

# <u>Back in the Saddle.'</u> Sittin' pretty.



Only weeks age,"Walk This Way" vaulted from "Toys in the Attic" to Tep-Ten playlists all over America.

And now, the Acrosmith phenomenon is at work once again.

Presenting "Back in the Saddle" by popular demand, the new Serosmith single.

> "Back in the Saddle." From the double-platinum album "Rocks." On Columbia Records.

Produced by Jack Douglas and Aerosmith for Contemporary Communications Corp. and Waterfront Productions Ltd. Direction: David Krels and Steve Leber for Leber-Krels, Inc. **GEORGE ALBERT** 

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### cash box editorial

### NARM: A Need For Redefinition

No clear pattern emerges from the recently completed NARM Convention. Probably the greatest area of concern to the overall record industry is why the issues aired at previous NARM conventions are never followed up — for example, the discussions on the growing adult market and returns from the past few years.

For better or worse, the issue that is always guaranteed to create discussion and controversy has suddenly become an issue that may not be discussed: price and pricing ramifications. It seemed as if a cloud hung over the entire convention, what with the uncertainty of the Grand Jury investigations. In fact, whereas past NARMs have created such "stars" as Neil Bogart and Joe Smith, this year's "star" would have to be Earl Kintner, NARM's legal counsel. Kintner and his staff were everywhere, forbidding "questionable" price-related discussions. Someone even joked that the convention sounded more like a meeting of the American Bar Association.

But while price may not be discussed, other issues should have been. First and foremost is the "great northwest experiment," where the Fred Meyer company has dropped their two rack jobbers and gone into direct buying. Is this the wave of the future? Will other mass merchandisers do the same? Are they considering it? Could these moves signal the beginning of the demise of the rack jobber? These issues, crucial issues for merchandiser and manufacturer as well, should have received much wider airing. And a representative from Fred Meyer should have been invited to address the convention, or a panel, on what his company plans.

There were other problems with NARM's focus. It seems as if the convention has become one giant party, with entertainment overshadowing the meetings. And it's a shame when the outside speakers invited draw larger crowds, are more prepared and have better presentations, than speakers from inside the industry.

NARM needs to address itself to the problems of all merchandisers, and the problems facing the entire merchandising community. Unfortunately the record manufacturers — whose product the merchandisers are selling — are still relegated to second class, "associate member" status. We would venture to say that from a financial standpoint, NARM owes its existance to the record manufacturers, whose cocktail parties, dinners, lunches and overall support practically make the convention possible. The Bob Feads, George Steeles, Jack Craigos and Jack Kiernans should not just be advisors, but should have a more direct role. For in reality it is their product that we all are selling.



NUMBER ONE SINGLE OF THE WEEK LOVE THEME FROM "A STAR IS BORN" (EVERGREEN) BARBRA STREISAND Columbia 1-0450 Writers: B. Streisand, P. Williams Publisher: First Artists/Emanual/20th Century-ASCAP

> NUMBER ONE ALBUM OF THE WEEK A STAR IS BORN STREISAND KRISTOFFERSON Columbia JS 34403



# CASH BOX TOP 700 SINGLES

March 19, 1977

3/12 3/5 Chart 3/12 3/5 Chart 70 HEARD IT IN A LOVE SONG 33 LIVING NEXT DOOR TO 1 LOVE THEME FROM "A ALICE STAR IS BORN" SMOKIE (RSO/Polydor 860) (EVERGREEN)
COlumbia 3-10450) 71 I'LL ALWAYS CALL YOUR **WEEKEND IN NEW** NAME ENGLAND
BARRY MANILOW (Arista 212) TORN BETWEEN TWO RIVER BAND (Harvest/Capitol 4380) 27 17 72 SAILING SHIPS 35 BLINDED BY THE LIGHT
MANFRED MANN (Warner Bros. WBS 8252) LOVERS Capitol 7654) MARY MACGREGOR 73 CAN'T STOP DANCIN' 3 RICH GIRL DARYL HALL & JOHN OATES (RCA PB 0860) (Ariola America/Capitol 7638) 36 SAM OLIVIA NEWTON-JOHN (MCA 40670) 46 37 ENJOY YOURSELF 74 ROCK AND ROLL STAR 35 4 DANCING QUEEN 75 LOOK INTO YOUR HEART 38 LOST WITHOUT YOUR 15 5 DON'T GIVE UP ON US LOVE BREAD (Elektra E45365) 29 18 **76** TIE YOUR MOTHER DOWN 39 SAVE IT FOR A RAINY DAY
STEPHEN BISHOP (ABC 12232 6 DON'T LEAVE ME THIS 16 77 REACHING FOR THE 40 I WISH A HOUSTON (Tamla/Motown T54278F) 12 13 WORLD
HAROLD MELVIN & THE BLUE NOTES
(ABC 12240) 32 16 CARRY ON WAYWARD 41 WALK THIS WAY
AEROSMITH (Columbia 3-10499) 18 33 78 RACE AMONG THE RUINS 8 THE THINGS WE DO FOR 42 LIDO SHUFFLE 43 WHEN I NEED YOU

I FO SAYER (Warner Bros. WBS 8332) ARRESTED FOR DRIVING LOVE OCC (Mercury 73875) 87 WHILE BLIND ZZ TOP (London 251) 44 MOODY BLUE
ELVIS PRESLEY (RCA PB 10857) 9 I LIKE DREAMIN' 10 YEAR OF THE CAT AL STEWART (Janus J266) 80 PART TIME LOVE
KERRY CHATER (Warner Bros. WBS 8310) 45 REACH ORI EANS (Asylum E45375) 47 11 NIGHT MOVES
BOB SEGER (Capitol 4369) 46 COULDN'T GET IT RIGHT

CLIMAX BLUES BAND (Sire/ABC SAA 736) 81 LOVE IS BETTER IN THE 70 12 LONG TIME BOSTON (Epic 8-50329) A.M.
JOHNNIE TAYLOR (Columbia 3-10478) 47 WINTER MELODY

STIMMER (Oasis/Casablanca 872) 15 9 47 50 82 WHODUNIT TAVARES (Capitol 4398) 13 MAYBE I'M AMAZED 48 BITE YOUR LIP (GET UP WINGS (Capitol 4385) 14 SO IN TO YOU

NAME OF THE PROPERTY OF THE P AND DANCE!)
ELTON JOHN (MCA 40677) 83 CHERRY BABY
STARZ (Capitol 4399) 25 ID DUNDAS (Chrysalis 2094) 15 FLY LIKE AN EAGLE 43 31 27 84 THERE WILL COME A DAY 50 HARD LUCK WOMAN SAY YOU'LL STAY UNTIL 35 **85** OLD FASHIONED BOY TOMORROW 51 GLORIA (YOU'RE THE ONE)
STALLION (Casablanca NB 877) 22 13 54 64 9 17 CRACKERBOX PALACE
GEORGE HARRISON
(Dark Horse/WB DRC 8313) 52 MAGICAL MYSTERY TOUR
AMBROSIA (20th Century TC 2327) 76 4 61 **86 I THINK WE'RE ALONE** 53 DAZZ NOW
THE RUBINOOS (Beserkley/Playboy B5741) 36 22 ELECTRIC LIGHT ORCHESTRA 54 I'M YOUR BOOGIE MAN 23 87 SING
TONY ORLANDO & DAWN (Elektra E45387) 63 83 3 1022) 19 THE FIRST CUT IS THE 55 I CAN'T SAY NO TO YOU PARKER McGEE (Big Tree/Atlantic 10 10 DEEPEST 88 HELLO STRANGER 26 I WANNA GET NEXT TO 20 I'VE GOT LOVE ON MY 89 BROOKLYN
CODY JAMESON (Atco/Atlantic 45-7073) ROSE ROYCE (MCA 40662)

57 ANGEL IN YOUR ARMS
HOT (Big Tree/Atlantic BT 16085) MIND NATALIE COLE (Capitol 4360) 68 78 90 N.Y., YOU GOT ME 58 CAR WASH ROSE ROYCE (MCA 40615) 28 17 DANCING
ANDREA TRUE CONNECTION (Buddah 564) 22 HERE COME THOSE 37 20 YOU KNOW LIKE I KNOW **TEARS AGAIN** 91 I WANNA DO IT TO YOU

JERRY BUTLER (Motown M1414E) 23 GO YOUR OWN WAY 71 1888) 65 30 60 PHANTOM WRITER

ARY WRIGHT (Warner Bros. WBS 8331) 92 LOVE IN C MINOR (PART 1) 79 11 61 YOU + ME = LOVE
UNDISPUTED TRUTH
(Whitfield/WB WHI 8306) 10 24 RIGHT TIME OF THE NIGHT 48 93 DANCING MAN 72 25 DISCOLUCY (I LOVE LUCY Q (Epic 8-50335) THEME)
WILLON PLACE STREET BAND (Island 078) 62 KONG
DICKIE GOODMAN (Shock/Janus SH6) 94 YOUR OWN SPECIAL WAY 63 YOU MAKE ME FEEL LIKE 26 TRYIN' TO LOVE TWO 95 ROMEO 42 DANCING LEO SAYER (Warner Bros. WBS 8283) 27 SOUTHERN NIGHTS 96 DEEPLY ANSON WILLIAMS (Chelsea CH 3061) apitol 4376) 28 HOTEL CALIFORNIA
EAGLES (Elektra E45386) 64 HOT LINE SYLVERS (Capitol 4336) 59 3 97 SPRING RAIN
SILVETTI (Salsoul SZ 2014) 65 YOUR LOVE McCOO/DAVIS (ABC AB 12262) 29 BOOGIE CHILD 98 THEME FROM "CHARLIE'S 66 SOMETHIN' 'BOUT 'CHA LATIMORE (Glades/TK 1739) 30 ALL STRUNG OUT ON YOU ANGELS"
HENRY MANCINI (RCA PB 10888) 75 67 "ROOTS" MEDLEY

QUINCY JONES (A&M 1909) 39 99 LONELY BOY
ANDREW GOLD (Elektra E45384)
100 THEME FROM "ROCKY"
(GONNA FLY NOW)
RHYTHM HERITAGE (ABC 12243) 31 NEW KID IN TOWN 77 13 68 SOMETIMES 5373) AT MIDNIGHT (MY LOVE WILL LIFT YOU UP) RUFUS FEATURING CHAKA KHAN (ABC 12239) vette/TK 5128) 69 CALLING DR. LOVE
KISS (Casabianca NB 880) 82

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

	Lovelane — BMI)	20th Century — ASCAP)       1         Magical Mystery (Comet — ASCAP)       52         Maybe I'm Amazed (Maclen — BMI)       13	Sometimes (Stallion — BMI)
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### BY DAVID DUNDAS

Let's face facts, David Dundas has staying power. After all, his hit single, "Jeans On," has remained on the Cashbox charts for more than six months, longer than any other single currently listed. We've been waiting for it to fall off before we released his new single, "Daisy Star." Well, we've waited. And waited. And finally decided we could wait no longer. "Daisy Star" has now been released and is finally on its way. We figure it this way. It's now only a matter of time before David Dundas has two hit singles on the charts.



# YES, THERE IS A "CALLING DR. LOVE" SINGLE!

WHEN MAJOR TOP-FORTY RADIO STATIONS THROUGHOUT THE COUNTRY GO ON AN ALBUM CUT AND GET OVERWHELM-ING RESPONSE, IT'S TIME FOR THE RECORD COMPANY TO REACT! THAT'S HOW THE NEW KISS SINGLE HAPPENED. FIRST IT BECAME A NO. 1 TELEPHONE REQUEST SONG, THEN IT BECAME A SINGLE!





Carablanca Silmillora

# C4SH BOX NEWS

# NARM Scores A Questionable Success

by Julian Shapiro

LOS ANGELES — On the eve of the recently completed National Association Of Recording Merchandisers (NARM) convention, two distinct issues seemed to command the greatest amount of industry-wide interest — how successful will selected, stratified list pricing be and is the future of rack jobbing as perilous as recent developments indicate. However, during the four-day gathering, little, if anything, was resolved regarding these matters, and no firm direction was provided for the future.

This year's annual event, held at the Century Plaza Hotel, was NARM's most successful on many levels. More than 1600 people, the largest number ever, attended, and the event was sold-out earlier than in any previous year. However, the spectre of the current grand jury investigations reined at nearly every juncture of the meetings and seminars and substantially altered the course of events.

Earl W. Kintner, legal counsel for the industry-wide organization, probably affected more discussion than any manufacturer or retailer. He was certainly the most visible attendee at the convention, serving as a constant reminder of the on-going inquiries into a number of record industry practices

and procedures

As a result, it became nearly impossible to adequately discuss the current status of independent distribution or the proliferation of lowballing in the marketplace. Every time dialogues turned to competitive practices, Kintner or a member of his staff interrupted participants, noting that NARM could not allow discussion to continue in that particular vein. It happened at the rack jobber session, at the independent distributor luncheon, and several times at the retailer session.

**Business Sessions** 

It was against such a back-drop that the formal business sessions were held. Walter Yetnikoff, president of the CBS/Records Group, delivered the keynote address in which he highlighted "100 Years Of Recorded Sound" in relation to current problems and goals in the industry (see complete text of Yetnikoff's speech on page 47).

What followed during the remainder of the business sessions were a series of panel discussions by a number of key executives in manufacturing, retailing and rack jobbing and several speeches by individuals outside the industry. Curiously, the latter group of presentations were both better attended and more enthusiastically received than the former.

Dr. Mortimer Feinberg demonstrated for the second consecutive year that he could address himself to a serious subject, this time "Corporate Bigamy," combining just the right mix of adroit rhetoric and humorous aside. Dr. Pierre Rinfret provided. perhaps, the most informative discourse with his observations of economic theory. Even Alex Haley, author of "Roots." captured the imagination of a considerable audience as he has done in a variety of mediums.

#### Panels Sparsely Attended

The industry-oriented panels paled by comparison. They were generally sparsely attended, as was the case with "The Grammy: How To Make The Most Of It" and "The Merchandise Mart . . .". In fact, because Haley's address ran longer than expected, one panel, "Record Industry Advertising" was cancelled.

Some convention attendees felt the poor turnout for meetings was due to the restric-

tions placed on discussion. Others blamed the general nature of the panels which tended to discourage specificity. In any event, the biggest NARM ever will not be remembered solely for that fact.

#### **Exhibitors Changing**

Once again, NARM allocated space for exhibitors to display their products. However, there appears to be an increasing shift in the types of organizations renting booths for such purpose. Over the past several years, more and more paraphenalia manufacturers have utilized NARM as a sales or promotional vehicle. Conversely, fewer major manufacturers were evidenced in the display rotunda, continuing a spiraling trend.

Manufacturers still supplied entertainment for each of the four days of the convention. Performing during the gathering were the Salsoul Orchestra, Ronnie Milsap, Janis Ian, Engelbert Humperdinck, Shirley Bassey and Tony Orlando & Dawn.

# Wallichs Files Chapter XI Petition For Reorganization

by Alan Sutton

LOS ANGELES — Wallichs Music and Entertainment Co., the landmark Southern California retailer doing business as Wallichs Music City, has filed for reorganization under Chapter XI of the bankruptcy laws. A petition presented in federal court in Los Angeles on March 8 said the seven-store chain is "insolvent and unable to pay its debts as they mature."

As of Jan. 31, 1977, the firm listed assets of \$1.6 million and liabilities of \$1.5 million.

In a prepared statement, John L. O'Leary, president of the company, said that business would continue under the present management, "pending the making of an arrangement with the company's creditors." A list of those creditors — reportedly including record companies and suppliers of televisions, stereo equipment and other musical accessories — was unavailable at press time.

The announcement comes just three months after Wallichs' much publicized switch to the discount format so prevalent in the area market (Cash Box, Nov. 27, 1976)

Founded approximately 20 years ago by Clyde and (the late) Glenn Wallichs, who were also instrumental in the formation of Capitol Records, Wallichs Music City had long adhered to a policy of charging at or near full list price for its record albums. But on Nov. 21 of last year, facing stiff competition from its price-conscious competitors — The Wherehouse, Music Plus, Licorice Pizza and Tower — Wallichs went discount for the first time.

At the same time the company announced that it had obtained major financial and credit assistance from Shaftesbury Music, Inc., a California-based consortium that was given an option to acquire a 20% interest in Wallichs after one year. The package included an allowance for "total store renovation" and \$60,000 in print and radio advertising announcing the new discount policy, according to a statement made by company founder Clyde Wallichs.

However, in view of recent developments, it seems to have been a case of too little too late

Balance Sheet

An examination of Wallichs' most recent balance sheet reveals that inventories account for roughly 87% (\$1.4 million of \$1.6 million) of the company's current assets. Net property, meanwhile, totals \$165,896.

On the other side of the ledger, accounts

payable and notes payable combine for about 87% (\$1.3 million of \$1.5 million) of Wallichs' current liabilities.

On the whole, Wallichs' main com-

(continued on page 51)

### Yetnikoff Speech Cites Distribution, Price As Issues

LOS ANGELES — The importance of onestops, distributors and rack jobbers to the industry and the fact that record prices have remained virtually unchanged during this century were among the major points in the keynote address given at the NARM convention by Walter Yetnikoff, president of CBS Records.

"I don't know of anywhere else (in the world) where recorded music is so easily accessible to so many people, or where individual records sell in such large quantities," Yetnikoff said. "The distributor, rack jobber, one-stop and the aggressive retailer in this country have put our product practically everywhere that the consumer goes to shop."

Speaking in broad terms on the issue of pricing, he said, "Primary among those problems today is obviously what is on everybody's mind — what do you pay for

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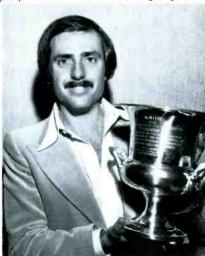
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- Full Text Of Walter Yetnikoff's Keynote Address — page 47
- Photos: Centennial Executive Award Winners — page 20
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### **NARM's Top Award Winners**



NARM PRESIDENTIAL AWARD — Neil Bogart, president of Casablanca Records and FilmWorks, received NARM's highest award. Shown presenting Bogart (right) with the plaque is Daniel Heilicher, outgoing chairman of the board of NARM.



**RETAILER OF THE YEAR** — Tom Heiman, president of Peaches, accepting NARM's highest retailer award.



RACK JOBBER OF THE YEAR — Shown accepting the award for Lieberman Enterprises are (I to r): Steve Lieberman, David Lieberman and Harold Okinow.

# The Spinners Yesterday, Today & Tomorrow An Album For Anytime.



SD 19100

Produced by Thom Bell

Includes their new single "You're Throwing A Good Love Away"



# Five New Regional Marketing Vice Presidents Appointed By CBS Records

LOS ANGELES — CBS Records has appointed five new regional marketing vice presidents. Bruce Lundvall, president of the CBS Record Division, announced the promotions of Del Costello, Frank Mooney, Mert Paul, Ron Piccolo and Don Van Gorp to the positions of vice president, marketing for the western, southwestern, southeastern, northeastern and midwestern regions respectively. The first announcement of the promotions came during the NARM convention at the CBS Records-hosted dinner show.

The CBS distribution system is responsible for marketing and sales for the Columbia, Epic/Associated and Portait labels. The five new regional marketing vice presidents will be responsible for the supervision of sales and promotion activities in



With the release of "Animals," their second album for Columbia Records, Pink Floyd continue their reputation as an internationally top-selling recording and performing group. Within five weeks of its release, "Animals" has been certified platinum, occupying the number four position on the Cash Box Top 100 Albums chart. The LP debuted on the chart at #39 with bullet the week of February 12, bulleting to #5 the following week.

The second part of Pink Floyd's story for 1977 is the massive tour of America, to begin in late spring, which will reach nearly every state. The package commences April 22 at the Miami Baseball Stadium in Miami, Florida, concluding in Montreal's Olympic Stadium on July 6. Twenty dates in auditoriums and arenas are included in the tour.

Launched in 1967, Pink Floyd began changing the face of popular music with hit singles such as "See Emily Play." Their own music changed as guitarist David Gilmour joined the band, just prior to the album "Saucerful Of Secrets," when bassist Roger Waters became the dominant writing member. Pink Floyd's creative statements are characterized by the unique effects and textures created by its four instrumentalists: Gilmour and Waters, as well as keyboardist Rick Wright and drummer Nick Mason.

Pink Floyd's first Columbia album was the chart-topping "Wish You Were Here."

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their respective regions. They will direct branch managers in their regions in the implementation of all marketing programs, and are responsible for the performance of the operation managers in their own service centers. They will report directly to Paul Smith, vice president, marketing, branch distribution, CBS Records.

The 5 New VPs

Del Costello, vice president, marketing, western region, joined CBS Records as regional promotion manager in San Francisco in 1962. In 1968, he became district manager in that city. Two years later, he was promoted to regional manager, Los Angeles and, in 1969, he was made regional director, western region.

Frank Mooney, vice president, marketing, southwestern region, joined CBS Records in 1961. He worked for four years in inventory control in Los Angeles and in 1965 moved to salesman in the same city. He was promoted to field sales manager in 1970 and three years later became branch manager in L.A. He was promoted to regional director, southwest region in 1976.

Mert Paul, vice president, marketing southeastern region, joined CBS Records in 1960 as an operations manager in Minneapolis, moving to branch sales manager

(continued on page 42)

# Mel Edwards Testifies During Week Four Of Payola Hearings

by Joanne Ostrow

WASHINGTON, D.C. — Mel Edwards, WOL disc jockey for five years, former president of DJ Productions (DJP), and the man who has been a focal point in the testimony of preceding witnesses, took the stand for most of the fourth week of FCC payola hearings and denied or contradicted charges that had surfaced earlier.

Edwards testified he brought WOL a prerelease demo tape of a local group called Uraeus, on Dec. 13, 1975; that he bypassed the station's music committee and played the group's song twice during his Saturday (10 a.m.-3 p.m.) shift. Edwards was managing the group at the time and Uraeus was appearing in concert that night at the 18,000-seat Capital Center. Normally, he said, permission from the program director is required to air a record not on the playlist; later he corrected his testimony to show that he did have an okay from Cortez Thompson, program director, but that Thompson did not know Edwards was manager of the group until the song made the playlist, in January 1976.

Edwards told his side of the Earth, Wind & Fire story, concerning the 1974 deal whereby DJP won first refusal rights on the group's next Washington appearance.

Contrary to allegations by promoters Bill Washington (Dimensions Unlimited) and Jack Boyle (Cellar Door Productions), Edwards said, "I didn't have any choice really" — that in order to gain access to the Capital Center where the group insisted on playing, he had to work through Boyle. Cavallo-Buffalo, personal managers of the group, and Boyle together engineered the deal, according to Edwards, and he took what little he could get for DJP. The amount agreed on was \$14,000 maximum with no risk of loss by DJP. (Earlier in the hearings, Washington called the \$14,000 "blood money" he was forced to pay to assure airplay. "a helluva lot" of airplay, for EWF's records.)

After being questioned for several hours on the drafts of legal documents regarding EWF commitments, Edwards asked, "How in the world can he (Washington) say this is payola." when the agreement and letter were drawn up by Washington's lawyer.

Edwards responded to questions about the positive influence of on-air mentions of upcoming concerts, added to the already confused testimony about WOL station policies and in other references denied allegations of coercion or threatening airplay. Asked if he intended to use the fact

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### Retailer Reluctance To \$7.98 List Fades; Discounters Start Pricing Records At \$3.99

#### by Mark Mehler

NEW YORK — Whatever reluctance retailers might have had initially about promoting the new \$7.98 list releases appears to have dissipated. Most major markets surveyed by **Cash Box** this week reflected a contained pattern of advertising the higher-priced LPs.

As expected, Jimmy's Music World, the 20-store New York based chain, became the first specialty record retailer to promote

### Manilow, Diamond TV Specials Spur Sales Of Chart LPs, Catalogue

by Randy Lewis

LOS ANGELES — Because of recent Barry Manilow and Neil Diamond television specials, both artists' catalogs, as well as their current albums, are showing large increases in sales

Manilow especially seems to be reaping the rewards of exposure on prime time national television. Major accounts are reporting all four of his albums to be making significant sales increases.

Besides Diamond's two most recent Columbia LPs, "Love at the Greek" and "Beautiful Noise," two of his MCA albums are also bulleted on this week's **Cash Box** Top 200 Albums chart.

"Love at the Greek" moved from #17 bullet last week to #9 bullet this week. "Beautiful Noise" moved to #137 bullet this week from #156 no bullet last week.

Of the two MCA albums, "12 Greatest Hits" went from #184 no bullet to #134 bullet. "Hot August Night" debuted this week at #169 bullet.

#### Manilow

Three of Manilow's four Arista albums are bulleted this week on the **Cash Box** Top 200 Albums chart. "This One's For You" has gone from #18 no bullet to #15 bullet. "Tryin' to Get the Feeling" last week ap
(continued on page 47)

### More LPs Out At \$7.98 List

\$7.98 LPs for under \$4 in the Sunday newspapers monitored by **Cash Box**.

More \$7.98 Ads

With Capitol and Atlantic recently joining the growing list of companies that have raised prices on selected pop discs, retailers are advertising \$7.98 albums in a number of ways to "educate the consumer" to the changing price.

The key, according to one retailer, is to make the customer understand that he or she "shouldn't expect from now on to buy albums for \$3.99. The customer doesn't know about list prices; he knows about what he pays. And he has trouble relating to different sale prices on albums by comparable artists."

The decision by Jimmy's Music World to advertise the latest LPs by David Bowie, Pink Floyd and John Denver (all \$7.98 list) for \$3.99 was criticized by the source for setting back that educational effort.

"I don't think that (\$3.99 on higher priced releases) is a good price point for Jimmy's," the retailer noted.

However, the manager of one of Jimmy's larger units said sales volume on the Bowie,

### Musicland, Peaches Announce Expansion. See page 17

Pink Floyd and Denver albums was keeping pace with the \$6.98 LPs selling for \$2.99.

"The people who shop at Jimmy's are real shoppers," the manager said. "They know the difference between the two list prices. They understand completely that they're getting a hell of a bargain at \$3.99."

The Jimmy's manager further indicated that \$3.99 would probably be his normal sale price on \$7.98 LPs, although they will be averaged with other \$7.98 discs selling at Jimmy's regular \$4.99 shelf price.

Jimmy's Not Alone

Jimmy's, however, is not the only retailer observed by **Cash Box** in the past two months promoting \$7.98 releases at low prices. Caldor in Boston and Record Factory in San Francisco, for example, have

advertised one or more \$7.98 list priced albums for \$4.24-\$4.48.

Retailers attributed the relatively slow print ad campaigns for early \$7.98 releases to problems of promoting them until there were enough on the market so that they would not "stick out" (Cash Box. Jan. 22).

In other retail price developments this week: Sam Goody lowered its Philadelphia multi-label sale price to \$3.99; ads tied to television specials proliferated; Korvettes continued \$2.99 specials in response to

# Anderson Named RCA Promotion VP

LOS ANGELES — Ray Anderson was appointed division vice president, promotion for RCA Records as announced by Mel Ilberman, division vice president, domestic operations for RCA Records. Anderson will report to Jack Kiernan, division vice president, marketing.

Anderson was first associated with Standard Distributors in Pittsburgh and later with Hamburg Brothers Distribution in the same city. In 1969, he joined RCA Records as a local promotion man, serving in such

(continued on page 51)



Ray Anderson

Cash Box/March 19 1977

### Peaches Adds Store In Memphis Market; Expansion Continues

NEW YORK — Peaches, a national record retail chain, will open its thirteenth store in Memphis on April 1. The new unit will occupy 15,000 square feet, according to Frank Miko, vice president of Nehi Record Distributing Co., which owns the Peaches chain.

Because no other "major independent chains" have stores in Memphis, Miko said, "I don't think we're going to have any competition." Peaches' only rivals in the area, he added, will be locally-based retailers and "discounters like K mart."

Miko stated that he expected Peaches to open "a couple more" stores this spring, and perhaps 10 to 12 additional units in the coming year. While he declined to identify their locations, he admitted that Peaches is searching for a second site in the Detroit area. The chain opened its first unit in that market last month (Cash Box, Jan. 22).

### Musicland Schedules Expansion Of Chain Into Springfield, III.

NEW YORK — The gigantic 195-unit Musicland chain will expand into the Springfield, Illinois market on March 30 with the opening of a store in the suburban White Oaks mall.

Grand opening plans for the 3400 square foot store include an LP sale price of \$3.99 with cut-outs selling for \$1.99. However, Grover Sayre, general manager for Musicland, said the chain has no intentions to "rock the market" in Springfield. "Basically," Sayre explained, "we're a dollar-off-list-price store."

Musicland's decision to open a store in Springfield, according to Sayre, was based on the shopping center's "good tenant mix," and potential "to deliver the traffic to your doorstep." Sayre added the new store would place a marketing emphasis on singles sales, as well as the sale of radios, sheet music and record accessories.

Musicland plans 10 new '77 stores.



RUFUS GOLD — ABC Records recording artists Rufus, featuring Chaka Khan, recently garnered their fourth consecutive gold album when their latest LP, "Ask Rufus," shipped gold. Pictured seated (I-r) are: Otis Smith, vice president of ABC Records; Chaka Khan; Jerry Rubinstein, chairman of the board of ABC Records; and Kevin Murphy and Tony Maiden, band members. Shown standing (I-r) are: Richard Steckler, BNB Management; Dan White, BNB Management and David Wolenski, band member.

# CBS Inc. Authorizes House Purchase Of Common Stock On Open Market

NEW YORK — The board of directors of CBS Inc. has authorized company purchases of up to \$50 million worth of its common stock on the open market, according to William S. Paley, chairman of the board of CBS. At the present market value of \$56.75 per share, this would amount to approximately 900,000 of the 28.4 million shares of CBS common stock which are outstanding.

Paley said that "the CBS directors view this purchase program as a sound and advantageous investment of corporate funds which should have a beneficial impact on both our return on equity and return on invested capital."

Another CBS spokesman pointed out two additional advantages to the company's decision. First, the savings in dividends that would not have to be paid on the purchased stock would be greater than the

after-tax income from investing the same amount of money in short-term "money market instruments." In addition, he said, "the stock is undervalued and probably has a reasonable chance to appreciate."

The spokesman said he didn't believe that "we would be materially escalating the price of the stock by our own purchasing activity. Obviously, this kind of commitment will take some time to execute. We're not going to buy them all in one day."

According to law, the spokesman added, a company buying stock on the open market is prohibited from purchasing more than 15% of daily volume. However, this provision does not cover direct sales of stock to CBS. "We could take blocks outside of the market, but of course we'd have to be doing our trading at market price," the source explained.

### Ward To Expand 1977 Operations

NEW YORK — Montgomery Ward will open 12 stores across the country in 1977, all with record/tape departments, according to a spokesman for the chain.

However, James Tielke, national home entertainment merchandising manager for Montgomery Ward's 400-plus stores, declined comment on the overall future of the chain's record retailing business. Tielke said the chain was making "all kinds of moves" to "update" its record/tape operations, but he would not elaborate.

Regarding published reports that individual Montgomery Ward store managers have been given authority to delete record/tape departments, another source at the chain said store managers have always been "pretty autonomous" in their decision-making.

"The store manager can more or less decide to eliminate any department in a store as long as he can justify the decision to the district manager," the source explained. "The decision, of course, would depend on the individual market. Records and tapes are not unique in that respect."

This policy appears to be similar to the one cited by J.C. Penney spokesmen in explaining their store managers' options. However, in the case of Penney, store managers were explicitly informed that record/tape departments were "optional."

### Montgomery Ward Tops Sales Record

CHICAGO — Montgomery Ward has reported record net sales of \$265,776,000 for the four weeks ended February 26, 1977, a 10.5% increase over the previous record of \$240,624,000 set during the four-week reporting period of last February.

# Kresge, Penney

Report Record

NEW YORK — Both S.S. Kresge Co. and J.C. Penney Co. reported reord earnings and sales for fiscal 1977, ended last January.

Year-End Results

Kresge, parent company of over 1,000 K mart stores, posted net income of \$266.6 million. up 33% over \$200.8 million in fiscal 1976. Sales for the fiscal year just ended were \$8.38 billion, up 23% from \$6.8 billion the previous year. With the year's results official. Kresge surpassed J.C. Penney as the nation's No. 2 general merchandise retailer in dollar volume.

Penney posted net earnings of \$228.1 million for the past fiscal year, up 20.3% from \$189.6 million the previous year. Sales for the past fiscal year rose 8.8% from \$7.68 billion to \$8.35 billion.

Both chains, however, experienced declining pre-tax earnings in the fourth quarter of fiscal 1976. Officials of Kresge and Penney cited the particularly strong Christmas sales of a year earlier as a key reason for the relative decline.

### **EMI Announces Growth, Expansion As Sales Increase**

by Chuck Comstock

LOS ANGELES — Predicting the future growth and expansion of EMI Ltd. into the North American and world marketplace, EMI chairman Sir John Read spoke to a Beverly Hills luncheon citing recent sales figures and recent acquisitions.

Though he noted that the single biggest growth area for the London-based group of companies has been in the electronics field. Read predicted the future expansion of music, movie and TV operations, most of them centered in the Los Angeles area. As Read recalled, within the last nine months EMI has acquired British Lion films, formed EMI Television Programs, Inc. and purchased the Screen Gems/Columbia/Colgems Music companies. The latter acquisition made EMI the world's largest music publishing operation.

EMI British Lion Films is already in production with their first release, "Convoy." a \$6-million action-adventure film starring Kris Kristofferson. Two other 1977 productions will be announced at a later date. Meanwhile, in the television production arm of EMI, the first major product, "The Amazing Howard Hughes," has been completed and will be shown in two two-hour segments on CBS-TV this season.

As Read told the luncheon guests. "The North American market continues to be our most important outlet, especially the United States, where we have established a major entertainment base in California." Already the leader in music publishing outside the

U.S.. Read noted. "Our acquisition of Screen Gems/Columbia/Colgems established a music publishing presence in this country."

Sales, Profits Up

Concurrent with the EMI group's expansion has been a corresponding growth in sales and profits. The worldwide growth was reflected in the sales figures cited by Read, who noted that the group had a 43% growth in the period from 1973 and 1976, going from \$768 million to \$1.1 billion in



Sir John Read

that period of time. "That," Read noted wryly, "is in spite of the rather sickly condition of the British pound."

In the same three year period, EMI reported a \$14 million increase in profit, going from \$26 million to \$40 million. Already this year, Read told the group, sales have increased by 37%.

Joining Sir John Read on the dais were: Bhaskar Menon, chairman and chief executive officer of EMI Music & Entertainment. North America; Roger Gimbel, chief operating officer of EMI Television; Arnold Gosewich, chief operating officer of Capitol Records-EMI of Canada Ltd.; Edward Khoury, chief operating officer of Capitol Magnetic Products Division and Musicden Retail; Edward Sands, chief operating officer of EMI Films; Lester Sill, chief operating officer of Screen Gems and Colgems-EMI Music Inc.; and Don Zimmermann, chief operating officer of Capitol's recorded music division.

### Woolworth's Feb. Sales Register 4.8% Increase

NEW YORK — F.W. Woolworth Co. has reported that consolidated sales for the four weeks ended Feb. 22 totaled \$298,-348,092, an increase of 4.8% over sales of \$284,709,632 during the comparable period last year. The four weeks represent the first reporting period in Woolworth's 1977 fiscal year.



"I'm proud to have been honored by the industry that I serve. A special thanks to everyone at NARM, our independent distributors, our artists, managers, producers and to my wonderful family at Casablanca Record and FilmWorks."

> Neil Bogart President



### 'Jeans On' Lives On Long After 27 Weeks On CB Singles Chart

by Phil DiMauro

NEW YORK — The current longest-lived single on the **Cash Box** Top 100 Singles chart, "Jeans On" by David Dundas on Chrysalis Records, never cleared the number 10 position. At #49 in its 27th week on the chart the single peaked at #14 during the week of Jan. 15, and continues to hang on.

According to Billy Bass, national promotion director for Chrysalis, the record's inability to capture a higher chart position was due to its never being played in New York, Chicago, Detroit, Cleveland, Atlanta or Miami. Yet the promotion department continues to work the record actively. For example. KRBE in Houston added the record last week at #14. (It was officially released on Sept. 1, 1976.)

#### **Novelty Tag**

"Unfortunately, the record had a novelty tag stigma on it," stated Bass, explaining

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that Houston was but one example of a market where resistance took months to break down.

"Even where we overcame the novelty record stigma, we ran into the problem that areas that were influenced by a heavily black population wouldn't play the record because it had no R&B appeal," Bass continued, pointing to WFGC in Washington, D.C., which added the record four weeks ago.

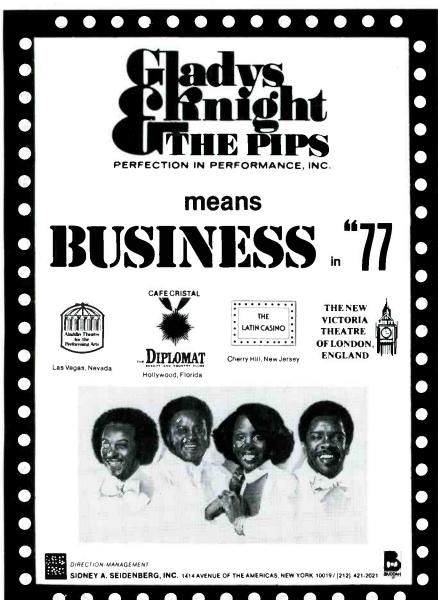
Bass explained that in Philadelphia "Jeans On" was played two weeks before Christmas and dropped, thus never breaking in the market. "I think we got killed by heavy artists coming out with records that were mid-charting, unfortunately. We also went from ARB's to Christmas rushes to ARB's in a few places."

According to Bass, "Jeans On" reached top five status on the surveys of at least 120 radio stations nationwide, and he expressed hopes that the single would soon enter active recurrent status at many of those outlets. He noted that at least one major program director had suggested that the Dundas single was a "summer record."

Bass exclaimed, "It's lasted through the worst winter the country's seen in years. Imagine if he was right!"

#### 740,000 Units

According to Sal Licata, vice president of sales and promotion for Chrysalis, "Jeans On" has sold in the neighborhood of 740,-000 units in its one-half-year lifespan, with steady orders still coming in. Over 100,000 records have been sold through the Minneapolis Heilicher Bros. distributor, with Los Angeles the next best market for sales of the Dundas record.



### **EXECUTIVES ON THE MOVE**



Waslev

Katz

Lipolo

dmondson

**New Duties For Takayoshi** — Tom Takayoshi, executive vice-president Playboy Records, has been named president of the label. In his new position, Takayoshi will be responsible for all label operations.

Casablanca Promotes Wasley — Don Wasley has been promoted to the newly created post of national promotion director, custom labels for Casablanca Record and FilmWorks. Previously, he was responsible for western regional promotion for the firm, based in San Francisco. In his new position, he'll be headquartered at the company's Los Angeles office Lipoid Manager For A&M — Karen Lipoid has been appointed to merchandising manager for A&M Records. Her duties include coordinating the manufacturing and distribution of in-store display material and promotional giveaways.

**Edmondson Named To A&M** — Al Edmondson has been named to the newly created post of national special projects coordinator for A&M Records. Prior to his appointment, he worked for Universal Record Distributors in Philadelphia where he was director of R&B promotion for the Philadelphia-Tri-State area.

Roberts Appointed Director At Columbia — Gail Roberts has been appointed to the post of director of west coast publicity of Columbia Records. She joined CBS Records in 1974 as manager west coast publicity of Columbia Records. Before that, she was west coast publicity director for Bell Records for three years.

**Champlin To Vanguard** — Emily Champlin has been selected as Regional sales manager of west coast for Vanguard Records. She was formerly with Eric Mainland and M.S. Distributing in Los Angeles.

**Sweeney At Zodiac News** — Veteran radio reporter Charles Sweeney, formerly news director at KPFT (FM) in Houston, has joined the ZNS staff, where he will concentrate on rock music, jazz, blues and progressive country sounds. Sweeney says he also is "open to any other fields of music that might interest our listeners."

Weiner Promoted At Columbia — Marilyn Weiner has been promoted to manager of the Columbia Records Recording Studio in San Francisco. She has been with the company since 1973 when she first joined as an administrative assistant. Prior to CBS, she worked in France for several years as a recreation director for the special services of the Armed Forces.



Weiner

Senoff

Love

Skop

**Senoff Joins Levinson** — Pete Senoff has joined Levinson Associates, Inc., international public relations organization, as vice president-marketing services. He has been at ABC Records, where he has functioned as national director of advertising and merchandising. **Chalice Taps Love** — Stuart Alan Love has been appointed to the newly created position of director of A&R and production for the Chalice Music Group. He comes to Chalice as a ten year industry veteran who has served at east coast A&R operations for both Columbia and Warner Brothers Records.

**Kirshen To Springboard** — Sonny Kirshen has joined Springboard International Records, Inc. as eastern regional sales manager for the entire Springboard family of labels. Most recently, he was head of national sales and marketing for the Pickwick International, Inc. P.I.P. Records Division.

Press Office Formed — Leila Bowie is director of Tour Press Office. She has been involved in the music industry for four years, having served in similar capacities at Rogers & Cowan, and both MCA and Capitol Records. Roberta Skopp was recently appointed to the newly created position of account executive and will be working on dealings with clients as well as structuring and implementing campaigns. Ms. Skopp was most recently director of publicity/artist relations for Kirshner Entertainment, and prior to that, served on the editorial staff of Record World Magazine for two years. Melanie Simsarian is office manager and coordinates many of the organization's efforts. She joined The Press Office after having worked for Aucoin Management. Inc.

**RCA Promotes Vias** — Joe Vias, Jr. has been promoted to the newly created post of director of international headquarters operations at RCA Records. He joined RCA as advertising administrator in the international home instruments division in 1957, and became manager of advertising, there in 1961.

King Manager Of Concert Productions — Casey King has been named to the position of Manager of Concert Productions for Aucoin Management Inc. Before this recent appointment, he served as Tour Manager for Starz.

Powell Joins Calliope Festival — Dave Powell has joined Calliope/Festival Records, Sherman Oaks, as vice president/general manager. Formerly comptroller of Casablanca Records, Powell has held similar posts with Sussex Records and United Artists Records. Helfetz Named At Rogers & Cowan — Jay Heifetz has been named a vice president of Rogers and Cowan, Inc.'s music division. Prior to joining Rogers & Cowan in 1975, he spent four years as promotion director for the Los Angeles Philharmonic and the Hollywood Rowl.

