandinavian countries in September, play their first U.K. dates in 18 months this month. Additional concerts have been added at Manchester Belle Vue on October 20, Edinburgh Usher Hall (25) and Brighton Conference Center (November 4) plus three at Dublin Stadium November 10-12.

Elton John plays a rare U.K. concert at Wembley Empire Pool on November 3, and is donating the proceeds to football and children's charities.

Carole Bayer Sager begins a series of concert dates at London's Theater Royal, Drury Lane, jointly set up by Classic Concerts and Capital Radio. She opens the series accompanied by her own band on October 2, marking her U.K. concert debut, and the show will be recorded by Capital for later transmission.

A U.K. tour for **Bob Seger** and his **Silver Bullet Band** has been finalized, opening at the Sheffield City Hall on October 13 and playing shows at Glasgow, Manchester, Newcastle, and Birmingham before finishing with two dates at London's Hammersmith Odeon on October 21 and 22.

ABC Records artist **Lenny Williams** will be appearing at the Mostra Internazionale Di Musica Leggera Festival Del Disco in Rome, Italy, Sept. 29, 30 and Oct. 1.

Jethro Tull has completed one-half of its world tour this week, having played to sell-out audiences in Europe and Australia. The Tull Troupe is preparing for a November major-market tour of the eastern and southern United States.

ABC Inks With RPM For So. African Distrib.

LOS ANGELES — Sheldon Heller, president, ABC Records International, has announced the signing of a distribution agreement between ABC Records and Record Producers and Manufacturers (Pty.) Ltd. (RPM) for exclusive representation of all ABC-owned labels in the Republic of South Africa and other neighboring territories in Southern Africa.

The new agreement, finalized in Johannesburg last month by Heller and RPM managing director Matt Mann, was necessitated by the cessation of operations of former ABC licensee Satbel Record Company.

Olofson Acquires U.K. Rights For Presley Tribute

LONDON — Jan Olofsson of Olofson Music has acquired the U.K. rights for "I Remember Elvis Presley," the song recorded by Dutch singer Danny Mirro, which has already gone gold in Holland where it was released by Basart.

The Elvis Presley fan clubs throughout Europe have selected this number as the officially approved Elvis tribute where they are concerned, and Sonet has rush-released the disc in the U.K.

French News

PARIS — According to a survey conducted by an official research service on record marketing, over the past twelve months (Sept. 1976-Aug. 1977) the French record market showed an 15% increase on the total sales. Contrary to the European tendency, the single is staying an upfront product with sales of fifty million copies per year. Albums will total 70 million copies sold, which represent a 12% increase over the previous year. The total sales of albums will have doubled within the last five years.

The more spectacular result comes from tapes, finishing with 40% more than the same period last year, which represent 15 million tapes. According to reports, tape recorders have penetrated into the stereo high-fidelity market with 67% of the population possessing units.

Logo Gets Barclay U.K.

LONDON — Logo Records, which recently acquired the Transatlantic disc operation here, has signed a three-year licensing deal with Barclay Records of France. The pact covers back catalog as well as current and forthcoming product, and follows negotiations between Logo chiefs Olav Wyper and Geoff Hannington with Eddie Barclay and his international director, Cyril Brilliant.

Wyper and Hannington are already familiar with the Barclay catalog from their days at RCA U.K., which was distributing Barclay product at the time.



FINN POWER — Leading Finnish artist **Tapani Kansa** is currently number one on all national charts. His first CBS album has reached gold status in five weeks and is approaching diamond. Tapani was greeted backstage following his Helsinki opening at the Hesperia Club. Pictured (r-l): **Jorgen Larsen**, director of Scandinavian operations; **Ulf Ahrenberg**, CBS A&R manager; **Antti Holma**, managing director; **Timo Laukkanen**, salesman in Eastern Finnish region; **Leif Lindblad**, general manager of Levypiste, Finland's leading rack jobber. **Tapani Kansa** (seated) accepted the gold award at the end of a two-month tour of Finland, which covered 50 different SRO venues all over Finland.

Connie Pappas On Planning Tours

(continued from page 12)

pull a single off the album so secondary air-play can be sought and achieved."

Detail Coordination

What follows is a multi-tiered job of detail coordination. The manager must sit down with the agent and decide where the group is going to play. "The best way we like to go about this aspect is to become conservative in our city selection. We would rather add more shows than being in a situation of going in and having half a house. We get an idea of what the past record sales are in the areas we want to go in (if any) and we get a further breakdown of the interior markets from the record companies."

The agent must then go to the promoters, get the offers, and once the offers are made, come back to the manager to work out a "routing." "A routing consists of starting out either in the midwest, the west coast, or the east coast, depending on where we want to end up. Once the offers are in and we submit those back to England to get a confirmation, we block out the sound, the lighting, the trucking companies, technicians and whatever extra road crew is necessary."

Visas are the next step. Pappas indicated that groups should apply for an H-1, which is the most flexible visa available. "You ask for a multiple-entry visa meaning that, in case the group should have Canadian dates, they can go back and forth. I usually

have the visa run two to three weeks before the tour is to start to three weeks or so afterwards in case the group wants to stay later after the tour, or if we have extended some dates. The idea is to have a blanket period of time in which we are covered. The visas usually take a few weeks to secure because you have to have contracts, promotional material and other items to prove why the artist merits entry into the country if the artist never had a visa before. We submit this information to the Immigration Department and once they accept it, we cable the U.S. Embassy in England. They in turn, handle the visas and assist in the passports. Any television work or changes in the tour must be included or sent to the Immigration Department as soon as possible."

Once the dates are confirmed, the itinerary is done. The road manager will sit down with the manager and work it out. Radio and television spots play an important role in the planning and while this should be done well in advance, the record labels must be informed of all plans. The labels, in turn, will contact the promoters and buy whatever tickets they need to buy and coordinate any co-op radio time spots.

"The tickets now have gone on sale, the ad mats have gone to the promoters and now the band comes over to the States. Sometimes they have a short rehearsal in the States. Then they go out on the road and the manager is usually out there the whole time and conducts any other business from the road.