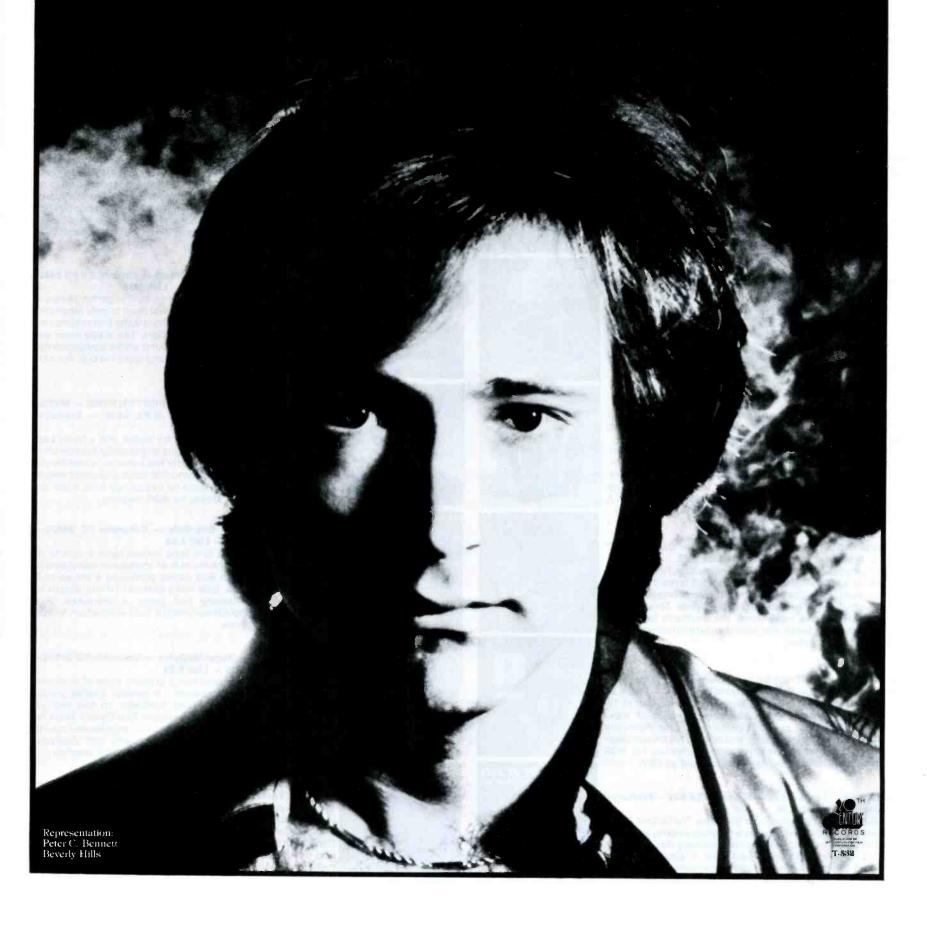
Allen At Nationwide — Allen Orange has been named to head up their newly formed r&b division of Nationwide Sound Distributors. Orange was formerly associated with Monument, and Sound Stage 7 Records as national director of r&b promotions.

**Polydor Inc. Adds Two** — Polydor Incorporated has added two promotion men to its local promotion staff. Richard Hall is covering the Chicago region after doing similar duties for MS Distributors for a year. John Derrek will cover the Minneapolis territory.

# Kenny Nolan

Kenny Nolan co-writer of "My Eyes Adored You" and "Lady Marmalade."
Now with his own hit single "I Like Dreamin."

20th Century Records takes pride in presenting Kenny Nolan. With a collection of the most beautiful songs ever assembled by an artistcomposer for his first album.



### **ALBUM REVIEWS**

#### BURNIN' SKY — Bad Company — Swan Song/Atlantic SS 8500 — Producer: Bad Company — List: 7.98

When you've had three million-selling albums in a row, the temptation is to put out the same kind of material to keep the registers ringing. But Bad Company resists that urge on this more disciplined album, half of which is an exploration into some previously unexplored musical territory — hard to classify but pleasing to hear. But they still rock with gusto. For top 40 and AOR



The combination of various and diverse musical elements has always been a trademark of The Band who can manage to sound fresh without losing their particular sound identity. Once again surprises are in store, especially on their new arrangement of "Ain't That A Lot Of Love," and on what amounts to a Ray Charles tribute on "Georgia On My Mind." Distinctive and representative music from the always exemplary Band. For top 40 and AOR playlists.

#### GETTIN' LUCKY - Head East - A&M SP-4624 - Producer: Richard Podolor — List: 6.98

Their strong midwestern success has yet to be matched nationally, but the latest effort by this band of talented St. Louis musicians might be the one to raise the national consciousness. They feature pleasing harmonies, a strong lead vocal combination in band members Steve Houston and John Schlitt, and excellent keyboard work by Roger Boyd. For AOR and top 40 playlists.

#### FROM ME TO YOU - George Duke - Epic PE 34469 -Producer: George Duke - List: 6.98

His past associations with Billy Cobham, Cannonball Adderly, Don Ellis, Freddie Hubbard, Frank Zappa, et. al., have given George Duke a wide realm of musical experiences to draw from. It is no surprise then, that on his first Epic release he exhibits his familiarity with and ability to perform R&B, rock and jazz material with equal aplomb. For R&B, jazz and AOR

#### ENCHANTMENT — Enchantment — United Artists LA-682G Producer: Michael Stokes — List: 6.98

Though their stage show features the kind of magic required to pull top hats & canes out of thin air, Enchantment does their best magic on the dance floor, defying anyone present to stay still while their tunes are playing. With exquisite four part harmonies and a solid instrumental background, this Detroit quintet deliver hot disco and Sunday afternoon R&B with consummate skill and verve. For top 40, disco and R&B.

#### ${\bf FOREIGNER-Foreigner-Atlantic\,SD\,\,18215-Producers:}$ John Sinclair, Garry Lyons, Mick Jones & Ian McDonald — List: 6.98

Led by ex-Spooky Tooth lead singer and guitarist Mick Jones, Foreigner is a band that, on their first shot, has an established sound and an obvious familiarity with rock somewhere between Queen and Bad Company. Featuring powerful vocals and disciplined instrumental support, this is a band you're sure to hear more of. For top 40 and AOR playlists.

#### CONQUISTADOR — Maynard Ferguson -- Columbia PC 34457 — Producer: Jay Chattaway — List: 6.98

With an impressive guest list of jazz musicians, Ferguson has put together a solid album of brassy jazz-rock tunes that should win over even more converts to the jazz movement, as jazz makes even stronger inroads onto pop playlists. Though there are some progressive movements, the emphasis is on poporiented material, a factor that should ensure extensive airplay on AOR and jazz playlists.

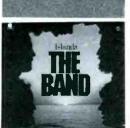
#### THE TAJ MAHAL ANTHOLOGY — Volume I — Taj Mahal Columbia PC 34466 — Producer: David Rubinson — List: 6.98

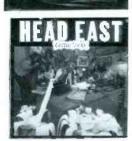
From the years 1966-71, this album captures the best of Taj Mahal's early days. It's an outstanding collection of rockflavored blues and folk numbers performed in the distinctive style of the inimitable Taj, playing and singing his unique interpretations of songs that have since become classics. For AOR and top 40 playlists, although some cuts could go C&W.

#### SOMETIMES — Facts of Life — Kayvette/TK 802 — Producer: Millie Jackson - List: 6.98

Because they used to go under the name The Gospel Truth, some people thought that this was a religious singing group but several of their more suggestive cuts effectively dispel that notion. This talented R&B trio specializes in soulfully shared vocals and unobtrusive musical arrangements that give the spotlight to the singers. For R&B and top 40 playlists.





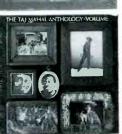
















#### **HEAVY WEATHER** — Weather Report — Columbia PC 34418 Producer: Zawlnul — List: 6.98

One of the best disco bands around, Wild Cherry is back with

The pop success of such jazz artists as George Benson has helped pave the way for wider acceptance and understanding of this musical art form by the uninitiated. Though the majority of the material here is free-form and progressive and possibly inaccessible to the novitiate, there are several melodic cuts, especially "Birdland" which could receive extensive airplay. For AOR, R&B and jazz playlists.



### A HANDFUL OF BEAUTY — Shakti with John McLaughlin -Columbia PC 34372 — Producer: John McLaughlin — List:

The strings are excellent and the drumbeats lively on this fresh offering of East meets West music by guitar virtuoso John McLaughlin. Expanding a field once the near-exclusive domain of Ravi Shankar, McLaughlin has mixed well the elements of western electronic wizardry with the centuries-old rhythms of our mysterious eastern neighbors. For jazz and AOR playlists.



#### ANYTIME . . . ANYWHERE — Rita Coolidge — A&M SP-4616 Producer: David Anderle — List: 6.98

There is not a single track on this LP that has not been done by another artist but, if the melodies are familiar, not so the fresh arrangements that allow Rita's clean and powerful voice to reinterpret the familiar in a new and pleasing way. From the country twang of "I Don't Want to Talk About it" to the Boz Scagg's tune, "We're All Alone," Rita pays homage to a variety of styles and a number of composers. For top 40, AOR and MOR playlists.



#### STRATOSFEAR — Tangerine Dream — Virgin/CBS PZ 34427 Producer: Tangerine Dream — List: 6.98

Despite the much over-worked term, Tangerine Dream is truly a unique German rock band, that most closely resembles Pink Floyd but has a distinct musical character that expands the electronic sound genre to new frontiers. The subtle audio elements that make up the futuristic sound will be complemented by a live laser light show when the band tours the U.S. For AOR playlists.



#### FROM A RADIO ENGINE TO THE PHOTON WING — Michael Nesmith — Pacific Arts/Island ILPA 9486 — Producer: Michael Nesmith - List: 6.98

Combining a progressive country sound with a funky Latin ambience is what Nesmith has done on this delightful new offering. The talented singer/composer has come an incredible distance since his Monkee days and this latest solo effort reflects the confidence and experience he has gained from a rich and varied musical history. Mostly for AOR playlists.



#### GINSENG WOMAN - Eric Gale - Columbia PC 34421 -Producer: Bob James — List: 6.98

Superb session man Eric Gale invited quite a cast to his coming-out party and the result is an impressive debut solo effort for Columbia. With Bob James producing a troupe of 28 musicians and singers. Gale has a chance to vividly display his pop-flavored, rock-leaning jazz guitar. A shortened "Sara Smile" could be a top 40 heavyweight, but a solid album for jazz, R&B and AOR playlists.



#### THUNDERBYRD — Roger McGuinn — Columbia PC 34656 — Producer: Don DeVito - List: 6.98

Having collected around him a talented band of musicians rith a broad range of experience in several diverse groups, McGuinn appears relaxed and confident on this fine LP, produced by Don DeVito who produced Bob Dylan's latest two albums. There is standard rock and roll, progressive country and a few mellow tunes all delivered with that distinctive McGuinn voice. For AOR, top 40 and some C&W playlists.



#### MOLKIE COLE — Molkie Cole — Janus JXS 7031 — Producer: James M. Testa — List: 6.98

Unlike some novelty bands, Molkie Cole has a sound that is instantly accessible because their humor is delivered on the wings of uncomplicated rock riffs. A talented quintet from Cleveland, this is their debut effort and once they take their antics on the national road, the band should achieve wider recognition and increased sales. Selections are for top 40 and AOR playlists.



Twentieth Century Records proudly announces the release of the debut album by

# THE KEANE BROTHERS

(T-536)



### picks of the week

GENE COTTON (ABC 12250)

Rain On (2:43) (Wembley/Unichappell — BMI) (Phillips, Berglund)

The title track from Cotton's current LP, this single has had its way paved by the pop showing of "You Got Me Running." Interweaving harmonies should take this single even farther in establishing Cotton's top 40 reputation.

GRAHAM PARKER AND THE RUMOUR (Mercury 74000)

**Hold Back The Night** (3:02) (Carlin — ASCAP) (Baker, Harris, Sedler, Young)

The title listed is side one, cut one of the shocking "Pink Parker" extended play 45 rpm seven-inch disc (with a large hole). If you don't know by now, Parker has been heralded far and wide as a new figure in R&B influenced rock with a great sensitivity to tradition. The result is music that should be picking up spirits on any wavelength.

LADY FLASH (RSO 864) (Dist: Polydor)

Nowhere To Run (2:55) (Stone Agate — ASCAP) (Holland, Dozier, Holland)

This expert vocal trio may not be Martha and the Vandellas reincarnated, but they have the chops to hammer this one out with high energy. A timely arrangement of a peerless hit song.

FOREIGNER (Atlantic 3394)

Feels Like The First Time (3:15) (Somerset/Evansongs — ASCAP) (Jones)

Spine-tingling guitar chords set the stage for this first single from the group's debut LP. The heavy rock feeling is there at bottom, but glittering backing vocals and keyboard work add the patina necessary to soothe top 40. Written by ex-Spooky Tooth member Mick Jones.

#### JIMMY BUFFETT (ABC 12254)

MargaritavIIIe (3:20) (Coral Reefer — BMI) (Buffett)

Buffett's LP is bulleting at #34 on the Cash Box Top 100 Albums chart ("Changes In Latitudes, Changes In Attitudes"). This track is one of those that's been heard on FMs. As usual, the mood is thoughtful and wasted, with guitars and a marimba to add to the sleeping sombrero effect.

### GINO VANNELLI (A&M 1911)

Fly Into This Night (3:27) (Almo/Giva — ASCAP) (Vannelli)

This flashy purveyor of R&B from Canada continues to develop a unique vocal style to accompany dense keyboard and synthesizer-laden arrangements. Traces of Rodgers & Hammerstein's "Bali Hai" from "South Pacific" add to the melodic appeal.

#### THE HOLLIES (Epic 50359)

Sandy (3:30) (Laurel Canyon — ASCAP) (Springsteen)

What's in a hit? People in many walks of life have agreed that this Springsteen song is hummable after two listenings, and that the Hollies' vocal interpretation is creative in its own right. With this re-release, Epic is taking one more try at convincing the public at large.

#### ANSON WILLIAMS (Chelsea 3061)

 $\begin{tabular}{ll} \textbf{Deeply} & (3:04) & (Fox-Gimbel Productions — BMI) & (Fox, Gimbel) \\ \end{tabular}$ 

Blue-eyed and smiling Williams joins the current influx of television stars into the pop music race. "Happy Days" is of course a force to be reckoned with, and this sentimental pop tune has the lyrical content to appeal to the female youth market.

### THE RITCHIE FAMILY (Marlin 3309) (Dist:TK)

**Lite Is Music** (3:44) (Ritchie Rome/Can't Stop — BMI) (Morali, Gazzola, Rome, Belolo, Hurtt)

The Ritchies already have built up a reputation as one of the happiest bands around, but this single shows a further degree of development. This one combines the disco beat with an original melody that could have been a Broadway hit. Equally at home in disco, R&B, and pop.

### MARY KAY PLACE as LORETTA HAGGERS (Columbia 10510)

Vitamin L (2:23) (Duce/Sook — ASCAP) (Place)

Mary Hartman freaks will recognize this early work of Loretta's, from the "Tonite! Live At The Capri Lounge" album. The tune is upbeat country, and the lyrics are very clever. A good shot at building on a TV base through country and pop radio.



CAPTAIN & TENNILLE (A&M 1912)

Can't Stop Dancin' (3:18) (Ahab — BMI) (Stevens)

The Captain & Tennille have turned their talents in the uptempo direction with the help of songwriter extraordinaire, crazy Ray Stevens. Could be a disco number, but this record travels by so fast it's difficult to see how anyone could keep up. Expect rapid pulsations over the pop airwaves, however.

#### MARILYN McCOO & BILLY DAVIS (ABC 12262)

Your Love (3:30) (El Patricio — BMI) (Barnum, Johnson)

This charming two-dimensional act is already bulleting up the charts with their follow-up single to the number one "You Don't Have To Be A Star." A song with a stronger backbeat, but the vocal harmonies and counterpoint that marked the last single are here.

YVONNE ELLIMAN (RSO 871) (Dist: Polydor)

Hello Stranger (3:09) (Cotillion/Braintree/Lovelane — BMI) (Lewis)

Ms. Elliman's otherwise strong vocal personality fades into the arrangement here, and the result is a record that captures the pop feeling of 1963, when the original, a Barbara Lewis version, was released. The backing vocal harmonies and string arrangement reinforce the effect in a mellow pace. For varied airplay.

THE KINKS (Arista 2394)

Sleepwalker (3:27) (Davray — P.R.S.) (Davies, Davies)

Champions of the common man, Ray Davies and the Kinks are aiming at top 40 with the title cut from their new album, already heard on FMs around the nation. Classic rock guitar chords, and an infectious chorus are the pop hooks, and the execution is impecable throughout.

RON DANTE (RCA 10898)

How Am I To Know (3:26) (Don Kirshner — BMI) (Dante, Nameanworth)

This record shows a sophisticated blend of pop influences, with a chorus-title hook that builds through layers of vocal harmony. The sound benefits from Dante's well-developed production talents. For popplaylists

VALERIE CARTER (Columbia 10505)

Ooh Child (2:55) (Kama Sutra/Sleeping Sun — BMI) (Vincent)

Ms. Carter has a part of the vocal harmonies on countless hit singles, and here is her chance at the spotlight in the first single from her debut album, "Just A Stone's Throw Away." A subtle stylist through the verses, she is capable of soaring far into the high ranges in this pleasant pop melody.

ALLAN O'DAY (Pacific 001) (Dist: Atlantic)
Undercover Angel (3:24) (WB — ASCAP) (O'Day)

O'Day's credits have thus far been limited to songwriter, but he comes off well as a performer in this debut on a new label. This is pop material with a funky beat, adding extra interest with a cute use of sound effects.

GARNETT MIMS & TRUCKIN' COMPANY (Arista 0239) What It Is (3:36) (Big Boro — BMI) (Lane, Muller)

Written and produced by Jeff Lane and Randy Muller of Brass Construction, this is a large-scale disco production employing multiple layers of rhythm and a big orchestra. The lead voice is prominent, mixed with a light delay effect to emphasize inflections that recall Sly Stone.

ADDRISI BROS. (Buddah 566)

Slow Dancin' Don't Turn Me On (3:12) (Music Way/Flying Addrisi — BMI) (Addrisi, Addrisi)

Not slow or fast, but somewhere in between, grafting

filtered pop vocals over a mildly funky rhythm track.

Close harmonies, a melodic bass line and handclaps

keep it moving.

NEW RIDERS OF THE PURPLE SAGE (MCA 40686)

Love Has Strange Ways (2:46) (Blue Jeans — BMI (Love)

This record sounds a great deal like the type of thing Eric Clapton was doing two or three years ago, with more of an emphasis on the harmony vocals. A solid rock record that will convert a few New Riders disparagers.

MYRA CIARDI (Polydor 14375)

**Do You Ever Think Of Me** (3:06) (E.B. Marks/Rainy Night — BMI) (Barron)

Through vocals that are multi-tracked in all but the first few verses, Ms. Ciardi is a newcomer who has perfected a slick, professional delivery. This tune was an American Song Festival winner (1976) in the easy-listening category, but it exhibits ample pop probabilities.

GATO BARBIERI (A&M 1916)

Europa (Earth's Cry Heaven's Smile) (3:30) (Light — BMI) (Santana, Coster)

Carlos Santana himself has praised Barbieri's inter-

pretation of his composition. The edit might not quite allow sufficient time for development of the melody, but the record does offer inroads on varied programming situations.

RETURN TO FOREVER (Columbia 10497)

Musicmagic (3:50) (Litha — ASCAP) (Corea)

From Chick Corea's new horn-laden, vocally-oriented LP, a softer-edged, more commercial product than would be expected from this demon of the Fender Rhodes piano. The dissonant twists and turns of his synthesizer solo are the best clue. Idle patter smattered between the licks.

LAVENDER HILL MOB (UA XW 925)

**The Party Song** (4:02) (United Artists — ASCAP) (Prigeno, Jones, Chandler)

Made for dancing, but not your ordinary disco record. There's an emotive chord progression over which the group builds layers of vocal harmonies that are almost Beatlish at points. Very playable on pop stations.

PHYLLIS HYMAN (Buddah 567)

**Loving You/Losing You** (3:54) (Mighty Three — BMI) (Bell, Creed)

Ms. Hyman, a featured vocalist with Norman Connors, breaks out on her own. The string section's note-for-note support of the melody is much in the style of old Motown, with production by Lewis Merenstein and Jerry Peter.

**HOUSE BAND** (Midsong International 10910) (Dist: RCA) **Dancing Shoes** (3:40) (Midsong — ASCAP) (Smid, Smid, Hardholdt)

Like much of the disco music produced in Europe, the incisive recording quality of this record gives a larger-than-life sound. There's a tamborine that will probably pierce ears on the dance floor, but the party style vocal tracks lend a memorable touch.

KALYAN (MCA/Rollers 40699)

**Disco Reggae (Tony's Groove) Part 1** (3:34) (Chesyl/Ace Spec — BMI) (Silvester, Brewster, Zant)

The composition/production brainchild of Tony "Champagne" Silvester, Kalyan now has an LP bulleting on the pop and R&B album charts. The record really isn't reggae at all, but the percussion and stabbing vocals should have them dancing at the disco and over the radio.

THE GAP BAND (Tattoo 10884) (Dist: RCA)

Out Of The Blue (Can You Feel It) (3:26) (Big Heart — BMI) (Wilson)

A funky record with a delicate touch from this new band's debut LP. The electric piano-based arrangement remains subtle, leaving prominent space for the Wonder-influenced ensemble vocals.

SUZANNE STEVENS (Capitol 4395)

Higher Mountain (3:35) (Captain Crystal — BMI) (Eaton) Skirting the country field at about the same distance as Linda Ronstadt, Ms. Stevens has a crystal clear vocal delivery in this equally clean production. The timbre of the backing vocals gives this record pop, country and easy listening possibilities.

### **JAZZ ALBUM PICKS**



Weeks

#### BASIC GREY — Al Grey - Chess 2ACMJ—409 — List: 7.98

Trombonist Gray is still knocking 'em dead with Count Basie and the earliest tracks in this fine set reflect those surroundings but as we progress we get into more contemporary territory and the appearance of sidemen such as Donald Byrd, Herbie Hancock and Bobby Hutcherson. Overall a fine display of the trombonist and his talents although his most frequent companion, tenor saxophonist Billy Mitchell, often steals the show.

### RISING SUN — Teruo Nakamura — Polydor 6097 — Producer: Teruo Nakamura — List: 6.98

Bassist Nakamura has some heavyweight company here with the likes of Lonnie Smith, Steve Grossman, Carter Jefferson and Onaje Alan Gumbs contributing to the set. The leader wrote four of the six originals and the session has a good solid contemporary feeling to it. A good bet for airplay on jazz and progressive FMers. Excellent recorded sound.

### SHOUT IT OUT — Patrice Rushen — Prestige 10101 - Producer: P. Rushen, R. Andrews, T. Vioari — List: 6.98

Ms. Rushen hasn't been with Prestige all that long but one could scarcely tell that she is the same artist if one compared this with her music of two years ago. The album is a combination of manufactured funk and laid back synthesizer muzak. The results are competent and professional with a striking lack of individuality. If the album sells we'll no doubt get more of this sound, but if it doesn't, then what?

### A SIGN OF THE TIMES — Tal Farlow — Concord Jazz 26 — Producer: Carl Jefferson — List: 6.98

Tal Farlow records occur rarely. This is only his Second LP as a leader in more than fifteen years. Yet there is not a guitarist anywhere who can match his facility, his invention and his all-around jazz ability. There are eight tunes here and the accompaniment (Hank Jones, Ray Brown) is the best one could find. Look for heavy sales among students and fans of jazz guitar.

### THE GREATEST OF CARMEN McRAE — MCA 2-4111 — List: 7.98

The title of this album may be open to question since one would need much more than these 32 tracks to constitute the greatest of Carmen McRae, but much of this would certainly warrant inclusion. Ms. McRae sings excellent material with a natural feel for proper tempo and is an excellent interpreter of lyrics as well. Varied accompaniment, with everything from big band to solo guitar represented. Fans of the best in jazz oriented popular singing could hardly do better than this.

#### JAZZTIME USA — MCA 4113 — List: 7.98

The jam session format is the only connecting link between these live performances from the mid-'50s. A Georgie Auld group including Charlie Shavers and Kai Winding has some exciting moments while Hot Lips Page fronts a rhythm section for some typically exciting trumpet and vocals. Terry Gibbs, Stuff Smith, Tony Scott, Coleman Hawkins and Marylou Williams are among the other leaders. Spirited music!



### TOP40JAZZ ALBUMS

		<i>\)</i>	12	_
-		1	Neeks	Γ
1	IN FLIGHT	3/12	On Chart	ŀ
ľ	GEORGE BENSON (Warner Bros. BSK 2983)	1	6	
2	SECRET PLACE GROVER WASHINGTON JR. (Kudu 32)	2	12	
3	ROOTS QUINCY JONES (A&M SP 4626)	11	4	
4	BREEZIN' GEORGE BENSON (Warner Bros BS 2919)	4	37	
5	IMAGINARY VOYAGE JEAN-LUC PONTY (Atlantic SD 18195)	5	17	
6	CARICATURES DONALD BYRD (Blue Note/UA BNLA 633G)	6	7	-
7	MY SPANISH HEART CHICK COREA (Polydor PD 2-9003)	3	11	
8	VIBRATIONS ROY AYERS UBIQUITY (Polydor PD 1-6091)	7	12	
9	MAIN SQUEEZE CHUCK MANGIONE (A&M 4612)	8	20	
10	CALIENTE GATO BARBIERI (A&M 4597)	9	25	
11	BIRD IN A SILVER CAGE HERBIE MANN (Atlantic SD 18209)	10	8	
12	SHADES KEITH JARRETT (Impulse/ABC AS 9322)	12	7	
13	RENAISSANCE LONNIE LISTON SMITH & THE COSMIC ECHOES (RCA APL 1-1822)	14	16	
14	LIVING INSIDE YOUR LOVE			
15	(Blue Note/UA BNLA 667G)  BAREFOOT BALLET	15	21	
	JOHN KLEMMER (ABC 950)	16	28	
16	BIG CITY LENNY WHITE (Nemperor/Atlantic NEM 441)	25	3	
17	UNFINISHED BUSINESS BLACKBYRDS (Fantasy F9518)	13	18	
18	SCHOOL DAYS STANLEY CLARKE (Nemperor/Atlantic NE 439)	19	26	
19	THE MAN WITH THE SAD			
	STANLEY TURRENTINE (Fantasy F9519)	21	18	
20	FOCAL POINT MCCOY TYNER (Milestone/Fantasy M9072)	20	13	

1	İ			On
art	21	THE SAN FRANCISCO CONCERT HUBERT LAWS (CTI 7071)	3/12	Chart
	22	GEORGE BENSON IN CONCERT AT CARNEGIE HALL GEORGE BENSON (CTI/Motown 6072-S1)	18	8
	23	HAPPINESS HEARTACHES BRIAN AUGER'S OBLIVION EXPRESS (Warner Bros. BS 2981)	22	5
	24	THE LION AND THE RAM LARRY CORYELL (Arista AL 4108)	24	8
ic	25	SLEEPING GYPSY MICHAEL FRANKS (Warner Bros. BS 3004)	27	4
	26	SEA WIND (CTI 5002)	28	7
	27	THE BEST OF THE CRUSADERS (Blue Thumb/ABC BTSY 6027/2)	29	15
	28	MILTON MILTON NASCIMENTO (A&M SP 4611)	30	6
	29	SIT ON IT JIMMY SMITH (Mercury SRM 1-1127)	31	6
	30	BOB JAMES THREE (CTI 6063)	33	37
	31	SHOUT IT OUT PATRICE RUSHEN (Prestige/Fantasy 10101)	36	2
	32	ORGAN/HYMNS-SPHERES KEITH JARRETT (Polydor ECM-2- 1086)	_	1
	33	NOTHING WILL BE AS IT WAS TOMORROW FLORA PURIM (Warner Bros. BS 2985)	_	1
	34	PASTELS RON CARTER (Milestone/Fantasy 9073)	17	6
	35	THERE'S MUSIC IN THE AIR LETTA MBULU (A&M 4609)	37	4
	36	THE FOLLOWING MORNING EBERHARD WEBER (Polydor ECM-1- 1084)	_	1
	37	THE 25TH ANNIVERSARY THE DAVE BRUBECK QUARTET (Horizon/A&M 714)	40	4
	38	JOE PASS VIRTUOSO #2 (Pablo/RCA 2310 788)	38	2
	39	HANK CRAWFORD'S BACK (Kudu 33)	26	11
	40	JOYOUS LAKE PAT MARTINO (Warner Bros. BS 2977)	23	28
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### On Jazz

The latest from Inner City/Classic Jazz is a new Clark Terry LP and a unique session featuring tap dancer Baby Lawrence with people like Paul Quinichette, Bobby Jaspar and Nat Pierce. The Terry LP is also unusual in that it features members of the Boston Symphony.

A most interesting discovery is the John Coltrane discovery just released on Impulse. Titled "The Other Village Vanguard Tapes" it is a double album with six lengthy tracks from November 1961. It features the Coltrane quartet augmented by Eric Dolphy and occasional guests.

Jimmy Owens, A&M/Horizon artist, will

Jimmy Owens, A&M/Horizon artist, will bring his trumpet to Town Hall for a one man show March 19. Accompaniment will be by the Collective Black Artists Ensemble.

Blue Labor continues to present the blues in attractive surroundings. Their latest release includes: "Dead Stray Dog" by Louisiana Red and "Blues Is Truth" by Brownie McGhee.

The New York Jazz Museum Sunday concerts will present the **George Coleman** Octet on March 20 and a **Hal Galper** Quintet with **Mike** and **Randy Brecker** on March 27. Concerts begin at 2 pm at the Museum, 236 W. 54th St., New York.

Veteran arranger Sy Oliver has a new album on the COBY label with an eight

piece band recorded at the Rainbow Room. In the band are Jimmy Powell, Heywood Henry and Oliver Jackson.

Jazz on campus is becoming an important part of the educational experience for many college students. Rutgers University has long been a leader in the field what with the major archive of The Institute of Jazz Studies on the Newark campus and the frequent discographical conferences held in New Brunswick. Now Rutgers announces an "artist in residence" series that will run through April. Artists will perform at each campus during the program and among those featured will be the Billy Cobham Trio (March 15-16), Tommy Flanagan's Trio (April 4-5) and later on the groups of Larry Young, Jimmy Heath and Ron Carter.

The rumor is making the rounds that The Lester Young Story on Columbia may have only one chapter. Five were originally scheduled.

John Handy's "Carnival" album which will be a certain bet for the Cash Box Jazz Chart features seven Handy compositions. Lee Ritenour and Sonny Burke make strong contributions to the album.

Junior Mance and Ron Carter will be at Sweet Basil for the remainder of March. The Carter Quartet will be recording live for Milestone on March 25 & 26.

A graphic illustration of the direction of

jazz is available in Miles Davis' latest Columbia album, "Waterbabies." Most of the compositions are by Wayne Shorter which is a departure in itself, but compare the acoustic side one with the more contemporary side two. Change is to be expected in music but to term such change "progress" is insulting to the music of the past and puts an unnecessary burden on innovators. Yet we'll no doubt see plenty of reference to this "important transition in progressive music" in the next few weeks.

bob porter

REUNITED — Davo Firubeck's legendary quartet got back together for a "25th Anniversary Reunion Album." released on A&M's Horizon label. Pictured backstage at Avery Fisher Hall after a Brubeck concert is Paul Desmond. shown on the left with Brubeck. Desmond, one of the original members of the quartet, was Brubeck's special guest for the evening.

# A&M Initiates Jazz LP Program

LOS ANGELES — A&M Records is launching a label wide sales campaign to feature all of its jazz product. In announcing the program, A&M's vice-president of sales Bob Fead explained, "There has been an increasingly wide acceptance of jazz in the last several years and in going over our catalogue it is obvious that we have some of the strongest and most successful jazz albums ever. We are taking this period to spotlight these albums and to make a concentrated effort to make both the trade and the consumer aware of the broad spectrum of artists which are represented on A&M, Horizon and CTI."

The campaign, which will commence March 14, will last approximately one month and will include a major advertising program featuring selections from A&M, Horizon and CTI. More than 70 titles will be offered during the promotion. The sale will concentrate its major push with radio time buys, in-store mobiles and posters featuring selected artists and a personal sales presentation to each distributor. In addition, A&M is also preparing a special A&M jazz sampler album featuring key artists, to be used at a retail level for in-store play. The sampler will also be serviced to radio stations.

# Marie Osmond And Fatback Band LPs Included In Nine Polydor Releases

NEW YORK — Albums by Marie Osmond and The Fatback Band lead the roster of nine new releases from Polydor.

Slated for release March 15 is "This is the Way I Feel." Marie Osmond's first solo LP in two years, and "NYCNYUSA," the forth disco/soul LP from The Fatback Band, on the Spring label.

Also scheduled for release are "Hit It Again" a debut LP from Tornader, a Carib-

bean/R&B band; "Pictures" by Jack De-Jonette and "Diary" from guitarist Ralph Towner.

Four two-record set Verve reissues will also be released. These include: "Stormy Blues" by Billie Holiday; "Lester Swings" from Lester Young; "Sixteen Men Swinging" from Count Basie and "Bird and Pres: The '46 Concerts of Jazz at the Philharmonic."

### **Amazing Rhythm Aces Top New ABC Releases**

LOS ANGELES — A new LP from the Amazing Rhythm Aces tops the roster of 14 new releases from ABC Records this month. "Toucan Do It Too," will be the Amazing Rhythm Aces' third album for the label.

Other LPs slated for release include: "Family Ties," by the Faragher Brothers; "The Booty People," by the rock group of the same name; "Your Arms Are Too Short To Box With God," a soundtrack from the gospel musical; "Bautista," from guitarist Roland Bautista; "Genuine Ruby," by vocalist Ruby Andrews; "Reunited," from Ray Price and the Cherokee Cowboys and

### Motown Schedules 3 For March 15 Release

LOS ANGELES — Motown Records will release three albums. "Live At the London Palladium" by Marvin Gaye, "Commodores" by the group of the same name and "Mandre" by Mandre . . . The Masked Marauder on March15.

### Carter Lampooned On Casablanca Comedy LP

LOS ANGELES — "The Washington Hillbillies," a comedy LP satirizing President Carter and other Washington, D.C. personalities, is scheduled for release March 17 by Casablanca Records.

### **New Harper LP Shipped**

LOS ANGELES — Chrysalis Records has shipped the new Roy Harper LP, "One Of Those Days In England (Bullinamingvase)."

"The Touch Of Felts," by C&W performer Narvel Felts

Rounding out the release are: "Pezband." from the Chicago-based pop band of the same name, on Passport Records; "Banjoman," a soundtrack LP from the movie tribute to Earl Scruggs, on Sire Records; "Dixie Hummingbirds Live," from the gospel group of the same name; "You Can't Beat Your Brain For Entertainment," by Stretch, a British band; "White," by jazz guitarist Jimmy Ponder and "Let Me Love You Now," by country singer/songwriter Jim Chestnut, on Hickory.

### China Album Due On Rocket Records

LOS ANGELES — The new group China has been busy at work at Musicland Studios in Munich for their debut album on Rocket Records. China consists of Davey Johnstone, James Newton-Howard, Roger Pope and Cooker Lo Presti. The album is being produced by Elton John and Clive Franks

### Two Capitol LPs Due

LOS ANGELES — Capitol Records will release two albums, "Violation" by Starz and "Sun-Power" by Sun on March 21.

### New Bad Co. LP Ships

NEW YORK — Bad Company's latest LP for Swan Song Records, "Burning Sky," has been shipped by the Atlantic Records distributed label.



FIGHTING LEUKEMIA — Bruce Lundvall, president of the CBS Records Division, recently took time out to see the work being done in leukemia research at the T.J. Martell Memorial Leukemia research Laboratory. Shown above at right is Dr. James Holland, director of the facility and president and chairman of the department of neo-plastic diseases at Mt. Sinai Hospital. Lundvall will be honored with the 1977 Humanitarian award from the T.J. Martell Memorial Foundation at a dinner at the Hotel Americana on March 26.

# **Beatles Mystery Boosts Sales**Of Capitol's New Masked Band

LOS ANGELES — As a result of a Rhode Island reporter's printed conjecture that a band signed sight-unseen by Capitol Records might be the Beatles, sales of the group's LP, "Klaatu," have soared nationally, according to the label.

An article entitled "Could Klaatu Be Beatles? Mystery Is A Magical Tour," which appeared in the *Providence Sunday Journal* on Feb. 13, 1977, sparked the sales spurt. Written by reporter Steve Smith, the article noted that the names of Klaatu band members were unknown to Capitol officials, who signed the group and released the album last August on the merit of a master LP presented to the company by the band's manager, Frank Davies, Davies, Smith reported, refused to release any names but said a number of clues to Klaatu's identity, including a morse code message, were available on the record.

Smith concluded that the mystery band was either the Beatles, a couple of Beatles, a Beatle-backed band or "completely unknown but ingenious and talented band."

In the wake of the article's appearance, Providence's local FM rock station, WBRU, began to play cuts from the LP. Area record stores demanded additional copies of the album soon after the local Top 40 station, WGNG, ran a weekend program featuring the record entitled "Is This The Beatles?"

Capitol reported that 2,500 requests for the LP were tallied by retailers in the Akron and Cleveland, Ohio areas after station programmers at WKDD and M105 there drew parallels between Klaatu and the Beatles. Other stations which featured Klaatu on special programs included WNEW-FM in New York City and KZOK-FM in Seattle.

### Handleman Declares 5¢ Quarterly Dividend

CLAWSON. MICH — The Handleman Company's board of directors has declared a regular quarterly dividend of five cents per share on the outstanding shares of the company's common stock, for stockholders of record at the close of business on Mar. 18. 1977.

### Procol Harum LP Out On Both WB, Chrysalis Labels

LOS ANGELES — Procol Harum's new "Something Magic" album is on Chrysalis Records. but is distributed by Warner Bros. Records and carries the standard Warner Bros. label.

On the spine of the album, it reads Chrysalis followed by the stock number. On the back of the album, it reads "Warner Bros., licensed by Chrysalis Records."

A spokesperson at Chrysalis said "Something Magic" is considered a WB release, and that some Chrysalis records are distributed by WB and some are not. Those that are carry the WB label; those distributed by Chrysalis have the Chrysalis

A spokesperson at Warner Bros, said the distribution arrangements for Procol Harum's album were negotiated prior to Chrysalis' becoming an independent distributor, therefore the album is on the WB label. The WB spokesperson also said it is considered a WB release.













QUEEN AT THE FORUM — Queen were presented with their third gold album before their recent concert at the Forum in Los Angeles. Pictured in the first photo (standing I to r) are: Freddie Mercury of Queen; John Reid, manager of Queen; Joe Smith, chairman of Elektra/Asylum; Brian May of Queen; Steve Wax, excutive vice president of E/A and John Deacon of Queen. Kneeling (I to r) are: Roger Taylor of Queen; Jerry Sharell, vice president of artist development at E/A and Mel Posner, president of E/A. At a party honoring Queen after the concert (I to r) are: Ken Buttice, vice

president of promotion at E/A; a kabuki dancer; Rip Pelley, midwest E/A artist development; Lou Galliani, regional E/A promotion and Sharell. In the second row (I to r) are: Sharell; Roger Taylor of Queen: Bob Birch, national program director for Century Broadcasting; Connie Pappas, executive vice president for John Reid Enterprises; Brian May of Queen; Roger Taylor of Queen; Burt Stein, national director of album promotion for E/A; Bernie Taupin's lady; Taupin and Freddie Mercury of Queen. The post-concert festivities were held in the Forum club.

# Direct To Disc Production Rises Due To Consumer Demand Increases

by Jeffrey Weber

LOS ANGELES — The success of the direct disc recordings has given impetus to a sharp rise in their production as an increasing number of companies are entering the direct disc field, hoping to tap the large audiophile demand. Prior to 1976 there were less than a dozen direct discs available. This year alone may find direct disc production equal to the total number of titles previously available. Currently, there are at least six discs soon to be released and at least five more in the production stages.

Known for its superior sound quality and lack of noise and distortion, direct disc recording utilizes no multi-track recording techniques. The music is recorded live (an entire side at one time) from the studio microphone console directly to a cutting lathe. This results in the creation of a master lacquer which is then plated, yielding mothers which produce the record stampers. Any mixing is done live, as it happens. Because of the nature of the process editing is impossible.

#### New Releases

Sheffield Lab of Santa Barbara is the largest producer of direct discs. While most of Sheffield's products are recorded in Los Angeles, the metal mothers are shipped to West Germany where the records are manufactured. The completed record is then imported to the United States. Sheffield has a separate research and development facility in Big Bear, California, devoted exclusively to advancing the technical aspects of the process.

Within two weeks Sheffield will be releasing "Discovered Again" featuring Dave Grusin, Ron Carter, Lee Ritenour, Harvey Mason, and Larry Bunker. An album of solo classical piano, a year in the making, featuring Lincoln Mayorga, has just been released.

Nautilus Recordings, a division of Orion Marketing of Shell Beach, California, has just come out with "The First In Line" with Randy Sharpe. In packaging their product, Nautilus developed a polystyrene cover that reportedly protects the disc from dust, heat, warpage, and the conduction of static electrical charges. The cardboard jacket and paper liner are eliminated. The new

package has been designed to come into contact with the record only on the outer rim and the center label.

Nautilus also offers a hand signed, sequentially numbered edition of "The First In Line." The first 1,000 records pressed were hand signed by the artist, each disc coming with a notarized certificate of authenticity. A purchaser of the special signed and numbered edition will have the option to purchase the same serial number of any future release.

#### Audio Financing

In a development unique to direct disc recording, audio equipment manufacturers are beginning to play an increasingly important role in direct disc production. In what may be the first modern direct to disc commercial recording of a symphony orchestra, the Cleveland Orchestra conducted by Lorin Maazel will be featured in an album to be released in early April. Advertising, promotion, and distribution to retail stereo outlets will be handled by Discwasher Inc. of Missouri, the prime financial backer for the project. Discwasher is a record/tape accessory manufacturer. Advent Recording of Cleveland is creating a new label, Telarc, especially for this record and others that will follow. United Sound of Burbank, California, and its affiliate, Phonopress Inc., will process and press the product.

Audio manufacturers are financing direct discs by advertisements in the album itself. Direct Disc Inc., of Tennessee, is releasing an album supported by six advertisers. In a double fold jacket, the inside cover is completely taken up with advertising. The Ear Drum, a Los Angeles audio dealer, reputed to have the largest selection of direct discs, has the center section. Teac Esoteric (advertising a \$1,600 cassette deck), Micro-Seiki, Great American Sound, Dahlquist, and the Kenwood Professional Series round out the rest of the inside cover, each featuring a model in the top of their line.

Umbrella Records of Toronto has

Umbrella Records of Toronto has released their second direct disc, entitled "Nexus." Their first effort was a rock album entitled "Rough Trade — Live." The United States Distributor is Audio Technica, a manufacturer of audio accessories and phono cartridges.

### Entertainment At NARM











**FIVE WHO PLAYED** — Attendees at the NARM convention were treated to a number of concerts during the gathering. Pictured during performance are (clockwise starting top left): Tony Orlando, Shirley Bassey, Ronnie Milsap, Engelbert Humperdinck, and Janis Ian.



MILLENNIUM SIGNS FOSTER — Songwriter Bruce Foster, a descendent of composer Stephen Foster, was recently signed by Millennium Records, a new label subsidiary of Casablanca Records. Foster, the label's first artist, has been a session musician. His first LP, "After the Show," will be released soon. Shown at the signing (I-r) are: Irv Biegel, executive vice president of Millennium; Jimmy lenner, president of Millennium; Foster and Victor Benedetto; vice president and general manager of C.A.M. Productions.

With claims of lower groove distortion and increased dynamic range, a few companies have produced discs to be played at 45 rpm. The companies retaining the standard 33-and-a-third speed cite an almost 25% loss in music on an album as a reason for not going to 45 rpm while others claim that today's fine cartridges sound worse at a faster playing speed and may even be ruined by the faster speed.