Half way through the show, the box office settlements are taken care of. "The road manager has the contract with him and basically one half the guarantee has already come up in front, and the road manager now goes in and gets the other half of the guarantee in cash or a cashier's check and the percentages are figured out, deducting the necessary costs depending on how the date is structured, be it a flat guarantee or a straight percentage date."

After the tour is over, Pappas stated that the management firm does a total accounting — a profit-and-loss statement that includes what each date earned, what capacities were there, an entire breakdown. "We also do estimates of our costs before the tour. We consider the per diems for the road crew, the salaries, the basic ideas of what our costs will be and the basic idea of what our guarantees will be. If it looks like it is going to be a deficit program, we will go the the record company and ask for tour support. We never go in and ask a record company for dollars when we are in a profit situation. Where you are in a position of breaking an act, label tour support is of the utmost importance."

Tom Paxton

(continued from page 43)

subjects became more serious. "Whose Garden Was This" is a classic ecology song that still rings true even though, as Paxton jibed, it's obvious from all the television commercials that we've put an end to pollution. His indictment of the mishandled Attica affair through the eyes of a murdered prison guard, "The Hostage," was still powerful six years after the incident occurred. Finally, the audience joined in again without coaxing for an encore number, "The Last Thing On My Mind."

Originally a Johnny-come-lately to New York's folk music scene, Paxton has since become one of that genre's most adamant and articulate spokesmen. Rising to popularity during the "protest" days when intelligent lyrics were a necessary part of the formula, he developed a knack for turning a phrase, often with a bitter, ironic twist, or penning a delicate love song. Tastes have changed, but Paxton is still writing cogent, timely and sensitive songs without apology.

The evening's opening act, Michael Katakis, put on a humorously cute, winsome show with lyrics that seemed to draw on memories of his own childhood. While never quite reaching his potential, Katakis demonstrated that he has the bones to carry around a lot more meat.

richard binkele

Henry Gross

(continued from page 43)

engaging stage personality. Most of Gross' songs were also characterized by precise phrasing and well written, down-to-earth lyrics.

Gross style, exuberance, and good-guy attitude come across as remarkably sincere. And if lighting can strike twice for good-looking, happy-playing, upbeat rock guitarists, Gross is a likely candidate to repeat Peter Frampton's phenomenal success. Opening the bill were Columbia recording artists Pierce-Arrow, a new six-member band who fill their songs with pleasant harmonies and hard-driving rhythm. The group performed an enjoyable set of rock and roll that kept a soft edge without being slushy. Although vocals are not the band's strong point, their tight rocking and colorful flourishes more than maintained their audience's attention all the way through the entertaining set.

charles palkert

Label Release Announcements

Tomato Sets National Meeting With Distributors

NEW YORK — The first national meeting of the recently established Tomato Music Company has been set for October 6 and 7 in New Orleans, Louisiana, at the Maison Dupuy Hotel.

According to a Tomato spokesman, most of the company's 28 independent distributors have indicated that they will be represented at the meeting. In addition, Tomato's promotion network, as well as sales and executive staffs of both Tomato and GRT Tapes, will be in attendance. Kevin Eggers, president of Tomato, and Herb Goldfarb, president of HGA Associates, are scheduled to deliver a special product seminar at the meeting.

Albert King's first album for Tomato, "King Albert," has been scheduled for release on October 6.

Al Green 45 Due In Oct.

LOS ANGELES — Al Green's latest single, "Belle," is set for release on Hi Records on October 3. Also, two early LPs by Green on the Cream/Hi label will be re-issued during October.

New Blue 45 Slated

LOS ANGELES — A new single from Blue, "Bring Back The Love," will be released from the group's debut LP for Rocket Records, "Another Night Time Flight," on September 26.

Cheryl Dilcher LP Out

LOS ANGELES — Singer/songwriter Cheryl Dilcher's first album for Butterfly Records has been released.

Waits, Goodman Head E/A New Album Releases

LOS ANGELES — New albums from Tom Waits, Steve Goodman and the Rowans as well as Bruce Roberts' debut LP are scheduled for release soon by Elektra/Asylum Records. Waits' "Foreign Affairs" and the Rowans' "Jubilation" are due September 27, while Goodman's third LP for E/A, "Say It In Private," will be issued October 4. Roberts self-titled album is also expected to be out in early October.

New Steely Dan LP Out

LOS ANGELES — Steely Dan's sixth album, Aja, has been released by ABC Records.

72,000 Disco Singles Ordered After UA Push

LOS ANGELES — Orders of 72,000 assorted United Artists disco singles, primarily from New York, Baltimore, Chicago and Los Angeles, resulted from a two-day promotional push on UA disco product. A special discount was offered to all distributors on singles by Barbara Bennington, Margie Alexander, Space and others.

20th Century Signs Two

LOS ANGELES — 20th Century Records recently signed two singer/songwriters, Michelle Wiley and Mose McCormack. Wiley is best known for her single "I Feel So Much At Home." McCormack is the label's first country artist.

GM To Cooperate With FM Study

(continued from page 10)

authority to urge both the Justice Department and the Federal Trade Commission to look into the pricing problem and determine whether there are antitrust violations." He urged the committee to determine "whether the consumer is being subjected to pricing policies that prevent broadcasters, particularly FM broadcasters, from providing full service to the public." The NAB statement cited a 1974 study comparing production costs to the cost to consumers for AM and FM car radios. The study found that for an AM-only car radio, parts and labor averaged about \$13.52 and to add an FM tuner cost about \$6.95. However, "if you have purchased an American automobile with a radio recently," Thurston said, "you know that it may well cost the consumer \$75 for an AM-only radio and twice that for an AM-FM." In

some car models the price may be even higher, he said, if the consumer has no choice but to buy the AM-FM stereo model. According to the NAB's observation, there appears to be uniform pricing among the manufacturers, with no competition to bring the prices down for the public.

NPR's Coffey, naturally an FM booster, noted that the new Chevette pricing package has only an AM radio as standard equipment, and applauded the upcoming GM study to encourage including AM-FM as standard.