Crystal Clear Records of San Francisco, and advocate of the faster speed, has also incorporated the use of white vinyl rather than the traditional black. The white vinyl record is 30% thicker than a normal black vinyl pressing. Crystal Clear has recently released an album featuring Laurindo Almeida, with an earlier release entitled "San Francisco Ltd."

#### White Vinyl

Marty Ansoorian, of Award Record Manufacturers in Los Angeles, responsible for pressing the white records for Crystal Clear, told **Cash Box** that, although not yet conclusive, the lack of traditional carbon black in vinyl may make for a quieter record. Other companies assert that any color other than carbon black would result in a decrease in sound quality. Award uses black vinyl for the overwhelming amount of its other business.

Due to the lack of tape, only a limited number of pressings can be made from any master if the original quality is to be maintained and once the stampers deteriorate no further duplicates can be made. Each record is then a "limited edition" and the retail prices reflect this, as audiophiles pay from \$12 to \$25 per album.

### RIAA Announces Board Executives

NEW YORK — Jerry Moss, president of A&R Records, has been elected chairman of the board of the Recording Industry Association of America (RIAA), succeeding Mo Ostin, chairman of he board of Warner Brothers.

In other RIAA executive board developments following the recent NARM convention, D.H. Toller-Bond, president of London Records, was re-elected treasurer of the RIAA, and Allan Cohen, vice president of finance for Private Stock Records, was re-elected assistant treasurer of the organization.

In addition, Terry Ellis, president of Chrysalis Records, and Neil Bogart, president of Casablanca Records, were elected to membership positions on the RIAA's executive board.

### **Pink Floyd Platinum**

NEW YORK — Pink Floyd's latest album, "Animals," on Columbia Records, has been certified platinum by the RIAA.

The group will begin a three-month North American tour on April 22 at Miami's Baseball Stadium.

### Humphrey Will Receive RIAA Cultural Award

NEW YORK — Senator Hubert H. Humphrey will receive the ninth annual RIAA Cultural Award March 23, at a dinner in the Washington Hilton in Washington D.C.

Humphrey will be cited for his support of legislation that led to the establishment of the National Foundation for the Arts and Humanities, the John F. Kennedy Center for the Performing Arts, and the National Portrait Gallery.

More than 1,000 guests, including members of Congress, heads of various federal agencies and record company executives are expected to attend. Singers Perry Como and Ray Charles will entertain. Postmaster General Benjamin F. Bailar will present Humphrey a special album containing a first-day-of-issue commemorative stamp honoring the centennial of sound recording.

### RSO Withdraws \$7M Stones Offer

NEW YORK — RSO Records has withdrawn a seven million dollar offer to the Rolling Stones for their recording rights in the United States after protracted negotiations. The announcement came from the Robert Stigwood Organization. No official reason was given for calling off the negotiations but a spokesman for RSO stated it was based strictly on commercial considerations and is not influenced by the personal affairs of the artists.

### Haven & Arista Sever Relations

LOS ANGELES — Haven Records and Arista Records have severed distribution relations due to "philosophical differences," according to Haven vicepresident and general manager Eddie Lambert. The "amicable disassociation," said Lambert, is official immediately. Arista had been distributing Haven's product for the past year.



SIGHTS AT NARM — Seen at the NARM Convention at Century Paza in Los Angeles (I to r) are: Herb Belkin, vice president of marketing and creative services of ABC Records; George Albert, president and publisher of Cash Box and Jay Morgenstern, president of ABC Music Publishing.

### **Special NARM Centennial Executive Award Winners**



Herb Alpert (left) and Jerry Moss (right), principals of A&M, are presented awards by Jim Schwartz, owner of Schwartz Brothers.



(L-r): Ahmet Ertegun, chairman of Atlantic Records; Nesuhi Ertegun, president of WEA International and Jerry Wexler, independent producer and consultant to Atlantic.



Russ Regan, president of 20th Century Records, addresses crowd after receiving his award.



Mo Ostin (left), president of Warner Bros. Records and Joe Smith, chairman of Elektra/Asylum Records, are pictured with their rewards.



Clive Davis, president of Arista Records, gives acceptance speech after receiving award.



Neil Bogart (left), president of Casablanca Records, receives an award from Daniel Heilicher (center) as Joe Smith looks on.



(L-r) Daniel and Amos Heilicher of Heilicher Brothers.



Cy Leslie (right), chairman of the board of Pickwick International, receives an award from Jay Jacobs, president of Knox Records.

# CASHBOKRADIO

### Multimedia Radio Station Programmers Oregon Group Is Begin Drive To "Screen" Song Lyrics

by Mark Mehler

LITTLE ROCK, ARK. — A nationwide effort by program directors of all Multimedia stations to "screen" record lyrics for obscenity is off to a good start, according to Dick Downe of KAAY in Little Rock, who proposed the drive.

"My three-year-old child is walking around the house singing suggestive lyrics," Downes said. "Kids are really being influenced by this stuff."

The Little Rock program director asserted that neither he nor other Multimedia programmers wanted to be cast in the role of censors. On the contrary, Downes told Cash Box, the idea was for similar format station personnel in each market to sit down as "reasonable adults" and set their own standards so government regulators

don't have to step in.
In Little Rock, Downes said, other deejays and programmers have at least agreed to discuss the issue. "No station is going to be pressured to do anything. The idea is to try to break through those old barriers of competition (in each market)." Downes noted that if stations could get together on some common standards, it might then be possible to influence record companies in their choice of product.

Stemmed From Complaints

Downes said the informal agreement among Multimedia officials to self-regulate airplay stemmed from a variety of factors, including complaints to the National Association of Broadcasters and Federal

Communications Commission, as well as the feelings of new Multimedia president Wilson Wearne. The campaign by Jesse Jackson to influence record lyrics (Cash Box, February 26) is related to the move, Downes said, but did not directly affect the decision.

'The issue of profane record lyrics is different (than a) pornographic movie, for example," according to Downes, "A person can pass by the theater without going in. But you can't help being exposed to these lyrics when you're listening to the radio. It's an invasion of privacy

Downes concluded optimistically that the

### **WBCN's Winer** Goes To KSAN

BOSTON — Norm Winer, program director at WBCN/Boston, will move to KSAN/San Francisco to do the 6 p.m. to 10 p.m. airshift. Other staff changes at KSAN include part-timer Tony Kilbert moving into the 10 p.m. to 2 a.m. slot, which was vacated by the resignation of Phil Buchanon, and Bob McClay's switch from evening jock to mornings.

'I've been here seven years, and had a great time," Winer told Cash Box, "but I feel it's time for me to do some other things, and KSAN made me a wonderful offer, I'm looking forward to both KSAN and the city of San Francisco.

Howie Castle, former program director at WDAK. Columbus. Ga. assumes the same position at WIFE, Indianapolis.

Billy Martin is the new music director and 10-2 pm jock at WSDM, Chicago. Martin comes from WNOR, Norfolk and replaces Dave Logan who remains with the station to do promotion and production.

Mike Edwards, formerly with WTMA, Charleston is now 10-2 pm air man at WISE. Asheville.

New afternoon drive personality at WNDE, Sacramento is Barry Chase.

J. Parker Antrim is the new 6-10 am jock at WCOL, Columbus. Antrim joins the station from KSTP and WDGY, both Minneapolis and replaces Wes Hopkins who is retiring after ten years at WCOL and thirty two years in radio.

Sheila Mayhew is the new 12-3 pm jock at KILT. Houston, She comes from WHBQ. Memphis and replaces John Rivers who exits the station

Sweet Randy Robins, formerly with **WFIL**, Philadelphia is the new afternoon drive personality at **KLIF**, Dallas. He replaces Barry Kaye, who goes to KRBE, Houston to do the 3-6 pm air shift.

Bobby Hattrick now doing the 6-10 pm slot at **WDGY**, Minneapolis. He comes from KSLQ, St. Louis and replaces John Canton.



SYLVERS PROMO -- Radio stations KGFJ-AM and KUTE-FM, both in Los Argeles, recen tly ran a call-in promotion called "Something Special With The Sylvers" and each station picked a winner to receive a trip for two to Las Vegas to see The Sylvers perform and to meet the Capitol recording artists. Pictured standing (I-r) are: Don Mack, music director for the stations; Bobbie Cowan, one of the winners' dates; Leon Sylvers; Alphonso Stevens. the KUTE winner; Ricky Sylvers; Renee North, the KGFJ winner; Tommy McAfee, Ms. North's escort; Angie Sylvers; and James Sylvers. Kneeling (I-r) are: Foster. Pat and Edmund Sylvers.

# **Boycotting KQIV**

by Mike Falcon

LOS ANGELES — Oregon Citizens for Better Broadcasting (OCBB) will seek public participation in a boycott and protest of radio station KQIV-FM. The action stems from a change in owner-operators which the OCBB thinks will result in format and personnel changes, specifically the elimination of blues/jazz programming and employment and training opportunities for women and blacks.

Additionally, the OCBB is requesting the FCC to deny the proposed applications for new call letters and ownership and seeks to revoke John Kendall as temporary licensee of KQIV.

The 100,000 watt station was ordered closed by Federal Judge Gus Solomon in June 1976. Attorney John Kendall was approved by Solomon as receiver in June (continued on page 50)

### Sklar Named VP Of ABC Radio

LOS ANGELES - Rick Sklar has been elected vice-president of programming of ABC Radio division by the board of directors of ABC. Inc.

Sklar will report directly to Michael Hauptman. ABC Radio's senior vicepresident. In his new position, Sklar will provide guidance, counsel and direction to program directors and operations managers in the planning, development, research and day-to-day presentation of programming.

#### **Continued Excellence**

Harold Neal, Jr., president of ABC Radio. said of Sklar, "His professional expertise, sound judgment and leadership will serve to insure the continued excellence of program content and policies at the ABCowned radio stations and ABC radio network

### MOST ADDED FM LPS

- 1. Burnin' Sky Bad Company Atlantic
- ł Came To Dance Nils Lofgren A&M
- Foreigner Atlantic
- Ghost Writer Garland Jeffreys A&M
- Something Magic Procol Harum WB Bareback — Richard Torrance — Capitol Nite City — 20th Century
- 6. Dancer With Bruised Knees Kate & Anna McGarrigle WB
- Peter Gabriel Atco

Freeways — Bachman-Turner Overdrive — Mercury Songwriter — Justin Hayward — London In The Falling Dark — Bruce Cockburn — True North Stratosfear — Tangerine Dream — Virgin

Anytime, Anywhere — Rita Coolidge — A&M The Idiot — Iggy Stooge — RCA

### MOSTACTIVE FMLPS

- 1. Rumours Fleetwood Mac Reprise
  - Dreams/Go Your Own Way/The Chain
- 2. Animals Pink Floyd Columbia
  - Pias/Doas
- 3. Hotel California Eagles Asylum
  - Hotel California/Life In The Fast Lane/Victim Of Love
- Night Moves Bob Seger Capitol
  - Night Moves/Rock & Roll Never Forgets/Main Street
- 5. Songs From The Wood Jethro Tull Chrysalis
  - Songs From The Wood/Whistler/Hunting Girl
- 6. Sleepwalker The Kinks Arista
  - Sleepwalker/Life Goes On/Jukebox Music
- 7. Year Of The Cat Al Stewart Janus
  - Year Of The Cat/On The Border

  - Boston Epic
    - Foreplay/Long Time/Hitch A Ride
  - Leftoverture Kansas Kirshner
    - Carry On/The Wall
- 8. A Rock & Roll Alternative Atlanta Rhythm Section Polydor
  - So In To You/Sky High
- Carolina Dreams Marshall Tucker Capricorn Never Love A Stranger/I Heard It In A Love Song
- 9. Songs In The Key Of Life Stevie Wonder Tamla
  - As/Another Star
  - Sea Level Capricorn
  - Shake A Leg/Rain In Spain
- 10. Peter Gabriel Atco
  - Solsbury Hill/Waiting For The Big One
  - A New World Record ELO UA
  - Do Ya/So Fine
  - Tejas ZZ Top London
  - Arrested For Driving While Blind/El Diablo
- 11. Wind & Wuthering Genesis Atco - 11th Earl Of Mar/Your Own Special Way
- 12. Something Magic Procol Harum WB
   13. Just Another Story From America Elliott Murphy Columbia
  - Amnesia Pousette-Dart Band Capitol
    - County Line

### FM ANALYSIS

WNEW-FM — NEW YORK — Tom Morrera	WRNW-FM — WESTCHESTER, N.Y. — Meg Griffin	Adds:	Silent Fury/Weeping
Most Active: Procol Harum — Something Magic — WB	Most Active: Piper — A&M	Bad Company — Burnin' Sky — Atlantic KMET-FM — LOS ANGELES — Billy Juggs	Jethro Tull — Songs From The Wood — Chrysalis — Hunting
Fleetwood Mac — Rumours — Reprise Bachman-Turner Overdrive — Freeways — Mercury	Boyfriend/Last Time     Elliott Randall — Elliott Randall's New York — Kirshner	Most Active:	Marshall Tucker — Carolina Dreams — Capricorn
Nils Lofgren — I Came To Dance — A&M	Patti Smith — Radio Ethiopia — Arista	Fleetwood Mac — Rumours — Reprise Atlanta Rhythm Section — A Rock & Roll Alternative —	<ul> <li>Love Song</li> <li>The Kinks — Sleepwalker — Arista</li> </ul>
Pink Floyd — Animals — Columbia Bob Seger — Night Moves — Capitol	Poppies/Ask The Angels     Fleetwood Mac — Rumours — Reprise	Polydor Adds:	Peter Gabriel — Atco Sea Level — Capricorn
Eagles — Hotel California — Asylum Foreigner — Atlantic	Don't Stop Santana — Festival — Columbia	Bachman-Turner Overdrive — Freeways — Mercury	Fleetwood Mac — Rumours — Reprise
Elliott Murphy — Just Another Story From America —	<ul> <li>Give Me Love/Children</li> </ul>	Barclay James Harvest — Octoberon — MCA Pablo Cruise — A Place In The Sun — A&M	<ul> <li>Own Way/Dreams</li> <li>Eagles — Hotel California — Asylum</li> </ul>
Columbia Bad Company — Burnin' Sky — Atlantic	David Bowie — Low — RCA — Wife/Sound	America — Harbor — WB Bad Company — Burnin' Sky — Atlantic	Hotel California/Fast Lane  Adds:
Adds;	Graham Parker — Heat Treatment — Mercury	Peter Gabriel — Atco	Nils Lofgren I Came To Dance A&M
Kate & Anna McGarrigle — Dancer With Bruised Knees — WB	Back Door/Heat Treatment Television — Marquee Moon — Elektra	Pousette-Dart Band — Amnesia — Capitol Nils Lofgren — I Came To Dance — A&M	Justin Hayward — Songwriter — London America — Harbor — WB
Flora Purim — Nothing Will Be As It Was Tomorrow — WB	<ul> <li>Venus/Guiding Light</li> <li>Nite City — 20th Century</li> </ul>	KWST-FM — LOS ANGELES — Paul Sullivan Most Active:	Pousette-Dart Band — Amnesia — Capitol
Steve Gibbons — Rollin' On — MCA	<ul> <li>Angel/Bitter Sky</li> </ul>	Jethro Tull — Songs From The Wood — Chrysalis	Bad Company — Burnin' Sky — Atlantic Richard Torrance — Bareback — Capitol
Thunderbyrd — Columbia Garland Jeffreys — Ghost Writer — A&M	Elliott Murphy — Just Another Story From America — Columbia	Pink Floyd — Animals — Columbia Fleetwood Mac — Rumours — Reprise	Bachman-Turner Overdrive — Freeways — Mercury KSAN-FM — SAN FRANCISCO — Don Potoczak
Iggy Pop — The Idiot — RCA Michael Nesmith — From A Radio Engine To The	Rock Ballad/Let Go Adds:	Atlanta Rhythm Section — A Rock & Roll Alternative —	Most Active:
Photon Wing — Island	Iggy Pop — The Idiot — RCA	Polydor Sammy Hagar — Capitol	Nils Lofgren — I Came To Dance — A&M Pink Floyd — Animals — Columbia
Tangerine Dream — Stratosfear — Virgin John Handy — Carnival — ABC	Rita Coolidge — Anytime, Anywhere — A&M Nils Lofgren — I Came To Dance — A&M	Chilliwack — Dreams, Dreams, Dreams — Mushroom Sea Level — Capricorn	Fleetwood Mac — Rumours — Reprise The Kinks — Sleepwalker — Arista
WPLJ-FM — NEW YORK — Corinne Baldassano Most Active:	Garland Jeffreys — Ghost Writer — A&M Foreigner — Atlantic	The Kinks — Sleepwalker — Arista	Sea Level — Capricorn
Eagles — Hotel California — Asylum	Bad Company — Burnin' Sky — Atlantic	Eagles — Hotel California — Asylum ZZ Top — Tejas — London	Todd Rundgren's Utopia — RA — WB  Adds:
Stevie Wonder — Songs in The Key Of Life — Tamla Fleetwood Mac — Rumours — Reprise	Bachman-Turner Overdrive — Freeways — Mercury Kate & Anna McGarrigle — Dancer With Bruised Knees	Marshall Tucker Band — Carolina Dreams — Capricorn	Bad Company — Burnin' Sky — Atlantic Foreigner — Atlantic
Pink Floyd — Animals — Columbia	— WB	Bob Seger — Night Moves — Capitol	Eddie & The Hot Rods — Island
Boston — Epic Bob Seger — Night Moves — Capitol	Procol Harum — Something Magic — WB John Handy — Carnival — ABC	ELO — A New World Record — UA  Adds:	Rita Coolidge — Anytime, Anywhere — A&M Minnie Riperton — Stay In Love — Epic
At Stewart — Year Of The Cat — Janus Wings — Wings Over America — Capitol	Delaney Bramlett — Delaney & Friends-Class Reunion — Prodigal	Bad Company — Burnin' Sky — Atlantic Foreigner — Atlantic	Teruo Nakamura — Rising Sun — Polydor KYA-FM — SAN FRANCISCO — Jay Hansen
ELO — A New World Record — UA	Bill Cosby — My Father Confused Me — Capitol	Procol Harum — Something Magic — Chrysalis	Most Active:
Jethro Tuff — Songs From The Wood — Chrysalis Adds:	John Mayall — Lots Of People — ABC  WJKL-FM — CHICAGO — Trude Fisher	Nite City — 20th Century  WMMR-FM — PHILADELPHIA — Paul Fuhr	Boston — Epic Eagles — Hotel California — Asylum
America — Harbors — WB The Kinks — Sleepwalker — Arista	Most Active:	Most Active:	Fleetwood Mac — Rumours — Reprise
Jennifer Warnes — Arista	Nils Lofgren — I Came To Dance — A&M — I Came To Dance/Going South/Jealous	Robert Palmer — Some People Can Do What They Like — Island	George Harrison — Thirty-Three & 1/3 — Dark Horse Journey — Next — Columbia
WBAB-FM — LONG ISLAND, N.Y. — Bernle Bernard Most Active:	Bad Company — Burnin' Sky — Atlantic Procol Harum — Something Magic — WB	<ul> <li>Spanish Moon</li> <li>Fleetwood Mac — Rumours — Reprise</li> </ul>	Manfred Mann — The Roaring Silence — WB Pablo Cruise — A Place In The Sun — A&M
Fleetwood Mac — Rumours — Reprise	Valerie Carter — Just A Stone's Throw Away —	<ul><li>Own Way</li></ul>	Pink Floyd — Animals — Columbia
Loving Fun Peter Gabriel — Atco	Columbia  — Just A Stone's Throw Away/Appalachia	Eagles — Hotel California — Asylum — Victim	Bob Seger — Night Moves — Capitol Al Stewart — Year Of The Cat — Janus
Solsbury/Dolce Vita Genesis — Wind & Wuthering — Atcom	Sea Level — Capricorn — Shake/Rain	Al Stewart — Year Of The Cat — Janus — Year Of The Cat	Stevie Wonder — Songs In The Key Of Life — Tamla The Kinks — Sleepwalker — Arista
— 11th Earl/Special Way	Genesis — Wind & Wuthering — Atco	Eric Clapton — No Reason To Cry — RSO	Adds:
Stanky Brown Group — If The Lights Don't Get You The Helots Will — Sire	Bruce Cockburn — In The Falling Dark — True North  Vagabondage/Silver Wheel	— Carnival Joni Mitchell — Hejira — Asylum	Bad Company — Burnin' Sky — Atlantic Bachman-Turner Overdrive — Freeways — Mercury
<ul> <li>Good To Me/Coal Town</li> <li>Pablo Cruise — A Place In The Sun — A&amp;M</li> </ul>	Flora Purim — Nothing Will Be As It Was Tomorrow — WB	<ul> <li>Black Crow</li> <li>Leo Sayer — Endless Flight — WB</li> </ul>	Foreigner — Atlantic Garland Jeffreys — Ghost Writer — A&M
<ul> <li>Atlanta/Tonight</li> </ul>	<ul> <li>Coming</li> </ul>	<ul> <li>Reflection</li> </ul>	REO Speedwagon/Live — You Get What You Play Fo
Marshall Tucker — Carolina Dreams — Captirorn Justin Hayward — Songwriter — London	Peter Gabriel — Atco Derringer — Sweet Evil — Blue Sky	The Kinks — Sleepwalker — Arista — Life Goes On	— Epic Ruby — PBR Intl.
Songwriter The Kinks — Sleepwalker — Arista	Don't Stop     Michael Walden — Garden Of Lovelight — WB	Bob Seger — Night Moves — Capitol	WHFS-FM — WASHINGTON, D.C. — David Einstein
<ul> <li>Life Goes On/Stormy</li> </ul>	<ul> <li>White Knight/Delightful/Sun</li> </ul>	<ul> <li>Night Moves</li> <li>Joan Armatrading — A&amp;M</li> </ul>	Most Active: Sea Level — Capricorn
Chilliwack — Dreams, Dreams, Dreams — Mushroom Boston — Epic	The Kinks — Sleepwalker — Arista — Life Goes On/Jukebox/Sleepwalker	Love & Affection  Adds:	Nils Lofgren — I Came To Dance — A&M Valerie Carter — Just A Stone's Throw Away —
America — Harbor — WB	REO Speedwagon Live — You Get What You Play For —	Garland Jeffreys — Ghost Writer — A&M	Columbia
Jethro Tull — Songs From The Wood — Chrysalis ELO — A New World Record — UA	Epic — 157 Riverside	The Band — Islands — Capitol Bad Company — Burnin' Sky — Atlantic	Gene Clarke — Two Sides To Every Story — RSO Jimmy Buffett — Changes In Latitudes — ABC
John Miles — Stranger In The City — London — Remember/Manhattan	Elliott Murphy — Just Another Story From America — Columbia	Kate & Anna McGarrigle — Dancer With Bruised Knees — WB	Marshall Tucker Band — Carolina Dreams — Capricorn
Jackson Browne — The Pretender — Asylum	Richard Torrance — Bareback — Capitol	Phoenix — Columbia	Pousette-Dart Band — Amnesia — Capitol
Adds: Molkie Cole — Janus	Adds: Bad Company — Burnin' Sky — Atlantic	WYSP-FM — PHILADELPHIA — Sonny Fox Most Active:	Fleetwood Mac — Rumours — Reprise Jonathan Edwards — Sailboat — WB
Garland Jeffreys — Ghost Writer — A&M Free Beer — Noruveau Chapeau — RCA	Joe Beck — Match The Time — Polydor Delaney Bramlett — Delaney & Friends-Class Reunion	Eagles — Hotel California — Asylum — Fast Lane/Hotel California/New Kid	Racing Cars — Downtown Tonight — Mercury Adds:
Bad Company — Burnin' Sky — Atlantic	— Prodigal	Fleetwood Mac — Rumours — Reprise	Kate & Anna McGarrigle — Dancer With Bruised Knee
John Mayall — Lots Of People — ABC B.W. Stevenson — Lost Feelings — WB	Tangerine Dream — Stratosfear — Virgin Jim Post — Back On The Street Again — Mountain	Al Stewart — Year Of The Cat — Janus — Border/Year Of The Cat	— WB Bruce Cockburn — In The Falling Dark — True
Bruce Cockburn — In The Falling Dark — True North WLIR-FM — LONG ISLAND — Denis McNamara	Railroad REO Speedwagon Live — You Get What You Play For —	Boston — Epic Bob Seger — Night Moves — Capitol	North/Island Richard Torrance — Bareback — Capitol
Most Active:	Epic Flora Purim — Nothing Will Be As it Was Tomorrow	<ul> <li>Night Moves/Rock &amp; Roll</li> </ul>	Mick Newbury — Rusty Tracks — ABC
Elliott Murphy — Just Another Story From America — Columbia	— WB	Pink Floyd — Animals — Columbia Kansas — Leftoverture — Kirshner	Garland Jeffreys — Gnost Writer — A&M George Duke — From Me To You — Epic
Just Another Story From America/Drive/Anastasia     Program Popular     Program Popular	Nils Lofgren — I Came To Dream — A&M Procol Harum — Something Magic — WB	Manfred Mann — Roaring Silence — WB Steve Miller — Fly Like An Eagle — Capitol	Graham Parker — Pink Parker (EP) — Mercury Bad Company — Burnin' Sky — Atlantic
Fleetwood Mac — Rumours — Reprise  — Second Hand/Dreams/Don't Stop	WXRT-FM — CHICAGO — Harvey Wells	Sammy Hagar — Capitol	Dave Mason — So High (45) — Columbia
The Kinks — Sleepwalker — Arista — Sleepwalker/Jukebox/Stormy	Most Active: Fleetwood Mac — Rumours — Reprise	Adds: Richard Torrance — Bareback — Capitol	Doug Kershaw — Flip Flop & Fly — WB WBEN-FM — BOSTON — Ellen Darst
Nils Lofgren — I Came To Dance — A&M — I Came To Dance/Code/Home	Pink Floyd — Animals — Columbia Atlanta Rhythm Section — A Rock & Roll Alternative —	Flame — Queen Of The Neighborhood — RCA Tangerine Dream — Stratosfear — Virgin	Most Active: Atlanta Rhythm Section — A Rock & Roll Alternative –
Pousette-Dart Band — Amnesia — Capitol	Polydor	Jimmy Buffett — Changes In Latitudes — ABC	Polydor
<ul> <li>County/Winterness/Dance</li> <li>Bob Seger — Night Moves — Capitol</li> </ul>	Bob Seger — Night Moves — Capitol Journey — Next — Columbia	Michael Nesmith — From A Radio Engine To The Photon Wing — Island	Eagles — Hotel California — Asylum ELO — A New World Record — UA
Rock & Roll/Night Moves/Sunburst Eagles — Hotel California — Asylum	Jethro Tull — Songs From The Wood — Chrysalis Genesis — Wind & Wuthering — Atco	Free Beer — Nouveau Chapeau — RCA Bad Company — Burnin' Sky — Atlantic	Fleetwood Mac — Rumours — Reprise Garland Jeffreys — Ghost Writer — A&M
<ul> <li>Hotel California/Victim/Fast Lane</li> </ul>	ELO — A New World Record — UA	WABX-FM — DETROIT — Jim Owens	Jethro Tull — Songs From The Wood — Chrysalis
Dean Friedman — Lifesong  — Ariel/Company/I May Be Young	The Kinks — Sleepwalker — Arista Sea Level — Capricorn	Most Active:  Jethro Tull — Songs From The Wood — Chrysalis	The Kinks — Sleepwalker — Arista Pousette-Dart Band — Amnesia — Capitol
Peter Gabriel — Atco — Solsbury/Slow Burn/Big One	Marshall Tucker — Carolina Dreams — Capricorn Peter Gabriel — Atco	Bob Seger — Night Moves — Capitol Fleetwood Mac — Rumours — Reprise	Bob Seger — Night Moves — Capitol Tony Wilson — I Like Your Style — Bearsville
Stevie Wonder — Songs In The Key Of Life — Tamla	Muddy Waters — Hard Again — Blue Sky	ZZ Top — Tejas — London	Adds:
<ul> <li>— As/Isn't She/Star</li> <li>Bad Company — Burnin' Sky — Atlantic</li> </ul>	Sammy Hagar — Capitol Adds:	Eagles — Hotel California — Asylum ELO — A New World Record — UA	Bad Company — Burnin' Sky — Atlantic Nils Lofgren — I Came To Dance — A&M
<ul> <li>Burnin' Sky/Man Needs Woman</li> <li>Pink Floyd — Animals — Columbia</li> </ul>	Nils Lofgren — I Came To Dance — A&M Procol Harum — Something Magic — WB	Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor	Curtis Mayfield — Never Say You Can't Survive — Curtom
<ul><li>Pigs/Sheep</li></ul>	Nite City — 20th Century	Pink Floyd — Animals — Columbia	Kate & Anna McGarrigle — Dancer With Bruised Kne
Boston — Epic — Foreplay/Long Time/Hitch/Home	REO Speedwagon Live — You Get What You Play For — Epic	Sammy Hagar — Capitol The Kinks — Sleepwalker — Arista	— WB Tom Petty & The Heartbreakers — Live Bootleg — ABO
Michael Franks — Sleeping Gypsies — WB	Flora Purim — Nothing Will Be As It Was Tomorrow — WB	Journey — Next — Columbia David Bowie — Low — RCA	WCOZ-FM — BOSTON — Beverly Mire Most Active:
<ul> <li>Hope/Bwana/Don't Be Blue</li> <li>Top — Tejas — London</li> </ul>	Delaney Bramlett — Delaney & Friends-Class Reunion	Biondie Chaplin — Elektra	Pousette-Dart Band Amnesia Capitol
— El Diablo — Arrested Adds:	— Prodigal Doug Kershaw — Flip, Flop & Fly — WB	Adds: Iggy Pop — The Idiot — RCA	<ul> <li>County Line</li> <li>Graham Parker — Pink Parker (EP) — Mercury</li> </ul>
Nils Lofgren — I Came To Dance — A&M Flora Purim — Nothing Will Be As It Was Tomorrow — W	Charlie Rouse — Cinnamon Flower — Casablanca B Bill Cosby — My Father Confused Me — Capitol	Garland Jeffreys — Ghost Writer — A&M Steve Gibbons — Rollin' On — MCA	Head East — Getting Lucky — A&M Eagles — Hotel California — Asylum — Try & Love
Bad Company — Burnin' Sky — Atlantic	Tangerine Dream — Stratosfear — Virgin	Hard Steel — Collectors Items — Columbia	Jethro Tull — Songs From The Wood — Chrysalis
Garland Jeffreys — Ghost Writer — A&M John Mayall — Lots Of People — ABC	Mighty Joe Young — Ovation Streetwalker — Vicious But Fair — Vertigo	Foreigner — Atlantic Bad Company — Burnin' Sky — Atlantic	<ul> <li>Songs From The Wood</li> <li>Pink Floyd — Animals — Columbia</li> </ul>
Foreigner — Atlantic Phoenix — Columbia	KLOS-FM — LOS ANGELES — Dabar Hoorelbeke Most Active:	Muddy Waters — Hard Again — Blue Sky  WWWW-FM — DETROIT — Joel Eurblel	<ul> <li>Dogs         Stevie Wonder — Songs In The Key Of Life — Tamla     </li> </ul>
Kate & Anna McGarrigle — Dancer With Bruised Knees	Fleetwood Mac — Rumours — Reprise	Most Active:	- AS
— WB Hall & Oates — No Goodbyes — Atlantic	Pink Floyd — Animals — Columbia Eagles — Hotel California — Asylum	Genesis — Wind & Wuthering — Atco — Special Way	Queen — A Day At The Races — Elektra — Take My Breath
iggy Pop — The Idiot — RCA Starz — Cherry Baby (45) — Capitol	Stevie Wonder — Songs In The Key Of Life — Tamla Jethro Tull — Songs From The Wood — Chrysalis	Pink Floyd — Animals — Columbia — Pigs Gary Wright — The Light Of Smiles — WB	Fleetwood Mac — Rumours — Reprise — Chain

Bob Seger — Night Moves — Capitol — Fire Down Below Boston — Epic Al Stewart — Year Of The Cat — Janus Foreigner — Atlantic lan Mathews — Hit & Run — Columbia Peter Gabriel — Atco dds:

Bad Company — Burnin' Sky — Atlantic

Nils Lotgren — i Came To Dance — A&M

Phoenix — Columbia

Ruby — PBR Intl.

Floria Puris — Nothina Will Be Ab It Wee Bad Company — Burnin' Sky — Atlantic Wild Cherry — Electrified Funk — Sweet City Marshall Tucker Band — Carolina Dreams — Feeling
The Kinks — Sleepwalker — Arista reter Gabriel — Atco Dave Mason — So High — Columbia Little River Band — Import Bad Company — Burnin' Sky — Atlantic Offenbach — Never Too Tender — A&M Ruby — PBR Intl.
Floria Purim — Nothing Will Be As It Was... Tomorrow Sleepwalker Capricorn
WKLS-FM — ATLANTA — Drew Murray - WBBad Company — Burnin' Sky — Atlantic Nite City — 20th Century

KOME-FM — SAN JOSE — Dana Jang

Most Active:

Jimmy Buffett — Changes In Latitudes — ABC Most Active: Bau Company — Buthin Say — Atlantic Teddy Pendergrass — Phila. Intl. Nils Lofgren — I Came To Dance — A&M Return To Forever — Music Magic (45) — Polydo Marshall Tucker — Heard It In A Love Song (45) Capricorn Procol Harum — Something Magic — WB
KSHE-FM — ST. LOUIS — Tad Habeck Fleetwood Mac — Rumours — Reprise Chain/Dreams
 Eagles — Hotel California — Asylum
 Hotel California/Last Resort
Atlanta Rhythm Section — A Rock & Roll Alternative — 1 - Polydor 1451 --Nost Active: Jethro Tull — Rumours — Reprise Marshall Tucker Band — Carolina Dreams — Fleetwood Mac — Rumours — WB Michael Franks — Sleeping Gypsy — WB Polydor

So In To You/Georgia

Bob Seger — Night Moves

Main St /Sunburst Peter Gabriel — Atco
Jethro Tull — Songs From The Wood — Chrysalis
The Kinks — Sleepwalker — Arista
Pink Floyd — Animals — Columbia KFWD-FM - DALLAS - Tim Spencer Capricorn Capricorn
Pink Floyd — Animals — Columbia
Fleetwood Mac — Rumours — Reprise
Eagles — Hotel California — Asylum
Chilliwack — Dreams, Dreams, Dreams — Mushroom
The Kinks — Sleepwalker — Arista Most Active lost Active:
Fleetwood Mac — Rumours — Reprise
Kansas — Leftoverture — Kirshner
Pink Floyd — Anlmals — Columbia
Eagles — Hotel California — Asylum Justin Hayward — Songwriter — London Kenny Rankin — The Kenny Rankin Album — Little Boston — Epic ELO — A New World Record — UA Eagles — Hotel California — Asylum
Bob Seger — Night Moves — Capitol
— Main St./Papa/Rock & Roll
George Benson — In Flight — WB
— Valdez/Ghetto
ZZ Top — Tejas — London
Jethro Tull — Songs From The Wood — Chrysalis
— Whistler/Songs From The Wood/Velvet
Al Stewart — Year Of The Cat — Janus
— Year Of The Cat/Border
The Kinks — Sleenwalker — Arista ELO — A New World Record — UA

Do Ya/So Fine
A Star Is Born — Streisand & Kristofferson — Columbia

Watch Closely/in The Mood
Kansas — Leftoverture — Kirshner
— Carry On/Opus
Pink Floyd — Animals — Columbia
— Pigs/Sheep
Al Stewart — Year Of The Cat — Janus
— Year Of The Cat/Naturally Mama's Pride — Uptown & Lowdown — Atco ELO — A New World Record — UA Bob Seger — Night Moves — UA Atlanta Rhythm Section — A Rock & Roll Alternative — David Sea Level — Capricorn Adds: Nils Lofgren — I Came To Dance — A&M Procol Harum — Something Magic — WB
Doug Kershaw — Filip. Flop & Fly — WB
Tony Joe White — Eyes — 20th Century
Flora Purim — Nothing Will Be As It Was . . . Tomorrow Polydor Polydor Sammy Hager — Capitol ZZ Top — Tejas — London Bachman-Turner Overdrive — Freeways — Mercury REO Speedwagon/Live — You Get What You Play For Flora Purim — Nothing Will Be As It Was . Ruby — PBR Intl. Nite City — 20th Century Tangerine Dream — Stratosfear — Virgin Rita Coolidge — Anytime, Anywhere — A WCOL-FM — COLUMBUS — Guy Evans The Kinks — Sleepwalker — Arista — Sleepwalker/Jukebox Adds: - Epic Bad Company — Burnin' Sky — Atlantic
Delaney Bramlett — Delaney & Friends-Class Reunion
— Prodigal
Richard Torrance — Bareback — Capitol Adds Adds Idds:
Rodger McGuin — Thunderbyrd — Columbia
Weather Report — Heavy Weather — Columbia
Dave Mason — So High — Columbia
Michael Nesmith — From A Radio Englne To The
Photon Wing — Island
Bad Company — Burnin' Sky — Atlantic
Vangelis — Albedo 0.39 — RCA
Muddy Waters — Hard Again — Blue Sky
Nils Lofgren — I Came To Dance — A&M
Procel Harum — Something Marcic — WB America — Harbors — WB America — naroors — WB Nite City — 20th Century Delaney Bramlett — Delaney & Friends-Class Reunion — Prodigal Most Active: fost Active:

Pink Floyd — Animals — Columbia
Eagles — Hotel California — Asylum
Fleetwood Mac — Rumours — Reprise
Bob Seger — Night Moves — Capitol
Al Stewart — Year Of The Cat — Janus Henry Gross — Show Me To The Stage — Lifesong Nils Lofgren — I Came To Dance — A&M Starz — Sweet Cherry (45) — Capitol KEZY-FM — ANAHEIM — Ron Burnstein Foreigner -- Atlantic Bad Company — Burnin' Sky — Atlantic Dave Mason — So High (45) — Columbia Ram Jam — Black Beauty (45) — Epic WDVE-FM — PITTSBURGH — Marsy Posner NEZT-FM — ANAHEIM — Hon Burnstein Most Active: — Al Stewart — Year Of The Cat — Janus Boston - Epic Al Stewart — Year Of Tine Cat — Janus
The Kinks — Sleepwalker — Arista
Frank Zappa — Zoot Allures — WB
Graham Parker — Heat Treatment — Mercury
David Bowie — Low — RCA
Peter Gabriel — Atco Boston — Epic Rufus — Ask Rufus — ABC Kansas — Leftoverture — Kirshner Jethro Tull — Songs From The Wood Todd Rundgren's Utopia — RA — WB Most Active: Eagles — Hotel California — Asylum Procol Harum — Something Magic — WB Eagles — Hotel California — Asylum Fleetwood Mac — Rumours — Reprise Kansas — Leftoverture — Kirshner Bob Seger — Night Moves — Capitol Al Stewart — Year Of The Cat — Janus Gary Wright — The Light Of Smiles — WB Jethro Tull — Songs From The Wood — Chrysalis Genesis — Wind & Wuthering — Atco Pink Floyd — Columbia dds: Jennifer Warnes - Arista - Chrysalis KZEW-FM — DALLAS — Charlie Kendall Most Active: Eagles — Hotel California — Asylum Nils Lofgren — I Came To Dance — A&M Nils Lofgren — I Came To Dance — A&M
Bad Company — Burnin' Sky — Atlantic
Foreigner — Atlantic
Jimmy Buffett — Changes In Latitudes — ABC
Television — Marquee Moon — Elektra
Mr. Big — Photographic Smile — Arista
Ham Bros. — Ariola
Gentle Giant — Playing The Fool — Capitol
Starz — Cherry Baby — Capitol
WMC-FM — MEMPHIS — Ron Olson
Most Active: Bruce Cockburn — In The Falling Dark — True North Fast Lane/Victim
 Fleetwood Mac — Rumours — Reprise Bruce Cockburn — In The Falling Dark Foreigner — Atlantic
Big Wha-Koo — ABC
Molkie Cole — Janus
Nils Lofgren — I Came To Dance — A&A
KBPI-FM — DENVER, CO — Jean Valdez Make Loving Fun/Dreams/Don't Stop nsas — Leftoverture — Kirshner Mind/Carry On/The Wall Adds:
Bad Company — Burnin' Sky — Atlantic
Bruce Cockburn — In The Falling Dark — True North
Emmylou Harris — Luxury Liner — WB
Nite City — 20th Century
Procol Harum — Something Magic — WB
WYDD-FM — PITTSBURGH — Steve Downes Stevie Wonder — Songs In The Key Of Life — Tamla — As/Another Star Most Active: As/Another Star
 Pink Floyd — Animals — Columbia
 Dogs/Pigs
 Bob Seger — Night Moves — Capitol
 Main St./Rock & Roll
 Jackson Browne — The Pretender — Asylum
 Daddy's Tune/The Fuse
 George Benson — In Flight — WB
 Gonna Love/Ghetto
 Boston — Epic
 Take You Home/Hitch/Long Time
 Jimmy Buffett — Changes In Latitudes — ABC lost Active: Fleetwood Mac — Rumours — Reprise Stevie Wonder — Songs In The Key Of Life — Tamla Bob Seger — Night Moves — Capitol Pink Floyd — Animals — Columbia Most Active. Fleetwood Mac — Rumours — Reprise Fleetwood Mac — Humours — Heprise
— Dreams/Never Going Back
Kansas — Leftoverture — Kirshner
— Carry On/The Wail
Pink Floyd — Animals — Columbia
Marshall Tucker — Carolina Dreams — Capricorn Eagles - Hotel California - Asylum Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
Automatic Man — Island
Fleetwood Mac — Rumours — Rep
Kansas — Leftoverture — Kirshner Bad Company — Burnin' Sky — Atlantic Bachman-Turner Overdrive — Freeways — Mercury Peter Gabriel — Atco Foreigner — Atlantic Marshall Tucker — Carolina Dreams — Capricorn
— Love Song/Desert Sky
Joan Armatrading — A&M
— Down To Zero/Help Yourself
Henry Gross — Show Me To The Stage — Lifesong
— Painting/Show Me To The Stage
— Jimmy Buffett — Changes In Latitudes — ABC
— Margaritaville/Changes In Latitudes
Boston — Epic
— Peace/Foreplay/Long Time
Jethro Tull — Songs From The Wood — Chrysalis
— Whistler/Hunting Girl
Kinks — Sleepwalker — Arista
— Jukebox/Sleepwalker

dds: Jimmy Buffett — Changes In Latitudes — ABC The Kinks - Sleepwalker - Arista The Kinks — Sleepwalker — Arista
— Sleepwalker/On The Road
Marshall Tucker — Carolina Dreams — Capricorn
— Love Song
Bob Seger — Night Moves — Capitol
Stevie Wonder — Songs In The Key Of Life — Tamla
Gary Wright — The Light Of Smiles — WB
— Phantom
ZZ Top — Tejas — London
dds: KZOZ-FM — SEATTLE, WA — Lori Holder Jimmy Buriett — Changes in Latitudes — ABC
— Tampico Trauma
Genesis — Wind & Wuthering — Atco
— Special Way
Jethro Tull — Songs From The Wood — Chrysalis
— Songs From The Wood/Velvet
ELO — A New World Record — UA Most Active: fost Active:
George Benson — In Flight — WB
Elvin Bishop — Careless — ABC
Jimmy Buffett — Changes In Latitudes — ABC
Fleetwood Mac — Rumours — Reprise
Michael Franks — Sleeping Gypsy — WB
Kansas — Leftoverture — Kirshner
The Kinks — Sleepwalker — Arista
Klaatu — Capitol
Pink Floyd — Animals — Columbia
Leon Redbone — Double Time — WB
Jethro Tulf — Songs From The Wood — Chrysalis
dds: Telephone Line