30-Day Reporting Period

General Motors will now have until October 21 to prepare preliminary guidelines for their study and will report back to the committee after that time; 90 days after that, the preliminary findings will be reported and made public in further hearings on the issue.



THIRD ANNUAL ROCK MUSIC AWARDS — Don Kirshner's Third Annual Rock Music Awards were presented September 15 at the Hollywood Palladium. Fleetwood Mac dominated the winners circle, garnering five of the 15 rockies presented in the ceremonies, which were co-hosted by Olivia Newton-John and Peter Frampton. Winners shown with Don Kirshner in the top row of photos (l-r) are: Stevie Wonder and George Benson; John Oates and Daryl Hall; and Stevie Nicks, Mick Fleetwood and Lindsay Buckingham of Fleetwood Mac, Kirshner, and Christine McVie and John McVie of Fleetwood Mac. Pictured in the bottom row of photos (l-r) are: Al Jardine and Dennis Wilson of the Beach Boys; Kirshner; Felton Jarvis, Elvis Presley's producer, and Brian Wilson and Mike Love of the Beach Boys; Frampton and Newton-John; Stephen Bishop and Yvonne Elliman; and Wonder and Kirshner.

You asked for it.
We made it.



The first Cate Bros. *Band* album.
Play it.

Produced by Jim Mason of Free Flow Productions

On Asylum Records & Tapes 

Management: Ron Stone for Lookout Management/An Elliot Roberts Company

CASH BOX TOP 100 ALBUMS

October 1, 1977

	7.98	Weeks On 9/24 Chart		7.98	Weeks On 9/24 Chart		7.98	Weeks On 9/24 Chart
1 RUMOURS FLEETWOOD MAC (Warner Bros. BSK 3010)	7.98	1 32	36 IN FULL BLOOM ROSE ROYCE (Warner Bros. WH-3074)	6.98	36 7	69 BEFORE WE WERE SO RUDELY INTERRUPTED ANIMALS (Jet/UA JT LA 790-H)	6.98	73 7
2 STAR WARS ORIGINAL SOUNDTRACK (20th Century 2T-541)	8.98	2 17	37 BOATS AGAINST THE CURRENT ERIC CARMEN (Arista AB 4124)	6.98	41 5	70 IN CITY DREAMS ROBIN TROWER (Chrysalis CHR 1148)	7.98	— 1
3 SHAUN CASSIDY (Warner/Curb BS 3067)	6.98	3 16	38 CHICAGO XI (Columbia JC 34860)	7.98	— 1	71 FOREVER GOLD ISLEY BROS. (T-Neck/Col. 34452)	6.98	71 7
4 FOREIGNER (Atlantic SC 18215)	7.98	5 28	39 A PLACE IN THE SUN PABLO CRUISE (A&M SP 4625)	7.98	31 32	72 SO EARLY IN THE SPRING: THE FIRST 15 YEARS JUDY COLLINS (Elektra 8E-6002)	7.98	58 9
5 MOODY BLUE ELVIS PRESLEY (RCA AFL 1-2428)	7.98	4 12	40 EVEN IN THE QUIETEST MOMENTS . . . SUPERTRAMP (A&M SP 4634)	6.98	32 24	73 BENNY AND US AVERAGE WHITE BAND & BEN E. KING (Atlantic SD 19105)	7.98	59 11
6 ANYTIME . . . ANYWHERE RITA COOLIDGE (A&M SP 4616)	6.98	7 28	41 I REMEMBER YESTERDAY DONNA SUMMER (Casablanca NBLP 7056)	7.98	43 18	74 CELEBRATE ME HOME KENNY LOGGINS (Columbia PC 34655)	6.98	62 7
7 I, ROBOT THE ALAN PARSONS PROJECT (Arista AL 7002)	7.98	8 13	42 LIVE BARRY MANILOW (Arista AB 8500)	11.98	42 18	75 SILK DEGREES BOZ SCAGGS (Columbia PC 33920)	6.98	67 82
8 SIMPLE DREAMS LINDA RONSTADT (Asylum 6E-104)	7.98	20 3	43 EXODUS BOB MARLEY & THE WAILERS (Island ILPS 9498)	7.98	34 17	76 GO FOR YOUR GUNS THE ISLEY BROTHERS (T-Neck/Epic PZ 34432)	6.98	66 26
9 JT JAMES TAYLOR (Columbia 34811)	7.98	9 13	44 ONE OF THE BOYS ROGER DALTRY (MCA 2271)	6.98	37 13	77 GOIN' PLACES MICHAEL HENDERSON (Buddah BDS 5693)	6.98	79 8
10 CSN CROSBY, STILLS & NASH (Atlantic SC 19104)	7.98	10 13	45 BARRY WHITE SINGS FOR SOMEONE YOU LOVE (20th Century T-543)	6.98	70 4	78 ROBERT GORDON WITH LINK WRAY (Private Stock PS2030)	6.98	78 6
11 LIVIN' ON THE FAULT LINE DOOBIE BROTHERS (Warner Bros. BSK 3045)	7.98	13 4	46 BOSTON (Epic JE 34188)	7.98	47 56	79 MAZE (Capitol ST 11607)	6.98	81 33
12 FLOATERS (ABC AB 1030)	6.98	12 15	47 LIVE! IN THE AIR AGE BE BOP DELUXE (Harvest/Capitol SKBB 1166)	7.98	50 8	80 NATURAL PROGRESSIONS THE BERNIE LEADON/MICHAEL GEORGIADIS BAND (Asylum 7E-1107)	6.98	80 9
13 HERE AT LAST . . . BEE GEES . . . LIVE (RSO 2-3901)	7.98	14 18	48 ELVIN BISHOP RAISIN' HELL (Capricorn/WB CPO 185)	9.98	51 7	81 MAKING A GOOD THING BETTER OLIVIA NEWTON-JOHN (MCA 2280)	7.98	65 13
14 REJOICE EMOTIONS (Columbia PC 34762)	6.98	6 15	49 BRICK (Bang BLP-409)	7.98	69 5	82 B.J. THOMAS (MCA MCA2286)	6.98	82 6
15 CAT SCRATCH FEVER TED NUGENT (Epic JE 34700)	7.98	17 16	50 SIMPLE THINGS CAROLE KING (Avatar/Capitol SMAS-11667)	7.98	44 9	83 OOPS! WRONG PLANET UTOPIA (Bearsville/Warner Bros. BR 6970)	6.98	87 4
16 TERRAPIN STATION GRATEFUL DEAD (Arista AL 7001)	7.98	16 8	51 AMERICAN STARS 'N BARS NEIL YOUNG (Reprise MSK 2261)	7.98	45 14	84 THE TIM WEISBERG BAND (United Artists LA 733G)	6.98	85 10
17 I'M IN YOU PETER FRAMPTON (A&M SP 4704)	7.98	11 15	52 CHANGES IN LATITUDES — CHANGES IN ATTITUDES JIMMY BUFFETT (ABC AB 990)	6.98	56 34	85 LAKE (Columbia PC 34763)	6.98	95 10
18 COMMODORES (Motown M7-884R1)	7.98	21 27	53 IT'S A GAME BAY CITY ROLLERS (Arista AL 7004)	7.98	46 11	86 LET'S GET SMALL STEVE MARTIN (Warner Bros. BSK 3090)	7.98	— 1
19 THE GRAND ILLUSION STYX (A&M SP 4637)	6.98	19 10	54 DIAMANTINA COCKTAIL LITTLE RIVER BAND (Capitol SW 11645)	6.98	49 8	87 PLAYING TO AN AUDIENCE OF ONE DAVID SOUL (Private Stock PS 7001)	7.98	92 5
20 GOING FOR THE ONE YES (Atlantic SD 19106)	7.98	15 10	55 PLATINUM JAZZ WAR (Blue Note/UA BNLA 690-J2)	9.98	48 11	88 LET IT FLOW DAVE MASON (Columbia PC 34680)	6.98	90 23
21 LITTLE QUEEN HEART (Portrait/CBS JR 34799)	7.98	22 21	56 LOOK TO THE RAINBOW AL JARREAU (Warner Bros. 2BZ 3052)	8.98	57 16	89 A REAL MOTHER FOR YA JOHNNY GUITAR WATSON (DJM/Amherst DJPA-7)	6.98	75 25
22 STEVE WINWOOD (Island ILPS 9494)	7.98	18 12	57 PART 3 KC & THE SUNSHINE BAND (TK 605)	6.98	63 50	90 ROCKY ORIGINAL MOTION PICTURE SCORE (United Artists LA 693G)	6.98	74 31
23 FLOWING RIVERS ANDY GIBB (RSO RS 1-3019)	6.98	27 16	58 LIVE! TAKIN' THE STAGE PURE PRAIRIE LEAGUE (RCA CPL2-2404)	6.98	68 4	91 SHOW TIME RY COODER (Warner Bros. BS-3059)	6.98	93 6
24 STAR WARS AND OTHER GALACTIC FUNK MECO (Millennium/Casablanca MNL 8001)	6.98	29 10	59 A FAREWELL TO KINGS RUSH (Mercury SRM 1-1184)	6.98	84 3	92 IN COLOR CHEAP TRICK (Epic PE 34884)	6.98	104 5
25 LUNA SEA FIREFALL (Atlantic SC 19101)	7.98	25 8	60 FLEETWOOD MAC (Warner Bros. MS 2225)	6.98	60 114	93 BLOW IT OUT TOM SCOTT (Epic/Ode PE 34966)	6.98	109 5
26 A NEW WORLD RECORD ELECTRIC LIGHT ORCHESTRA (United Artists LA 679Q)	6.98	26 48	61 DAYTIME FRIENDS KENNY ROGERS (UA LA 754-G)	6.98	61 7	94 DREAMBOAT ANNIE HEART (Mushroom 5005)	6.98	96 79
27 LIGHTS OUT UFO (Chrysalis CHR 1127)	7.98	28 17	62 SANFORD/TOWNSEND (Warner Bros. BS 2966)	6.98	64 11	95 LIFELINE ROY AYERS UBIQUITY (Polydor PD 1-6108)	6.98	99 14
28 BOOK OF DREAMS STEVE MILLER BAND (Capitol SO-11630)	7.98	30 19	63 HOTEL CALIFORNIA EAGLES (Asylum 6E-103)	7.98	53 41	96 SLAVE (Cotillion/Atlantic SD 9914)	7.98	97 28
29 FOGHAT LIVE (Bearsville/Warner Bros. BRK 6971)	6.98	33 4	64 LOVE GUN KISS (Casablanca NBLP 7057)	7.98	54 13	97 DANCE BAND ON THE TITANIC HARRY CHAPIN (Elektra/Asylum 9E-301)	11.98	126 4
30 STREISAND SUPERMAN BARBRA STREISAND (Columbia JC 34830)	7.98	24 14	65 OL' WAYLON WAYLON JENNINGS (RCA APL 1-2317)	6.98	55 21	98 MONKEY ISLAND GELLS (Atlantic SD 19103)	7.98	98 14
31 RIGHT ON TIME BROTHERS JOHNSON (A&M SP 4644)	6.98	23 20	66 NETHER LANDS DAN FOGELBERG (Full Moon/Epic PE 34185)	6.98	52 18	99 BLOWIN' AWAY JOAN BAEZ (Portrait/CBS PR 34697)	6.98	100 15
32 BEAUTY ON A BACK STREET HALL & OATES (RCA AFL1 2300)	6.98	38 3	67 RAM JAM (Epic PE 34885)	6.98	72 5	100 WORKS VOLUME 1 EMERSON LAKE & PALMER (Atlantic SC 2-7000)	13.98	101 14
33 TOO HOT TO HANDLE HEATWAVE (Epic PE 34761)	6.98	39 10	68 BAD REPUTATION THIN LIZZY (Mercury SRM 1-1186)	6.98	88 3			