Marshall Tucker — Carolina Dreams — Capricorn

Stranger/Love Song

Queen — A Day At The Races — Elektra Flora Purim — Nothing Will Be As It Was . . . Tomorrow – wb Booker T & The MG's — Universal Language — Asylum
Elliott Murphy — Just Another Story From America —
Columbia Todd Rundgren's Utopia — RA — WB Overture/Communion
 America — Harbor — WB
 Slow Down Bad Company — Burnin' Sky — Atlantic dds:

Blondie Chaplin — Elektra
Michael Nesmith — From A Radio Engine — Island
Garland Jeffreys — Ghost Writer — A&M
Bad Company — Burnin' Sky — Atlantic Nils Lofgren — I Came To Dance — A&M Peter Gabriel — Atco Dean Friedman — Lifesong WKDD-FM — AKRON — Bobby Knight REO Speedwagon/Live — You Get What You Play For Adds Adds:
Bad Company — Burnin' Sky — Atlantic
Valerie Carter — Just A Stone's Throw Away —
Columbia
Son Seals — Midnight Sun — Alligator
Nite City — 20th Century
Head East — Getting Lucky — A&M
Lavender Hill Mob — UA
KADI-FM — ST. LOUIS — Pete Parisl
Most Active: - Epic — Еріс Nils Lofgren — I Came To Dance — A&M KPFT-FM — HOUSTON — Bruce Litven Bad Company — Burnin' Sky — Atlantic Klaatu — Capitol Corky Laing — Makin' It On The Streets — Elektra Richard Torrance — Bareback — Capitol Nite City — 20th Century Foreigner — Atlantic Most Active: Fleetwood Mac — Rumours — Reprise Fleetwood Mac — Humours — Heprise
Eagles — Hotel California — Asylum
Pink Floyd — Animals — Columbia
Jethro Tull — Songs From The Wood — Chrysalis
The Kinks — Sleepwalker — Arista
Bob Seger — Night Moves — Capitol
Atlanta Rhythm Section — A Rock & Roll Alternative — Flora Purim -- Nothing Will Be As It Was . . . Tomorrow - wB Elliott Murphy — Just Another Story From America — Columbia
Kate & Anna McGarrigle — Dancer With Bruised Knees
— WB
Garland Jeffreys — Ghost Writer — A&M
Bill Summers — Feel The Heat — Prestige
Yvonne Eliman — Love — RSO
Bill Quateman — RCA
Procul Harum — Something Magic — WB
Paulinto DaCosta — Agora — Pablo
Rita Coolidge — Anytime, Anywhere — A&M
Steve Dees — Hot Spot — RCA
dds: Columbia John Handy — ABC Kenny Rankin — The Kenny Rankin Album — Little Most Active: David
Peter Gabriel — Atco
Justin Hayward — Songwriter — London REO Speedwagon Live - You Get What You Play For -Polydor Epic

Stallin' Out/Pushing/Like You Do

''-tol California — Asylum Folydor
Gary Wright — The Light Of Smiles — WB
Genesis — Wind & Wuthering — Atco
ZZ Top — Tejas — London WEBN-FM - CINCINNATI - Denton Marr WEBN-FM — CINCINNATI — Denton Marr
Most Active:
Fleetwood Mac — Rumours — Reprise
Stevie Wonder — Songs In The Key Of Life — Tamla
Eagles — Hotel California — Asylum
Bob Seger — Night Moves — Capitol
Jethro Tull — Songs From The Wood — Chrysalis
Boston — Epic
Pink Floyd — Animals — Columbia
Kansas — Leftoverture — Kirshner
George Benson — In Flight — WB
Al Stewart — Year Of The Cat — Janus
Adds: Eagles - Hotel California - Asylum Victim/Fast Lane
Fleetwood Mac — Rumours — Reprise
Dreams/Chain
Bob Seger — Night Moves — Capitol
Night Moves/Fire Down Below
Pink Floyd — Animals — Columbia
Pink/Dos Atlantic Foreigner Pousette-Dart Band — Amnesia — Capitol Henry Gross — Show Me To The Stage — Lift Nils Lofgren — I Came To Dance — A&M Justin Hayward — Songwriter — London Peter Gabriel — Atco Wild Cherry — Electrified Funk — Sweet City Jan Mathews — Hit & Run — Columbia \_ Lifesong Adds Ian Mathews - Hit & Bun - CBS ran mathews — If & Hun — CBS
George Rule — Frome Me To You — Epic
Gong — Expresso — Virgin
Bobby Hall — League For Lovers — 20th Century
Martee Leboys — The Lady Wants To Ee A Star — Pigs/DogsBoston — Epic Boston — Epic
— Long Time/Hitch/Peace
Marshall Tucker Band — Carolina Dreams
Capricorn Vind Charly - Electrine Frink - Sweet City
Ian Mathews - Hit & Run - Columbia
Head East - Getting Lucky - A&M
Graham Parker - Pink Parker (EP) - Mercury
WKQQ-FM - LEXINGTON, KY - Dick Hungate
Most Active:
Jimmy Buffett - Changes In Latitudes - ABC
George Benson - In Flight - WB Image Steve Marsh — Lucky — UA Love Song/Stranger Pablo Cruise — A Place In The Sun — A& Flora Purim — Nothing Will Be As It Was . . . — WB Steve Marsh — Lucky — UA
Pat Lundy — Loving You-The Funky Feeling — Pyramid
Weather Report — Heavy Weather — CBS
Foreigner — Atlantic
Nite City — 20th Century
Bonnie Furgeson — I'll Be There — Vision
M105-FM — CLEVELAND — Eric Stevens
Most Active: – A&M Atlanta Rhythm Section - A Rock & Roll Alternative -Atlanta Hrythm Section — A Hock & Holl All Polydor — Sky High/So In To You Gary Wright — The Light Of Smiles — WB — Fury/Weeping Renaissance — Novella — Sire . Tomorrow Jimmy Buffett — Changes In Latitudes — ABC
George Benson — In Flight — WB
Fleetwood Mac — Rumours — Reprise
Bob Seger — Night Moves — Capitol
Sea Level — Capricorn
Kansas — Leftoverture — Kirshner
Pink Floyd — Animals — Columbia
Eagles — Hotel California — Asylum
A Star Is Born — Streisand & Kristofferson — Columbia — WB
Jimmy Buffett — Changes In Latitudes — ABC
Law — Breakin' It — MCA
Grover Washington Jr. — A Secret Place — CTI
Jennifer Warnes — Arista M105-FM — CLEVELAND — Eric Stevens

Most Active:

Eagles — Hotel California — Asylum

— Hotel California/New Kid
Pink Floyd — Animals — Columbia
Fleetwood Mac — Rumours — Reprise

— Your Own Way
Genesis — Wind & Wuthering — Atco
Neil Diamond — Love At The Greek — Columbia
Kansas — Leftoverture — Kirshner
Wings — Wings Over America — Capitol
Average White Band — Person To Person — Atlantic
Bob Seger — Night Moves — Capitol
— Rock & Roll Midas KSJO-FM — SAN JOSE — Tawn Mestrey Most Active:  ${\tt George\,Benson-In\,Flight-WB}$ George Benson — In Flight — WB

Ghetto
Starcastle — Fountains Of Light — Epic

Diamonds/Lights
Sammy Hagar — Capitol lost Active.

Bad Company — Burnin' Sky — Atlantic
Nils Lofgren — I Came To Dance — A&M
Procol Harum — Something Magic — WB
Pink Floyd — Animals — Columbia
Jethro Tull — Songs From The Wood — Chrysalis
Sammy Hagar — Capitol
Journey — Next — Columbia
Rick Derringer — Sweet Evil — Blue Sky
The Kinks — Sleepwalker — Arista
Todd Rundgren's Utopia — RA — WB AStar is Born — Streisand & Kristofferson — Columbia ZZ Top — Tejas — London Al Stewart — Year Of The Cat — Janus Kiss — Rock & Roll Over — Casablanca Peter Gabriel — Atco Stevie Wonder — Songs In The Key Of Life — Tamla Emmylou Harris — Luxury Liner Cruisin
 Bachman-Turner Overdrive — Freeways — Mercury Bachman-Turner Overdrive — Freeways — Mercu
— Down Down
Jimmy Buffett — Changes In Latitudes — ABC
— Banana Republic
— Britan The Wood — Chrysalis
— Whistler  ${\bf Rita\ Coolidge-Anytime.\ Anywhere-A\&M}$ (continued on page 48)

## POPRADIO PLAYLIST HIGHLIGHTS

The company						
The company of the				16 To 10 — Abba		*McCoo/Davis
Second column	*Captain & Tennille	5-1 — Barbra Streisand	30 To 20 — Eagles	22 To 11 - Glen Campbell		17 To 9 — Thelma Houston
Section   Sect	'Kiss 'David Bowie	8 To 4 — 10cc 12 To 6 — Eagles	Ex To 27 — Glen Campbell	29 To 21 — Hall & Oates	*Glen Campbell *Atlanta Rhythm Section	26 To 16 — Natalie Cole
The content of the	*Andrew Gold	20 To 16 — Tom Jones	Ex To 29 — Wilton Place Street Band	1-1 — Barbra Streisand	*Fleetwood Mac Dreams	28 To 18 — Orleans
Fig. 1	8 To 4 — Thelma Houston	Ex To 22 — Boz Scaggs	WKBW - BUFFALO	Natalie Cole	14 To 10 — George Harrison	Ex To 27 — Olivia Newton-John
The company of the	23 To 14 — Wings	Ex To 26 — Rubinoos	Starz	27 To 21 — Glen Campbell	23 To 16 — ELO	1-1 — Mary Macgregor
Company   Comp	31 To 22 — Glen Campbell	1-1 - Hall & Oates	*Kiss	2-1 — Al Stewart	26 To 18 — Thelma Houston	*Leo Sayer *Boz Scaggs
1   1   1   1   1   1   1   1   1   1	38 To 29 — Jennifer Warnes 40 To 33 — William Bell	*Boz Scaggs	18 To 8 — Eagles 29 To 21 — Thelma Houston	Hot		11 To 6 Hall & Oates
The content of the	Ex To 36 — 36 — Spinners	20 To 12 — Eagles	Ex To 26 — Wings	Heart & Soul	Eagles	19 To 12 — Thelma Houston
Fig. 10	Ex To 38 — Climax Blues Band	Ex To 24 — Tom Jones	Ex To 30 — Atlanta Rhythm Section	Andrea True	Leo Sayer	31 To 17 — Kenny Nolan
Fig. Control	Ex To 40 — Starz	WCAO - BALTIMORE	1-1 — Barbra Streisand	16 To 11 — Wings 28 To 20 — Hall & Oates	9 To 2 — Barbra Streisand	
April   Company   Compan	1-1 — Kenny Nolan	Glen Campbell	*Andrew Gold	37 To 32 — Climax Blues Band	24 To 19 — Jackson Browne	1-1 — Hall & Oates
The content of the	*Glen Campbell	*Ambrosia	16 To 5 — Eagles	44 To 38 — Natalie Cole	31 To 25 — Jennifer Warnes	*Boz Scaggs
A	7 To 2 — Eagles (old)	'Hot 6 To 2 — Abba	21 To 15 — John Travolta 26 To 20 — Elton John	WMFJ — DAYTONA BEACH	1-1 — Barbra Streisand *Captain & Tennille	20 To 15 — Atlanta Rhythm Section
Fig. 10	16 To 12 — Wonder — I Wish	9 To 4 — Barbra Streisand 20 To 11 — Eagles	Ex To 24 — Atlanta Rhythm Section	*Starz	*William Bell	WGSV — GUNTERSVILLE
The content of the	Ex To 18 — Eagles	27 To 22 — John Travolta	WTMA — CHARLESTON	*Bobby Gosh	17 To 12 — Hall & Oates	*Boz Scaggs
The content of the	Ex To 20 — Atlanta Rhythm Section	Ex To 26 — William Bell	Facts of Life	8 To 4 — Al Stewart	Ex To 23 — Rod Stewart	*Rose Royce
The content of the	1-1 — David Soul	WFBR - BALTIMORE	*Rose Rovce	21 To 17 — Jackson Browne	Ex To 25 — Bee Gees	14 To 10 — Jackson Browne
Fig. 1	*Eagles	Valerie Carter	16 To 6 — David Soul	Ex To 31 — James Darren	3-1 — Barbra Streisand	Ex To 32 — Leo Sayer
25   1.5   Company   Com	22 To 17 — Hot 24 To 12 — Hall & Oates	Boz Scaggs	24 To 20 — Deniece Williams 28 To 24 — Rufus	Ex To 34 — Tom Jones	John Travolta *Leo Sayer	WDRC - HARTFORD
20   10   20   20   20   20   20   20	27 To 19 — John Travolta	Climax Blues Band 29 To 22 — Glen Campbell	Ex To 28 — Glen Campbell Ex To 29 — Enchantment	2-1 — Boz Scaggs *Stallion	*Boz Scaggs 8 To 2 — Hall & Oates	*Natalie Cole *Boz Scaggs
2.5   1.5	Ex To 24 Rod Stewart	38 To 32 — Leo Sayer	1-1 — Barbra Streisand	*Kiss *Boston	28 To 22 — Atlanta Rhythm Section	*Marshall Tucker Band *Klaata
MATS	Ex To 27 — Olivia Newton-John	1-1 — David Soul	Captain & Tennille	*Climax Blues Band	Ex To 25 — Jennifer Warnes	18 To 12 — Bee Gees
1	Ex To 29 — William Bell	*Kiss	WAYS CHARLOTTE	12 To 5 — Bob Seger	14-RKO — EVERETT	26 To 21 — Tom Jones
The content of the	1-1 — Al Stewart	10 To 6 — George Harrison 14 To 9 — Jackson Browne	William Bell	21 To 12 — David Soul	*Captain & Tennille	Ex To 29 — Hall & Oates
Wide   Applied Bland   27   7   7   9   — Leaf Words   15   0   1   — Askara Bland Bland   17   0   — Bland B	*Jackson Browne	22 To 18 — Glen Campbell	11 To 5 — Barbra Streisand	28 To 19 — 10cc	12 To 7 — Olivia Newton-John	KILT — HOUSTON
14   19 - 104   Asset Physins Section   10   10   Asset Physins Section   10	'Wilton Place Street Band	Ex To 26 — Leo Sayer	18 To 11 — Atlanta Rhythm Section	31 To 23 — Thelma Houston	28 To 20 — Atlanta Rhythm Section	*Atlanta Rhythm Section
15   10   1	17 To 11 — Kansas	Ex To 29 — Rubinoos	WFLI — CHATTANOOGA	40 To 33 — Rod Stewart	Ex To 29 — Orleans	19 To 12 — Glen Campbell
2-1   1-2	23 To 17 — David Bowie		*Rose Royce *Boz Scaggs			27 To 22 — Jennifer Warnes 29 To 21 — Wings
Clear   Application   Clear	35 To 25 — Boz Scaggs	Tom Jones	12 To 8 — Atlanta Rhythm Section 18 To 11 — Glen Campbell	1-1 — Barbra Streisand	*William Bell	34 To 28 — Eagles
General Computer   12   General February   12   General Services   12   Gene		Eagles	Ex To 22 — Leo Sayer	Ozark Mtn. Daredevils Stallion	*Kiss	40 To 32 — Olivia Newton-John
Additional Clark Wingst   Cap   Allerian Brightin Section   Cap	*Glen Campbell	12 To 8 — Fleetwood Mac	Ex To 25 — Climax Blues Band	*Natalie Cole	Ex To 19 — Glen Campbell	2-1 — Barbra Streisand
Section Compared Programs	*Andrew Gold	22 To 12 - Atlanta Rhythm Section	5-1 — Barbra Streisand	*B.W. Stevenson	Ex To 28 — Rod Stewart	*Climax Blues Band
All   Compare   Farming   Compare   Farming   Compare   Farming   Compare	· Q	Ex To 24 — Glen Campbell	Eagles	19 To 9 — Olivia Newton-John	2-1 — Barbra Streisand	'Mesa
10 To 9 — Winds   10 To 10 — Baskion   15 To 12 — Baskion   15 To 13 — Baskion   15 To 14 — Baskion   15 To 14 — Baskion   15 To 14 — Baskion   15 To 15 —	'Alan O'Day	WERC - BIRMINGHAM	12 To 5 — 10cc 14 To 9 — Abba	21 To 18 — Elvis Presiey	*McCoo/Davis	21 To 13 — Glen Campbell 28 To 24 — Eagles
WAST - CHICAGO   1.1 - May Maggregor   1.1 - Bos Boyce   1.1 - B	13 To 9 — Wings	*Natalie Cole *McCoo/Davis	20 To 14 — Hall & Oates	25 To 17 — Jennifer Warnes Ex To 22 — Glen Campbell	*Queen	29 To 22 — Wings 30 To 15 — David Soul
Extro 30	24 To 20 — David Soul 26 To 22 — Mesa	18 To 12 — George Harrison	WMET - CHICAGO	KIOA — DES MOINES	16 To 11 — Rose Royce	WAAY HUNTSVILLE
Ex To 22 — Jennifer Warnes  WRRC — ATHEWS 2.1 — Orleans 4.1 — David Soul 1.1 — David Soul 1.1 — David Soul 1.1 — David Soul 1.2 To 7 — Hall & Dates 9 To 3. — Theira Houston 1.2 To 7 — Hall & Dates 9 To 3. — Theira Houston 1.3 — Theira Houston 1.4 To 8 — Bob Septe 1.5 To 1.5 — Bob Septe 1.5 To 1.5 — Was a Houston 1.5 To 7 — Was a Houston 1.5 To 7 — Was a Houston 1.6 To 1.6 — Was a Houston 1.7 To 1.7 — Was a Houston 1.7 To 1.7 — Was a Houston 1.8 To 1.0 — Was a Houston 1.9 To 1.1 — Bathar Stressand 1.2 To 7 — Run Was a Houston 1.2 To 7 — Run Was a Houston 1.2 To 7 — Run Was a Houston 1.3 To 1.2 — Was a Houston 1.4 To 8 — Houston 1.5 To 1.2 — Was a Houston 1.5 To 1.2 — Was a Houston 1.6 To 1.2 — Was a Houston 1.7 To 1.2 — Allaina Brythm Section 1.8 To 1.0 — Was a Houston 1.9 To 1.1 — Bathar Stressand 1.1 — Bathar Stressand 1.1 — Bathar Stressand 1.1 — Bathar Stressand 1.2 To 1.3 — Was a Houston 1.2 To 1.4 — Ros Stevart 1.5 To 1.5 — September 1.5 To 1.5 — September 1.5 To 1.5 — Mark Stressand 1.5 To 1.5 — Mark Stressan	Ex To 29 — Leo Sayer	26 To 19 — Glen Campbell	Jackson Browne	Wonder — Lovely	20 To 13 — Rufus 30 To 25 — Kiss	*Jennifer Warnes
Value   Valu	Ex To 31 — Kerry Chater	Ex To 26 — Atlanta Rhythm Section	17 To 10 — 10cc	Leo Sayer	31 To 15 — Leo Sayer Fx To 32 — Hot	*Addrissi Brothers
2.1	WFRC - ATHENS	WSGN - BIRMINGHAM	27 To 22 — Atlanta Rhythm Section	Kiss	Ex To 33 — Natalie Cole Ex To 34 — Jennifer Warnes	17 To 10 — David Soul
McCool Davis   McCo	Natalie Cole	*Captain & Tennille	1-1 — Barbra Streisand	Queen		Ex To 25 — Jackson Browne Ex To 29 — Climax Blues Band
8 To 4 - Bee Gees   O	Flash Cadillac	*Hot	*Atlanta Rhythm Section	12 To 5 — Bee Gees	1-1 — Barbra Streisand Eagles	
12 fo 7 - Rufus   14 fo 9 - Thefma'ritouston   19 fo 10 - Eagles   19 fo 15 - Riedwood Mac   21 fo 17 - Gettlema'ritouston   19 fo 10 - Eagles   22 fo 15 - Riedwood Mac   23 fo 17 - Evitis Presley   23 fo 17 - Evits Presley   23 fo 17 - Evits Presley   25 fo 17	8 To 4 — Bee Gees	*Q	21 To 14 — Rod Stewart	16 To 6 — David Soul	Wings	'Wings
1-1	12 To 7 — Rufus	14 To 9 — Thelma Houston	WSAI — CINCINNATI	19 To 10 — Eagles 20 To 15 — Fleetwood Mac	14 To 9 — EWF	Anson Williams
Jennifer Warnes	Z-93 — ATLANTA	17 To 12 — Atlanta Rhythm Section 18 To 10 — William Bell	No new additions	23 To 17 — Elvis Presley	WVBF - BIRMINGHAM	*Atlanta Rhythm Section
11 To 7 - David Soul   Ex To 2 = Eagliss   Ex To 2 = Express   E	Jennifer Warnes *Leo Sayer	Ex To 17 — Jennifer Warnes	22 To 14 Boston	29 To 21 — Glen Campbell 30 To 20 — Thełma Houston	'Glen Campbell	*Eagles
22 To 13 — Hall & Oates	11 To 7 — David Soul 16 To 10 — Glen Campbell	Ex To 26 — Natalie Cole	WGCL - CLEVELAND	33 To 27 — Firefall 34 To 28 — Hot	*Queen *Boz Scaggs	'Jackson Browne 'KC & Sunshine Band
Ex To 30 — Gary Wright  World — ATLANTA 14 To 10 — Jennifer Warnes 17 To 8 — David Soul 17 To 8 — David Soul 18 To 18 — Rod Stewart 19 To 4 — William Bell 17 To 8 — Hall & Oates 19 To 11 — ELD 19 To 11 — ELD 19 To 11 — ELD 24 To 16 — David Soul 25 To 27 — Seagles 28 To 20 — Ratile Cole 29 To 25 — Wings 10 To 6 — Hall & Oates 28 To 20 — Ratile Cole 29 To 25 — Wings 10 To 6 — Hall & Oates 28 To 20 — Ratile Cole 29 To 25 — Wings 10 To 6 — Hall & Oates 28 To 20 — Ratile Cole 29 To 25 — Wings 10 To 6 — Hall & Oates 28 To 20 — Ratile Cole 29 To 25 — Wings 10 To 6 — Hall & Oates 29 To 25 — Wings 10 To 6 — Hall & Oates 29 To 25 — Wings 10 To 10 — Hall & Oates 20 To 15 — Rod Stewart 20 To 16 — Rod Stewart 20 To 17 — ColuMBUS 21 To 18 — Rod Stewart 25 To 20 — Latimore 25 To 20 — Latimo	26 To 14 — Natalie Cole	2-1 — Barbra Streisand	Eagles	37 To 31 — Ambrosia	*Wonder — Lovely 11 To 7 — Thelma Houston	12 To 7 — 10cc 19 To 11 — Glen Campbell
To   A David Soul   For   Fo	Ex To 30 — Gary Wright	*Wings	Kiss	40 To 23 — Atlanta Rhythm Section	Ex To 19 — Deniece Williams	30 To 19 — David Soul
Ex To 18	t-1 — Abba	17 To 8 — David Soul Ex To 17 — Tom Jones	Hot 9 To 4 — David Soul	1-1 — Barbra Streisand	Ex To 26 — Eagles	1-1 — Kenny Nolan
9 To 4 — William Bell	Leo Sayer Joe Tex	Ex To 18 — Rod Stewart Ex To 19 — Gien Campbell	24 To 16 — Olivia Newton-John	*Eagles 18 To 12 — 10cc	KYNO — FRESNO	Kansas (re-add)
19 To 11 - ELO	9 To 4 — William Bell 17 To 8 — Hall & Oates	WRKO — BOSTON	27 To 17 — KC & Sunshine Band	24 To 16 — Jerry Butler	Ambrosia	David Soul
26 To 21 — Bod Stewart 27 To 22 — Eagles 28 To 20 — Natalie Cole 28 To 20 — Natalie Cole 29 To 25 — Wings 27 To 25 — Wings 27 To 25 — Wings 28 To 20 — Natalie Cole 28 To 20 — Natalie Cole 29 To 25 — Wings 29 To 27 — Bob Seger 21 To 17 — Orleans 21 To 17 — Orleans 24 To 20 — Barry Manilow 24 To 20 — Barry Manilow 24 To 20 — Barry Manilow 25 To 10 — 10cc 27 To 10 — Loe Sayer 26 To 16 — Rufus 27 To 27 — Bab Seger 27 To 12 — Lee Sayer 26 To 16 — Rufus 27 To 17 — Orleans 27 To 27 — Bab Seger 29 To 21 — Glen Campbell 32 To 19 — Natalie Cole 32 To 19 — Climax Blues Band 31 To 4 — Bee Gees 32 To 19 — Climax Blues Band 41 To 10 — Fleetwood Mac 15 To 10 — 10cc 47 To 10 — 10cc 47 To 10 — David Soul 50 In 11 — Barbra Streisand 50 In 12 — Glen Campbell 50 In 12 — Glen Campbell 50 In 50 — In 12	19 To 11 — ELO 24 To 16 — David Soul	Natalie Cole	WCOL - COLUMBUS	Ex To 30 — ELO	*Jennifer Warnes	19 To 9 — Steve Miller 22 To 17 — Tom Jones
28 To 25 — Natalie Cole 29 To 25 — Wings 13 To 9 — Rod Stewart 14 To 8 — David Soul 21 To 17 — Cleans 22 To 12 — Eagles 29 To 24 — Smokey Robinson 2-1 — Bob Seger 1- Bob Seger 1- Marshall Tucker Band 1- Barbra Streisand 1- David Soul 2- COLUMBUS 1- David Soul 2- To 14 — David Soul 2- To 15 — 10 — 10cc 2- To 14 — David Soul 2- To 14 — David Soul 2- To 12 — Leo Sayer 2- To 15 — Leo Sayer 2- David Series and 2- To 10 — WING I — David Soul 2- To 12 — Leo Sayer 2- David Series and 2- To 12 — Leo Sayer 3- To 14 — David Soul 2- To 12 — Leo Sayer 3- To 15 — 10 — 10cc 2- David Soul 3- To 19 — Rod Steward 3- To 10 — Pair Warnes 3- To 10 — Natalie Cole 3- To 10 — Natalie Col	27 To 22 — Eagles	Undisputed Truth — WB	Leo Sayer	1-1 — Barbra Streisand	Q 10 To 4 — Bee Gees	23 To 19 — Climax Blues Band 25 To 18 — Eagles
WAUG — AUGUSTA 2.1 — Bob Seger 2.1 To 10 — Wonder — Lovely 2.1 To 10 — Wonder — Lovely 2.2 To 10 — Marshall Tucker Band 2.2 To 19 — Natalie Cole 3.3 To 25 — John Travolta 4.1 — Barbra Streisand 4.1 — David Soul 4.1 — Barbra Streisand 4.1 — David Soul 4.1 — Barbra Streisand 4.1 — Barbra Streisand 4.1 — Barbra Streisand 4.1 — Barbra Streisand 4.1 — David Soul 4.1 — Barbra Streisand 4.1 — David Soul 4.1 — Barbra Streisand 4.1 — Barbra Streisand 4.1 — David Soul 4.1 — David Soul 4.1 — Barbra Streisand 4.1 — David Soul	29 To 25 — Wings	13 To 9 — Rod Stewart	Kiss 21 To 17 — Orleans	14 To 10 — Fleetwood Mac	12 To 7 — Hall & Oates 15 To 10 — 10cc	1-1 — David Soul
'Hot 'Marshall Tucker Band 'Bose Royce 'At - Barbra Streisand 'Atlanta Rhythms Section 'Atlanta Rhythms Section 'Glien Campbell 'Glien Campbell 'Foghat 'In - Barbra Streisand 'Atlanta Rhythms Section 'Glien Campbell 'Foghat 'In - Barbra Streisand 'In - Barbra S	2-1 — Bob Seger	16 To 10 — Wonder — Lovely	23 To 12 — Eagles 26 To 16 — Rufus	29 To 24 — Smokey Robinson	Ex To 22 — Glen Campbell	Atlanta Rhythm Section
Natalie Coie  Na	*Hot *Marshall Tucker Band	29 To 21 — Glen Campbell	33 To 25 — John Travolta	WXYZ — DETROIT 1-1 — Barbra Streisand	Ex To 29 — Jackson Browne	Jennifer Warnes
Climax Bides Barld Foghat 1-1 — Barbra Streisand EDBQ — DUBUQUE Found For Foghat 1-1 — Barbra Streisand Foghat 1-1 — Barbra Streisan	*Natalie Cole	4-1 — Barbra Streisand *Glen Campbell	WNCI - COLUMBUS	Atlanta Rhythm Section David Soul	2-1 — Barbra Streisand	21 To 14 — Eagles
10   10   10   10   10   10   10   10	*Boz Scaggs	*Foghat *Wonder — Lovely	1-1 — Barbra Streisand Glen Campbell	EDBQ — DUBUQUE 1-1 — David Soul	Yvonne Elliman	
Ex To 25 — Jenniter Warnes 18 To 14 — Ozark Mtn. Daredevils 9 To 2 — Box Good Lighttoot 9 To 4 — Boxton 9 To 3 — Abba	Ex To 23 — Leo Sayer	*KC & Sunshine Band *Adrissi Brothers	*Captain & Tennille	*Ambrosia *Rose Royce	Stallion	6-1 — Hall & Oates *Jackson Browne
24 To 20 — Wings 12 To 7 — Bed Gees 'Hubinoos 12 To 6 — Eagles 15 To 10 — Kansas	Ex To 25 — Jennifer Warnes	24 To 20 — Wings	12 To 7 — Bee Gees	*Rubinoos	9 To 4 — Boston 12 To 6 — Eagles	9 To 3 — Abba 15 To 10 — Kansas
WBBQ - AUGUSTA         EX 10 22 - Gary wright         15 10 1 - Bission         8 10 4 - Glen Campbell         13 To 8 - Wings         20 To 15 - David Soul           2-1 - Bob Seger         EX To 26 - Ambrosia         19 To 12 - Fleetwood Mac         14 To 10 - Tom Jones         16 To 7 - Kansas         22 To 13 - Gleg Campbell           **McCoulonis*         EX To 29 - Elton John         20 To 13 - Thelma Houston         16 To 5 - Kansas         27 To 17 - Gleg Campbell	2-1 — Bob Seger	Ex To 26 — Ambrosia	19 To 12 — Fleetwood Mac 20 To 13 — Thelma Houston	14 To 10 — Tom Jones	13 To 8 — Wings 16 To 7 — Kansas	20 To 15 — David Soul 22 To 13 — Eagles
'McCor/Davis         Ex To 29 — Elton John         20 10 13 — Inellia Houseling         16 To 5 — Kansas         27 To 21 — Jennifer Warnes         23 To 17 — Glên Campbell           'Boz Scaggs         WICC — BRIDGEPORT         21 To 16 — Quincy Jones         23 To 19 — Bee Gees         29 To 15 — Glen Campbell         25 To 20 — Wings           'Addrissi Brothers         1-1 — Barbra Streisand         23 To 15 — Eagles         24 To 20 — George Harrison         31 To 25 — Jackson Browne         25 To 20 — ELO	*Boz Scaggs	WICC - BRIDGEPORT	21 To 16 — Quincy Jones	23 To 19 — Bee Gees	29 To 15 — Glen Campbell	25 To 20 — Gien Campbell 25 To 20 — Wings 26 To 20 — FLO
**Captain & Tennille **Jackpot — EMI **KNUS — DALLAS	*Captain & Tennille 21 To 18 — Glen Campbell	*Jackpot — EMI *McCoo/Davis	KNUS — DALLAS 1-1 — Mary Macgregor	25 To 17 — Jennifer Warnes 29 To 24 — Jackson Browne	WLAV - GRAND RAPIDS	30 To 26 — Leo Sayer Ex To 25 — Atlanta Rhythm Section
25 To 21 — Jennifer Warnes Leo Sayer Jackson Browne Ex To 25 — Thelma Houston Walliam Bell Ex To 28 — Climax Blues Band Say To 22 — Leo Sayer Andrew Gold David Soul Ex To 27 — John Travolta Walliam Bell Rebby Goldphore	25 To 21 — Jennifer Warnes 29 To 22 — Leo Sayer	*Leo Sayer *Andrew Gold	David Soul	Ex To 27 — John Travolta	*William Bell	Ex To 28 — Climax Blues Band
Ex To 29 — Hot Klaates (various cuts) Wilton Place Street Band Ex To 28 — Bobby Goldsboro	Ex 10 29 — Hot	Klaates (various cuts)	Wilton Place Street Dand	Ex 10 20 — Boody Goldsboro	,	