Cash Box Top Albums/101 to 200

October 1, 1977

		Weeks On Chart			Weeks On Chart			Weeks On Chart				
		9/24			9/24			9/24				
101	SONGS IN THE KEY OF LIFE STEVIE WONDER (Tamla/Motown T 13-340C2)	13.98	106	50	7.98	112	58	168	SEALS & CROFTS SING THE SONGS FROM ONE ON ONE (Warner Bros. BS3076)	6.98	178	2
102	WE MUST BELIEVE IN MAGIC CRYSTAL GAYLE (United Artists LA 771G)	6.98	114	10	6.98	137	8	169	IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA APL1-2439)	6.98	182	4
103	ENDLESS FLIGHT LEO SAYER (Warner Bros. BS 2962)	6.98	83	47	6.98	115	19	170	OXYGENE JEAN MICHEL JARRE (Polydor PD 1-6112)	7.98	—	1
104	GREATEST HITS LINDA RONSTADT (Asylum 7E-1092)	6.98	105	42	6.98	148	4	171	RARE EARTH (Prodigal/Motown P6-10019)	6.98	174	8
105	PACIFIC OCEAN BLUES DENNIS WILSON (Caribou/Epic PZ 34354)	6.98	116	5	6.98	154	2	172	MORE STUFF STUFF (Warner Bros. BS 3061)	6.98	129	11
106	REO LIVE (Epic PE 34493)	6.98	108	34	6.98	146	4	173	DOROTHY MOORE (Malaco/TK 6353)	6.98	180	9
107	ENIGMATIC OCEAN JEAN-LUC PONTY (Atlantic SD19110)	7.98	150	2	6.98	141	11	174	PARADISE BALLROOM THE GRAEME EDGE BAND (London PS 686)	6.98	179	14
108	A STAR IS BORN STREISAND, KRISTOFFERSON (Columbia JS 34403)	8.98	76	43	6.98	111	32	175	WHERE DO WE GO FROM HERE REX (Columbia PC-34865)	6.98	185	3
109	CRAWLER (Epic PE 34900)	6.98	120	5	6.98	118	58	176	HOPE KLAATU (Capitol ST-11633)	6.98	—	1
110	NIGHT MOVES BOB SEGER (Capitol ST 11557)	6.98	77	48	6.98	145	4	177	OMAHA SHERIFF (RCA APL 1-2261)	6.98	181	8
111	PATTI LABELLE (Epic PE 34847)	6.98	122	4	6.98	155	2	178	NEIL SEDAKA'S GREATEST HITS (Rocket/MCA PIG 2297)	6.98	—	1
112	SHAKE IT WELL DRAMATICS (ABC 1010)	6.98	113	8	6.98	117	9	179	SMOKEY AND THE BANDIT ORIGINAL SOUNDTRACK (MCA MCA2099)	6.98	183	6
113	WELCOME TO MY WORLD ELVIS PRESLEY (RCA APL1-2274)	6.98	124	5	6.98	160	2	180	SWEET PASSION ARETHA FRANKLIN (Atlantic SC 19102)	7.98	188	17
114	CHOOSING YOU LENNY WILLIAMS (ABC AB 1023)	6.98	119	10	6.98	121	16	181	DONALD CLARK OSMOND DONNY OSMOND (Polydor PD-1-6109)	6.98	187	4
115	FREE AS THE WIND THE CRUSADERS (Blue Thumb/ABC BT-6029)	6.98	94	16	6.98	161	6	182	BRIDGES GIL SCOTT-HERON (Arista AB 4147)	6.98	—	1
116	NIGHTWINGS STANLEY TURRENTINE (Fantasy F-9534)	6.98	130	5	6.98	152	22	183	SNEAKIN' SUSPICION Dr. FEELGOOD (Columbia PC 34806)	6.98	189	2
117	SWEET FORGIVENESS BONNIE RAITT (Warner Bros. BS 2990)	6.98	86	24	6.98	—	1	184	FIREFALL (Atlantic 18174)	6.98	190	21
118	THE SPY WHO LOVED ME ORIGINAL MOTION PICTURE SOUNDTRACK (United Artists LA 774H)	7.98	143	8	6.98	107	13	185	LEGENDARY PERFORMER, VOL. 1 ELVIS PRESLEY (RCA CPL 1-0341)	7.98	—	1
119	THEIR GREATEST HITS EAGLES (Asylum 7E-1052)	6.98	91	83	6.98	132	27	186	FEELIN' BITCHY MILLIE JACKSON (Spring/Polydor SP-1-6715)	6.98	193	4
120	KARLA BONOFF (Columbia PC 34152)	6.98	153	2	6.98	139	86	187	SECRETS CON FUNK SHUN (Mercury SRM-1-1180)	6.98	192	4
121	THE TWO OF US McCoo & Davis (ABC AB-1026)	7.98	89	7	6.98	149	47	188	ACTION BLACKBYRDS (Fantasy F-9535)	7.98	—	1
122	SERGIO MENDES AND THE NEW BRASIL '77 (Elektra 7E 1102)	6.98	123	8	6.98	167	2	189	ROCK AND ROLL OVER KISS (Casablanca NBLP 7037)	6.98	191	46
123	LET'S CLEAN UP THE GHETTO PHILADELPHIA INTL. ALL STARS (Phila. Intl./Epic JZ 34659)	7.98	102	10	6.98	151	20	190	ENDLESS SUMMER BEACH BOYS (Capitol SVBB 11307)	6.98	194	16
124	UNMISTAKABLE LOU LOU RAWLS (Phila. Intl./Epic PZ 34488)	6.98	103	26	6.98	159	5	191	TIME LOVES A HERO LITTLE FEAT (Warner Bros. BS 3015)	6.98	198	47
125	DERRINGER LIVE RICK DERRINGER (Blue Sky/Epic PZ 34848)	6.98	127	12	6.98	164	5	192	GO TOO STOMU YAMASHTA (Arista AB 4138)	7.98	—	1
126	ANOTHER MOTHER FURTHER MOTHER'S FINEST (Epic PE 34699)	6.98	136	13	6.98	175	2	193	YOUNG MEN GONE WEST CITY BOY (Mercury SRM-1-1182)	6.98	186	4
127	IZITSO CAT STEVENS (A&M SP 4702)	7.98	110	20	6.98	125	102	194	LOVE & KISSES (Casablanca NBLP 7063)	7.98	195	3
128	TEDDY PENDERGRASS (Phila. Intl./Epic PZ 34390)	6.98	128	29	6.98	—	1	195	HAPPY THE MAN (Arista AL 4120)	6.98	196	3
129	MAX THE RUMOUR (Mercury SRM 1-1174)	6.98	131	8	6.98	166	10	196	HARD ROCK TOWN MURRAY MCLAUCHLAN AND THE SILVER TRACTORS (True North/Island ILTN 9466)	6.98	200	2
130	BYABLUE KEITH JARRETT (ABC Impulse AS-9331)	6.98	144	4	6.98	176	2	197	THE GREATEST ORIGINAL MOTION PICTURE SOUNDTRACK (Arista AL 7000)	7.98	199	15
131	BEST OF THE DOOBIES DOOBIE BROTHERS (Warner Bros. BS 2978)	6.98	134	46	6.98	170	2	198	MANDRE (Motown M886)	7.98	—	1
132	CLEAR SAILIN' CHRIS HILLMAN (Asylum 7E-1104)	6.98	142	2	6.98	171	4	199	JAY BOY ADAMS (Atlantic SD 18221)	7.98	—	1
133	LUST FOR LIFE IGGY POP (RCA AFL1-2488)	6.98	138	4	6.98	168	17	200	100% WHOLE WHEAT (AVI AVL 6011)	6.98	—	1