### POPRADIO PLAYLIST HIGHLIGHTS CONT.

WCRO — JOHNSTOWN 2-1 — Hall & Oates	*Kiss *Flash Cadillac	KFIV — MODESTO 3-1 — Hall & Oates	14 To 9 — Bob Seger	16 To 12 — Bob Seger	Boz Scaggs
*Boz Scaggs *Gary Wright	15 To 11 — Boston 18 To 12 — Rod Stewart	Wilton Place Street Band Maynard Ferguson	17 To 11 — Natelië Cole 19 To 12 — David Soul 22 To 15 — Hall & Oates	20 To 15 — Fleetwood Mac 24 To 18 — 10cc Ex To 29 — Eagles	*Queen 12 To 8 — 10cc 14 To 6 — Hall & Oates
*Natalie Cole *McCoo/Davis	21 To 17 — Donna Summer 26 To 20 — Glen Campbell 29 To 24 — Natalie Cole	Jimmy Buffett John Travolta	23 To 14 — Wings 27 To 22 — Kansas	KGW — PORTLAND 2-1 — Hall & Oates	21 To 17 — Boston 22 To 14 — Glen Campbell
19 To 3 — Leo Sayer 28 To 18 — Enchantment 29 To 20 — Eagles	Ex To 26 — Rufus Ex To 29 — Eagles	McCoo/Davis 20 To 15 — Wings 33 To 16 — Leo Sayer	WKY — OKLAHOMA CITY 1-1 — Barbra Streisand	*Eagles *Olivia Newton-John	24 To 20 — Eagles 27 To 16 — David Soul
30 To 25 — Ambrosia Ex To 27 — KC & Sunshine Band	Ex To 30 Mesa KRIB MASON CITY	35 To 26 — Glen Campbell  KNOE — MONROE	*Atlanta Rhythm Section *Glen Campbell	*Climax Blues Band *Leo Sayer	KXOK — ST. LOUIS 1-1 — Abba
Ex To 28 — Atlanta Rhythm Section Ex To 29 — William Bell	1-1 — Barbra Streisand *McCoo/Davis *Marshall Tucker Band	1-1 — Al Stewart *Mesa	6 To 2 — 10cc 14 To 10 — Bee Gees	*Boz Scaggs *Ambrosia 13 To 5 — David Soul	Eagles William Bell
Ex To 30 — Kiss  KBEQ — KANSAS CITY	*Rufus *Boz Scaggs	*Cody Jameson — Atco *Natalie Cole *Lightheart — Shock	16 To 12 — Wonder — Lovely Ex To 14 — Jackson Browne Ex To 16 — Eagles	19 To 13 — George Harrison 22 To 18 — Thelma Houston	Boz Scaggs *Ozark Mtn Daredevits *Climax Blues Band
1-1 — Barbra Streisand Leo Sayer Jennifer Warnes	23 To 18 — Rod Stewart 26 To 21 — Atlanta Rhythm Section	*Mickey Hunnicut 9 To 4 — Abba	KOMA — OKLAHOMA CITY 1-1 — Steve Miller	Ex To 28 — Jackson Browne Ex To 30 — Rod Stewart	*Marshall Tucker Band *REO Speedwagon
8 To 2 — Hall & Oates 26 To 15 — ELO	28 To 23 — Jennifer Warnes Ex To 27 — Thelma Houston Ex To 28 — Burton Cummings	13 To 9 — Atlanta Rhythm Section 16 To 9 — David Soul	Glen Campbell Boz Scaggs	KPAM — PORTLAND 5-1 — Hall & Oates	10 To 3 — 10cc 13 To 8 — Hall & Oates 21 To 16 — Natalie Cole
29 To 7 — Glen Campbell WRJZ — KNOXVILLE	Ex To 30 — Glen Campbell WMPS — MEMPHIS	29 To 23 — Leo Sayer 31 To 25 — Hot 35 To 22 — Eagles	Jennifer Warnes Atlanta Rhythm Section Donna Summer	Captain & Tennille Climax Blues Band *Natalie Cole	23 To 19 — Rod Stewart  KCPX — SALT LAKE CITY
1-1 — Hall & Oates *Natalie Cole *Glen Campbell	1-1 — Barbra Streisand McCoo/Davis	Ex To 37 — Boz Scaggs Ex To 39 — Gien Campbell	Rufus Ambrosia	*Ambrosia 18 To 11 — Rod Stewart	2-1 — 10cc Captain & Tennille
15 To 9 — Atlanta Rhythm Section Ex To 15 — David Soul	Boz Scaggs Jennifer Warnes Hot	WHHY — MONTGOMERY -1 — Leo Sayer	10 To 5 — Wonder — Lovely 17 To 11 — Kenny Nolan 20 To 13 — Hall & Oates	26 To 13 — Thelma Houston 27 To 20 — Eagles	*Boz Scaggs *Leo Sayer
Ex To 26 — Eagles Ex To 27 — Thelma Houston	9 To 5 — Bob Seger 10 To 4 — Thelma Houston	*Natalie Cole *Boz Scaggs	21 To 15 — Fleetwood Mac 23 To 16 — George Harrison	29 To 16 — Atlanta Rhythm Section Ex To 27 — Boz Scaggs Ex To 28 — Kim Carnes	*Natalie Cole 21 To 14 — Glen Campbell 22 To 18 — Stallion
KVOL — LAFAYETTE 2-1 — Al Stewart *Alan O'Day	14 To 7 — Tom Jones 17 To 11 — David Soul 23 To 10 — William Bell	*Yvonne Élliman *Firefall	28 To 20 — Wings 35 To 22 — David Soul	WPRO — PROVIDENCE	28 To 21 — Eagles Ex To 28 — Kinks
*Genesis *Natalie Cole	28 To 15 — Deniece Williams	15 To 7 — Glen Campbell 21 To 13 — Eagles 24 To 17 — Thelma Houston	36 To 31 — Eagles 40 To 32 — Rod Stewart WOW — OMAHA	1-1 — Barbra Streisand Leo Sayer *Captain & Tennille	KRSP — SALT LAKE CITY 4-1 — Kansas
*McCoo/Davis *Leo Sayer	WHBQ — MEMPHIS 1-1 — Barbra Streisand Natalie Cole	Ex To 23 — Jimmy Buffett Ex To 24 — Gary Wright	11-1 — David Soul Natalie Cole	*Tavares *Glen Campbell	*Boz Scaggs *Leo Sayer *Climax Blues Band
22 To 18 — Rose Royce 24 To 20 — Wings 27 To 23 — David Soul	Eagles Glen Campbell	Ex To 25 — William Bell Ex To 26 — John Travolta	*Boz Scaggs 10 To 5 — Wings	16 To 9 — Al Stewart Ex To 21 — Orleans	9 To 5 — George Harrison 12 To 6 — Rubinoos
34 To 29 — Maze 37 To 31 — Glen Campbell	12 To 6 — David Sout 13 To 7 — Abba 16 To 8 — William Bell	KVOX — MOORHEAD 13-1 — Leo Sayer *Yvonne Elliman	17 To 10 — Gien Campbell WLOF — ORLANDO 1-1 — Barbra Streisand	G-55 — PROVIDENCE 1-1 — Fleetwood Mac	14 To 7 — Atlanta Rhythm Section 19 To 13 — Eagles 27 To 20 — Kiss
39 To 35 — Mesa Ex To 34 — Jennifer Warnes Ex To 36 — Eagles	22 To 11 — Thelma Houston 25 To 18 — Rose Royce	*Wilton Place Street Band *Boz Scaggs	*McCoo/Davis *Tony Orlando	*Queen *Rufus 9 To 4 — Hall & Oates	28 To 18 Glen Campbell Ex To 25 Tom Jones
Ex To 36 — Eagles Ex To 37 — Ambrosia Ex To 38 — Current	Y-100 — MIAMI 1-1 — Barbra Streisand	*Firefall *Mr. Big	14 To 9 — David Soul Ex To 15 — Glen Campbell	16 To 11 — 10cc 28 To 20 — Eagles	Ex To 26 — Jennifer Warnes  B-100 — SAN DIEGO
WQPD — LAKELAND 1-1 — Barbra Streisand	William Bell Starz	16 To 10 — Boston 17 To 12 — Jackson Browne 18 To 9 — Wings	Ex To 22 — Eagles Ex To 29 — Enchantment Ex To 30 — Leo Sayer	Ex To 24 — Leo Sayer Ex To 27 — Atlanta Rhythm Section	1-1 — Barbra Streisand *Rose Royce
Boz Scaggs McCoo/Davis	5 To 2 — Hall & Oates 15 To 9 — Abba 16 To 10 — David Soul	28 To 17 — Eagles Ex To 25 — Jennifer Warnes	KACY — OXNARD 1-1 — Barbra Streisand	WKIX — RALEIGH 3-1 — David Soul *McCoo/Davis	10 To 4 — Boston 22 To 16 — ELO 25 To 12 — David Soul
Tavares *Andrew Gold *Kiss	20 To 14 — 10cc 22 To 18 — Kansas	WLAC — NASHVILLE 4-1 — Bob Seger	Eagles John Travolta	*Hot *Leo Sayer	30 To 20 — Eagles Ex To 29 — George Harrison
*Queen *Jimmy Buffett	24 To 20 — Eagles WQAM — MIAMI	*Leo Sayer *Enchantment *Boz Scaggs	Boz Scaggs Rose Royce	15 To 7 — Thelma Houston 16 To 5 — Natalie Cole	Ex To 30 — Hot KCBQ — SAN DIEGO
*Mike Post *Hayes & Warwick 20 To 16 — Wings	3-1 — Thelma Houston David Soul *Jimmy Buffett	19 To 6 — Tom Jones 24 To 18 — Wonder — Lovely	8 To 3 — Abba 16 To 4 — Hall & Oates 19 To 12 — David Soul	17 To 12 — Hall & Oates 18 To 10 — William Bell 22 To 14 — Glen Campbell	1-1 — Mary Macgregor Jackson Browne Tavares
27 To 20 — Latimore 32 To 27 — Genesis	12 To 6 — Abba 19 To 15 — Enchantment	28 To 16 — Rose Royce 29 To 21 — Bee Gees	33 To 27 — Glen Campbell 40 To 30 — Deniece Williams	Ex To 29 — Jennifer Warnes Ex To 30 — Eagles	*Tom Jones *Olivia Newton-John
36 To 21 — David Parton 38 To 33 — Leo Sayer	21 To 17 — Kansas 25 To 19 — Atlanta Rhythm Section	Ex To 22 — Jackson Browne Ex To 23 — William Bell Ex To 24 — Thelma Houston	WBSR — PENSACOLA 1-1 — Abba	KKLS — RAPID CITY 1-1 — David Soul	*Anson Williams *Stallion 12 To 5 — Hall & Oates
40 To 34 — Starz Ex To 35 — Ambrosia Ex To 36 — Gary Wright	26 To 22 — Eagles 96X — MIAMI 1-1 — Rose Royce (old)	WMAK — NASHVILLE 1-1 — Hall & Oates	*Bobby Goldsboro *Kiss *Stallion	*Wilton Place Street Band *Yvonne Elliman *Rubinoos	16 To 12 — Boston 22 To 14 — David Soul
Ex To 37 — Rubinoos Ex To 38 — Eagles	Sylvers — Now I Want You Jacksons — Good Times	*Boz Scaggs	*Rufus *Mesa	13 To 4 — Olivia Newton-John 18 To 12 — Thelma Houston	27 To 20 — Hot 29 To 24 — Wings
KENO — LAS VEGAS 2-1 — Steve Miller	6 To 2 — Rose Royce — Going Down 11 To 7 — Enchantment	*Natalie Cole *Yvonne Elliman 17 To 10 — Kansas	14 To 10 — Hall & Oates 20 To 13 — David Soul 22 To 16 — Wings	22 To 14 — Smokie Ex To 26 — Tom Jones	30 To 21 — Eagles Ex To 25 — ELO Ex To 28 — Glen Campbell
Boz Scaggs William Bell Glen Campbell	14 To 10 — Al Stewart 22 To 14 — KC & Sunshine Band 25 To 16 — Fleetwood Mac	20 To 9 — Glen Campbell 23 To 18 — William Bell	29 To 22 — Rod Stewart 32 To 24 — Natalie Cole	Ex To 27 — Leo Sayer Ex To 28 — Glen Campbell Ex To 29 — Jennifer Warnes	KFRC - SAN FRANCISCO
*Ambrosia 23 To 15 — David Soul	26 To 17 — Aerosmith 31 To 15 — Bay City Rollers	Ex To 19 — Leo Sayer Ex To 21 — Thelma Houston Ex To 28 — Jennifer Warnes	Ex To 34 — Hot Ex To 38 — Eagles	Ex To 30 — Mesa WLEE — RICHMOND	5-1 — Wonder — Lovely Glen Campbell Natalie Cole
30 To 25 — Eagles KAAY — LITTLE ROCK	36 To 23 — Hall & Oates KCRS — MIDLAND	Ex To 30 — John Travolta WAVZ — NEW HAVEN	Ex To 40 — Climax Blues Band WIRL — PEORIA 2-1 — Barbra Streisand	6-1 — Al Stewart Boz Scaggs	Kenny Nolan (re-add) 26 To 20 — Kansas
1-1 — Barbra Streisand Tom Jones Ambrosia	3-1 — Fleetwood Mac 'Kenny Rogers 'ZZ Top	2-1 — Barbra Streisand Glen Campbell	Eagles Wings	*ELO *Burton Cummings *John Travolta	28 To 23 — Boz Scaggs  KYA — SAN FRANCISCO  2-1 — Barbra Streisand
ZZ Top Climax Blues Band	*Hot 7 To 2 — Atlanta Rhythm Section	Rose Royce Jennifer Warnes 11 To 3 — Kansas	*Jennifer Warnes *Jackson Browne	12 To 5 — David Soul 17 To 12 — Atlanta Rhythm Section	*Glen Campbell  *Eagles
William Bell WBLI — LONG ISLAND	14 To 9 — Kansas 19 To 11 — Hall & Oates 23 To 14 — Rufus	16 To 10 — Hall & Oates 19 To 14 — Barry Manilow	*Atlanta Rhythm Section Ex To 20 — Glen Campbell WFIL — PHILADELPHIA	18 To 8 — Hall & Oates 23 To 17 — Tom Jones Ex To 2 — Leo Saver	*Wings 9 To 4 — Hall & Oates
4-1 — Barbra Streisand *Tom Jones *Natalie Cole	Ex To 29 — John Travolta Ex To 30 — Enchantment	28 To 21 — Tom Jones WNOE — NEW ORLEANS	4-1 — Kenny Nolan Boz Scaggs	Q-94 — RICHMOND 1-1 — Hall & Oates	11 To 7 — Abba 18 To 11 — 10cc 19 To 15 — ELO
Ex To 9 — Fleetwood Mac Ex To 10 — Hall & Oates	WOKY — MILWAUKEE 1-1 — Barbra Streisand	4-1 — Steve Miller Eagles *Hall & Oates	*Captain & Tennille 12 To 6 — 10cc	*Boz Scaggs *Olivia Newton-John	20 To 13 — Kansas 22 To 14 — Boston
KHJ — LOS ANGELES 4-1 — Barbra Streisand	Glen Campbell Thelma Houston Eagles	*ELO *Abba	14 To 8 — Hall & Oates 17 To 10 — David Soul 21 To 17 — Kansas	6 To 2 — Barbra Streisand 13 To 8 — William Bell	23 To 19 — Kiss Ex To 23 — Natalie Cole
Captain & Tennille William Bell	*Champagne 11 To 6 — Abba	Gary Wright	22 To 16 — Deniece Williams 24 To 18 — Tom Jones	17 To 13 — Kansas 20 To 3 — Eagles 23 To 16 — Thelma Houston 25 To 15 — Natalie Cole	Ex To 24 — Atlanta Rhythm Section Ex To 25 — Jennifer Warnes KLIV — SAN JOSE
Leo Sayer 12 To 7 — Hall & Oates 15 To 9 — Thelma Houston	22 To 18 — Tom Jones 23 To 19 — John Travolta	*Starz 7 To 3 — Wonder — Sir Duke 13 To 9 — Kansas	Ex To 23 — Atlanta Rhythm Section Ex To 24 — Eagles Ex To 25 — McCoo/Davis	Ex To 24 — Leo Sayer	3-1 — Barbra Streisand *Klaatu — California Jam
24 To 19 — Wings 26 To 22 — ELO	25 To 21 — James Darren 29 To 24 — Atlanta Rhythm Section 32 To 20 — Rod Stewart	19 To 12 — Boston 20 To 15 — Bee Gees	WIFI - PHILADELPHIA	Ex To 30 — William Bell Ex To 31 — Jennifer Warnes WBBF — ROCHESTER	*Klaatu — Sub Rosa Subway *Hot *ZZ Top
WAKY — LOUISVILLE 4-1 — Abba William Bell	33 To 27 — Leo Sayer WZUU — MILWAUKEE	21 To 17 — Glen Campbell 26 To 21 — William Bell 29 To 22 — Atlanta Rhythm Section	8-1 — Hall & Oates Natalie Cole Eagles	1-1 — Barbra Streisand Deniece Williams	*Wilton Place Street Band 15 To 10 — Hall & Oates
*Starz *Thin Lizzy	3-1 — Al Stewart No new additions 12 To 8 — Bob Seger	Ex To 28 — David Soul Ex To 30 — Rufus	Rod Stewart Glen Campbell	Eagles John Miles Rubinoos	Ex To 17 — Kansas Ex To 19 — Jackson Browne
*Queen *Climax Blues Band	Ex To 16 — Rod Stewart Ex To 18 — Leo Sayer	WTIX — NEW ORLEANS 1-1 — Barbra Streisand	Leo Sayer Atlanta Rhythm Section Wilton Place Street Band	*Kiss *Leo Sayer	Ex To 30 — Rod Stewart  KSLY — SAN LUIS OBISPO
10 To 5 — Hall & Oates 23 To 10 — Thelma Houston 26 To 16 — Q	Ex To 19 — Wings Ex To 20 — Jennifer Warnes	Atlanta Rhythm Section Leo Sayer *William Bell	McCoo/Davis 10 To 5 — Deniece Williams	*Starz *Genesis	1-1 — Barbra Streisand *Rose Royce *William Bell
Ex To 27 — Wilton Place Street Band Ex To 28 — Leo Sayer	KDWB — MINNEAPOLIS 1-1 — Mary Macgregor Wonder — Lovely	*ELO *Kiss	12 To 7 — Abba 20 To 17 — David Soul 22 To 12 — 10cc	22 To 18 — Rod Stewart 23 To 19 — Hot 27 To 22 — Ambrosia	*Alan O'Day 7 To 2 — 10cc
Ex To 29 — KC & Sunshine Band  WKLO — LOUISVILLE  4-1 — 10cc	Yvonne Elliman 13 To 6 — Bob Seger	7 To 3 Abba 21 To 12 Wings 22 To 16 Rod Stewart	23 To 18 — Kansas 30 To 26 — Tom Jones	WROK — ROCKFORD 1-1 — Mary Macgregor	10 To 6 — Wings 19 To 14 — Wilton Place Street Band 20 To 10 — Thelma Houston
Glen Campbell Firefall	26 To 19 — Ozark Mtn. Daredevils WDGY — MINNEAPOLIS	24 To 17 — Olivia Newton-John 27 To 20 — Natalie Cole	KOTN — PINE BLUFF 1-1 — David Soul	*Genesis *Leo Sayer	21 To 17 — Rubinoos 24 To 18 — Tom Jones
*Cody Jameson *Climax Blues Band	2-1 — Barbra Streisand No new additions 9 To 4 — Wonder — I Wish	28 To 21 — Styx Ex To 20 — Glen Campbell	Foghat *Kiss *Boz Scaggs	*Supercharge — Virgin 13 To 7 — Jacksons 15 To 9 — Bob Seger	26 To 21 — Hot 27 To 23 — Atlanta Rhythm Section
17 To 5 — David Soul 22 To 17 — Jennifer Warnes 23 To 18 — Thelma Houston	21 To 14 — Kansas 23 To 16 — Eagles	Ex To 22 — Eagles  WABC — NEW YORK  1-1 — Mary Macgregor	10 To 5 — Atlanta Rhythm Section 17 To 12 — Wings	23 To 17 — Kansas 25 To 18 — Hall & Oates	28 To 22 — Glen Campbell 30 To 26 — Babys Ex To 25 — Olivia Newton-John
25 To 13 — Natalie Cole Ex To 21 — Thin Lizzy	KSTP — MINNEAPOLIS 3-1 — Abba	David Soul Wings (re-add)	21 To 13 — Rod Stewart Ex To 28 — Leo Sayer	Ex To 35 — Kenny Nolan  KNDE — SACRAMENTO  2.1 — Barbra Straigand	Ex To 30 — Natalie Cole WSGA — SAVANNAH
Ex To 22 — Bobby Goldsboro Ex To 25 — Kiss	*Kiss *Henry Mancini 24 To 18 — Wings	*Tavares 5 To 3 — Barbra Streisand 6 To 4 — Abba	Ex To 29 — Natalie Cole WPEZ — PITTSBURGH	2-1 — Barbra Streisand *Boz Scaggs *Jennifer Warnes	3-1 — Abba Kiss
WISM — MADISON 1-1 — Barbra Streisand *Captain & Tennille	24 To 18 — Wings 25 To 20 — Jennifer Warnes 27 To 22 — Mr. Big	6 To 4 — Abba 14 To 10 — Steve Miller 15 To 11 — Bob Seger	2-1 — Hall & Oates 10cc Boz Scaggs	*Theima Houston 14 To 8 — Kansas	Natalie Cole Rose Royce Anson Williams
*Glen Campbell *Boz Scaggs	WABB — MOBILE 2-1 — Hall & Oates	25 To 14 — 10cc 27 To 12 — Hall & Oates	6 To 2 — Barbra Streisand 11 To 6 — Al Stewart	Ex To 17 — George Harrison  KROY — SACRAMENTO	*Jimmy Buffett 15 To 9 — David Soul
*Natalie Cole *Leo Sayer 20 To 15 — Wings	*Leo Sayer *McCoo/davis	WPIX — NEW YORK 5-1 — Mary Macgregor	12 To 7 — Kenny Nolan 24 To 17 — Eagles	1-1 — Mary Macgregor Boz Scaggs 23 To 19 — David Soul	17 To 12 — Theima Houston 23 To 18 — Rod Stewart 25 To 16 — Eagles
23 To 18 — Atlanta Rhythm Section Ex To 28 — Jennifer Warnes	*Firefall *Boz Scaggs 8 To 4 — 10cc	*10cc 8 To 3 — Al Stewart 15 To 7 — Kenny Nolan	29 To 21 — David Soul 35 To 30 — Kiss 13Q — PITTSBURGH	WJON — ST. CLOUD 2-1 — Abba	27 To 21 — Eagles 27 To 21 — Glen Campbell Ex To 26 — Jackson Browne
Ex To 29 — Rufus Ex To 30 — Eagles	12 To 8 — Bee Gees 19 To 15 — Deniece Williams	17 To 10 — Bob Seger 20 To 11 — Barbra Streisand	1-1 — Hall & Oates David Soul	*Rod Stewart *Deniece Williams	KJR — SEATTLE 3-1 — Hall & Oates
WFOM — MARIETTA 3-1 — 10cc *Deniece Williams	22 To 16 — Olivia Newton-John 25 To 18 — Glen Campbell	Ex To 15 — David Soul Ex To 20 — Eagles 99X — NEW YORK	Thelma Houston KC & Sunshine Band	18 To 14 — Glen Campbell  KSLQ — ST. LOUIS  1-1 — Mary Macgregor	*Glen Campbell 13 To 7 — Fleetwood Mac 22 To 18 — Eagles
*Deniece Williams *Climax Blues Band	Ex To 25 — Natalie Cole Ex To 27 — Eagles Ex To 30 — Jennifer Warnes	1-1 — Mary Macgregor New new additions	*Genesis 7 To 3 — Al Stewart 13 To 8 — Kenny Nolan	Deniece Williams ELO	25 To 19 — Thelma Houston (continued on page 48)

Cash Box/March 19 1977

# CASH BOX POP RADIO ANALYSIS

m	OST ADDED RECORDS	This Week	To Date	STATION ADDS THIS WEEK
1.	Lido Shuffle — Boz Scaggs — Columbia	33%	45%	WFIL, WCAO, WGCL, KSLQ, KXOK, WMPS, WCOL, WPEZ, WLAC, WKBW, KGW, WMAK, WORC, WDRC, Z96, KIOA, WOW, WJET, WHHY, KTLK, Q94, WISM, WBBQ, WLEE, WVBF, WING, KJOY, KNDE, KTAC, KOPX, WNDE, KIMN, KEEL.
2.	When I Need You — Leo Sayer — WB	23%	41%	KHJ, Z93, WIFI, WQXI, WCOL, KGW, WTIX, WLAC, WORC, Z96, KIOA, WJET, WISM, KEEL, WBBF, KCPX, KJRB, WPRO, KJOY, WSGN, KBEQ, KEZY, WVBF.
3.	Southern Nights — Glen Campbell — Capitol	21%	66%	CKLW, WCAO, WHBQ, KFRO, KYA, KING, WIFI, WQXI, KJR, WVBF, WKLO, WOKY, WAVZ, KJOY, WPRO, KJRB, WBGN, WNCI, WISM, WKY, KERN.
4.	l've Got Love On My Mind — Natalie Cole — Capitol	18%	46%	WRKO, WHBQ, KFRC, KLIF, WIFI, WMAK, WERC, WDRC, WOW, WJET, WHHY, WISM, WSGA, WNCI, KIMN, KCPX, KJOY, KPAM.
5.	Hotel California — Eagles — Elektra	16%	78%	WLS, CKLW, WHBQ, WGCL, Q102, KXOK, KYA, WNOE, WIFI, KGW, WOKY, WBI, WNDE, WBBF, WIRL, Z96.
6.	Calling Dr. Love — Kiss — Casablanca	12%	18%	WGCL, WCOL, WMET, WKBW, WTIX, KIOA, KTLK, WSGA, WBBF, WFOM, KSTP, KEZY.
7.	Can't Stop Dancin' — Captain & Tennille — A&M	11%	11%	KHJ, WFIL, WGCL, WISM, WBBQ, WNCI, KOPX, WPRC, WSGN, KPAM, WBT.
8.	So In To You — Atlanta Rhythm Section — Polydor	8%	75%	WIFI, WTIX, KILT, Q102, WNDE, KIMN, WIRL, WKY.
9.	Right Time Of The Night — Jennifer Warnes — Arista	8%	52%	Z93, WMPS, KRBE, KBEQ, WAVZ, KNDE, WIRL, KIOA.
10.	Tryin' To Love Two — William Bell — Mercury	8%	40%	KHJ, Y100, WPGC, KXOK, WTIX, WAYS, WNDE, WAKY.
11.	Couldn't Get It Right — Climax Blues Band — Sire	8%	27%	KXOK, KRBE, KGW, KPAM, WKLO, WFOM, KTLK, WAKY.
12.	Here Come Those Tears Again — Jackson Browne — Asylum	7%	51%	KNUS, WMET, KEZY, KCBQ, WNDE, WIRL, WERC.
13.	Your Love — McCoo & Davis — ABC	7%	10%	WCAO, WMPS, WIFI, WING, WSGN, WBBQ, WERC.
14.	Magical Mystery Tour — Ambrosia — 20th Century	6%	22%	WCAO, KGW, KPAM, KTAC, KIMN, KTLK.

### RADID ACTIVE SINGLES

- 1. HOTEL CALIFORNIA EAGLES ASYLUM

  KJR 22-18, WPEZ 24-17, WDGY 23-16, KRBE 28-24, KNUS 24-19, WFOM ex-29, WPIX ex-20, WKBW 18-8, KCBQ 30-21, 13Q ex-29, WVBF ex-26, WPGC 6-1, WSAI 26-12, KJOY 15-10, WSGN ex-25, KLIF 20-14, KILT 34-28, WDRQ ex-30, KPAM 27-20, WTIX ex-22, KLEO 29-20, KERN 12-6, WHY 21-13, WDRC ex-30, WKY ex-16, KIOA 19-10, WMET 25-18, WFIL ex-24, WSGA 25-16, KTLK 30-20, B-100 30-20, WQXI 27-22, KEEL 24-17, WQAM 26-22, Z-93 ex-26, WNCI 23-15, WCOL 24-20, Y-100 24-20, WCAO 20-11, WISM ex-30, KJRB 18-13.
- SOUTHERN NIGHTS GLEN CAMPBELL CAPITOL
  WNOE 21-17. KLEO 23-15, WTIX ex-20, KILT 19-12, KLIF 27-21, WRKO 29-21,
  WSGA 16-6, WING 33-28, KTAC ex-24, KSLQ 22-14, KCBQ ex-28, WMAK 209, Z-93 26-18, KIMN ex-22, WCOL 36-21, WNDE 19-11, WBBQ 21-18, WAYS
  23-12, KBEQ 29-7, KRBE 21-13. KNUS 22-11, WFOM 26-20. WORC ex-26,
  WERC 26-19, WOW 17-10, WHHY 15-7, WDRC ex-28, Z-96 30-16, WJET ex-27.
  KIOA 29-21, WIRL ex-20, WSGA 27-21, KTLK ex-37.
- 3. DON'T GIVE UP ON US DAVID SOUL PRIVATE STOCK
  WHBQ 12-6, 99X 19-12, WRKO 14-8, KLEO 7-2, Z-93 11-7, WQXI 24-16, WOW
  11-1, WMPS 17-11, WJET 15-8, KIOA 16-6, WFIL 17-10, WLEE 12-5, Q-94 1713, WSGA 15-9, KTLK 21-12, B-100 25-21, WNCI 9-2, WGCL 9-4, KIMN 13-4,
  Y-100 16-10, WNOE 30-19, WPEZ 29-21, KRBE 30-15, WPEZ 29-21, WPIX ex15, KCBQ 22-14, WKLO 17-5, KSLQ 27-16.
- 4. RICH GIRL HALL & OATES
  WAKY 10-5, WABC 27-21, WDRC ex-29, Z-96 11-6, WJET 8-2, WFIL 14-9,
  WLEE 18-8, KTLK 14-6, WQXI 17-8, Z-93 22-13, Y-100 5-2, Q-102 12-7, KJRB
  10-4, KBEQ 8-2, KCBQ 12-5, WVBF 15-10, KSLQ 14-6, KXOK 13-8, WING 2820, WAVZ 16-10, WRKO 10-6, 99X 22-18, KHJ 12-7, WBLI ex-20, KYA 9-4.
- DON'T LEAVE ME THIS WAY THELMA HOUSTON TAMLA KPAM 26-13, WNCI 20-13, KTLK 31-23, WAKY 23-10, WERC 31-25, WHHY 24-17, WMPS 10-4, WDRC 10-4, Z-96 19-12, KIOA 30-20, Q-94 23-16, KJRB 27-24, KJR 25-19, WAYS 16-10, WMAK ex-24, WKBW 29-21, WKLO 23-18, WVBF 11-7, WSGN 14-9, WHBQ 22-11, KHJ 15-9, KILT 7-3.
- 6. SO IN TO YOU A.R.S. POLYDOR WERC ex-27, KERN 16-10, WJET 28-22, KIOA 30-23, WMET 27-22, WFIL ex-23, WLEE 17-12, KTLK 26-17, KEEL 21-15, WQAM 25-19, WGCL 15-7, WISM 23-18, KJRB ex-26, WAYS 18-11, WKBW ex-30, KJOY 20-13, WOKY 29-24, WSGN 17-12, KEZY 19-14, KPAM 29-16, KYA ex-24, WNOE 29-22.
- 7. RIGHT TIME OF THE NIGHT JENNIFER WARNES ARISTA WORC ex-27, WERC ex-29, Z-96 ex-27, WJET ex-25, Q-94 ex-31, KTLK ex-36, WZUU ex-20, KIMN 25-17, WBBQ 25-21, WISM ex-28, KJR ex-25, WMAK ex-28, WKLO 22-17, KSTP 25-20, WSGN ex-17, KILT 27-22, KYA ex-25.

### SECONDARY RADIO ACTIVE

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

- YOUR LOVE MARILYN McCOO & BILLY DAVIS ABC Adds: WAAY, WFLB, WLOF, WING, WLAV, WICC, KVOL, KRIB, WORD, WKIX, KELI, WABB, WQPD, WGLF, WRFC, KFIV, WGSV.
- 2. ANGEL IN YOUR ARMS HOT ATLANTIC Adds: WKIX, KELI, WRFC, WING, KLIV, KCRS; Jumps: WAEB 22-17, KSLY 26-21, WGSV 26-21, KNOE 31-25, WORD Ex-16, WGLF Ex-27, WFLB Ex-32, WBSR Ex-34.
- MAGICAL MYSTERY TOUR AMBROSIA 20th CENTURY
  Adds: 98Q, KELI, WDBQ, WTRY, KRKE, KENO, WAAY, KAAY, KOMA;
  Jumps: WCRO 30-25, WBGN Ex-26, WTLB Ex-28, WQPD Ex-35, KVOL Ex-37.
- 4. CALLING DR. LOVE KISS CASABLANCA Adds: 98Q, WTLB, KQWB, WQPD, WFOM, WAEB, WGUY, WBSR; Jumps: WFLB 30-25, KRSP 27-20, WCRO Ex-30, WAIR Ex-29.
- 5. SAILING SHIPS MESA ARIOLA AMERICA Adds: KNOE, WBSR, KAKC, KEIN; Jumps: WMFJ 6-3, WISE 26-22, KVOL 39-35, WTRY Ex-35, WGLF Ex-29, WFOM Ex-30, KKLS Ex-30.
- 6. I THINK WE'RE ALONE NOW RUBINOOS BESERKLEY Adds: 98Q, WTLB, WDBQ, WSPT, WEAQ, KKLS; Jumps: KRSP 12-6, KSLY 21-17, WQPD Ex-37, WGUY Ex-29.
- I WANNA GET NEXT TO YOU ROSE ROYCE MCA Adds: WDBQ, KACY, KAFY, WNDE, WGSV, KSLY, WTMA; Jumps: WFLB 16-11, WING 43-34, WORD Ex-12.
- 8. I'M YOUR BOOGIE MAN KC & THE SUNSHINE BAND TK Adds: WTRY, WJDX, WBGN, WNDE, WTMA; Jumps: 96X 22-14, WHNN Ex-25, WCRO Ex-28, WORD Ex-18.
- LONELY BOY ANDREW GOLD ELEKTRA Adds: WICC, WQPD, WISE, WCUE, WYSL, WFLB, WGUY.
- SWEET CHERRY STARZ CAPITOL
   Adds: WORD, WMFJ, WLCY; Jumps: WQPD 38-33, WFLB Ex-35, WCUE Ex 40
- GLORIA ENCHANTMENT UA
   Jumps: KELI 29-25, WCRO 28-18, 96X 11-7, 98Q Ex-37, WLOF Ex-29, WTMA
   Ex-29, KCRS Ex-30.
- YOUR OWN SPECIAL WAY GENESIS ATCO Adds: 98Q, WROK, KVOL; Jumps: WYSL 17-6, WQPD 32-27.

### BULLETS THESINGLES!

- BARBRA STREISAND #1 rotation at 55% of our reporting stations including WMPS, B-100, KTLK, Y-100, KIMN, WNCI, Q-102, Z-93, WIRL, WBBF, CKLW, WKBW, WBGN, KLIF, WHBQ, KHJ, KJRB, WPRO, WOKY, KBEQ, KRBE. Top 5 airplay at 85% of our reporters. Prime movers at WABC 5-3, Q-94 6-2, WCAQ 9-4, WLS 5-1, WAYS 11-5. WPEZ 6-2, WPIX 20-11. #1 sales at Tower/Sac., Bee Gee/Albany, El Roy/L.I., Dicks/Boston, Win/N.Y., Peaches/L.A., Harmony House/Det., Stark/Cleve., Bromo/Okla. City, Sieberts/Little Rock. #2 selling single at City One Stop/L.A., Peaches/Ft. Laud./Denver, Cavages/Buffalo, Peters/Boston, Radio Dr./Milw., Sound Unltd./Chi.
- Unltd./Chi.

  HALL AND OATES Top 5 airplay at 48% of our reporting stations including #1 at 13Q, WPEZ, WMAK, KJR, KJOY, KTAC, WGCL, WCAO, KIOA. Top 5 at WAKY-5, WOW-3, WHHY-3, WMPS-3, WKY-3, Y-100-2, WNCI-3, WCOL-4, WFIL-5, WZUU-5, KCPX-3, CKLW-3, WLS-3, WAYS-2, KLIF-4, WHBQ-3, WPGC-4, KCBQ-5, KNDE-5, KSTP-2, WDGY-2, KBEQ-2. #4 most active single with 25 big jumps including WABC 27-12, WFIL 14-8, WLEE 18-8, KTLK 14-6, WQXI 17-8, Z-93 22-13, Q-102 12-7, KBEQ 8-2. Top 5 sales at Licorice Pizza/L.A., Tower/Sac./S.D., World Wide/Seattle, Peaches/Cleve., Richman Bros./Phila., Peters/Boston, Waxie Maxie/D.C., Double B/L.I., Win/N, Y., Moreys, Zamoskis/Balt., Singer/Chi., Giant/Va... #3 Double B/L.I., Win/N.Y., Moreys, Zamoskis/Balt., Singer/Chi., Giant/Va.
- #4
- Double B/L.I., Win/N.Y., Moreys, Zamoskis/Balt., Singer/Chi., Giant/Va., Franklin/Atl.

  ABBA Good jumps at WABC 6-4, WQAM 12-6, Y-100 15-9, WCAO 6-2, WLS 14-9, KRBE 20-14, KNUS 16-10, KTAC 17-12, WOKY 11-6. Top 5 airplay at 40% of our reporters including WAKY-1, WABC-4, KIOA-2, WSGA-1, WQXI-1, WCAO-2, KIMN-3, WCOL-5, WFIL-4, KDWB-2, WZUU-2, WAYS-1, 99X-4, WPGC-3, KCBQ-2, KXOK-1, KSLQ-2, WPIX-2, WMAK-2, KSTP-1. WDGY-3, WFOM-4, WKLQ-2, KBEQ-4. Top 5 selling single at Peaches/Atl/L.A., Norman Cooper/Phila., Bee Gee/Albany, Waxie Maxie/D.C., El Roy/L.I., Zamoski/Balt., Radio Dr./Milw., Giant/Va., Franklin/Atl., Sieberts/Little Rock, United/Miami.

  DAVID SOUL Key adds at WABC, WQAM, KNUS, 13Q, #3 most active single with 28 big jumps including WFIL 17-10, WLEE 12-5, KTLK 21-12, WQXI 24-16, WHBQ 12-6, 99X 19-12, WRKO 14-8, Z-93 11-7, WNCI 9-2. WGCL 9-4, Y-100 16-10, WPEZ 29-21, KRBE 30-15, WPIX ex-15, KSLQ 27-16. Top 5 rotation at WERC-2, Z-96-3, WNCI-2, WCOL-1, WGCL-4, WLEE-5, KCPX-4, WLS-1, WBGN-3, KHJ-5, WPGC-2, WMAK-4, KBEQ-5. Excellent sales at Licorice Pizza, City One Stop/L.A., Tower/Sac./S.F., World Wide/Seattle, Peaches/Cleve./Delwood/Denver/Columbus, Norman Cooper/Phila., Cavages/Buffalo, Peters, Dicks/Boston, Waxie Maxie/D.C., El Roy/L.I., King Karol, Win/N.Y., Radio Dr./Milw., Giant/Va., Stark, Northern/Cleve., Franklin/Atl.

  THELMA HOUSTON Added at WLS. 13Q, WOKY, KNDE. #5 most active single with 23 prime movers including WAKY 23-10, WMPS 10-4, Z-96 19-12, KTLK 31-23, WNCI 20-13, WAYS 16-10, WMAK ex-24, WKBW 29-26, WKLO 23-18, KHJ 15-9. Top 5 airplay at WORC-5, WMPS-4, WQXI-2, Y-100-4, Z-93-2, WLEE-4, WQAM-1, WRKO-1, WPRO-3, KRBE-2. Strong sales at Licorice Pizza/L.A., Tower/S.D., Peaches/Atl./Ft. Laud./L.A./Dallas, Norman Cooper, Richman Bros./Phila., Bee Gee/Albany, Waxie Maxie/D.C., Dicks/Boston, Win/N.Y., Harmony House/Det., Franklin/Atl.

  KANSAS Added at WNDE. Jumps at WDRC 19-14, WFIL 21-17, WQAM #5
- #6
- #7
- Gee/Albany, Waxie Maxie/D.C., Dicks/Boston, Win/N.Y., Harmony House/Det., Franklin/Atl.

  KANSAS Added at WNDE. Jumps at WDRC 19-14, WFIL 21-17. WQAM 21-17, Y-100 22-18, WLS 8-2, WDGY 21-14, WMAK 17-10, KTAC ex-26, KFRC 26-20. Top 5 airplay at WERC-5, WJET-5, B-100-2, WSGA-4, WBBQ-4, WCAO-3, WNCI-5, KCPX-5, WSAI-5, WLS-2, WKBW-2, KAKC-3, KRSP-1, KSLQ-3, WAVZ-3, WFOM-3. Top 10 sales at Peaches/Cleve./Columbus, Cavages/Buffalo. Bee Gee/Albany, Peters/Boston, El Roy/L.I., Singer/Chi., Giant/Va., Bromo/Okla. City, Franklin/Atl.

  10cc Added at WPEZ, WPIX. Key jumps at WABC 25-14, WMET 17-10, WFIL 12-6, KTLK 28-9, Y-100 20-14, WLS 12-5, CKLW 18-12, KXOK 10-3, WSAI 13-8, KSLO 12-8, 13Q 24-18. Top 5 airplay at 35% of our reporters including WRKO-3, KXOK-3, KJR-5, WAKY-3, KIOA-3, WQXI-3, WBBQ-5, WCAO-5, WGCL-3, Z-93-3, WLEE-3, KCPX-1, WLS-5, WAYY-3, WKBW-5. Top 10 sales at Tower/S.F., World Wide/Seattle, Peaches/Cleve., Cavages/Buffalo, Bee Gee/Albany, Peters/Boston, Waxie Maxie/D.C., El Roy/L.I., King Karol, Win/N.Y., Singer, Galgano/Chi., Giant/Va., Stark/Cleve., Bromo/Okla. City, West. Merch./Amarillo, Sieberts/Little Rock. #8
- #13
- Stark/Cleve., Bromo/Okla. City, West. Merch./Amarillo, Sieberts/Little Rock.

  WINGS Added at WNDE and readded at WABC. Jumps include WQXI 29-25, WZUU ex-19, WBGN 24-20, KRBE 29-22, WKBW ex-26, KSTP 24-28, WING 16-11, 99X 23-14, KHJ 24-19. Strong sales at Music Street/Seattle, Tower/S.D., Peaches/Delwood/Denver, Norman Cooper/Phila., Cavages/Buffalo, Bee Gee/Albany, Peters, Dicks/Boston, Double B/L.I., Win/N.Y., Singer/Chi., Stark, Northern/Cleve., West. Merch./Amarillo. ARS #6 most active single with 22 big jumps including WMET 27-22, WFIL ex-23, KTLK 26-17, WQAM 25-19, WGCL 15-7, WAYS 18-11, WKBW ex-30, WOKY 29-24, WSGN 17-12, WLEE 17-12, KEEL 21-15. #8 most added single with 8 new stations including Q-102, KIMN, WIRL, WKY, WTIX, KILT. Top 5 airplay at WHHY-5, WQXI-5, WBBF-3, WFOM-5. Strong sales at Licorice Pizza, City One Stop/L.A., Tower/S.D., Peaches/Atl./Cleve./Denver, Norman Cooper/Phila., Cavages/Buffalo. Bee Gee/Albany, Peters, Dicks/Boston, King Karol, Win/N.Y., Waxie Maxie/D.C., Double B/L.I., Giant/Va., Prospect, Stark/Cleve., Singer, Galgano/Chi., Harmony House/Det.

  TOM JONES Added at WKBW, KCBQ. Last week added at WPGC, KSTP. Jumps at WORC 28-23, WERC 21-13, KERN 20-16, WLEE 23-17, KIMN 20-13, WCAO 22-18, KNUS 21-16, WOKY 11-6. Top 5 airplay at WLS-2, WOW-2. Sales at World Wide/Seattle, Peaches/Maple Heights/Ft. Laud./Dallas/Cleve./Columbus, Norman Cooper/Phila., Bee Gee/Albany, Peters/Boston, Waxie Maxie/D.C., Double B/L.I., Win/N.Y., Radio Dr./Milw.. Consolidated/Det., Stark, Prospect/Cleve., West. Merch./Amarillo, Sieberts/Little Rock.

  ELO Added at KSLQ, WLEE, WNDE. Jumps at WQXI 19-11, KEEL ex-27, KJRB ex-25, KBEQ 26-15, CKLW ex-30, KCBQ ex-25, 99X 27-22, KHJ 26-20. Sales at Licorice Pizza, City One Stop/L.A., Tower/S.F., Cavages/Buffalo, Peters, Dicks/Boston, Waxie Maxie/D.C., Double B/L.I., King Karol, Win/N.Y., Peaches/Columbus, Galgano/Chi., Prospect/Cleve., Franklin/Att. #14
- #16
- #18 King Karol, Win/N.Y., Peaches/Columbus, Galgano/Chi., Prospect/Cleve., Franklin/Atl.
- ROD STEWART Added at KTAC. Last week added at KTLK, WPEZ, WOKY, WDRO. Jumps at WSGA 23-18, KTLK 40-33, WQXI 26-21, KEEL ex-28, WZUU ex-16, Q-102 21-14, KJRB ex-27, CKLW 20-15, KXOK 23-19, WRKO 13-9, WOKY 32-20. Strong sales at Licorice Pizza/L.A., Tower/S.D., #19 Peaches/Delwood, Norman Cooper, Richman Bros./Phila.,
  Cavages/Buffalo, Bee Gee/Albany, Peters, Dicks/Boston, Waxie
  Maxie/D.C., El Roy/L.I., King Karol, Win/N.Y., Singer, Galganc/Chi.,
  Harmony House/Det., Stark, Northern/Cleve., West. Merch./Amarillo.
  NATALIE COLE — #4 most added single with 18 new stations including #20

- WRKO, KFRC, WHBQ, WMAK, KIMN, WNCI, WSGA, WHHY, WOW, WERC. Jumps at Z-96 ex-21, WQXI 28-20, Z-93 26-14, WCOL 32-19, WCAO 28-21, WKLO 25-13, WVBF ex-23, WPGC 20-11, KXOK 21-16, WING 43-38, WSGN ex-26, 99X 19-12. Sales at Music Street/Seattle, City One Stop/L.A., Tower/S.F./S.D., Peaches/Atl./Maple Heights/Ft. Laud./Dallas/L.A./Denver, Norman Cooper/Phila., Waxie Maxie/D.C., Double, El Roy/L.I., Dicks/Boston, King Karol/N.Y., Singer, Galgano/Chi., Consolidated/Det., Giant/Va., Stark, Northern/Cleve., Franklin/Atl. (#1 on CB R&B singles chart for the third week in a row). DENIECE WILLIAMS Added at KSLQ, WING, WFOM, WBBF. Last week added at WMPS, WCAO, KNDE, KJOY. Jumps at WFIL 22-16, WCAO ex-28, WVBF ex-19. Sales at Peaches/Cleve., Norman Cooper/Phila., El Roy, Double B/L L., Dicks/Boston, King Karol, Win/N.Y., Galgano, Singer/Chi.,
- Double B/L.I., Dicks/Boston, King Karol, Win/N.Y., Galgano, Singer/Chi.,
- JACKSON BROWNE Added at WMET, KCBQ, KNUS, WNOE, WIRL, WERC. Jumps at KIOA 26-18, WSGA ex-26, KTLK 33-27, KEEL ex-29, KIMN 23-19. Sales at Tower/Sac./S.D., Peaches/Delwood/Denver, Peters/Boston, Moreys/Balt., Singer, Galgano/Chi., Franklin/Atl., Listed/Miami.
- JENNIFER WARNES #9 most added single with 8 new stations including WMPS, WIRL, KIOA, KBEQ, KRBE, WAVZ, WNDE. Jumps at Z-96 ex-27. KTLK ex-36. WZUU ex-20, KIMN 25-17. WBBQ 25-21, WISM ex-28. KJR ex-25, WMAK ex-28, WKLO 22-17, KSTP 25-20, WSGN ex-17. Sales at Licorice Pizza/L.A., Tower/Sac./S.F., Waxie Maxie/D.C., Dicks/Boston, King Karol, Win/N.Y., Singer/Chi., Giant/Va., Stark, Prospect/Cleve., West. Merch /Amarillo, Franklin/Atl.
- WILTON PLACE STREET BAND Added at WGCL, KNUS, KEZY. Last week added at WMPS, WCOL, WAPE, WLEE, WAKY. Jumped at WAKY ex-27. Strong sales at Licorice Pizza/L.A., Tower/Sac./S.D., Peaches/Ft. Laud./Denver, Richman Bros./Phila., Double B/L.I., Moreys, Zamoskis/Balt., Win/N.Y., Giant/Va., Bromo/Okla. City. #25
- #26
- Zamoskis/Balt., Win/N.Y., Giant/Va., Bromo/Okla. City.

  WILLIAM BELL #10 most added single with 8 new stations including KHJ, KXOK, WPGC, WAYS, WAKY, Y-100, WNDE. Jumps at WORC ex-28, KJOY 16-8, WSGN 18-10, WMPS 23-10, WQXI 9-4, WCAO ex-26, KRBE ex-27, WMAK 23-18, KLIF 23-19, WHBQ 16-8. Strong sales at Peaches/Atl./Ft. Laud., Waxie Maxie/D.C., Double B/L.I., Dicks/Boston, King Karol, Win/N.Y., Harmony House/Det., Giant/Va., Northern, Prospect/Cleve., Southern/Miami, Franklin/Atl. (#6 on CB R&B singles chart).

  GLEN CAMPBELL #2 most active single with 33 big jumps including Z-93 16-10, WGCL 26-28, KBEQ 29-7, KRBE 21-13, KNUS 22-11, WFOM 26-20, WMAK 20-9, KSLQ 22-14, WING 33-28, WRKO 29-21, KLIF 27-21. #3 most added single with 21 new stations including CKLW, WKLO, WHBQ, WPRO, KJR, WCAO, WNCI, WQXI, WVBF, WOKY, KFRC. Sales at Peaches/Ft. Laud./Dallas/Columbus, Richman Bros./Phila., Waxie Maxie/D.C., Double B/L.I., Dicks/Boston, Radio Dr./Milw., Stark, Prospect/Cleve., Franklin/Atl. Prospect/Cleve., Franklin/Atl.
- Prospect/Cleve., Franklin/Atl.

  EAGLES #1 most active single with 41 big jumps including WMET 25-18, WFIL ex-24, KTLK 30-20, WQXI 27-22, KEEL 24-17, WQAM 26-22, Z-93 ex-26, WNCI 23-15, Y-100 24-20, WCAO 20-11, KJRB 18-13. #5 most added single with 16 new stations including Z-96, WIRL, WGCL, WBBF, WNDE, WLS, CKLW, KXOK, WOKY, WHBQ, KILT. Sales at City One Stop/L.A., Tower/Sac./S.F./S.D., Peaches/Ft. Laud./Delwood, Waxie Maxie/D.C., King Karol/N.Y., Radio Dr./Milw., Consolidated/Det., Giant/Va., Stark, Prospect/Cleve., United/Miami, Sieberts/Little Rock.

  JOHN TRAVOLTA Added at WLEE, WJET. Last week added at WHBQ, WPRO. Jumps at WHHY ex-26, WCOL 33-25, WMAK ex-30, WOKY 23-19, WSGN 26-18. Sales at Bee Gee/Albany, Waxie Maxie/D.C., King Karol, Win/N.Y., Giant/Va., Northern, Prospect/Cleve., Franklin/Atl.

  OLIVIA NEWTON-JOHN Added at KLIF, KCBQ, KRBE, Q-94. Last week added at KILT, KXOK, Jumps at KIMN 19-9, WVBF ex-27, KILT 40-32, KEZY 34-29. Sales at Licorice Pizza, Peaches/L.A., Bee Gee/Albany, Peters, Dicks/Boston, Double B/L.I., Singer/Chi., Harmony House/Det., Giant/Va., #28
- #30
- #36
- #42
- added at KILT, KXOK, Jumps at KIMN 19-9, WVBF ex-27, KILT 40-32, KEZY 34-29. Sales at Licorice Pizza, Peaches/L.A., Bee Gee/Albany, Peters, Dicks/Boston, Double B/L.I., Singer/Chi., Harmony House/Det., Giant/Va., Prospect/Cleve., Franklin/Atl.

  BOZ SCAGGS The most added single in the last 6 months with 33 new stations including Z-96, WFIL, WLEE, KTLK, KEEL, KIMN, WCOL, WCAO, WBBQ, WPEZ, WGCL, KSLQ, WMPS, WKBW. Jumps at KERN ex-22, KFRC 28-23. Sales at City One Stop/L.A., Tower/Sac., Peaches/Delwood, Peters, Dicks/Boston, Waxie Maxie/D.C., Consolidated/Det.