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

AC/DC	163	Con Funk Shun	187	Grateful Dead	16	Manlow, Barry	42,134	Philadelphia Intl. All-Stars	123	Supertramp	40
Adams, Jay Boy	199	Cooder, Ry	91	Hall & Oates	32	Mandre	198	Phillips, Shawn	145	Taylor, James	9
Animals	69	Coolidge, Rita	6	Happy The Man	195	Marley, Bob	43	Pratt, Andy	135	Thin Lizzy	68
Automatic Man	139	Crawler	109	Heart	21,94,166	Marshall Tucker Band	142	Prism	147	Thomas, B. J.	82
AWB & Ben E. King	73	Crosby, Stills & Nash	10	Havens, Richie	156	Martin, Steve	86	Presley, Elvis	5,113,164,185	Trower, Robin	70
Ayers, Roy	95	Crusaders	115	Heatwave	33	Mason, Dave	88	Pure Prairie League	58	Turrentine, Stanley	116
Baez, Joan	99	Daltrey, Roger	44	Henderson, Michael	77	Mass Production	137	Raitt, Bonnie	117	Twilley, Dwight	160
Bay City Rollers	53	Derringer, Rick	125	Hillman, Chris	132	Matthews, David	149	Ram Jam	67	UFO	27
Beach Boys	190	Donovan	140	Iggy Pop	133	Maze	79	Rare Earth	171	Utopia	83
Be Bop Deluxe	47	Doobie Bros.	11,131	Isley Bros.	71,76	McCann, Peter	141	Rawls, Lou	124	War	55
Bee Gees	13	Dramatics	112	Jackson, Millie	186	McCoo & Davis	121	REO	106	Watson, Johnny Guitar	89
Bishop, Elvin	48	Dr. Feelgood	183	Jarreau, Al	56	McLauchlan, Murray	196	Rex	175	Weisberg, Tim	84
Bishop, Stephen	34	Eagles	63,119	Jarre, Jean-Michel	170	Meco	24	Rogers, Kenny	61	Weich, Bob	151
Blackbyrds	188	Electric Light Orch.	26	Jarrett, Keith	130	Mendes, Sergio	122	Ronstadt, Linda	8,104	White, Barry	45
Bonoff, Karla	120	Emerson Lake & Palmer	100	Jennings, Waylon	65	Miller, Steve	28	Rose Royce	36	Williams, Lenny	114
Boston	46	Emotions	14	Kalapana	138	Millsap, Ronnie	169	Rumour	129	Wilson, Dennis	105
Brick	49	Firefall	25,184	Kansas	143	Moore, Dorothy	173	Rush	59	Winwood, Steve	22
Brothers Johnson	31	Fleetwood Mac	1,60	KC & The Sunshine Band	57	Mother's Finest	126	Sanford-Townsend	62	Wonder, Stevie	101
Buffett, Jimmy	52	Floater	12	King, Carole	50	Newton-John, Olivia	81	Sayer, Leo	103	Yamashta, Stomu	192
Caldera	159	Fogelberg, Dan	66	Kiss	64,155,161,189	Nilsen	146	Scaggs, Boz	75	Yes	20
Cameo	58	Foghat	29	Klaatu	179	Nugent, Ted	15	Scott, Tom	93	Young, Neil	51
Carmen, Eric	37	Foreigner	4	Klemmer, John	148	O'Day, Alan	144	Scott-Heron, Gil	182		
Cassidy, Shaun	3	Frampton, Peter	17,154	LaBelle, Patti	111	Omaha Sheriff	177	Sedaka, Neil	178	SOUNDTRACKS	
Chapin, Harry	97	Franklin, Aretha	180	Lake	85	100% Whole Wheat	200	Seeger, Bob	110	A Star Is Born	108
Charlie	157	Gayle, Marvin	153	Laws, Ronnie	150	Osmond, Donny	181	Slave	96	Greatest	197
Cheap Trick	92	Gayle, Crystal	102	Leadon/Georgiades	80	Outlaws	136	Soul, David	87	New York, New York	152
Chicago	38	Geils	98	Little Feat	191	Pablo Cruise	39	Stevens, Cat	127	Rocky	90
City Boy	193	Gentle Giant	162	Little River Band	54	Parsons, Alan	7	Streisand, Barbra	30	One On One	168
C.J. & Co.	167	Gibb, Andy	23	Loggins, Kenny	74	Pendergrass, Teddy	128	Stuff	172	Smokey And The Bandit	179
Collins, Judy	72	Gordon, Robert & Link Wray	78	Love & Kisses	194	Ponty, Jean-Luc	107	Styx	19	Star Wars	2
Commodores	18	Graeme Edge	174	L.T.D.	35	Petty, Tom	165	Summer, Donna	41	The Spy Who Loved Me	118