  LEO SAYER #2 most added single with 23 new stations including WMPS, Z-96, WQXI, KEEL, Z-93, WCOL, WPRO, KBEQ, WVBF, WSGN, KLIF, KHJ, WTIX, Jumps at WAKY ex-28, WLEE ex-28, Q-94 ex-24, WZUU ex-18, WBBQ 29-22, WMAK ex-19, WKBW ex-29, WOKY 33-27, WRKO 21-12. Sales at Tower/S.D., Peaches/Cleve., Bee Gee/Albany, Richman Bros./Phila., Waxie Maxie/D.C., Radio Dr./Milw., Northern, Prospect/Cleve., Franklin/Atl.

  CLIMAX BLUES BAND Added at WAKY, KTLK, KRBE, WKLO, WFOM, KXOK, KPAM. Jumps at KIOA 39-20, KJOY 29-16, WING 37-22. Sales at Giant/Va., Prospect/Cleve., World Wide/Seattle.

  AMBROSIA Added at KTLK, WCAO, KTAC, KIMN. Last week added at KCBQ, WHHY, KIOA, KDWB. Jumps at WORC 29-22, KIOA 37-26, WBBF 27-22, WBGN ex-26. #3 most active on the secondary level with new adds at 98Q, KELI, WDBQ, WTRY, KRKE, KENO. Sales at Double B/L.I., Win/N.Y., Stark/Cleve. #43
- #46
- #52
- Stark/Cleve.

  KC AND THE SUNSHINE BAND Added at 13Q, WBGN, WNDE. Last week added at WPRO, WCOL, KTLK, WAKY, KERN. Jumps at WAKY ex-29, KERN ex-25, WGCL 27-17. #8 most active single on the secondary level with new adds at WTRY, WJDX, WTMA. Sales at Tower/S.F./S.D., Peaches/Atl./Maple Heights/L.A., Peters/Boston, Moreys/Balt., Win/N.Y., Northern. Prospect/Cleve., Franklin/Atl., United/Miami. (#37 bullet on CB PS B singles chart). #54 R&B singles chart).
- ROSE ROYCE Added at WSGA, B-100, WNDE, WAVZ. Last week added at WHBQ, WING. Jumped at KERN 22-18, WING 43-34. #7 most active on the secondary level with new adds at WDBQ, KACY, KAFY, WGSV, KSLY, WTMA. Sales at Music Street/Seattle, Licorice Pizza/L.A., Tower/S.F., Peaches/Maple Heights/Atl., Waxie Maxie/D.C., King Karol/N.Y., Harmony House/Det., Stark, Northern/Cleve. (#16 bullet on CB R&B
- Harmony House/Det., Stark, Northern/Cleve. (#16 bullet on CD N&B singles chart).

  HOT Added at WMPS, WCAO, WGCL, WING, WSGN. Last week added at WMAK, KIOA. Jumped at B-100 ex-30, WBBQ ex-29, WBBF 23-19, KIOA 34-28, KCBQ 27-20. #2 most active single on the secondary level with new adds at WKVX, KELI, WRFC, KLIV, KCRS. Sales at Tower/S.D., Win/N.Y. McCOO AND DAVIS Added at WERC, WMPS, WCAO, WBBQ, WING, WSGN. Jumped at WFIL ex-25. #1 most active single on the secondary level with new adds at WAAY, WFLB, WLOF, WLAV, WICC, WGSV, WRFC. Sales at Peaches/Maple Heights, Norman Cooper/Phila., Giant/Va. (#79 bullet #57
- #65

### **REGIONAL ALBUM ACTION**

#### NORTH CENTRAL

(Minnesota, Iowa, Nebraska,

- BARRY MANILOW (TRYIN')
- MCA)
- NEIL DIAMOND (GR. HITS NEIL DIAMOND (BEAUTIFUL)
  GEORGE BENSON (BREEZIN')
- **NEIL DIAMOND (HOT AUGUST)**
- BARRY MANILOW II
- TOM JONES ROCKY (SOUNDTRACK)
- HAYES & WARWICK
- ANGEL

#### MIDWEST

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

- REO SPEEDWAGON
- THELMA HOUSTON
- **GLEN CAMPBELL**
- MINNIE RIPERTON JUSTIN HAYWARD LENNY WHITE NILS LOFGREN
- TEDDY PENDERGRASS

NATIONAL BREAKOUTS

KENNY RANKIN

#### DRAMATICS

JETHRO TULL

3.

JOHN DENVER

**QUINCY JONES** 

JIMMY BUFFETT

**BOOTSY'S RUBBER** 

(ROOTS)

BAND

#### **NORTHEAST**

(Metro N.Y., Upstate N.Y., Boston,

- MARY MACGREGOR
- RENAISSANCE TOM JONES DIANA ROSS
- HALL & OATES (RCA)
- TRAMMPS
- THELMA HOUSTON TEDDY PENDERGRASS POUSETTE-DART BAND JUSTIN HAYWOOD
- JENNIFER WARNES
- MANHATTANS
- BRAINSTORM
  BACHMAN-TURNER OVERDRIVE
  CERRONE

#### WEST

(California, Seattle, Portland)

- NILS LOFGREN

- NILS LOFGHEN
  HALL & OATES (RCA)
  SEA LEVEL
  GEORGE BENSON (BREEZIN')
  PABLO CRUISE
  BACHMAN-TURNER OVERDRIVE
- MINNIE RIPERTON
- ROCKY (SOUNDTRACK) THELMA HOUSTON MICHAEL FRANKS
- JUSTIN HAYWARD
- KENNY RANKIN

- JOHNNIE TAYLOR SMOKEY ROBINSON JENNIFER WARNES

- KINKS
- ATLANTA RHYTHM
- SECTION MARSHALL TUCKER
- **AMERICA** Q
- PETER GABRIEL 10.

TEDDY PENDERGRASS THELMA HOUSTON MINNIE RIPERTON CERRONE

**BALTIMORE/WASHINGTON** 

- JEAN CARN
- BRAINSTORM
- MARLENA SHAW TRAMMPS HAROLD MELVIN
- SLAVE

### **DENVER/PHOENIX**

- REO SPEEDWAGON
- BACHMAN-TURNER OVERDRIVE
- NILS LOFGREN
  HALL & OATES (ATLANTIC)
  PABLO CRUISE
- SEA LEVEL
- HAYES & WARWICK POUSETTE-DART BAND JENNIFER WARNES TANGERINE DREAM

### SOUTH CENTRAL

(Dallas, Houston, New Orleans,

- UTOPIA
- SEA LEVEL MINNIE RIPERTON
- MAZE
- HAYES & WARWICK
- MICHAEL FRANKS JOHNNIE TAYLOR SMOKEY ROBINSON
- ANGEL STEPHEN BISHOP

### SOUTHEAST

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

- THELMA HOUSTON
- HALL & OATES (RCA)

- MALL & OATES (HCA SEA LEVEL MARY MACGREGOR MINNIE RIPERTON MANHATTANS JUSTIN HAYWARD
- REO SPEEDWAGON
- JOHNNIE TAYLOR
  ATLANTA RHYTHM SECTION (MCA)

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

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

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

### Retailer Reluctance To \$7.98 **List Continues To Fade**

(continued from page 9)

Peaches' presence in Detroit.

### Goody's Lowers Philly Prices An unusual Sam Goody ad appeared in

Sunday's Philadelphia Bulletin, promoting a multi-label sale along with 10 "Super Picks" all for \$3.99. A spokesman for the chain noted that the

decision to keep the previous Super Pick price at \$3.99 was made by the local headquarters. "We don't like to play with prices (in Philadelphia)," the spokesman noted. 'We want to maintain consistency week after week. For example, we tend to have the same albums as Super Picks, and our customers would be confused if those LPs went up and down." The spokesman compared the local situation with New York, where Goody stores have constantly changed their regular sale and Super Pick prices in response to the cut-throat competitive market.

The \$3.99 sale on catalog product, according to the source, represents Goody's lowest price on a multi-label sale. While the chain has promoted \$3.99 Philadelphia alllabel sales in the past, the spokesman speculated that the normal multi-label sale price, previously about \$4,19, might be permanently lowered to \$3.99. That decision, he added, is made in New York.

Thank God we don't have to be concerned with lowballers (like in New York)," he concluded. "We're not going head to head with (a lowballing) chain.

TV-Tagged Ads Continue

The television special has become a prevalent merchandising tool, judging from print ads in more than half the markets surveyed by Cash Box.

"When a show . . is done right," said Don Dempsey, vice president of marketing for Columbia, discussing the campaign for

access to millions of potential record buyers who otherwise are difficult for us to reach through normal airplay channels. Dempsey noted that television specials

the latest Neil Diamond release, "we gain

are generally most effective when they can get away from the "typical variety show trappings" and spotlight the individual artist's "specialness.

Columbia officials said the Diamond television special on February 21 and the multi-media ads tagged to it have been key factors in retail sales, which are approaching platinum.

Ads for the latest Barry Manilow album

and his catalog were observed in eight markets, as the Arista campaign continued following the March 2 TV concert. Ads for the latest Diana Ross release, tied to her March 6 television concert, appeared in seven surveyed markets on the day of the event. And an ad promoting "A Star Is Born," tied to an upcoming Barbra Streisand TV special, appeared in the Cleveland Plain Dealer

### Korvettes Battles Peaches

Almost a month after the opening of the new Peaches store in suburban Dearborn. Korvettes five Detroit stores continued promoting current releases at \$2.99 in Sunday's Detroit News. According to one Korvettes spokesman. "We're holding our own from the sales figures I've seen. And I think the \$2.99 is the reason. It's helped a lot. We haven't really lost customers.

Other area retailers said the only store that has apparently suffered since the Peaches opening is Dearborn Music. located only a short distance from the new 'super store.

Phil LeAnnais, manager of Dearborn Music, confirmed that "business is down

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### ALBUM CHARTANALYSIS

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#9★ NEIL DIAMOND

"Love At The Greek" continues its surge this week entering the top ten while showing no signs of letup. While every region is showing great sell through, it is the West Region that shows up strongest. Among the major reports are Licorice Pizza (4), Music Plus (5), Wherehouse (2), Tower/San Francisco (6), City One Stop and Everybody's in addition to Wallichs (3), DJ's Sound City (7), Banana (7), Tower/Sacramento/San Diego, Peaches/L.A., Music Street and Music Millenium. The Midwest Region also stands out with top thirty reports from Disc (4), Sounds Unltd., Sieberts, 1812, Caper's Corner, Record Theater, Harmony House, Lieberman One Stop, Northern, Consolidated, Ambat and all midwest Peaches stores. Other major reporters feeling strong sales are Sam Goody, Harmony Hut and Western Merch. On a national level, Record Bar reports top 15 action and Korvettes reports top 5. At On a national level, Record Bar reports top 15 action and Korvettes reports top 5. At the rack level this LP is a gangbuster as it jumps to a strong number 2 position on the J.L. Marsh computer printout. Due to the success of this LP as well as the TV special, the Diamond catalog is feeling a strong resurgence especially at the racked accounts. On the J.L. Marsh computer run "His Twelve Greatest Hits" is showing top 25 sales, "Beautiful Noise" shows top 50 and "Hot August Night" jumps to 51.

#10\* KANSAS
"Leftoverture" enters the top ten this week with incredible strength from the Midwest and West Regions, while sales in the Northeast are getting consistently stronger. The single "Carry On Wayward Son" is presently at 7 bullet on the CB Top 100 Singles chart. In the Midwest Region the single goes from 8-2 at WLS and LP sales are indicative of that strength. Reporters are Camelot (8), Disc (5), Sounds Unsales are indicative of that strength. Reporters are Camelot (8), Disc (5), Sounds Untid. (6), 1812 (1), Radio Dr. (6), Father's & Sun's (3), Swallens (5), Northern (4). Consolidated (8), Ambat (8), Record Theater, Streetside, Lieberman One Stop and all midwest Peaches stores report top ten sales. Northeast sales are seen at Sam Goody, Harvard Coop, Win One Stop, Alexanders, TSS/Record World, Cavages, Double B. Transworld, Norman Cooper, Richman Bros., Peter's, Dick's and Disco. Top ten sales are being reported at the following major accounts: Licorice Pizza, Music Plus, Wherehouse, Everybody's, Odyssey, City One Stop, World Wide and Dan Jay. Nationally, Record Bar reports the LP as their number 3 best seller and Korvettes reports top 15 action. Rack sales have increased consistently and this LP is now among the top 25 best sellers at most of the racked accounts. #15★ BARRY MANILOW

The success experienced by artists appearing on TV specials becomes apparent when sales are examined on both current and catalog product. Manilow, with three bulleting albums on the CB Top 200 LP chart, has used this TV exposure to attain retail success. "This One's For You," at 15 bullet highlights the resurgence of Manilow's product. While maintaining top 10 position on the J.L. Marsh computer run (6), both the Record Bar and Korvettes (national) report top 20 action. Major accounts in every region include Manilow on their best selling list including: Sam Goody, King Karol and Win One Stop in the Northeast Region; Record Dept. Merch.. and Western Merch. in the Southeast/South Central Region; Camelot and Disc in the Midwest Region; and Licorice Pizza, Music Plus, Wherehouse, Tower/S.F., and Odyssey in the West Region. "Tryin' To Get The Feeling" proves to be Manilow's Odyssey in the West Region. Tryin To Get The Feeling proves to be Manilows strongest catalog item, entering J.L. Marsh's top 15 best sellers (computer run), while securing top 30 mention from Disc and TSS/Record World. "Manilow II" follows with J.L. Marsh's computer run reporting upward movement of 74-61. Manilow holds the distinction of being one of five artists with three or more albums on the CB Top 200 LP chart, and one of two artists with three or more bulleting

#18★ NATALIE COLE While maintaining the number 1 position on the CB R&B Singles chart for the second consecutive week, "I've Got Love On My Mind" moves 26-20 bullet on the CB Top 100 Singles chart, confirming Natalie's broad appeal. National account reports include Record Bar, Korvettes and J.L. Marsh while regional highlights include the Northeast, Balt.-Wash., Midwest and West. In the Northeast Region accounts reporting include Sam Goody, King Karol, Win One Stop, Alexander's and TSS/Record World. The Balt.-Wash. Region displays top 5 action with reports from Soul Shack (1), Harmony Hut (1), For The Record (3) and Morey's (10). The Midwest Region reports include Camelot, and Disc as well as the majority of secondaries for a total of 75% accounts reporting; and Music Plus, Wherehouse, Tower/S.F., City One Stop and World Wide. At number 3 bullet on the CB R&B LP chart, a top ten

single should bring Natalie's overall sales to platinum status. #21★ JETHRO TULL

This week's number 1 National Breakout proves to be Tull's strongest in his last three releases. Growth at the racked accounts has equalled the retail action this week. The West Region proves strongest this week with qulitative reports including Music Plus (2), Everybody's (2), Wherehouse (3), Licorice Pizza (5), Odyssey (6), World Wide (6), Music Street (5), Music Millenium (5), Music Menu (8) and Tower/S.D. (4). The Midwest Region also displays exceptional sales, with top 10 reports from 1812, Caper's Corner, Father's & Sun's, Swallen's, Wax Museum. Peaches/Delwood, Lieberman One Stop and Consolidated. In the South Central Region top 10 reports include Sound Wherehouse, Cactus, Inner Sanctum and Wilcox. It has been too long since Tull has had a hit single, and with a hit, platinum status

#27★ ROOTS

All markets appear extremely receptive to the soundtrack from "Roots," as indicated by bulleting status on four of five charts. This week's number 3 National Breakout appears on the CB Jazz LP chart at 3 bullet, CB R&B LP chart at 21 bullet, and CB Top 200 LP chart at 27 bullet. National reports include Record Bar and Korvettes, with upward movement of 84-68 on the J.L. Marsh computer run. The Northeast Region appears most receptive on a retail level, this week's reports coming from Sam Goody, King Karol, Harvard Coop, Win One Stop, Alexander's, TSS/Record World. Strawberries, Double B, Vornado and Disco. The Midwest Region displays initial acceptance with reports from Disc, Streetside, Record Theater, Ambat and Peaches/Maple Heights & St. Louis. The single "Roots Medley" is presently at 73 bullet on the CB R&B Singles chart, though it has yet to bullet on the pop level.

#34★ JIMMY BUFFETT

This week's number 4 National Breakout typically shows its greatest sell through in the Southeast/South Central Regions. Reporters in the Southeast are Spec's, Franklin, Peaches/Atlanta/Ft. Lauderdale, Giant, Port Of Call, United, Record Hole, Inner Sanctum and Zebra all report top thirty action. The Denver-Phoenix Region is also strong with reports from Peaches/Denver, Independent, Rolling Stone, Associated and Mile High. Major accounts in other regions reporting top thirty sales are Sam Goody, Camelot, Everybody's and Odyssey. On a national level, Record Bar reports top 15 sales and Korvettes reports top 30 action. For the most part a retail type LP, "Changes In Latitudes" is showing nice sell through at the major racks as it crossed into the top 100 on the J.L. Marsh computer run.
#39★ KINKS

Sales on this week's number 6 National Breakout are highlighted in the Northeast South Central and West Regions while remaining impressive in all other markets. In the Northeast top ten sales are being felt at King Karol, Harvard Coop, Win One Stop and Peter's while top thirty sales are felt at Sam Goody, Double B, Norman Cooper 

and Disco. South Central reporters are Mushroom, Sound Warehouse, Peach es/Dallas, Cactus, Record Hole, Zebra and Wilcox, and Western reporters are Music Plus, Everybody's, Tower/S.F./San Diego, Odyssey, City One Stop, Peaches/L.A. and Music Millenium. The single "Sleepwalker." which has just been released should aid in the success of the LP by the same name. National sales are already being reported at Korvettes and the major racks are experiencing initial sales response.

#### #40★ MARSHALL TUCKER BAND

The Marshall Tucker Band has always been a consistent seller, particularly in the Southeast and South Central Regions. However, the lack of a hit single has hindered their climb to gold status. This week's number 8 National Breakout may prove to be different. "Heard It In A Love Song," at 70 bullet on the **CB** Top 100 Singles chart should be the catalyst for more extensive sales. Sales on "Carolina Dream" have grown steadily through four weeks on the chart. The Record Bar and Korvettes report top 30 action on this number 8 National Breakout this week. Regional action is highlighted in the Midwest and West Denver-Phoenix Regions with reports from Disc. Radio Dr., Caper's Corner, Father's & Sun's, Wax Museum, Lieberman. Consolidated and Peaches/St. Louis & Delwood. The West Denver-Phoenix Region in-cludes reports from Licorice Pizza, Everybody's, Odyssey, City One Stop, Tower/S.D., Dan Jay, Rolling Stone, Mile High, Associated and Peaches/Denver J.L. Marsh's computer run confirms upward movement, with a jump of 233-111.

#### #41★ ATLANTA RHYTHM SECTION

"A Rock 'N Roll Alternative" has infiltrated all major markets whereas their previous efforts felt sales predominately in the Southeast Region, Number 7 this week on the National Breakout Chart. ARS gets stronger every week. The single "So In To You" which moved from 17-14 bullet on the **CB** Top 100 Singles chart has helped this LP along considerably. Strong sales in the Northeast come from Sam Goody, King Karol, Win One Stop, TSS/Record World, Double B, Vornado, Norman Cooper, Peter's and Disco. Major accounts in the West reporting top thirty sales are Licorice Pizza, Music Plus, Wherehouse. Everybody's and Tower/S.F. Other major accounts experiencing strong sales are Record Dept. Merch. and Disc. Very respectable sales are felt at the rack level as indicated by a jump of 120-99 on the J.L.

#44★ AMERICA

America continues to make its bid for the top 10, moving into the top 50 after only two weeks. All regions are reporting their fair share of piece movement, with major two weeks. All regions are reporting their fair share of piece movement, with major accounts across the country confirming immediate acceptance. Number 9 on the National Breakout chart this week, accounts reporting include: King Karol, Win One Stop, Alexander's, TSS/Record World and Norman Cooper in the Northeast Region; Disc, Radio Dr., Father's & Sun's, Record Theater, Lieberman and Peaches/Cleveland/Columbus/Delwood in the Midwest Region; and Everybody's. Tower/S.F., Odyssey, and Music Street in the West Region. The Record Bar reports top 30 action as well as a debut of 97 on the J.L. Marsh computer printout

#51★ THELMA HOUSTON
The former number 1 R&B single "Don't Leave Me This Way" is fast approaching top honors on the pop singles chart. At number 6 bullet on the CB Top 100 Singles chart, album sales have been stimulated to top 50 caliber. All regions report significant action including: Alexander's, Win One Stop and Dick's in the Northeast Region; Soul Shack, Harmony Hut, Record Master's and Morey's in the Balt.-Wash. Region; Record Dept. Merch., Spec's, United, Southern, Peaches/Ft. Lauderdale/Dallas and Cactus in the Southeast/South Central Region; Disc, Wax Museum, Harmony House and Peaches/Maple Heights/Columbus/Delwood in the Midwest Region; and Music Plus, DJ's Sound City and Associated in the West/Denver-Phoenix Region. While Thelma is no longer bulleting on the CB R&B LP chart, she has maintained top 10 position for more than a month. tained top 10 position for more than a month. #67★ SEA LEVEL

Sea Level is infiltrating markets as yet untouched, though the strongest regions are the Southeast and West earning them the number 3 breakout position in both regions. In the Southeast, Spec's, Gary's, Peaches/Atl., Record Shack and Port Of Call all report top thirty action, while in the West, top thirty reporters are Everybody's. Odyssey, Tower/S.F./San Diego and Peaches/L.A. Other accounts experiencing strong sales are Sam Goody/N.Y./Phila., Norman Cooper, Waxie Maxie, Mushroom, Record Hole, Inner Sanctum. Peaches/Delwood/Denver, Lieberman One Stop and Mile High. Record Bar reports top 25 action and at the major racks sales growth is already taking shape

#### #79★ PETER GABRIEL

This week's number 10 National Breakout shows its strongest sales in the Midwest and West Regions. In the Midwest Region Swallens. Caper's Corner, Northern. Lieberman One Stop and Peaches/Delwood/St. Louis/Maple Heights/Cleveland while in the west Licorice Pizza, Music Plus, Tower/S.F., Music Millenium and Peaches/L.A. Also strong is the Denver-Phoenix Region with top thirty reports from Independent, Rolling Stone, Peaches/Denver and Mile High. Other accounts feeling strong sales on Gabriel are King Karol, TSS/Record World, Norman Cooper. Double B. Inner Sanctum, Mushroom and Cactus. On a national level Korvettes is ex-

Much like this counterpart Engelbert Humperdinck, Tom Jones is enjoying the return trip to stardom thanks to the success of his single "Say You'll Stay Until Tomorrow." Last week's number 1 single on the CB Top 100 Country Singles chart. Tom's single jumps 19-16 bullet on the CB Top 100 Singles chart. Strongest initial album sales come from the racked accounts (as did Engelbert's). Retailers reporting sales on "Say You'll Stay" include Sam Goody, King Karol, Vornado, Morey's, Gary's, Western Merch.. Music Street and DJ's Sound City. Tom Jones long established audience combined with his new found fans should bring his first Epic release to gold status.

#135★ REO SPEEDWAGON

The first live album from REO is the uncontested number 1 breakout in the Midwest Region. Both Peaches/St. Louis and Delwood report REO their best seller this week while Camelot, Disc, 1812, Caper's Corner. Consolidated and Lieberman all report top 30 action. Response in the Denver-Phoenix Region is also impressive with reports from Dan Jay, Independent, Mile High and Peaches/Denver resulting in the number 1 Regional Breakout in that region. #145★ MINNIE RIPERTON

An impressively strong response comes from the Balt.-Wash. Region this week, with reports from For The Record, Soul Shack and Morey's, resulting in a number 3 position in the Balt.-Wash. Regional Breakout chart. Reports from Lieberman. Wax Museum and Peaches/Delwood/St, Louis/Cleveland have parned from Tower's F. number 4 spot on the Midwest Regional Breakout chart. Reports from Tower/S.F. and World Wide prove Minnie's saleability in all markets. A hit single could bring

### Young Turks Become N.O.V.A.; NARM Scholarships Grow To Sixteen **Group Discusses Future Action**

by Julian Shapiro

LOS ANGELES - The Young Turks, an organization of under-40 wholesale and retail record executives, celebrated its first major NARM convention with a name change and a resolution to involve itself within the functional areas of NARM specifically and the music industry in general. These commitments formed the basis for the group's inception six months ago in Chicago.

At a luncheon meeting, chaired by Sydney Silverman, vice president of marketing for United Record & Tape Sales in Miami, the Young Turks became N.O.V.A. NARM's Other Voices Association. According to Silverman, the change reflected the group's immediate goals which are "to involve young people and make them comfortable and welcome them to NARM conventions and meetings.

To achieve those desired results. N.O.V.A.'s members voted to petition NARM's board of directors to allow two of its members to sit on the NARM board for terms of one year each. NARM directorships are currently for terms of three

Silverman indicated that one-year terms were desirable for N.O.V.A. because it would allow "optimal participation from the membership. In addition, one year terms would maximize freshness of ideas. NARM's board of directors would have to amend that body's constitution for any such change to occur.

An important issue, still to be resolved, is precisely what constitutes membership. At the meeting, a consensus of those present appeared to agree to a proposal to limit participation to one five-year term or to age 40, whichever comes first. However, no formal adoption was made.

A related consideration will be what input manufacturers will be allowed to contribute. Several N.O.V.A. members pressed to allow manufacturers to become associate members for the purpose of "infusing young people from the manufacturer segment," as one attendee said. However, the meeting adjourned without any firm decision on this matter.

For now, N.O.V.A. must address its organizational prerogatives to specific

### Frampton, Ronstadt **Top Award Winners**

LOS ANGELES — The best selling records during 1976 as awarded by NARM were as follows: Album — "Frampton Comes Alive" by Peter Frampton; Movie Soundtrack -'A Star Is Born" by Barbra Streisand and Kris Kristofferson; Broadway Cast Album — "A Chorus Line"; Album By A Group — "Their Greatest Hits 1971-75" by the Eagles; Album By A Male Artist 'Frampton Comes Alive' Frampton; Album By A Female Artist "Hasten Down The Wind" by Linda Ronstadt; Album By A Male Country Artist "The Outlaws" by Waylon Jennings, Willie Nelson, Jessi Colter and Tompal Glaser; Album By A Female Country Artist "Hasten Down The Wind" by Linda Ronstadt; Album By A Male Soul Artist -"Songs In The Key Of Life" by Stevie Wonder; Album By A Female Soul Artist "Love Trilogy" by Donna Summer; Album By A Soul Group — "Spirit" by Earth, Wind & Fire: Pop Instrumental Album — "A Fifth Of Beethoven" by the Walter Murphy Band; Album By A Jazz Artist - "Breezin'" George Benson; Comedy Album — "Bicentennial Nigger" by Richard Pryor; Album By A New Artist — "Boston" by Boston; Single - "Disco Duck" by Rick Dees & His Cast Of Idiots; Classical Album "Suite For Flute & Jazz Piano" by Rampal/Bolling

issues. "That's the direction we're moving," remarked Silverman. This is a crucial issue. because the initial problem the organization will face is reconciling exactly how functional it can become on a detailed, specific basis.

In order to have a chance at succeeding on any significant level, it will have to deal more successfully with communication among members than was apparent from comments during the meeting.

That responsibility will rest, at least temporarily, with the group's advisory committee, which is composed of 12 members. That group will meet in approximately six weeks in New Orleans, and what results from that meeting may answer very clearly a number of pressing, unanswered ques-

Members of the advisory committee are Don Anthony, Tape City, U.S.A.; Joe Bressi, Stark Record & Tape Service; Andrew Chasen, Harmony House: David Crockett, Father's & Sun's; David DeFravio, Record Bar; Lou Fogelman, Music Plus; Ira Heilicher, Pickwick International; John Marmaduke Western Merchandisers Jack Rose, Rose Records; Michael Spector, MJS Entertainment; Lynda Stone, Tone Distributors; and Silverman.

### Record Retailers' **Future Explored Bv Professor**

by Mike Falcon

LOS ANGELES — "Virulent discounting," the spread of moderate discounting, and the future of the mass merchandiser rackjobbed accounts were the principal topics of Columbia marketing professor Dr. Alfred R. Oxenfeldt at the NARM marketing meeting, titled "The Record Industry: How A Marketing Expert Sees Its Future.

"Deep discounting," Oxenfeldt stated, "is, as I see it, the principal fear at this convention." The professor pointed out that this fear is often an internal industry concern that is started by the same retailers who fear it most. "You would have to fight a retailer," Oxenfeldt continued, "to make him sell any record at list price. I define deep discounting as a price to the consumer below what a small retailer has to pay from his distributor. But only occasionally do you find a store that is wall-towall discount. Most often we find variations. including the rotated stock discount.

I think that record stores and retailers will be much like drug stores and super-markets are now," Oxenfeldt explained. "I could be wrong, because the New Yorkstyle discounters are growing, but I don't see discounting as growing because there are a lot of short-sighted managers, who thing that a big hit will bail them out." Oxenfeldt stated that the undercapitalization prevalent in the retail industry may actually lead to deep discounting. And manufacturer incentives to expand the number of retail outlets will occur and possibly damage the industry, according to the marketing expert.

"Rack jobbers who specialize in servicing the mass-merchandiser accounts have got to take a harder look at themselves," states Oxenfeldt, "The rack jobber has a secure future for the next ten years, although he may suffer a sizable reduction. I don't see great growth, maybe one or two percent, but I do see the need for new leadership.

Oxenfeldt specified some questions that 'rack jobbers should ask themselves" in light of their ability to "attract and keep customers.

LOS ANGELES — The NARM scholarship foundation awarded scholarships in two categories at the 1977 NARM convention The largest of the scholarships was founded this year after the death of David Kapp in 1976, and is one of the Endowment Fund scholarships. Additionally, there is the NARM Scholarship Donors program. The David Kapp Memorial Scholarship consists of contributors Harry Apostoleris, Ahmet Ertegun, Joel Friedman, Lewis Garlick, Kenneth Glancy, Murray Gordon, Jack Grossman, Amos and Daniel Heilicher. Mickey Kapp, Cy Leslie, Jules Malamud, Jerry Moss, Mo Ostin, Milton Salstone, James, Stuart and Burton Schwartz, Joe Smith, Irwin Steinberg, and Sidney Talmadge.

There are currently seven Endowment Funds, plus the David Kapp Memorial. The

was started. In 1974 ABC Records established the Jim Croce Memorial Scholarship. And the Warner Communications Scholarship was founded in 1975 by

Endowment Funds are created by a contribution of \$10,000, which NARM matches. The resultant \$20,000 is put in an interest earning account and yields six \$4,000 scholarships. Each \$4,000 scholarship is paid to the scholar's college for four years at \$1,000 per year. In 1972 the RCA Records Scholarship

### -Guest Speakers At NARM -

### Family/Business **Conflict Viewed** By Psychologist

by Mike Falcon

LOS ANGELES - "Corporate Bigamy," the Saturday luncheon topic, proved to be one of the most popular NARM sessions. Corporate bigamy, according to Dr. Mortimer R. Feinberg, an industrial psychologist from Baruch College, is the conflict between job and family for the record industry executive. Both roles demand time and care, and frequently, according to Feinberg, one of the two suffers from neglect.

Feinberg categorized the ecutive/family personalities into four basic types. The first he termed "the monster," a man so preoccupied with his work that his family suffers extensively. The monster type, according to Feinberg, has a need for perfection that is overwhelming. Because no family can ever be perfect, there are bound to be extreme family arguments that will never be resolved to the satisfaction of the monster

Janus Type

The second, and slightly less workoriented, type of corporate personality is the Janus type, which Dr. Feinberg did not detail. It was learned, however, that the Janus type is a two-faced classical figure, which leads to speculation that a Janus type in business is one who deals with home and business as separate parts of life. Dr. Feinberg did mention that there were similarities between the Janus and "monster" types, although he did not elaborate

The third type of corporate personality mentioned by Feinberg is the "need achievement" type, who thrives on long hours. A principal failing of the "need achievement" type is that they do not recognize alibis. They frequently cite work as a reason for family distance or lack of time when the real reason is that the job has replaced the family as a source of pride and concentrated effort.

The Abraham type, according to Feinberg, is the family man, who often places the role of the family ahead of his work, and makes an effort to allow his family significant portions of his time.

Warner, Elektra, Atlantic Records.

Three scholarships in the Endowment Funds were re-established in 1977 Capitol Records, CBS Records, and ABC's Leonard Goldenson Scholarship

### Radio Examined

LOS ANGELES — "This session can actually be called 'How radio can increase record sales'," stated George Burns in introducing the NARM convention radio topic, "Radio has a greater impact in breaking a new act than ever before," continued the media consultant. "The record industry saved radio's neck after television was a threat, but now we face a change in buying habits and programming that is critical. The war babies are growing up, and there's a new market that will have to be explained and tapped.

Burns, head of Burns Media Consultants, headed a panel that discussed "Future Radio — Future Shock." The panel included Lee Abrams, a partner in Burkhardt-Abrams; Harold Childs, vice president of promotion for A&M Records; fra Heilicher, vice president of Pickwick; Steve Marshall, national programming consultant for Columbia Records; and Tim Sullivan. vice president and general manager for KHJ Radio, Los Angeles.

### Market Variables Cause Concern For Economist

by Julian Shapiro

LOS ANGELES — In a free-wheeling, anecdote-laden address question/answer discussion during the opening business session of NARM, Dr. Pierre Rinfret, president of Rinfret Associates, a consultation firm, gave record manufacturers probably the best justification given to date to allow them to deal with prices as they, alone, see fit. Ironically, though, there was little mention at all about records or the record industry.

Discussion, for the most part, dealt with general economic practices and cycles, with specific references made to current conditions in the marketplace when it became necessary to emphasize a point.

Rinfret's views on the various international markets were both entertaining and, if at all true, revealing. They afforded the audience a glimpse of where the entire U.S. overseas market priorities may lie in the near future. For the record industry, with a huge potential volume to generated internationally, these predictions assumed a greater importance.

 On the United Kingdom — "We think it's finished. It's going down the tubes. We think it's going to be a fifth-rate power. The currency is getting worse."

• On France — "Going socialist. In five years, it will be a socialist dominated country. The political problems there are getting rather frightening. Plus, they have a 10% a

year inflation compounded annually. On Germany — "The most interesting country in Europe with most successful economy and growth rate in Europe. They want to dominate Europe politically

. On Italy - "The only country in the world without a government. It's going to stay in a state of chaos.

· On Canada -- "Quebec will separate from the rest of Canada in the next three years.

• On Japan — "A vigorous, dynamic country. The most successful economy in the world outside the United States. I think Japan and the U.S. will rule the world with the Russians

### Indie Distribs Need Aid To Be Healthier Force

### by Gary Cohen

LOS ANGELES — Noting that the entire industry must "do all we can to make independent distribution healthier." Neil Bogart, president of Casablanca Record and FilmWorks, led off the Independent Distributors and Manufacturers meeting. Bogart was joined on the panel by Artie Mogull, president of UA, and Terry Ellis, president of Chrysalis. Panel moderator was Gene Silverman, president of Music Trend distributors in Detroit, "If we can all break a few more acts, independent distribution can be the form of distribution in America." Bogart added.

Chrysalis' Terry Ellis believed it was time to "shatter the myth perpetrated by the major branch labels that small record companies don't have a choice in distribution. It's up to all of us to get rid of this myth and

UA's Artie Mogull warned the audience that "it behooves all of you that the three of us make it. We're the last of the so-called street people. And we (UA, Casablanca and Chrysalis) are three of the major defectors from independent distribution. There is a great myth perpetuated by CBS that on a given album, they will outsell indies by 30% or 40%. The fact is that the two biggest albums of the past decade were from independent distribution.

#### **Audience Reaction Limited**

Comments from the audience were limited, hindered by the lack of discussions on price and other financial matters by NARM's general counsel and his associates. Silverman, however, picked up the ball and posed a number of questions to the three-president panel, among them, What can we do to create the proper image that our labels and distributors deserve? Ellis responded by noting that "perhaps we should put together an independent manufacturers' and distributors' associa-

With very little additional comment from the audience. Amos Heilicher stood up to "What the three gentlemen here prove is that the future of this industry rests on independent distribution and independent manufacturing. And indy distribution needs the whole support of the rack jobber and the retailing segments of this industry. We must all put our efforts behind these people. We must do everything we can to see that they survive." And with applause from the audience, the meeting ended.

#### Inventory Control Slides

Following the distributors' meeting, Ira Heilicher, vice president of Heilicher Brothers, presented a series of slides on how J.L. Marsh and Heilicher operate their



by Julian Shapiro

LOS ANGELES - No area of the country is experiencing a situation where racked accounts account for a greater percentage of total record sales than they did five years ago, or even three years ago, according to David Lieberman, president of Lieberman Enterprises. Accordingly, NARM's rack jobber seminar, "The Current Market Crisis," seemed appropriately titled.

The reasons for that "Crisis" are threefold as identified by the rack jobbing community: customer bases are not growing; they are worrying about profit margin; and the rapid increase in specialty, large retailers has resulted in dissatisfied customers.

Because of these market conditions, rack jobbers have become especially concerned with their futures and that fact manifested itself in two issues that were extensively discussed: price (margin) and image, which is related to price. As one rack jobber expressed his feelings, "Price is important because records need to make the same margin as all other times in the stores I rack, and image is important, because records are sold on the corner from one of my accounts at \$2.99 each, which is less than my price to my customer.

It was within this scenario that the needs and frustrations of the nation's rack jobbers discussed in a question/answer forum chaired by Dr. Alfred R. Oxenfeldt, professor of marketing at Columbia University. Despite repeated efforts by Oxenfeldt to create an order and sequence to a discussion of rack jobbing in the U.S., the rack jobbers themselves wanted solely to discuss the two elements that most affected their operations. Of the two issues, it was obvious that pricing was the more urgent.

The need for an exclusive six percent functional discount was probably the most recurring topic of conversation. Rack jobbers feel that unless they are granted that discount from manufacturers, they are unable to compete with aggressive retailers.

Oxenfeldt, for his part, disagreed. "Make the gross margin attractive enough. Demonstrate to the store that it is attractive enough, because a rack will never compete with a fulll-line store on price." That notion, at least, seemed to receive a consensus approval, but discussion of a functional discount persisted to the very end.

Lieberman concurred with the need to place an emphasis on upgrading price margins. "We need to blur the image problem and concentrate on price margin. he said. "We need to give the mass merchandiser a gross profit margin that he can live with, so that no one else makes a decision like Penney's did."

What made such research-oriented considerations hard to swallow for many rack



INDEPENDENT DISTRIBUTORS — (I to r) Artie Mogull, president of UA; Te:ry Ellis, president of Chrysalis and Neil Bogart, president of Casablanca Records and FilmWorks addressed a group of Independent distributors.

jobbers are several major developments that have occurred over the past several months. Penney's, Woolworth and A&S, among others, have decided to place a reduced priority on the sale of records and tapes in their respective stores; and if that were not enough, other events have occurred which have potentially ominous overtones.

Fred Meyer, a large department store chain located in the northwest, has decided to service its record departments internally. thus eliminating the need for rack jobbers to supply its stores. Most in attendance felt the outcome of the Fred Meyer decision would be a critical one, but the majority of rack jobbers believed that mass merchandisers would not opt to run record departments themselves. "Jefferson tried it in the Florida market and failed," commented one rack jobber in that market. "But," Jerry Richman of Richman Bros., based in Philadelphia, continued, "the threat is there." Jim Schwartz of Schwartz Bros. based in Washington, D.C., concurred, "It could happen.



PRESIDENT'S PANEL — (I to r) Irwin Steinberg, president of the Polygram Records Group; Dr. Pierre Renfret; Jerry Moss, president of A&M; Cy Leslie, chairman of the board of Pickwick International; Ken Glancy, president of RCA Records; and Jerry Rubinstein, chairman of ABC Records conducted a panel discussion on the state of the economy.

### Retailers: Pricing Is Crucial

#### by Mike Falcon

LOS ANGELES - Lew Krevitz, a record dealer from Baltimore, got the retailers workshop off to a fast start when he stated "I'll tell you a problem in the record industry: People like Korvettes are selling LPs at \$2.99, and I get them from Columbia for \$3.67! I've got 33 years in this business, and this New York crisis (deep discounting) is spreading! Why is this? It's the manufac-

The topic of the meeting was "The Current Market Crisis," and discussion moderator Dr. Alfred R. Oxenfeldt prompted Krevitz' heated statement when he asked "Is there a crisis in music retailing?" The resulting coversations, which included advice from NARM legal counsel that the members should not mention price, definitely answered in the affirmative.

Mike McKay from Phoenix' Circle Records thought the industry brought the pricing crisis on itself. "We've always advertised prices, rather than artists or music, and this results, in the Phoenix area, in seeing everyday prices like \$3.65 and \$3.54!"

An unidentified retailer from Denver questioned the wisdom of retalatory lowballing. "Why does everybody start lowballing," he asked, "when Peaches comes to town? Like Korvettes?!"

This prompted David Rothfeld, Korvettes' divisional vice president in charge of merchandising (records and books) to answer, "I don't intend to ignore competition until it's too late. Our regular price in Denver is \$5.99. I have to protect my company's sales!"

"Well, I think it's necessary to fight low prices with merchandising, not giving product away!," the Denver man replied.

### Competition Not Price Alone

Jim Schwartz, president of Schwartz Brothers, which operates the Harmony Hut retail chain, took the microphone to air his observation that, "We share a mall with Korvettes, and we have a \$1.25 difference. I'm concerned with my competition, but I don't let it determine my pricing. Competition isn't just price alone.

When Oxenfeldt asked the audience if

there was a true retail crisis, there were murmurings in the convention, with large retailers arguing there was none, while the smaller retailers thought otherwise.

Michael Franklin, an English marketing specialist brought in to the United States to help the ailing Wallichs Music City chain (which went chapter XI after the convention), sided with the smaller retailers when he spoke at the floor microphone. "Here you have a market with tremendous product availability," Franklin stated, "and it appears that it may be the only market that has low prices on a popular product initially, and then sees a rise! To me it seems that the retailers seem frightened. This is understandable, because for everyone to cut prices when there is great consumer demand is a crisis in itself!

### NARM Elects New Officers For '77

LOS ANGELES - George Souvall, president of Alta Distributing, has been elected chairman of the board of NARM for the 1977-78 year.

Elected to other positions on the board were John Cohen, president of Disc Records, elected vice chairman of the board, and Joseph Simone, president of Progress Records, who was elected secretary. Barrie Bergman, president of Record Bar, was elected treasurer of

Daniel Heilicher, vice president of Heilicher Bros. Inc., David Lieberman, president of Lieberman Enterprises, and Jay Jacobs, president of Knox Record Rack, all of whom have been president and members of the board in the past, continue in their positions as board members.

David Siebert, president of Siebert's, will continue as a board member. John Marmaduke, vice president of Western Merchandisers, has been elected to a three-year term on the board, filling a vacancy left by former treasurer Norman Hausfater.

Jules Malamud and Miriam Granberg will continue in their respective positions as president and executive director of NARM.

### EAST COASTINGS / POINTS WEST

### Bishop/Doheny At The Roxy



**DOHENY DOES IT** — Columbia recording artist Ned Doheny included a number of songs from his "Hard Candy" LP in his recent Los Angeles debut at the Roxy. Pictured backstage after the show are (I-r): Don Ellis, national vice president of A&R for Columbia Records; Richard Kimball, Doheny's manager; Doheny; Steve Cropper, Doheny's producer; Arma Andon, Columbia's vice president of artist development; Frank Shargo, Columbia's director of artist development/west coast product management and Michael Dilbeck. west coast A&R director for Columbia.



**BISHOP AT ROXY** — ABC recording artist Stephen Bishop included a number of tunes from his latest LP, "Save It For A Rainy Day," in his recent debut performance at the Roxy in Los Angeles. Shown backstage after the show (I-r) are: Howard Frank, local promotion man for ABC Records: Charlie Minor, vice president of pop promotion for ABC; Bishop; film personalities Ryan and Tatum O'Neal; Robert Ellis, Bishop's manager, and Herb Belkin, vice president of marketing and creative services or ABC.

### Payola Hearings Continue

(continued from page 9,

that DJP's members were all dj's as a selling point, he said, "Naturally we wanted everyone to know," specifying he meant talent as well as the community. "not for favors, but we were not trying to hide the fact, either." He said he finds nothing improper about talking-up a concert, "if you do it for everyone," which all the jocks maintain they did.

DJ Lineup

Witnesses Charles Green, whose air name is Chuck McCool, and Gregory Hines preceded Edwards in the week's lineup and, although there were slight variations in testimony, each outlined his understanding of policies regarding the station's playlist, music sheets and weekly dj reports ("payola disclaimer forms") and went through a chronological run-down of concert arrangements.

Each dj testified that he had backdated 1976 weekly report forms as recently as two weeks before the hearings. Marshall Payne (air name, Bobby Bennett) said late Friday (March 4) he backdated 12 to 15 reports and said, "just about every year," if any are missing from the previous year, the program director would have the dj's fill out forms to catch up. Green also missed filling out some sheets, saving often they were not available on weekends (his shift for four years). Hines said he, too, filled out backdated forms for 1976 on the personal instructions of Cortez Thompson. The reports "had something to do with records, I believe." Hines said, echoing the others; none of the dj's recorded their concert interests on the form.

It was Edwards who gave the most insightful account of his weekly reports. When he filled out more than 30 forms a couple of weeks ago, he said, he didn't think about the accuracy of his answers or

even which week the form referred to — "there were no dates on the sheets when I signed." Edwards said he signed the blank sheets per instructions from Thompson.

Approximately three sheets were signed contemporaneously, he said, and on those he did indicate his personal interest in Uraeus (the group he managed in '75 and produced on his own label, Mel Records). Those sheets are apparently missing from subpoenaed files. In Edwards' view also, the dj weekly reports had nothing to do with concerts and were drawn up in advance of any concert activity by the jocks.

It will be station management's turn next to explain the apparently lax record-keeping policies; either general manager James Kelsey or program director Thompson will take the stand after Edwards.

'Bad Vibes'

Attitudes toward promoter Bill Washington varied slightly among WOL dj's on the stand. Whereas Payne had described a year-long "campaign of complaints" by Washington to the station, alleging conflict of interest situations on the part of DJP, Chuck Green said simply, "I really didn't understand what (Washington's) complaints were about." He thought the contracts were cooperative ventures and in fact, the dj's were "doing things to help him along."

Edwards' testimony on that score was more explicit: "there weren't good vibes" between Washington and the dj's, he said, beginning as early as the first EWF negotiations. The strained relations between Soul Papa Campbell and Washington (referred to earlier by Roger Bethel, the first dj to take the stand) were spelled out by Edwards as stemming from a personal disagreement over Washington's girlfriend, at the time Campbell was at local WOOK prior to WOL.

EAST COASTINGS — "When you're doing it on your own, you have to start small. If you start real big, with a big influx of cash from outside, you're asking for trouble, because you instantly set up an overhead that's so gigantic that you can't possibly keep up with it. These confident words on business come from a man who learned the business the hard way. Michael Nesmith reached the pinnacle of so-called stardom as a member of the Monkees, spent several years as a solo artist and delved into his own enterprises on many occasions, all these experiences eventually resulting in the formation of the Pacific Arts Corporation in 1972. Now, with the release of Nesmith's "From A Radio Engine To The Photon Wing," Pacific Arts' distribution deal with Island Records is officially in gear. "I'd like to make it clear that Island has not funded Pacific Arts at all: we produce our own product, and the manufacturing and distribution deal with Island Records is a joint venture." Pacific Arts is not solely a record company — the organization is involved in all the media, including the development of systems to deal with the advent of widespread commercial availability of the videodisc. (A film of "Photon Wing" is presently under way for just such a purpose.) Calling Island a record company with "ideals similar to mine," Nesmith seems satisfied with the route he chose. He would not have considered a custom label arrangement: "A label deal is nothing more than a glorified artist deal, something put together to assuage some artist or some producer. I probably could have gotten all kinds of creative control, but creative control's not the bottom line. With a label deal, you can't capitalize on losses on any of your masters, you can't avail yourself of any of the tax advantages that come with running your own business." Although Nesmith has been cast in the "progressive country" category, he shuns pigeonholes, and promises that the Pacific Arts label will bring out many types of music in the ensuing three years of Island distribution.

FACE FORWARD — The grapevine says that Steely Dan has signed with Irving Azoff's ront Line Management, a step that very well could be related to their eventual move to Warner Bros. Records. Dan fans are excited because they see this as further evidence that Steely is intending to take to the road again . The tangle of suits and countersuits between **Dickey Betts** and **Phil Walden** has finally been settled out of court. After an allegation by Betts that his contracts weren't quite in order, followed by a Walden countersuit based on a verbal agreement, Betts has been freed of all recording, publishing and other agreements with Walden for the sum of \$150,000. Betts, noting the official end of a long relationship with the corporation president, described his mixed feelings: "The saddest and happiest day of my life" . . . Life goes on for the Stones despite **Keith Richards**" continuing difficulties with the Canadian legal authorities. The group gave a performance at a 350-seat club in Toronto, El Macombo, and the festivities afterwards were attended by Margaret Trudeau, wife of Canada's prime minister. Certain members of Parliament were said to be outraged by Ms. Trudeau's choice of company, but she and her husband stood their ground. Meanwhile, Richards' case continues, with a charge for possession of cocaine recently added to the previous heroin counts. At the Stones' hotel, where you could practically have found a reporter in every broom closet. Richards reportedly quip-'I can't understand why my publicist didn't arrange more interviews for this gig.

MEANZ TO AN ENZ — At the Bottom Line this past weekend, we found that **Henny Youngman's** audience liked **Split Enz**, and vice versa. Youngman practically choked up as he was called out for an encore, claiming that he "had never played to such a young crowd before"

The day of their New York debut, vocalist **Tim Finn** and bassist **Jonathan Chunn** of the Enz came up to **Cash Box** to say a bit about themselves. Their bizarre makeup and costuming, says Finn, is considered a natural enhancement of the dramatic presentation of their music, and certainly not meant to alienate anyone. "If it got to that stage, we'd simply throw the makeup and costumes out the window." At the same time, they hope their visual appearance will not be construed as any get-rich-quick scheme aimed at attracting attention. When the group started in its basic and less flamboyant form in New Zealand about ten years ago, songwriting was what brought the people together, making the point that their music is what the trappings are all about. As to their unusual nation of origin, the Enz warned, "New Zealand only seems exotic to people who don't live there."

MORE YOUNGMAN — For anyone who thinks that the similarity between Henny Youngman and Henry Gross ends at their each handling an axe, look again. Henry was in the audience Friday, soaking up every one-liner. His big hero, you see, is Mel Brooks, and Gross' comedy trapping include a taped Marx Brothers routine encountered by anyone who calls his home when he's not around. In a recent interview with Scholastic magazine, Gross expounded, "In this business, either you're Peter Frampton or you're chopped liver."

VIVA SANTANA — **Santana** became the first recipient of a new award last week when CBS International vice president Dick Asher handed a crystal world globe to the group, signifying the sale of five million albums worldwide. The CBS International division hasn't come up with a name for the award yet, so address your suggestions. The award luncheon heralded a grand Santana weekend in New York, including a Latin gig at the Roseland ballroom with **Tito Pueste**, and a night at the Palladium that saw late show jamming with **Gato Barbleri**, **AI DiMeola** and **Larry Harlow**. Santana's current tour is marked by the return of the impetuous timbalist **Jose Chepito Areas**, who was handing out little envelopes marked "For Girls Only" all weekend. (They contained his hotel room number.)

STEP UP TO THE MIKE — The Composer's Series held at the Ballroom in lower Manhattan ended with a bang last week as Andrew Lloyd Webber and Tim Rice gave their performing debut. Though neither is exactly Mario Lanza where the pipes are concerned, the "Evita" and "Jesus Christ Superstar" composers kept the audience entertained through a set that highlighted many interesting points in their careers, the successes as well as the failures. They were helped by Marta Heflin, the slim and elegant songstress who replaced Yvonne Elliman in the Broadway production "Superstar." The delicate melodic turns of the verse of "Don't Cry For Me Argentina" from "Evita" were especially powerful through her vocal interpretation, but the composers, in their own way, stole their show. Tim Rice's Elvis Presley imitation (for Pharoah in "Joseph And The Technicolor Dreamcoat") was amusingly understated in the club atmosphere. Another high point was "Kansas Morning," a Webber melody for which Rice said he "quickly rustled up some lyrics." Lyrically, the advertisements for all-natural cereals have been better, but the melody was eventually recycled into "I Don't Know How To Love Him."

WINE WAS HIS COMPANION — In recognition of his efforts in making the wines of Bor-

WINE WAS HIS COMPANION — In recognition of his efforts in making the wines of Bordeaux better known to young Americans, **AI Stewart** was inducted into the Compagnon De Bordeaux by the Conseil Interprofessionnel Du Vin last week. At the reception, Stewart testified to his long love affair with wine, stating "wine helped me write the songs."

A WHITE TORNADO — **Wild Cherry** has been meeting explosive events on their current tour, from audience mania to natural disaster. In Montgomery, West Virginia, their gig was complicated by a bomb threat, while in Starkville, Mississippi, they ran into a tornado, and the scene was reportedly repeated indoors ... **Iggy Pop** and **Blondie** at the Palladium, March 18

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### Songwriter's Night To Be Broadcast Live For The First Time In TV Benefit

by Lola Scobev

NASHVILLE - In support of Nashville's educational television station WDCN, the Nashville Songwriter's Association International (NSA) will present "Songwriter's Night," a television show featuring nearly 20 hit songwriters, on WDCN-TV during the month of March

The show is believed to be the first of its type in broadcast history, in that it combines the talents of numerous writers performing in an informal living room type setting "just as it would happen at home, according to Linda Nicks, WDCN promotion director.

'We chose the living room set," ex-

### April Is Loretta Lynn Month, Proclaims MCA

LOS ANGELES - April has been designated Loretta Lynn Month according to John Brown, MCA marketing director of country product. MCA, along with Warner Books, are engaging in a massive cooperative merchandising program to highlight Lynn's latest MCA release, "I Remember Patsy" and the soft cover publication by Warner Books of Lynn's autobiography. "Coalminer's Daughter." On April 21, Lynn will be appearing on the ABC Frank Sinatra Special with other appearances scheduled for the Dinah and Mery Griffin shows.

Brown indicated that this program may be one of the most extensive that MCA has ever devoted to country product. Record stores as well as bookstores will be provided with life-size standups, posters, mobiles, brochures, and streamers. In addition, Warner Books and MCA are planning cooperative radio time buys. Markets in the U.S. and Canada will also receive eighttracks, featuring Lynn's latest album, for instore play.

plained NSA executive director Maggie Cavender, "because, for years, songwriters have been gathering in each other's living rooms, just passing the guitar around in what we call a 'guitar pulling.'"

'Songwriter's Night" will feature a cast of writers, all of whom have written major hits or standards. In addition to three members of the NSA Hall of Fame - Marijohn Wilkin. Harlan Howard and Pee Wee King — and co-hosts Nat Stuckey and Ed Bruce, the performers will include Kenny O'Dell, Red Lane. Dallas Frazier, Linda Hargrove, Ray Pennington, Dave Kirby, Eddie Raven, Rafe Van Hoy, Larry Bulter, Don Wayne, Bobby Borchers, Glen Martin and Lorene Mann.

"Songwriter's Night" is part of a national promotional campaign, "Festival '77," a two week series of programs aired March 8-20 by PBS stations (of which WDCN is one) in an effort to raise viewership and solicit funds. The NSA show will only be aired locally, but will be taped for possible use by other PBS stations.

### Vanderbilt Copyright Symposium Scheduled

NASHVILLE - The Vanderbilt University School of Law and Belmont College's division of music business, in cooperation with Broadcast Music Inc., will conduct a seminar-symposium on the new 1976 revision of the existing copyright law, April 22-23 at Vanderbilt.

This symposium/seminar will examine the effects of the recent revision of the copyright law upon the music and recording industry. The faculty will discuss the impact of the new law and proposed regulations of the copyright office upon the rights and obligations of songwriters, music publishers, producers, performers and record companies.

### MOST ADDED SINGLES

- $\begin{array}{l} \textbf{LET'S GET TOGETHER (ONE LAST TIME)} \textbf{TAMMY WYNETTE} \textbf{EPIC} \\ \textbf{KLAK, KKYX, KENR, KVET, WIVK, WYDE, KIKK, KGA, WUBE, WXCL, KCKN, WHOO, KLAC, WPOC, WWVA} \end{array}$
- SUGAR COATED LOVE/THE RAINS CAME FREDDY FENDER -ABC/DOT WBAP, KEBC, WUNI, KENR, KVET, KHAK, KIKK, WSUN, KGA, WTSO, KHEY, KNUZ, WWVA
- LOVE'S EXPLOSION MARGO SMITH WB WBAP, WWOK, WMC, KENR, WSLC, WSLR, WDAF, KHEY, WHK, KLAC,
- LIVING NEXT DOOR TO ALICE JOHNNY CARVER ABC/DOT KLAK, WUNI, KXOL, WMC, KWJJ, KVET, KHAK, WDAF, WBAM, KNUZ,
- IF YOU GOTTA MAKE A FOOL OF SOMEBODY DICKEY LEE RCA KLAK, WBAP, KENR, KIKK, WONE, KCKC, WPOC, WWVA, WKDA, KMPS,

### **MOST ACTIVE SINGLES**

- PLAY, GUITAR PLAY CONWAY TWITTY MCA
  WBAP 29-12, WWOK 20-12, KKYX ex-39, KEBC ex-57, WUNI ex-25, WMC
  32-19, KXLR 41-33, KHAK ex-34, WYDE 34-28, WSUN ex-29, KGA ex-28,
  WDEE ex-38. WUBE 18-10, WXCL 35-30, KCKN ex-17, WBAM 32-24, WHOO
  ex-39, KLAC 53-39, KNUZ 33-22, WPOC 35-29, WIRE 42-36, WJJD 26-20,
  WWVA 34-27, KCUB ex-38, WMAQ 33-27, KMPS ex-29, KNEW ex-30, WPLO
- SHE'S PULLING ME BACK AGAIN MICKEY GILLEY PLAYBOY WBAP 27-11, WWOK 23-18, WINN 13-8, WUNI ex-30, WMC 27-21, KXLR 26-19, WIVK 30-22, WSUN ex-25, KGA 26-19, WCOP ex-29, KTCR 28-22, KDJW 28-18, WTSO 29-21, WUBE 15-5, KERE ex-29, WDAF 16-3, KCKN 19-13, KHEY 40-32, WHK 25-15, WHOO 31-25, KLAC 35-28, KNUZ 18-6, WPOC 34-25, KCUB ex-39, WMAQ ex-33, KMPS 26-20, KNEW 28-22
- (YOU NEVER CAN TELL) C'EST LA VIE EMMYLOU HARRIS WB WSLR 26-18, WUNI 28-22, WMC 36-20, KWJJ ex-38, KXLR 38-30, KHAK ex-35, KGA ex-29, WCOP 29-24, KTCR ex-28, WDEE ex-34, KDJW 38-28, WTSO 21-14, WUBE ex-34, WXCL ex-31, WDAF 15-11, WHK 21-14. WHOO ex-37, KLAC 42-32, WPOC 32-27, WIRE 43-35, WJJD ex-26, WWVA 35-29, WMAQ ex-29, KMPS ex-26, KNEW 29-16, KAYO 31-26, KFOX 27-13
- SOME BROKEN HEARTS NEVER MEND DON WILLIAMS -WSLR ex-32. WBAP ex-35, WINN 19-9, WMC ex-31, KXLR ex-40, KVET ex-25, WSLC ex-49, KRMD ex-32, WIVK ex-28, WSUN ex-30, WONE 50-39, KDJW ex-41, KCKC 12-8, WTSO 40-27, KERE ex-20, KCKN ex-21, WBAM ex-34, KHEY ex-37, WHK ex-26, KNUZ ex-35, WPOC ex-40, WIRE ex-44, WWVA 40-34, WMAQ ex-32, WPLO ex-27, KFOX ex-29, KAYO 39-28

# 20p60Comire Albums

	3/		eeks On hart	
1	LINDA RONSTADT'S	12 0	inait	
	GREATEST HITS (Asylum 7E-1092)	1	12	
2	LUXURY LINER EMMYLOU HARRIS (Warner Bros. WBS 2998)	3	7	
3	WAYLON LIVE WAYLON JENNINGS (RCA APL1-1108)	2	15	
4	RONNIE MILSAP LIVE (RCA APL1-2043)	4	17	
5	TORN BETWEEN TWO			ı
	LOVERS MARY MACGREGOR (Ariola/Capitol 50015)	7	8	
6	THE COUNTRY AMERICA			
	STATLER BROTHERS (Mercury SRM 1-1125)	9	6	
7	GREATEST HITS VOLUME II CONWAY TWITTY (MCA 2235)	5	18	
8	THE BEST OF CHARLEY PRIDE VOL. III			ı
	(RCA APL1-2023)	6	19	
9	THE TROUBLEMAKER WILLIE NELSON (Columbia KC 34112) ARE YOU READY FOR THE	8	24	
10	COUNTRY WAYLON JENNINGS (RCA APL1-1816)	10	37	
11	THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON			
	JESSI COLTER/TOMPALL GLASER (RCA APL1-1321)	12	11	
12	DON WILLIAMS (ABC/Dot DOSD 2064)	16	6	
13	THE BEST OF GLEN CAMPBELL	11	17	l
14	(Capitol ST 11577)  DAVE & SUGAR (CCARRIA 1818)	15		
15	(RCA APL1-1818)  I DON'T WANT TO HAVE TO	,,,	23	
	MARRY YOU  JIM ED BROWN & HELEN CORNELIUS (RCA APL1-2024)	14	14	
16	GILLEY'S SMOKIN' MICKEY GILLEY (Playboy PB 415)	13	19	l
17	SAY YOU'LL STAY UNTIL TOMORROW			l
18	TOM JONES (Epic PE 34468)  DON'T STOP BELIEVIN'	30	2	l
19	OLIVIA NEWTON-JOHN (MCA 2223) HEART HEALER	18	18	
20	MEL TILLIS (MCA 2252) CRASH	26	3	
2.5	BILLY "CRASH" CRADDOCK (ABC/Dot DOSD 2063)	19	18	
21	RIDIN' RAINBOWS TANYA TUCKER (MCA 2253)	27	3	
22	THE ROOTS OF MY RAISING MERLE HAGGARD & THE STRANGERS			
23	(Capitol 11586)  CRYSTAL	17	15	
	CRYSTAL GAYLE (United Artists LA 614G)	24	30	
24	RIDES AGAIN DAVID ALLAN COE (Columbia KC 34310)	29	3	
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1			W	eeks
ı		3.	12 C	On hart
	25	HOTEL CALIFORNIA EAGLES (Asylum 7E-1084)	31	6
	26	HIGH TIME LARRY GATLIN (Monument MC 6644)	21	12
	27	GOLDEN RING GEORGE JONES & TAMMY WYNETTE (Epic KE 34291)	22	30
	28	HASTEN DOWN THE WIND LINDA RONSTADT (Asylum 7E-1067)	20	28
	29	SOUTHERN NIGHTS GLEN CAMPBELL (Capitol SO 11601)	34	2
	30	ME & McDILL BOBBY BARE (RCA APL1-2179)	32	8
	31	ADIOS AMIGO MARTY ROBBINS (Col. KC 34448) SOMEBODY SOMEWHERE	37	2
	32	LORETTA LYNN (MCA 2228) 20-20 VISION	23	22
	34	RONNIE MILSAP (RCA APL1-1666) EL PASO CITY	35	43
	35	MARTY ROBBINS (Col. KC 34303) RUBBER DUCK	25	28
	36	C.W. McCALL (Polydor PD 1-6094)	28	10
		LOUNGE MARY KAY PLACE		
	37	(Columbia PC 34353) BEST OF DONNA FARGO	33 45	19
	38	(ABC/Dot DO 2075) FARGO COUNTRY DONNA FARGO	40	2
	39	(Warner Bros. BS 2996)	-	1
	40	DOLLY PARTON (RCA APL1-2188)  DIRT, SILVER AND GOLD  NITTY GRITTY DIRT BAND	42	2
	41	(United Artists LA 670J) I'M NOT EASY	40	7
	42	BILLIE JO SPEARS (United Artists LA 614G) TOMPALL AND HIS	38	5
	43	OUTLAW BAND TOMPALL GLASER (ABC AB 978) BEST OF THE STATLER	41	5
	44	BROTHERS (Mercury SRM 1-1037) GREAT MOMENTS AT THE	44	4
		GRAND OLE OPRY VARIOUS ARTISTS (RCA CPL2-1904)	39	7
	45	BEFORE THE NEXT TEARDROP FALLS FREDDY FENDER		
	46	(ABC/Dot DOSD 2020) VINTAGE '77 TOMMY OVERSTREET	47	4
	47	(ABC/Dot DOA 2071) HIGH LONESOME CHARLIE DANIELS BAND	43	6
	48	(Epic PE 34377)  REFLECTING  JOHNNY RODRIGUEZ	36	12
	49	(Mercury SRM 1-1110)  IF YOU'RE EVER IN TEXAS FREDDY FENDER	46	21
	50	(ABC/Dot DOSD 2061) YOU AND ME	48	23
	1	TAMMY WYNETTE (Epic KE 34289)	50	23



PROMO TRAIL — Charley Pride and Dave & Sugar recently completed a successful three city promotional tour sponsored by RCA Records to acquaint radio stations, retailers and the press with their music. Pictured above are (I to r) Dave Rowland of Dave & Sugar: Juanita Jones of Cash Box; Bobby Denton, WLVK, Knoxville; Charley Pride and Jim Wilder, WBIE-FM

### elettronetecountry logites

	O-U-U			<b>J</b>	
WSLR - AKRON	Ex To 26 — Donna Fargo — WB	Ex To 45 — Cristy Lane	33 To 22 — Conway Twitty	Ex To 56 — Tammy Wynette	35 To 29 — Vern Gosdin
1-1 — Charley Pride David Allan Coe	Ex To 27 — Sammi Smith Ex To 28 — Loretta Lynn	Ex To 46 — Eddy Arnold Ex To 47 — Billy "Crash" Craddock	36 To 26 — Randy Cornor Ex To 35 — Don Williams	Ex To 57 — Original Texas Playboys) WINN — LOUISVILLE	37 To 30 — Loretta Lynn Ex To 32 — Donna Fargo — WB
Don Williams C.W. McCall	Ex To 29 — Mickey Gilley Ex To 30 — Charlie Rich — Epic	Ex To 48 — Bobby Bare Ex To 49 — Randy Barlow	Ex To 36 — McCall/Nelson Ex To 37 — Larry Gatlin	14+1/6 — Kenny Rogers 13 To 8 — Mickey Gilley	Ex To 34 — Don Williams Ex To 35 — Crystal Gayle
Moe Bandy Margo Smith	KHAK — CEDAR RAPIDS 1-1 — Tommy Overstreet	Ex To 50 — Kenny Dale KERE — DENVER	Ex To 38 — Kenny Fulton Ex To 40 — Mundo Earwood	19 To 9 — Don Williams 18 To 12 — Moe Bandy	Ex To 36 — Narvel Felts Ex To 37 — Asleep At The Whee
Kenny Dale Bobby Bare	Johnny Carver — Living Next Vern Gosdin	1-1 — Glen Campbell Rayburn Anthony	WIRE — INDIANAPOLIS 1-1 — Mel Tillis	24 To 14 — Larry Gatlin Ex To 37 — Terry Stafford	Ex To 38 — Larry Gatlin Ex To 39 — Jacky Ward
Billy "Crash" Craddock 12 To 4 — Johnny Duncan	Freddy Fender — Sugar Don King	12 To 5 — Ray Stevens Ex To 20 — Don Williams	Amazing Rhythm Aces Randy Barlow	Ex To 38 — Margo Smith Ex To 39 — Rayburn Anthony	Ex To 40 — Moe Bandy WKDA — NASHVILLE
26 To 18 — Emmylou Harris 30 To 25 — T.G. Sheppard	5 To 2 — Glen Campbell 8 To 3 — Elvis Presley	Ex To 24 — Eddy Arnold Ex To 26 — Larry Gatlin	Johnny Carver — Living Next Kenny Dale	Ex To 40 — Freddy Fender — The Rains WTSO — MADISON	2-1 — Glen Campbell Tina Rainford
34 To 27 — Vern Gosdin 36 To 30 — Jerry Reed	9 To 4 — Johnny Rodriquez	Ex To 29 — Mickey Gilley Ex To 30 — Bobby Goldsboro	Brenda Joyce Cristy Lane	4-1 — Charley Pride C.W. McCall	Barbara Mandrell Sherri Williams
Ex To 31 — David Allan Coe Ex To 32 — Don Williams	13 To 7 — David Rogers 14 To 8 — Tom Jones 18 To 12 — Johnny Duncan	KLAK — DENVER 4-1 — Mary Macgregor	Susan Raye Crystal Gayle	Kathy & Larry Barnes Rayburn Anthony	Dickey Lee Margo Smith
Ex To 33 — C.W. McCall Ex To 34 — Moe Bandy	24 To 16 — Sonny James 30 To 23 — Charlie Rich	Conway Twitty Johnny Carver — Living Next	18 To 12 — Marty Robbins 19 To 14 — Johnny Duncan	Kenny Dale Vivian Bell	Crystal Gayle Narvel Felts
Ex To 35 — Margo Smith Ex To 38 — Kenny Dale	Ex To 34 — Conway Twitty Ex To 35 — Emmylou Harris	Don Williams Billy "Crash" Craddock	20 To 15 — Charlie Rich — RCA 25 To 17 — Dave & Sugar	Freddy Fender Don Gibson	9 To 3 — Charley Pride 12 To 7 — Cal Smith
Ex To 39 — Bobby Bare Ex To 40 — Billy "Crash" Craddock	Ex To 38 — Donna Fargo Ex To 39 — T.G. Sheppard	Barbara Fairchild Tammy Wynette	30 To 21 — Charlie Rich — Epic 28 To 23 — Cal Smith	14 To 9 — Dave & Sugar 21 To 14 — Emmylou Harris	17 To 8 — Loretta Lynn Ex To 29 — Conway Twitty
KDJW — AMARILLO	Ex To 40 — Johnny Cash	Randy Barlow Dickey Lee	34 To 26 — Loretta Lynn 37 To 31 — Sammi Smith	26 To 18 — Little David Wilkins 29 To 21 — Mickey Gilley	Ex To 30 — Dave & Sugar Ex To 31 — Kenny Dale
11-1 — Johnny Duncan Barbara Fairchild	WAME — CHARLOTTE 4-1 — Glen Campbell	16 To 11 — Johnny Duncan 23 To 14 — Marty Robbins	42 To 36 — Conway Twitty 43 To 35 — Emmylou Harris	30 To 22 — Loretta Lynn 33 To 23 — T.G. Sheppard	WCMS - NORFOLK
Darrell Dodson Linda Cassidy	Don King Smokle	Ex To 32 — Don King Ex To 33 — Johnny Cash	Ex To 39 — Johnny Paycheck Ex To 40 — Don King	37 To 26 — Larry Gatlin 40 To 27 — Don Williams	3-1 — Mary Macgregor Ray Price
Dottie West Randy Barlow	17 To 12 — Sammi Smith 24 To 17 — Charlie Rich — Epic	Ex To 34 — John Denver Ex To 35 — T.G. Sheppard	Ex To 42 — Jeanne Pruett Ex To 43 — Mel McDaniels	41 To 28 — Barbara Fairchild 42 To 32 — Margo Smith	L. Ballard Randy Barlow
11 To 1 — Johnny Duncan 20 To 9 — Lynn Anderson	25 To 20 — Donna Fargo — WB 29 To 21 — Loretta Lynn	WDEE - DETROIT	Ex To 44 — Don Williams	44 To 33 — Moe Bandy 45 To 35 — Mel Street	Linda Hargrove Ruth Buzzy
25 To 11 — Charlie Rich — Epic 22 To 12 — Dave & Sugar	Ex To 30 — Johnny Paycheck  WJJD — CHICAGO	2-1 — Mel Tillis T.G. Sheppard	KCKN — KANSAS CITY 1-1 — Glen Campbell	Ex To 36 — Tammy Wynette Ex To 37 — Dickey Lee	Cal Smith 22 To 14 — Kenny Rodgers
28 To 18 — Mickey Gilley 32 To 24 — Kenny Dale	1-1 — Tom Jones Vern Gosdin	Vern Gosdin Johnny Cash	Tammy Wynette Dottie West	Ex To 38 — Don King Ex To 39 — Billy "Crash" Craddock	29 To 19 — Johnny Duncan Ex To 56 — Donna Fargo
38 To 28 — Emmýlou Harris 46 To 34 — Jennifer Warnes	Olivia Newton-John 18 To 10 — Johnny Duncan	13 To 7 — Kenny Rogers 17 To 12 — Johnny Duncan	Eddy Arnold Kenny Dale	Ex To 40 — Cristy Lane Ex To 41 — Jennifer Warnes	Ex To 57 — Vern Gosden Ex To 60 — Narvel Felts
48 To 35 — Don King	20 To 13 — Kenny Rogers 23 To 18 — David Rogers	22 To 13 — Marty Robbins 29 To 16 — Dave & Sugar	Red Steagall Billy "Crash" Craddock	Ex To 42 — Jeanne Pruett Ex To 43 — Johnny Cash	KNEW — OAKLAND 3-1 — Tom Jones
37 To 47 — T.G. Sheppard Ex To 39 — McCall/Nelson Ex To 41 — Don Williams	26 To 20 — Conway Twitty 28 To 23 — Dave & Sugar	24 To 20 — Gene Watson 28 To 21 — Lynn Anderson	Don Gibson Charlie Tango	Ex To 44 — McCall/Nelson Ex To 45 — Jerry Reed	David Rogers Johnny Cash
Ex To 42 — Cristy Lane Ex To 44 — Bobby Bare	Ex To 26 — Emmylou Harris Ex To 29 — Billie Jo Spears	27 To 22 — David Rogers 34 To 25 — Johnny Paycheck	15 To 6 — Moe Bandy 19 To 13 — Mickey Gilley	WMC — MEMPHIS 11-1 — Glen Campbell	Narvel Felts Randy Barlow
Ex To 45 — Vern Gosdin Ex To 48 — Margo Smith	Ex To 30 — Lynn Anderson WMAQ — CHICAGO	38 To 32 — Loretta Lynn Ex To 34 — Emmylou Harris	29 To 15 — T.G. Sheppard Ex To 16 — Jerry Reed	Don King Bobby Goldsboro	Jerry Reed T.G. Sheppard
Ex To 49 — Moe Bandy Ex To 50 — Narvel Felts	8-1 — Glen Campbell Emmylou Harris	Ex To 37 — Larry Gatlin Ex To 38 — Conway Twitty	Ex To 17 — Conway Twitty Ex To 21 — Don Williams	Jerry Reed T.G. Sheppard	Don Williams Eddy Arnold
WPLO — ATLANTA	Donna Fargo — WB Little David Wilkins	KHEY — EL PASO	Ex To 22 — Lois Johnson Ex To 28 — Jeanne Pruett	Kenny Dale Jennifer Warnes	10 To 5 — Loretta Lynn 15 To 9 — Kenny Rogers
3-1 — Charley Pride 12 To 3 — Glen Campbell 16 To 8 — Engelbert Humperdinck	Don Williams Mickey Gilley	6-1 — Tina Rainford Margo Smith Dottie West	Ex To 29 — C.W. McCall Ex To 30 — Lynn Anderson	Jenniter warnes Jeanne Pruett Bobby Bare	18 To 13 — Gene Watson 29 To 16 — Emmylou Harris
16 To 8 — Engelbert Humperdinck 14 To 9 — Johnny Duncan 15 <sup>T</sup> o 10 — Vern Gosdin	Vern Gosdin 8 To 1 — Glen Campbell	Dottie West Freddy Fender — The Rains Kathy Barnes	WDAF — KANSAS CITY 1-1 — Glen Campbell	Johnny Cash Barbara Fairchild	24 To 17 — Cal Smith 30 To 18 — Charlie Rich — Epic
17 To 11 — Vern Gosdin 17 To 11 — Johnny Rodriguez 22 To 15 — Larry Gatlin	25 To 18 — Olivia Newton-John 28 To 19 — Charley Pride	Kathy Barnes Paula Kay Evans Gene Watson	Billie Jo Spears Margo Smith	McCall/Nelson Moe Bandy	26 To 20 — Little David Wilkins 28 To 22 — Mickey Gilley
29 To 19 — Conway Twitty Ex To 27 — Don Williams	31 To 21 — Kenny Rogers 32 To 22 — Gene Watson	Terry Stafford Ann J. Morton	Johnny Carver — Living Next 11 To 6 — Johnny Duncan	Margo Smith Red Steagall	Ex To 28 — Sammi Smith Ex To 29 — Larry Gatlin
Ex To 28 — Gene Watson Ex To 29 — Moe Bandy	33 To 27 — Conway Twitty 34 To 28 — Loretta Lynn	6 To 1 — Tina Rainford 10 To 5 — Mary Macgregor	15 To 11 — Emmylou Harris 16 To 13 — Mickey Gilley	Johnny Carver — Living Next 11 To 1 — Glen Campbell	Ex To 30 — Conway Twitty  KEBC — OKLAHOMA CITY
Ex To 30 — Narvel Felts	WUBE - CINCINNATI	13 To 7 — Mel Tillis 11 To 8 — Ava Barber	Ex To 23 — David Rogers Ex To 24 — T.G. Sheppard	9 To 3 — Kenny Rogers 25 To 17 — Barbara Mandrell	4-1 — Roy Head Freddy Fender — The Rains
KVET — ASUTIN 3-1 — Sonny James	2-1 — Glen Campbell Don Williams	21 To 15 — Charley Pride	WIVK — KNOXVILLE 1-1 — Kenny Rogers	30 To 18 — Gene Watson 32 To 19 — Conway Twitty	Linda Hargove Ex To 51 — Geof Morgan
Freddy Fender Johnny Carver — Living Next	Crystal Gayle Narvel Felts	25 To 18 — Rebecca Lynn 40 To 32 — Mickey Gilley	Tammy Wynette Stella Parton	36 To 20 — Emmylou Harris 27 To 21 — Mickey Gilley	Ex To 53 — George Kent Ex To 54 — David Allan Coe
Karen Blackwell Connie Smith	T.G. Sheppard Tammy Wynette	Ex To 36 — Dale McBride Ex To 37 — Don Williams Ex To 38 — Kenny Dale	15 To 10 — Dave & Sugar 19 To 14 — Johnny Paycheck	37 To 25 — Ace Cannon Ex To 29 — Dave & Sugar	Ex To 57 — Conway Twitty Ex To 58 — Barbara Fairchild
Tammy Wynette 18 To 11 — Jacky Ward	15 To 5 — Mickey Gilley 14 To 6 — Johnny Paycheck	Ex To 39 — Don King Ex To 40 — Bucky Allred	29 To 19 — David Allan Coe 25 To 20 — Loretta Lynn	Ex To 31 — Don Williams Ex To 32 — Lois Johnson	Ex To 60 — Kenny Dale WHOO — ORLANDO
19 To 11 — Don King 31 To 21 — Kenny Dale	23 To 8 — Gene Watson 18 To 10 — Conway Twitty	KXOL — FORT WORTH	30 To 22 — Mickey Gilley Ex To 28 — Don Williams	Ex To 33 — Jacky Ward Ex To 35 — Sammi Smith	5-1 — Mary Macgregor Ben Reece
37 To 23 — T.G. Sheppard 40 To 24 — Vern Gosdin	24 To 12 — Lois Johnson 28 To 20 — Jennifer Warnes	5-1 — Mary Macgregor Red Steagall	Ex To 29 — Larry Gatlin Ex To 30 — Kenny Dale	Ex To 36 — Reba McEntire Ex To 37 — Loretta Lynn	Barbara Fairchild Moe Bandy
Ex To 25 — Don Williams Ex To 33 — Don Gibson	33 To 27 — Johnny Carver — Living Next 35 To 30 — Michael Murphey	Johnny Carver — Living Next Pal Rakes	KXLR — LITTLE ROCK 1-1 — Mary Macgregor	Ex To 40 — Statler  WWOK — MIAMI	Tammy Wynette Rayburn Anthony
Ex To 39 — Stella Parton Ex To 40 — Terry Melton	Ex To 30 — Michael Murphey Ex To 36 — Moe Bandy Ex To 31 — Little David Wilkins	Jerry "Max" Lane Rayburn Anthony	Dave Lee Brenda Lee	3-1 — Glen Campbell Don Williams	11 To 5 — Kenný Rogers 24 To 15 — Johnny Duncan
WPOC - BALTIMORE	Ex To 33 — Vern Gosdin Ex To 34 — Emmylou Harris	David Allan Coe John Wesley Ryles Dottie West	David Allan Coe Jennifer Warnes	Johnny Paycheck Moe Bandy	21 To 16 — Olivia Newton-John 25 To 17 — Charlie Rich — Epic
1-1 — Tom Jones Tammy Wynette	Ex To 35 — Lynn Anderson	Don Gibson 15 To 7 — Billie Jo Spears	Cristy Lane 19 To 12 — Donna Fargo	Margo Smith Crystal Gayle	26 To 19 — Donna Fargo — WB 27 To 21 — Marty Robbins
Lois Johnson Crystal Gale	WHK — CLEVELAND 3-1 — Glen Campbell	16 To 8 — Statler 19 To 12 — Glen Campbell	18 To 14 — Dave & Sugar 26 To 19 — Mickey Gilley	15 To 2 — Kenny Rogers 20 To 12 — Conway Twitty	30 To 23 — Loretta Lynn 31 To 25 — Mickey Gilley
Dickey Lee Barbara Fairchild	Ray Stevens Billy "Crash" Craddock	20 To 13 — Jacky Ward 22 To 17 — Mary Lou Turner	35 To 23 — Larry Gatlin 34 To 24 — Johnny Paycheck	22 To 13 — Billie Jo Spears 25 To 16 — Larry Gatlin	Ex To 37 — Emmylou Harris Ex To 39 — Conway Twitty
9 To 2 — Glen Campbell 8 To 3 — Charley Pride	Vern Gosdin Jerry Reed	26 To 18 — Kenny Rogers Ex To 49 — Johnny Cash	31 To 25 — Jacky Ward 32 To 26 — Sammi Smith	23 To 18 — Mckéy Gilley Ex To 23 — Freddy Fender — Sugar	Ex To 40 — Larry Gattin WXCL — PEORIA
13 To 8 — Olivia Newton-John 17 To 11 — Billie Jo Spears	Margo Smith Crystal Gayle Conway Twitty	Ex To 50 — Danny Wood Ex To 51 — Bobby Goldsboro	38 To 30 — Emmylou Harris 39 To 31 — Narvel Felts	Ex To 26 — McCall/Nelson Ex To 28 — Marshall Chapman	3-1 — Charlie Pride Vivian Bell
23 To 16 — Loretta Lynn 25 To 20 — Dave & Sugar 27 To 22 — Marty Robbins	Eddy Arnold Loretta Lynn	Ex To 52 — McCall/Nelson Ex To 53 — Jerry Reed	41 To 33 — Conway Twitty 43 To 34 — Don King	Ex To 30 — Narvel Felts  KTCR — MINNEAPOLIS	Billy "Crash" Craddock Eddy Arnold
30 To 24 — Johnny Paycheck 34 To 25 — Mickey Gilley	Johnny Paycheck Jeanne Pruett	Ex To 54 — Moe Bandy Ex To 55 — Jennifer Warnes	44 To 37 — Vern Gosdin Ex To 40 — Don Williams	2-1 — Mel Tillis Don Williams	Bobby Bare Kenny Dale
31 To 26 — Kenny Starr 32 To 27 — Emmylou Harris	13 To 9 — Kenny Rogers 21 To 14 — Emmylou Harris	WBAP — FORT WORTH	Ex To 42 — Johnny Cash Ex To 43 — Johnny Carver — Living	Kenny Seratt Kenny Dale	David Alian Coe Red Steagali
35 To 29 — Conway Twitty 36 To 30 — Larry Gatlin	25 To 15 — Mickey Gilley 25 To 16 — Jennifer Warnes	1-1 — Glen Campbell Dottie West	Next Ex To 46 — Don Gibson	Jerry Reed T.G. Sheppard	Tammy Wynette 14 To 6 — Marty Robbins
38 To 31 — Gene Watson 37 To 32 — Sammi Smith	28 To 17 — T.G. Sheppard 29 To 23 — Larry Gatlin	Vern Gosdin Margo Smith	Ex To 47 — Barbara Fairchild Ex To 48 — Joni Lee	Vern Gosdin Crystat Gayle	22 To 15 — Billie Jo Spears 24 To 16 — Gene Watson
39 To 34 — T.G. Sheppard 40 To 35 — Jeanne Pruett	30 To 25 — Gene Watson Ex To 26 — Don Williams	Red Steagall Dickey Lee	Ex To 49 — C.W. McCall	17 To 10 — Johnny Duncan 22 To 13 — Dave & Sugar	27 To 19 — Charlie Rich — Epic 30 To 25 — Loretta Lynn Ex To 31 — Emmylou Harris
Ex To 33 — Moe Bandy Ex To 36 — Narvel Felts	Ex To 27 — Donna Fargo — WB Ex To 28 — Narvel Felts	T.G. Sheppard Freddy Fender — The Rains	KFOX — LONG BEACH 2-1 Mel Tillis	24 To 19 — Little David Wilkins 28 To 22 — Mickey Gilley	Ex To 31 — Emmylou Harris Ex To 32 — Jacky Ward Ex To 33 — Kenny Starr
Ex To 37 — Billy "Crash" Craddock Ex To 38 — Charly McLain	KBOX — DALLAS 3-1 — Steve Young	27 To 11 — Mickey Gilley 29 To 12 — Conway Twitty	John Denver Vivian Bell	29 To 24 — Loretta Lynn Ex To 14 — Cal Smith	Ex To 33 — Kenny Starr Ex To 34 — Kenny Seratt Ex To 35 — Jeanne Pruett
Ex To 39 — Donna Fargo — WB  WYDE — BIRMINGHAM	Bobby Bare Sonny James	28 To 13 — Loretta Lynn 41 To 20 — Johnny Paycheck	Red Steagall Dickey Lee	Ex To 21 — Johnny Paycheck Ex To 23 — Sammi Smith	Ex To 35 — Jeanne Pruett WRCP — PHILADELPHIA
7-1 — Mickey Gilley Tammy Wynette	Burton Cummings Marshall Tucker Band	34 To 29 — Dale McBride Ex To 28 — Kenny Dale	Bobby Bare Cristy Lane	Ex To 27 — Larry Gatlin Ex To 28 — Emmylou Harris	2-1 — Mary Macgregor Sammi Smith
Dottie West	McCall/Nelson Bobby Goldsboro	Ex To 35 — Don Williams Ex To 36 — Larry Gatlin	18 To 12 — Kenny Rogers 27 To 13 — Emmylou Harris	Ex To 30 — Billy "Crash" Craddock  WUNI — MOBILE	Emmylou Harris Jennifer Warnes
Jacky Ward LaWanda Lindsey Vivian Bell	Asleep At The Wheel Tina Rainford	Ex To 40 — Mary Lou Turner Ex To 42 — Moe Bandy	30 To 23 — Donna Fargo — WB 33 To 25 — Charlie Rich — Epic	1-1 — Kenny Rogers Freddy Fender — The Rains	Mickey Gilley 12 To 7 — Johnny Rodriguez
Mel McDaniels Gene Watson	Johnny Carver — Living Next 20 To 8 — Kenny Dale	Ex To 44 — Jeanne Pruett Ex To 46 — Kenny Seratt	34 To 28 — T.G. Sheppard 40 To 34 — Eddy Arnold	Johnny Carver — Living Next Don Gibson	15 To 11 — Cat Smith Ex To 14 — Kenny Rogers
Don King 20 To 4 — Glen Campbell	21 To 10 — Kenny Dale 21 To 10 — Gene Watson 25 To 15 — Jennifer Warnes	KENR — HOUSTON 1-1 — Glen Campbell	Ex To 26 — Sonny James Ex To 29 — Don Williams	Cristy Lane Don Williams	Ex To 15 — Sonny James Ex To 18 — David Rogers
19 To 7 — Gren Campbell 19 To 7 — Loretta Lynn 31 To 17 — T.G. Sheppard	26 To 16 — Billie Jo Spears 28 To 18 — Parker McGee	Margo Smith Dickey Lee	Ex To 36 — Freddy Fender — Sugar Ex To 37 — Margo Smith	Billy "Crash" Craddock 8 To 5 — David Rogers	KWJJ — PORTLAND 5-1 — Johnny Rodriguez
32 To 22 — Larry Gatlin 34 To 28 — Conway Twitty	29 To 18 — Loretta Lynn	Dottie West Freddy Fender — The Rains	Ex To 39 — Billy "Crash" Craddock Ex To 40 — Vern Gosdin	15 To 8 — Johnny Paycheck 24 To 15 — Charlie Rich — Epic	Conway Twitty T.G. Sheppard
Ex To 39 — Dickey Lee Ex To 40 — Stella Parton	WONE — DAYTON 5-1 — Charley Pride Ava Barber	Tammy Wynette KIKK — HOUSTON	KLAC — LOS ANGELES 1-1 — Mary Macgregor	30 To 20 — Kenny Dale 28 To 22 — Emmylou Harris	Jerry Reed Don Gibson
WCOP — BOSTON 4-1 — Mary Macgregor	Ava Barber Brenda Lee Dickey Lee	1-1 — Glen Campbell Cal Smith	14 To 7 — Kenny Rogers 19 To 8 — Johnny Duncan	Ex To 25 — Conway Twitty Ex To 27 — Loretta Lynn Ex To 28	Red Steagall Billy Parker Billy "Grant" Grand dool
David Rogers	5 To 1 — Charley Pride 7 To 2 — Glen Campbell	Linda Hargrove Freddy Fender — The Rains	17 To 10 — Marty Robbins 22 To 16 — Dave & Sugar	Ex To 28 — Vern Gosdin Ex To 29 — Dickey Lee Ex To 20 — Mickey Cillor	Billý "Crash" Craddock Vern Gosdin
Conway Twitty Johnny Cash Jennifer Warnes	7 To 2 — Glen Campbell 19 To 6 — Marty Robbins 17 To 9 — Johnny Duncan	Dickey Lee Tammy Wynette	21 To 17 — Billie Jo Spears 25 To 18 — Donna Fargo — WB	Ex To 30 — Mickey Gilley  WBAM — MONTGOMERY	Don Williams Cristy Lane
Jennifer Warnes 13 To 7 — Statler 18 To 11 — Marty Robbins	23 To 14 — Gene Watson	Eddy Arnold  KNUZ — HOUSTON	29 To 20 — Gene Watson 28 To 21 — Charlie Rich — Epic	1-1 — Kenny Rogers Ray Price	Johnny Carver — Living Next 20 To 10 — Sonny James
19 To 12 — Marty Hobbins 19 To 12 — Sonny James 20 To 13 — Kenny Rogers	25 To 16 — Charlie Rich — Epic 40 To 33 — Larry Gatlfn 43 To 36 — Narvel Felts	1-1 — Glen Campbell Narvel Felts	32 To 22 — Little David Wilkins 37 To 27 — Loretta Lynn 35 To 28 — Mickey Gilley	Kenny Dale Vivian Bell	27 To 14 — Marty Robbins 32 To 24 — Dave & Sugar 37 To 30 — Sammi Smith
22 To 14 — Johnny Duncan 25 To 18 — Dave & Sugar	44 To 37 — Johnny Cash 48 To 38 — Jerry Reed	LaWanda Lindsey Freddy Fender — Sugar Coated	35 To 28 — Mickey Gilley 42 To 32 — Emmylou Harris 44 To 37 — Larry Gatlin	Johnny Carver — Living Next 20 To 11 — Johnny Paycheck	40 To 30 — Sammi Smith 40 To 31 — Loretta Lynn Ex To 36 — Larry Gatlin
26 To 19 — Dave & Sugar 26 To 19 — Lois Johnson 28 To 23 — Lynn Anderson	46 To 38 — Jerry Reed 50 To 39 — Don Williams 46 To 41 — T.G. Sheppard	Connie Smith Johnny Carver — Living Next	44 To 37 — Larry Gatlin 53 To 39 — Conway Twitty Ex To 53 — Margo Smith	24 To 18 — Jennify Paycheck 24 To 18 — Jennifer Warnes 25 To 20 — John Wesley Ryles	Ex To 36 — Larry Gatlin Ex To 37 — Jacky Ward Ex To 38 — Emmylou Harris
	47 To 42 — Vern Gosdin	7 To 3 — Billy Parker	Ex To 54 — Red Steagall	32 To 24 — Conway Twitty	
29 To 24 — Emmylou Harris Fx To 25 — Gene Watson	49 To 44 — Moe Bandy	18 To 6 — Mickey Gilley	Ex To 55 — Bobby Bare	33 To 27 — Rene Sloan	(continued on page 51)