INTERNATIONAL BEST SELLERS

Holland

TOP TEN 45s

- 1 **Sorry I'm A Lady** — Baccara — CNR
- 2 **I Remember Elvis** — Danny Mirror — Basart
- 3 **I Feel Love** — Donna Summer — Basart
- 4 **Don't Let Me Be Misunderstood** — Santa Esmeralda — Phonogram
- 5 **Wooden Heart** — Elvis Presley — RCA
- 6 **Give A Little Bit** — Supertramp — A&M
- 7 **Cokane In My Brain** — Dillinger — Ariola
- 8 **Take Me Back To The Old Transvaal** — Thembi — CNR
- 9 **Oh Lori** — Alessi — A&M
- 10 **Baby Don't Change Your Mind** — Gladys Knight & Pips — Buddah/VIP

TOP TEN LPs

- 1 **Live** — Golden Earring — Polydor
- 2 **Don't Let Me Be Misunderstood** — Santa Esmeralda — Phonogram
- 3 **Love At The Greek** — Neil Diamond — CBS
- 4 **Making A Name** — BZN — Negram
- 5 **Moody Blue** — Elvis Presley — Inelco
- 6 **Hotel California** — Eagles — WEA
- 7 **I Remember Yesterday** — Donna Summer — Basart
- 8 **Even In The Quietest . . .** — Supertramp — A&M
- 9 **Het Beste In Mij Is Niet . . .** — Peter Koelewijn — Phonogram
- 10 **Alessi** — Alessi Brothers — A&M

Japan

TOP TEN 45s

- 1 **Nagisa No Sindbad** — Pink Lady — Victor Musical Industries
- 2 **Imitation Gold** — Momoe Yamaguchi — CBS/Sony
- 3 **Enryo Surunayo** — Kentaro Shimizu — CBS/Sony
- 4 **Katteni Shiyagare** — Kenji Sawada — Polydor
- 5 **Dakedo** — Mizue Takada — Teichiku
- 6 **Nettayigyo** — Hiromi Iwazaki — Victor Musical Industries
- 7 **Noto Hantoo** — Sayuri Ishikawa — Columbia
- 8 **At No Memory** — Shigeru Matsuzaki — Victor Musical Industries
- 9 **Cosmos Kaido** — Kariudo — Warner/Pioneer
- 10 **Kisetsufu** — Goro Noguchi — Polydor

TOP TEN LPs

- 1 **Kazamidori** — Masashi Sada — Warner/Pioneer
- 2 **Uchusenkan Yamato** — Columbia
- 3 **Kirameku Hikari No Yooni** — Olivia Newton-John — Toshiba/EMI
- 4 **Usuakari** — Akira Inaba — Disco
- 5 **Golden Flight** — Momoe Yamaguchi — CBS/Sony
- 6 **Kenji Sawada Recital** — NHK Hall Live — Polydor
- 7 **Yutaka Mizutani** — Yutaka Mizutani First — For Life
- 8 **Shokubutsushi** — Iruka — Crown
- 9 **Koosetsu Minami Album 4** — Ima Kokoro No Mamani — Crown
- 10 **Pink Lady Challenge Concert** — Victor Musical Industries

Argentina

TOP TEN 45s

- 1 **Con El Viento A Tu Favor** — Camilo Sesto — RCA
- 2 **Donde Estan Tus Ojos Negros** — Santa Barbara — EMI
- 3 **Ojos Sin Luz** — Pomada — RCA
- 4 **El Reloj** — Los Pasteles Verdes — Microfon
- 5 **Quiero Tu Vida** — Luciana — EMI
- 6 **Y Te Amare** — Ana & Johnny — CBS
- 7 **Que Tendras En Esos Ojos** — Juan Eduardo — RCA
- 8 **Si Me Dejas Ahora** — Chicago — CBS
- 9 **Morir Al Lado De Mi Amor** — Demis Roussos — Philips
- 10 **Soy Un Tonto Sin Tu Amor** — Diego Verdaguer — Music Hall

TOP TEN LPs

- 1 **Trilogia De Amor** — Donna Summer — Microfon
- 2 **Musica Poderosa** — Selection — EMI
- 3 **Musica Cinco** — Selection — RCA
- 4 **Los Exitos Del Amor** — Selection — Microfon
- 5 **Otra Vez Entre Gauchos Y Mariachis** — Cantores Del Alba — Polydor
- 6 **Love In C Minor** — Cerrone — Music Hall
- 7 **Margarito Terere** — Waldo Belloso — RCA
- 8 **Discoshow** — Selection — CBS
- 9 **Recuerdo El Ayer** — Donna Summer — Microfon
- 10 **Ruidos En Espanol** — Selection — Polydor

Italy

TOP TEN 45s

- 1 **Ti Amo** — Umberto Tozzi — CGD
- 2 **I Feel Love** — Donna Summer — Durium
- 3 **A Canzuncella** — Alunni Del Sole — PA
- 4 **Bimba** — Sandro Giacobbe — CBS
- 5 **Domanl** — Guardiano Del Faro — Cetra
- 6 **Angelo Azzurro** — Umberto Balsamo — Polydor
- 7 **Risveglio** — Pooh — CBS
- 8 **Zodlacs** — Roberta Kelly — Durium
- 9 **Tomorrow** — Amanda Lear — Polydor
- 10 **Gonna Fly Now** — Maynard Ferguson — CBS

TOP TEN LPs

- 1 **I Remember Yesterday** — Donna Summer — Durium
- 2 **Burattino Senza Fili** — Edoardo Bennato — Ricordi
- 3 **Zodlac Lady** — Roberta Kelly — Durium
- 4 **Love For Sale** — Boney M. — Durium
- 5 **Cerrone's Paradise** — Atlantic
- 6 **E' Nell'Aria, Ti Amo** — Umberto Tozzi — CGD
- 7 **XXIV Raccolta** — Fausto Papetti — Durium
- 8 **Io Tu Noi Tutti** — Lucio Battisti — Numero 1
- 9 **Alla Fiera Del'Est** — Angelo Branduardi — Polydor
- 10 **Il Giorno E La Notte** — Fred Bongusto — WEA

France

TOP TWENTY 45s

- 1 **Way Down** — Elvis Presley — RCA
- 2 **Lettre a France** — Michel Polnareff — WEA
- 3 **Est-ce Par Hasard?** — Dave — CBS
- 4 **Un Ami** — Gerard Lenorman — CBS
- 5 **C'Est Comme Ca Que L'On S'Est Aime** — Claude Francois — Fleche
- 6 **Y'a D'La Rumba Dans L'Air** — Alain Souchon — RCA
- 7 **Love Me Baby** — Sheila & B. Devotion — Carrere
- 8 **Rockollection** — Laurent Voulzy — RCA
- 9 **Camarade** — Aznavour — Barclay
- 10 **Le Loir-et-Cher** — Michel Delpech — Barclay
- 11 **Moi, Ca Va** — Coluche — EMI/Pathe Marconi
- 12 **Uptown Festival** — Shalamar — RCA
- 13 **Joue Contre Joue, Selze Ans** — Eric Charden — Discodis
- 14 **Ballade Pour Adeline** — Richard Clayderman — Discodis
- 15 **Dix Ans Plus Tot** — Michel Sardou — Trema/RCA
- 16 **Il A Neige Sur Yesterday** — Marie Laforet — Polydor
- 17 **Oh, Lori** — Alessi — A&M/CBS
- 18 **J'Aime** — Michele Torr — AZ
- 19 **La Belle** — Louis Chedid — CBS
- 20 **My Lady Heroine** — Serge Gainsbourg — Phonogram

TOP TWENTY LPs

- 1 **Paris By Night** — Patrick Juvet — Barclay
- 2 **Ma Baker** — Boney M. — Carrere
- 3 **Dancing Disco** — France Gall — WEA
- 4 **American Stars 'N Bars** — Neil Young — WEA
- 5 **I Feel Love** — Donna Summer — WEA
- 6 **Dans Un Mois Ou Dans Un An** — Pierre Groscolas — EMI/Pathe Marconi
- 7 **Capitaine, Capitaine** — Michel Fugain — RCA
- 8 **Oxygene** — Jean-Michel Jarre — Polydor
- 9 **Elle Dit Soleil, Elle Dit** — William Sheller — Phonogram
- 10 **Don't Let Me Be Misunderstood** — Santa Esmeralda — Phonogram
- 11 **Cerrone's Paradise** — WEA
- 12 **Magic Fly** — Space — Vogue
- 13 **In Flight** — George Benson — WEA
- 14 **Les Temps Changent** — Danyel Gerard — Sonopresse
- 15 **CSN** — Crosby, Stills & Nash — WEA
- 16 **African Queens** — Ritchie Family — CBS
- 17 **Exodus** — Bob Marley — Phonogram
- 18 **Devil's Gun** — C.J. & Co. — WEA
- 19 **No Where To Run** — Dynamic Superiors — EMI/Pathe Marconi
- 20 **Petit Rainbow** — Sylvie Vartan — RCA

Australia

TOP TWENTY-FIVE 45s

- 1 **You're Moving Out Today** — Carole Bayer Sager — Elektra
- 2 **I Go To Rio** — Peter Allen — A&M
- 3 **Ain't Gonna Bump No More** — Joe Tex — Epic
- 4 **Don't Fall In Love** — Ferretts — Mushroom
- 5 **Rio** — Michael Nesmith — Island
- 6 **You've Gotta Get Up And Dance** — Supercharge — Virgin
- 7 **What I Did For Love** — Marcia Hines — Miracle
- 8 **What Can I Say/Lido Shuffle** — Boz Scaggs — CBS
- 9 **I Feel Love** — Donna Summer — Casablanca
- 10 **Undercover Angel** — Alan O'Day — Atlantic
- 11 **Telephone Line** — Electric Light Orchestra — UA
- 12 **Ma Baker** — Boney M. — Atlantic
- 13 **Fanfare For The Common Man** — Emerson Lake & Palmer — Atlantic
- 14 **Don't Leave Me This Way** — Thelma Houston — Motown
- 15 **Lucille** — Kenny Rogers — UA
- 16 **I'm In You** — Peter Frampton — A&M
- 17 **Walk Right In** — Dr. Hook — Capitol
- 18 **Lay Back In The Arms Of Someone** — Smokie — Rak
- 19 **Lost In France** — Bonnie Tyler — RCA
- 20 **Dance Little Lady Dance** — Tina Charles — CBS

TOP TWENTY FIVE LPs

- 1 **Silk Degrees** — Boz Scaggs — CBS
- 2 **A New World Record** — Electric Light Orchestra — UA
- 3 **Rumours** — Fleetwood Mac — WB
- 4 **Carole Bayer Sager** — Elektra
- 5 **Moody Blue** — Elvis Presley — RCA
- 6 **Ladies And Gentlemen** — Marcia Hines — Miracle
- 7 **Book Of Dreams** — Steve Miller Band — Mercury
- 8 **I'm In You** — Peter Frampton — A&M
- 9 **Diamantina Cocktail** — Little River Band — EMI
- 10 **I Remember Yesterday** — Donna Summer — Casablanca
- 11 **CSN** — Crosby, Stills & Nash — Atlantic
- 12 **Streisand Superman** — Barbra Streisand — CBS
- 13 **Here At Last . . . Bee Gees . . . Live** — Bee Gees — RSO
- 14 **Works** — Emerson Lake & Palmer — Atlantic
- 15 **I Robot** — Alan Parsons Project — Arista
- 16 **J.T.** — James Taylor — CBS
- 17 **Deceptive Bends** — 10cc — Mercury
- 18 **Taught By Experts** — Peter Allen — A&M
- 19 **Even In The Quietest Moments** — Supertramp — A&M
- 20 **Local Lads Make Good** — Supercharge — Virgin

— Europe 1

— The Kent Music Report



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