### **COUNTRY COUNCING**

Charlie Daniels was one of the many celebrity guests at the Marshall Tucker and Emmylou Harrls concert Feb. 26 at the Municipal Auditorium, singing a couple of his own songs with the Tucker Band. He was unable to add fiddle, though, due to an injury to his hand sustained while trying to crack a walnut with his hunting knife. He continued playing dates following the accident but underwent corrective surgery a few weeks later and had his hand bandaged. But the accident didn't stop him from producing an album with Jim Owen and Hank Williams Drifting Cowboys, recorded at Woodland studio recently. Owen is becoming famous for his Hal Holbrook-like one-man stage portrayal of Hank Williams

Following her set at the auditorium, Emmylou Harris surprised the audience at the Pizza Place by appearing to hear Townes Van Zandt and singing three songs with her guitarist, Rodnev Crowell.

Vassar Clement has completed his new album for MCA, with Neil Wilburn producing, at American Studio. The album is a collection of original and standard tunes, done with a jazz flavor sure to inspire a shuffle. Clement and his band are now on a tour of California and Colorado with plans to return later in March.

Capitol Records, Hank Magazine and B.S. Productions of Nashville will sponsor the first of a series of music industry symposiums March 27. Roger Sovine of BMI will moderate the question and answer session consisting of panelists Buzz Cason of Creative Workshop, Steve Singleton of OAS, Don Putnam of Peer-Southern and artist Lee Clayton commenting on the publishing business in Nashville. Written questions will be chosen at random with complimentary albums from Capitol given to those whose questions are

Ron Blackwell, Porter Wagoner's bass player of six years, makes his single debut on Capitol Records this month with "A World Without Music.

Bob Luman completes his first album since his close brush with death in 1976. "Bon Luman Alive And Well" on Epic is a product of Luman's studio collaboration with Johnny Cash. The album includes Cash's "Hey Porter" and "I Still Miss Someone.

Lynn Anderson has been invited to make a second guest appearance on "Starsky and Hutch." Lynn's initial appearance on the program will air March 12.

Sonny James recently completed his "You're Free To Go" LP for Columbia and will make a guest appearance on "The Donny and Marie Show" March 18.

June Carter Cash was presented with an Honorary Doctor of Humane Letters degree from National University in San Diego. The degree presentation was made to June at The House of Cash in Hendersonville, Tenn., by Dr. David Chigos of the National University.

ABC/Dot Records producer Ron Chancey made what may be an unprecedented move in country music when the label released **Johnny Carver's** version of "Living Next Door To Alice" on top of his single "Sweet City Woman." **Carver** and **Chancey** recorded "Living Next Door To Alice," a song recorded by the English group Smokie, when a few country stations began playing the version by the pop group.

Nat Stuckey and Little David Wilkins will be departing from Miami March 20 on the luxury liner "Monarch Star," which ports in the Caribbean and South America, with Larry Gatlin, Freddy Weller and Bobby Borchers also performing on the cruise.

Roy Clark will co-host "The Mike Douglas Show" from Philadelphia March 14-16.

Three-time Grammy winners The Oak Ridge Boys have a special for PBC-TV awaiting spring release. The group will be touring the midwest in late March and will return to England April 9 to perform at the Wembley Festival.

Kenny Starr has compiled what may be the most unique mailing list ever assembled, containing the names and addresses of some of the most famous elephants in "pachyderm history." Starr mailed his recording of "Me and the Elephants" to elephants in zoos across the country. Recipients include "Tundra and Sundra" of Topeka, Kansas; "Oi Diamond" of Knoxville, Tenn; and "Laverne" of the Bronx in New York.

The National Association of Recording Arts and Sciences (NARAS) and United Artists hosted the third of a series of benefits at George Jones' Possum Hollar March 7. The benefits, initiated to raise funds for the association, featured UA talent like Johnny Wright, **Dottle West, Billie Jo Spears, Crystal Gayle** and **Kenny Rodgers,** who performed before a full house of industry people and the general public.

Tompall Glaser's Band of Outlaws was increased by one when Lash LaRue went into the studio to cut some radio spots for Tompall and his outlaw band. LaRue, a cowboy star of the '40s and '50s who dressed in black and used a whip instead of a six-gun in the old movies, recently returned to L.A. to pick up the reins of his acting career

### **ASCAP Meeting Set For Nashville**

NASHVILLE - The American Society of Composers, Authors and Publishers (ASCAP) will hold its second membership

meeting on March 16 at 4:00 p.m. in the Hyatt Regency, announced ASCAP's southern regional director, Ed Shea.



WYNETTE IN SEATTLE — Epic recording artist Tammy Wynette made a recent concert appearance at the Paramount Theater in Seattle. After the show, a party was held in her honor at Rossilini's. Pictured at the gathering are (I-r): Al Bergamo, Seattle branch manager of CBS; Don Cannon, music director for KOMO; Steve West, program director for KJR; Dan Walder; CBS Records western region marketing manager; Tammy Wynette; Ben Payton, program director for KAYO; and Larry Gatlin, who appeared in the show with Tammy.

### **Across-The-Board Radio Airplay Linked To Nonclassification**

#### by Carmen Adams

NASHVILLE — "Right Time Of The Night" recorded by Jennifer Warnes for Arista proves that if you don't categorize good songs when promoting them, you can get across-the-board airplay. Written by Pete McCann for ABC Music, Inc., "Right Time Of The Night" is currently 31\* pop and 70\* country on the Cash Box music charts and is the second most added record according to Cash Box most added pop radio analysis

### Capitol Plans Meet

NASHVILLE - Capitol Records will cosponsor, March 27, the first in a series of programs combining a symposium on the music business with a showcase performance by a major label artist, according to Cathy Roszell, assistant director of publicity at Capitol. The first program will feature a symposium on "The Hows, Whys and Whats of Music Publishing," and a showcase by Capitol's Lonnie Mack.

The music publishing symposium will be moderated by Roger Sovine, assistant vicepresident of BMI here, and will include panelists Bob Beckham, president of Combine Music; Buzz Cason, owner of Creative Workshop; Steve Singleton, co-director of OAS Music Group; Don Putnam, professional manager of Peer-Southern; and songwriter/singer Lee Clayton

The entire series is sponsored by BS Productions, a sound and lighting company based here, and Hank Magazine, a local consumer-oriented music publication, with a different record label sponsoring each individual program

"We've been pitching songs like that out of Nashville for the last five years with the Lambert & Potter catalog," commented Diane Petty, professional manager for ABC Music, Inc. in Nashville. "Glen Sutton took the song for Lynn Anderson to cut on her next album," Ms. Petty continued. "Whenever a producer takes a chance on one of those songs — even if it was a popsong on a country artist - it makes it worthwhile because it's a chart record. For example, Skeeter Davis had a top 10 record on "One Tin Soldier" on RCA. Anthony Armstrong Jones and Conway Twitty had chart records on "Cryin' Shame," which was a pop hit for Gail McCormick. Then Barbara Fairchild had a hit on "You've Got Me Under That Spell Again." Another current example is "Me And The Elephants" recorded by Kenny Starr, Bobby Goldsboro and Gene Cotton.

ABC Music Productions got involved to break the record country, recruiting help from Nashville, and now they are getting country airplay, according to Ms. Petty. Songwriter Pete McCann commented, "I work closely with my publisher Hal Yourgler, vice president of ABC Music in Los Angeles, and they work closely with their Nashville office."

Pete McCann will release a single entitled "Do You Want To Make Love" produced by Yourgler for ABC Productions and leased to 20th Century Records in mid-March. The song is written in the same vein as "Right Time Of The Night" and similar across-the-board promotion initiated by ABC Productions and 20th Century will attempt to repeat the success of "Right Time Of The Night.

### TWO **FROM** CON BRIO "with enthusiasm"

"I'VE GOT YOU" (to come home to)



**DON KING** BILL BOARD 49 - 36 RECORD WORLD 66 - 50 CASH BOX 66 - 56

"I'M SAVIN UP SUNSHINE"



**DALE McBRIDE** BILLBOARD 94 - 79 RECORD WORLD 90 — 84 **CASH BOX 97 — 92** 

LOOK FOR DALE McBRIDE'S **NEW ALBUM** "THE ORDINARY MAN ALBUM" **CBLP #051** 



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### econtracting less jestems-cally my destems

#### FREDDY FENDER (ABC/Dot DO 17686)

Sugar Coated Love (2:48) (Excellorec Music/Crazy Cajun Music — BMI) (Jody Miller)
The Rains Came (2:17) (Crazy Cajun Music — BMI) (H. Meaux)

Take your pick! Both sides equally good with the nostalgic sound of the '50s rock. "Sugar Coated Love" carries an up-tempo beat, while "The Rains Came" nods toward a slow stroll stroke. Both from his forthcoming LP, "The Best Of Freddy Fender," produced by Heuy Meaux.

#### TAMMY WYNETTE (Epic 8-50349)

(Let's Get Together) One Last Time (2:27) (Algee Music — BMI) (B. Sherrill, G. Richey) Tammy awards a grand vocal performance on this intimate love song, produced by Billy Sherrill, for top chart action.

#### RAY PRICE (Columbia 3-10503)

Help Me (3:33) (First Generation Music — BMI) (L. Gatlin)

A soothing musical flow of "prayer style" lyrics by Larry Gatlin. Produced by Don Lawfor top FM listening.

#### DICKEY LEE (RCA JH 10914)

If You Gotta Make A Fool Of Somebody (3:00) (God Songs, Inc. — BMI) (Rudy Clark)

With a late fifties pop style mixed with a bluesy framework, this delightfully different production by Roy Dea, with Lee's vocal talents, should bring much attention in both country and pop programming.

### CONNIE SMITH (Columbia 3-10501)

The Latest Shade Of Blue (2:51) (Milene Music — BMI) (E. Raven)

Connie is singin' the blues with heart and soul to a solid country backing on this Eddie Raven-penned tune. Produced by Ray Baker for top box and chart action.

#### **RED SOVINE** (Starday SD152)

I'm Only Seventeen (4:15) (Power Play Music — BMI) (Arr. M. Lytle, T. Hill)

With a slow moving backup, it's a chilling story of life after death done recitation style. A sure bet for both box and chart plays. Produced by Tommy Hill.

#### MARSHALL TUCKER BAND (Capricorn CPS 0270)

Heard It In A Love Song (3:30) (No Exit Music — BMI) (Toy Caldwell)

Already receiving heavy airplay with this fast moving, spirit lifting musical excursion destined for top progressive programming. Produced by Paul Hornsby.

#### RAYBURN ANTHONY (Polydor PD 14380)

Lonely Eyes (2:35) (Hall-Clement Music — BMI) (Bob McDill)

Aimed straight at the boxes, this Bob McDill tune is set to a light, up-tempo beat. Produced by Bobby Bare.

#### ORIGINAL TEXAS PLAYBOYS (Capitol P-4401)

Gambling Polka Dot Blues (2:24) (Peer International — BMI) (Jimmie Rodgers)

From the LP "The Late Bob Wills" Original Texas Playboys Today" comes this easy Texas swing tune for top box and chart action.

#### RANDY BARLOW (Gazelle IRDA 381)

Kentucky Woman (2:25) (Tallyrand Music — BMI) (Neil Diamond)

Randy Barlow delivers a solid performance on this familiar Neil Diamond hit given a progressive instrumental backing. Produced by Fred Kelley for plus listening.

#### HANK LOCKLIN (Plantation PL 151)

You Love Me Don't Cha' (2:58) (Jeannie C. Riley Music — BMI) (Jeannie C. Riley)

Bright, up-tempo rock-a-billy beat with heavy emphasis on the instrumental track. This Jeannie C. Riley number should bring many box plays. Produced by Shelby Singleton.

### DIANA WILLIAMS (Capitol 4400)

Old Fashioned Love Song (2:31) (Cedarwood Pub. Co. — BMI) (Williams, Dilley, Williams) From the LP "Diana Williams," this spirited number has the sound of top charting Produced by Bill Denny, it is an excellent country tune.

#### KATHY BARNES (Republic IRDA R376)

Catch The Wind (2:30) (Southern Music Co. — ASCAP) (Donovan)

Crisp vocals on this old favorite set to a soft folk-style beat with excellent instrumental backing. Produced by Dave Burgess.

#### GENE MacLELLAN WITH ANNE MURRAY (Capitol P4402)

Shilo Song (2:22) (Beechwood Music — BMI) (Gene MacLellan)

Tasty folk-style vocals by MacLellan and Murray, top-notch lyrics and production by John Capek make for great listening.

#### WENDEL ATKINS (Hitsville H6050)

I Will (2:47) (Dunhill Music — BMI) (O. Solomon)

A progressive country bid with Ray Ruff production. The title tells the tale of this tune from the LP "Sundowners."

#### CAROL CHANNING & WEBB PIERCE (Plantation PL 149)

**Got You On My Mind** (2:42) (Shelby Singleton Music — BMI) (Howard Biggs, Joe Thomas) Reminiscent of a '50s stroll, this slow beat production by Shelby Singleton should bring many box and chart plays.

### JIMMY NALL (Monument 45-213)

Love Got In The Way (2:51) (Pi-Gem Music — BMI/Chess Music — ASCAP) (Don Goodman, Bud Reneau)

Hard country, jukebox style with a lovin' and learnin' story line. Produced by Charlie McCoy for top box plays.

#### LINDA CASSADY (Cin-Kay 116)

I Don't Hurt Anymore (2:15) (Rumbalero Music — BMI) (J. Rollins, D. Robertson)

A solid country ballad enhanced by a fine vocal performance by Linda. Sounds like another good one for the jukeboxes.

### KEN WESTON (Phono P2642)

Call Me A River, Call Me A Train (2:12) (Pi-Gem Music — BMI) (Jeff Morgan)

A fast-moving, toe-tapper with a solid instrumental track. Produced by Lamar Morris for plenty of spins on the boxes and up the charts.



















### EARL SCRUGGS REVUE — Live! From Austin City Limits — Columbia PC 34464 — Producer: Ron Bledsoe — List Price: 6.98

Produced during a live television broadcast in Austin, Texas, "Live! From Austin City Limits" (the TV show's title) marks the group's best effort yet as a musical family. The Scruggs reputation as fine musicians is certainly evident on this LP, which contains excellent banjo solos as well as strong vocal work. AOR and country stations will be certain to pick up on selected cuts on the LP, with airplay likely on "I Shall Be Released" and "Everybody Wants To Go To Heaven."

### JODY MILLER — Here's Jody — Epic KE 34446 — Producer: Jerry Crutchfield — List Price: 5.98

An album of the highest quality, Jody Miller's work gets stronger and stronger with each new release. She has always been an artist who excelled in working with backup groups and instruments and that, along with her perfected lyrical interpretations, makes this album one that country programmers will find hard to put down. "Roll Me On The Water" and "Spread A Little Love Around" are the LP's strongest cuts, with the latter a likely candidate for the kind of surprise hit Freddie Hart experienced a few years ago with "Easy Lovin'."

### MOE BANDY — I'm Sorry For You, My Friend — Columbia KC 34443 — Producer: Ray Baker — List Price: 5.98

Evenly divided between ballads and uptempo material, Moe Bandy's latest LP should prove to be a very pleasing item for strict country programmers. Chorus on "So Much For You, So Much For Me," a divorce tearjerker, allows Bandy to work effectively with background singers and instruments, while "I'm Sorry For You. My Friend" features an old-time country sound somewhat reminiscent of the Hank Williams style. The album's best programming tune, "She's An Angel" should receive immediate airplay.

### CHARLY McCLAIN — Hee's Charly McClain — Epic KE 34447 — Producer: Larry Rogers — List Price: 5.98

Two standout tunes on this first time solo album by Charly McClain, "Pride And Sorrow" and "Hasten Down The Wind," will most likely be picked up by country, as well as AOR programmers. Alert music director ears will no doubt pick up strains of Connie Smith and Dolly Parton in McClain's vocals, but overall the album's lyrics, complemented by excellent production and arrangements. make this one a choice programming item,

### GLEN CAMPBELL — Southern Nights — Capitol SO 11601 - Producer: Gary Klein

Featuring his current hit single "Southern Nights," this package blends progressive country and pop through lyrics of love, happiness and heartbreak. The arrangement of each selection gets full vocal support from this talented artist. Selections include "This Is Sarah's Song," "For Cryin' Out Loud," "God Only Knows," "Sunflower," "Guide Me," "Early Morning Song," "(I'm Getting) Used To Crying," "Let Go" and "How High Did We Go?"

### DOUG KERSHAW — Flip Flop Fly — Warner Bros. BS 3025 — Producer: Johnny Sandlin

Something for everyone here. It's bluegrass, progressive country, Texas swing and solid country all wrapped up into one great package. A captivating instrumental track fully supported in each selection by the uncluttered vocal accompaniment of Kershaw. Selections include "Rag Mama Rag," "Louisiana Blues," "Flip Flop Fly," "Twenty Three," "You Won't Let Me," "I'm Walking," "Bad News," "Black Rose," "I'm A Loser," "Kershaw's Two Step" and "Roly Poly."

### GENE CLARK — Two Sides Of Every Story — RSO RS 1-3011 — Producer: Thomas Jefferson Kay

The arrangements are neat, the vocal delivery earthy, and the material is a blend of progressive rock, bluegrass, country and folk. With seven out of 10 self-penned cuts, it's an excellent offering for country programming. Selections include "Home Run King." "Lonely Saturday." "In The Pines," "Kansas City Southern," "Give My Love To Marie," "Sister Moon," "Marylou," "Hear The Wind," "Past Addresses" and "Silent Crusade."

### CLAY SMITH — Decoupage — Monument MC 6646 — Producer: Fred Foster

Opening with the title song "Decoupage," this LP blends a mixture of soft mood music, progressive country and spices of rock. Featuring many of his own tunes, this is clearly one of the best entries of the week. Clay Smith carries an excitingly distinct vocal style on each selection. Other tunes include "Memories Of You And I." "My Girl," "Where I'm Bound," "Rainbow Love," "The Party's Over," "The Girl's Alright With Me," "Follow The River," "It's Ending" and "Jo-Anne."

#### REBA LADY — Greentree R3419 — Producer: Phil Johnson

An excellent showcase of her songwriting/singing talents in this album providing a collection of inspirational messages given in a pure country gospel style. Selections include "Lady," "He Gives Me Joy," "Shepherd's Song," "Wonderful," "Lift Him Up," "The Land Of Oohs And Ahs," "Somewhere Over The Rainbow," "Ain't Givin' Up," "Sweet Jesus Peace," "Velvet Sunshine Morning" and "Just As I Am."

# CASH BOX TOP 100 COUNTRY

Week On 3/12 Char On Chart 3/12 3/12 Chart 1 HEART HEALER MEL TILLIS (MCA 40667) 36 LIARS ONE, BELIEVERS ZERO 70 IF YOU GOTTA MAKE A FOOL OF 16 SOMEBODY SOME BROKEN HEARTS NEVER 2 SHE'S JUST AN OLD LOVE DICKEY LEE (RCA PB 10914) TURNED MEMORY
CHARLEY PRIDE (RCA PB 10875) 71 SUNDAY SCHOOL TO MEND BROADWAY
ANNE MURRAY (Capitol 4375) DON WILLIAMS (ABC/Dot DO 17683) 3 SOUTHERN NIGHTS
GLEN CAMPBELL (Capitol 4376) 53 3 38 TWO LESS LONELY PEOPLE REX ALLEN JR. (Warner Bros. 8297) 52 30 72 GOOD OLD FASHIONED 39 WHISPERS BOBBY BORCHERS (Playboy 6092) SAY YOU'LL STAY UNTIL SATURDAY NIGHT BARROOM 27 15 40 RIDIN' RAINBOWS
TANYA TUCKER (MCA 40550) TOMORROW BRAWLS VERNON OXFORD (RCA PB 10872) TOM IONES (En 9 5 TORN BETWEEN TWO LOVERS 73 CHEROKEE FIDDLE
MICHAEL MURPHEY (Epic 8-50319) 49 41 SAM OLIVIA NEWTON-JOHN (MCA 40670) 37 (Ariola America/Capitol 7638) 10 **42 LOVIN' ON**T.G. SHEPPARD (Hitsville/Motown 6053F) 6 LUCILLE KENNY ROGERS (United Artists UA XW 929Y) 74 LET ME LOVE YOU ONCE BEFORE YOU GO
BARBARA FAIRCHILD (Columbia 3-10485) 7 MOODY BLUE ELVIS PRESLEY (RCA PB 10857) 43 TEXAS ANGEL JACKY WARD (Mercury 73880) 44 A MANSION ON A HILL RAY PRICE (ABC/Dot DOA 17666) 50 13 DESPERADO 75 DADDY, THEY'RE PLAYIN' A SONG ABOUT YOU
SERAIT (Hitsville/Motown 6049F) 36 15 45 CHEATIN' OVERTIME
MARY LOU TURNER (MCA 40674) 78 9 IFLOVE WAS A BOTTLE OF WINE 46 YESTERDAY'S GONE
VERN GOSDIN (Elektra 45353) 46 **76 BLUEST HEARTACHE OF THE** 12 10 CRAZY 59 47 THE FEELIN'S RIGHT
NARVEL FELTS (ABC/Dot DOA 17680) LINDA RONSTADT (AS KENNY DALE (Capitol 4389) 11 DON'T THROW IT ALL AWAY
DAVE & SUGAR (RCA PB 10876) 77 TRYIN' TO FORGET ABOUT YOU CRISTY LANE (LS/GRT 110) 48 NEW KID IN TOWN
EAGLES (Asylum 45373) 56 6 86 2 78 MY SWEET LADY

JOHN DENVER (RCA PB 10911) 12 HE'LL PLAY THE MUSIC, BUT 42 10 49 MIDNIGHT ANGEL

PARA MANDRELL (ABC/Dot DOA 17668) YOU CAN'T MAKE HIM DANCE 79 I LEFT MY HEART IN SAN 13 THE MOVIES
THE STATLER BROTHERS (Mercury 73877) 40 14 FRANCISCO
RED STEAGALL (ABC/Dot DO 17684) 50 I'M SORRY FOR YOU, MY FRIEND 9 89 51 LOVE'S EXPLOSION
MARGO SMITH (Warner Bros. 8339) 14 YOU'RE FREE TO GO
SONNY JAMES (Columbia 3-10466) 80 LAY SOMETHING ON MY BED BESIDES A BLANKET
CHARLY McCLAIN (Epic 8-50338) 62 3 52 ME & THE ELEPHANTS
KENNY STARR (MCA 40672) 15 ADIOS AMIGO MARTY ROBBINS (Col 81 ALL THE SWEET
MEL McDANIELS (Capitol 4373) 6 54 53 JUST A LITTLE THING
CRADDOCK (ABC/Dot DO 17682) 16 I JUST CAME HOME TO COUNT 82 I'LL DO IT ALL OVER AGAIN
CRYSTAL GAYLE (United Artists UA XW 948Y) 64 3 THE MEMORIES
CAL SMITH (MCA 40671)
17 I'M GONNA LOVE YOU RIGHT 54 I'M LIVING A LIE
JEANNE PRUETT (MCA 40678) 83 WIGGLE WIGGLE
RONNIE SESSIONS (MCA 40624) 60 SAYING HELLO, SAYING I LOVE 58 18 OUT OF THE WORLD 84 LILY DALE

DARRELL McCALL & WILLIE NELSON
(Lone Star/Columbia 3-10480) YOU, SAYING GOODBYE

JIM ED BROWN & HELEN CORNELIUS

18CA PR 10822) 18 WRAP YOUR LOVE AROUND 44 85 EVERY WORD I WRITE YOUR MAÑ LYNN ANDERSON (Columbia 3-10467) 20 56 I'VE GOT YOU (TO COME HOME Artists UA XW 946Y) 9 19 PAPER ROSIE

GENE WATSON (Capitol 4378) TO 86 RODEO BUM DON KING (Con Brio 116) 66 3 57 SWEET CITY WOMAN
CARVER (ABC/Dot DOA 17675) 20 IT COULDN'T HAVE BEEN ANY 87 STRAWBERRY CURLS BETTER
JOHNNY DUNCAN (Columbia 3-10474) 26 58 WHY LOVERS TURN TO 88 FAN THE FLAME, FEED THE FIRE 21 I'M NOT EASY
ON THE IO SPEARS (United Artists UA XW 935Y) 6 STRANGERS
FREDDIE HART & THE HEARTBEATS
(Capitol 4363) 89 WAITIN' AT THE END OF YOUR 45 16 22 YOUR PRETTY ROSES CAME RUN 59 RIGHT TIME OF THE NIGHT AVA BARBER (Ranwood 1071) TOO LATE
LOIS JOHNSON (Polydor 14371) 22 91 70 90 RUBY'S LOUNGE BRENDA LEE (MCA 40683) 60 AUDUBON 23 THERE SHE GOES AGAIN JOE STAMPLEY (Epid C.W. McCALL (Polydor 14377) 63 (Epic 8-50316) 91 KENTUCKY WOMAN 14 61 (LET'S GET TOGETHER) ONE 24 EASY LOOK CHARLIE RICH (Epic 8-50328) LAST TIME
TAMMY WYNETTE (Epic 8-50349) 6 92 I'M SAVIN' UP SUNSHINE
DALE McBRIDE (Con Brio CBK 117) 25 SHE'S PULLING ME BACK AGAIN
MICKEY GILLEY (Playboy 6100) 80 62 SUGAR COATED LOVE/THE 93 THE ANGEL IN YOUR ARMS
VIVIAN BELL (GRT 118) 26 SHE'S GOT YOU LORETTA LYNN (MCA 40679) 33 5 RAINS CAME FREDDY FENDER (ABC/Dot DO 17686) 27 MOCKINGBIRD HILL
DONNA FARGO (Warner Bros. 8305) 76 94 DO THE BUCK DANCE
RITHY FALLS (Fifty States FS 50) 63 I NEED YOU ALL THE TIME 6 28 LOVING ARMS
SAMMI SMITH (Elektra 45374)
29 (YOU NEVER CAN TELL) C'EST 95 GET CRAZY WITH ME RAY STEVENS (Warner Bros. 8318) 64 THE LAST GUNFIGHTER BALLAD 96 LORD IF I MAKE IT TO HEAVEN JOHNNY CASH (Columbia 3-10483) EMMYLOU HARRIS (Warner Bros. 8239) (CAN I BRING MY OWN ANGEL 39 65 LATELY I'VE BEEN THINKIN' TOO 30 SLIDE OFF YOUR SATIN SHEETS
JOHNNY PAYCHECK (Epic 8-50334) MUCH LATELY
DAVID ALLAN COE (Columbia 3-10475) ALONG) 6 BILLY PARKER (SCR SC 136) 31 UNCLOUDY DAY
WILLIE NELSON (Columbia 3-10453) 68 69 97 BLUE EYES CRYING IN THE RAIN 66 SEMOLITA 12 32 PLAY, GUITAR PLAY
CONWAY TWITTY (MCA 40682) 14 JERRY REED (RCA PB 10893) 98 OUT OF MY MIND CATES (Caprice 2030) 67 AFTER THE LOVIN'
EN GELBERT HUMPERDINCK (Epic 8-50270) 33 ANYTHING BUT LEAVIN' 75 13 99 MR. HEARTACHE
STIGAN RAY (United Artists UA XW 934Y) 68 LIVING NEXT DOOR TO ALICE
ICHAINY CARVER (ABC/Dot DO 17685) Monument 212) 34 NEAR YOU GEORGE JONES & TAMMY WYNETTE (Epic 8-50314) 100 LOVE DOESN'T LIVE HERE 69 LOOK WHO I'M CHEATING ON 35 MY MOUNTAIN DEW
CHARLIE RICH (RCA PB 10859) 14 ANYMORE
RANDY CORNOR (ABC/Dot DOA 17676) 77 TONIGHT BOBBY BARE (RCA PB 10902) - ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

ALITAL	SETTEED TOT TOO GOOD TOT GITTEE	C (INCEODING I ODEIGHENO AND EIG	PENSEES,
	I Just (Contention — SESAC)		Some Broken (Maplehill/Vogue — BMI)
After The Lovin' (Silver Blue — ASCAP/	Left (General — ASCAP)	Midnight (Music City — ASCAP)	Southern Nights (Warner Tamerlane/
	I Need You (House of Bryant — BMI)	Mockingbird Hill (Southern — ASCAP)	Marsaint — BMI)
All The Sweet (Combine — BMI/	l'il Do It (Hall-Clement/Vogue — BMI	Moody Blue (Screen Gems-Col./	Strawberry Curls (United Artists — ASCAP) 87
	I'm Gonna (Singletree — BMI)	Sweet Glory — BMI) 7	Sugar Coated (Excellorec/Crazy Cajun — BMI) 62
A Mansion On The Hill (Milene — ASCAP) 44	I'm Living (Yogue/Maple Hill — BMI) 54	Mr. Heartache (Pi-Jem — BMI)	Sunday School (Mandy — ASCAP)
Anything But (First Generation — BMI)		My Mountain (Charles Rich — BMI)	Sweet City (Covered Wagon — ASCAP) 57
Audubon (Amer. Gramaphone — SESAC) 60	1'm Savir' (Wiljex — ASCAP) 92	My Sweet (Cherry Lane — ASCAP)	Texas Angel (Jack & Bill — ASCAP)
Blue Eyes Crying (Milene — ASCAP) 97	I'm Sorry For You (Fred Rose — BMI	Near You (Supreme — ASCAP)	The Angel (Song Tailors — BMI/I Got
Bluest Heartache (Publicare — ASCAP)	I've Got You (Wiljex — ASCAP)	New Kid	The Music — ASCAP)
Cheatin' Overtime (Hello Darlin' — SESAC) 45	It Couldn't Have Been (Blue Echo — ASCAP) 20	Out Of My Mind (Sound — ASCAP) 98	The Last Gunfighter (Sunbury — ASCAP) 64
Cherokee (Mystery — BMI)	Just A Little (Ray Stevens — BMI) 53	Paper Rosie (Double Play/Quality — BMI) 19	The Movies (American Cowboy — BMI)
Crazy (Tree — BMI)	Kentucky Woman (Tallyrand — BMI)	Play Guitar (Twitty Bird — BMI)	The Feelin's (Jack & Bill — ASCAP)
Daddy. They're (Welbeck — ASCAP/ATV — BMI) . 75	Lately I've Been (Show For — BMI)	Ridin' (Paddle Wheel — ASCAP/Dick James — BMI) 40	There She (Gallico — BMI)
Desperado (WB/Kicking Bear — ASCAP)	Lay Something (Julep/Partner — BMII) 80	Right Time (Amer. Broadcasting — ASCAP) 59	Torn Between (Muscle Shoals — BMI/
Do The Buck Dance (Music Craft Shop/	Let Me Love (Almo — ASCAP/Pesco — BMI) 74	Rodeo Bum (Heavy — BMI/Andromeda — ASCAP) 86	Silver Dawn — ASCAP)
	Lets' Get Tcgether (Algee — BMI)	Ruby's Lounge (Hobby Horse — BMI)	Tryin' To Forget (House of Bryant — BMI)
	Liars One (Tree — BMI)	Sam (John Farrar/Blue Gum/	Two Less Lonely (Maplehill/Vogue — BMI)
	Lily Dale (Four Star — BMI)	Dejamus — BMI/ASCAP)41	Uncloudy Day (Willie Nelson — BMI)
	Living Next Door (Chinnichap/Island — BMI) 68	Saying Hello (Don Kirshner — BMI/	Waitin' At The End (Jack & Bill — ASCAP)
Fan The Flame (Milene — ASCAP)	Look Who (Hall-Clement/Vogue — BMI) 69	Kirshner Songs — ASCAP)	Whispers (Chappell — ASCAP)
Get Crazy (Ray Stevens — BMI)		Say You'll (Dick James — BMI)	Why Lovers (Hartline — BMI)
Good Old (Sweet Dreams/Arabella — BMI)	Love Doesn't Live Here (Blue Echo — ASCAP) 100	Semolita (September — ASCAP)	Wiggle (Ahab — BMI)
	Love's Explosion (Gallico/Jidobi — EMI)	She's Got You (Tree — BMI)	Wrap Your Love (Starship — ASCAP)
	Loving Arms (Almo — ASCAP)	She's Just (Chess — ASCAP)	Yesterday's Gone (Pax House — BMI)
	Lovin On (Ben Peters — BMI) 42		You Never Can (ARC — BMI)
If You Gotta (God Songs — BMI) 70	Lucille (Eramhall/Andite — BMI) 6	Slide Off (Rose Bridge — BMI)	You're Free (Intersong/USA — ASCAP)
			Your Pretty (Jack & Bill — ASCAP)

# RE IAIL LP SELLING PRICES

Atlanta

At **Woolworth** stores, 24 CBS "Soul Sauce '77" releases, including the latest LPs by the O'Jays, Billy Paul, Sly and the Family Stone, Minnie Riperton, Wild Cherry, EWF and the Emotions for \$3.99/\$5.49 tape. At **Franklin Music** (3 locations), these features over two pages: the Bruce Springsteen catalog for \$3.99/\$5.49 tape; and the latest release by Barry Manilow and the Manilow catalog for \$3.99/\$4.99 tape. At **Zayre** stores, assorted cutout LPs for \$1. (Sunday Atlanta Journal and Constitution).

Baltimore

At Korvettes (4 locations), these features: multi-label sale (including WEA, Motown, Lifesong, Private Stock and Casablanca) for \$3.99/\$5.79 tape; the soundtrack to "Car Wash" (2 LPs/\$7.98 list) for \$4.99; the latest LPs by Queen and Angel (\$7.98 list) for \$4.99; the latest release by Diana Ross (2 LPs/\$7.98 list) for \$4.99; tied to her recent television special; and the latest release by Elton John (2 LPs/\$12.98 list) for \$7.98. At For The Record (4), 16 CBS "Soul Sauce '77" releases, including the newest albums by the Jacksons, Billy Paul, the Miracles, EWF, Lou Rawls and the Manhattans for \$3.99/\$5.99 tape. At K Mart (6), 10 CBS releases, including the latest LPs by Jody Miller, Moe Bandy and Lynn Anderson (all \$5.98 list) for \$3.97/\$4.97 tape; and five CBS releases, including the latest albums by Charlie Rich and Tom Jones for \$4.47/\$5.47 tape. (Sunday Baltimore Sun).

Boston

At the Coop (3 locations), these features over seven pages: "95th Birthday" multilabel sale (including CBS, London, A&M, WEA and RCA) for \$3.99; the latest LPs by Pink Floyd, Fleetwood Mac, Marshall Tucker, David Bowie and John Denver (\$7.98 list) for \$4.89; "Leopold Stokowski Conducts Bizet" (no list price) for \$3.57; Meyerbeer's "Le Prophete" (4 LPs/\$27.98 list) for \$15.96; the New York Shakespeare Festival Broadway cast recording of "Three Penny Opera" (\$7.98 list) for \$4.89; all Angel Philips and DG classical LPs (\$7.98 list) for \$4.89; Jefferson Airplane's "Flight Log" (2 LPs/\$10.98 list) for \$6.99; all London Treasury Series LPs (\$3.98 list) for \$2.37; four Mercury releases, including the latest LPs by Thin Lizzy and Graham Parker for \$3.99; and the latest LP by Chick Corea (2 LPs/\$9.98 list) for \$5.58. At Strawberries (5), these features: 13 releases, including the latest LPs by David Bromberg, Nils Lofgren, Hall & Oates and Rufus for \$3.89; six releases, including the latest LPs by Slave, Peter Gabriel and the Atlanta Rhythm Section for \$3.99; and the latest LPs by Pink Floyd, George Benson and Bachman Turner Overdrive (all \$7.98 list) for \$4.89. At Caldor stores, these features: the latest LP by Boston for \$3.47/\$4.77 tape; the soundtrack to "A Star Is Born" (\$8.98 list) for \$4.96/\$5.33 tape; and the latest LP by Diana Ross (2 LPs/\$7.98 list) for \$4.44/\$6.99 tape. At Music City (3), the latest LPs by Diana Ross (2 LPs/\$7.98 list) for \$4.89/\$6.89 tape, tied to her recent TV special. (Boston Sunday Globe and The Real Paper, March 8).

Chicago

At Musicland (7 locations), these features over two pages: the latest LP by Pink Floyd (\$7.98 list) for \$4.99/\$5.99 tape; the soundtrack to "A Star Is Born" (\$8.98 list) for \$5.97/\$6.99 tape; the latest release by Neil Diamond (2 LPs/\$11.98 list) for \$7.97/\$9.99 tape; and seven CBS releases, including the latest albums by the Jacksons. Santana and Janis Ian for \$3.99/\$5.99 tape. At Korvettes (6), the latest LP by Tom Jones for \$3.99, tied to his upcoming area concert. (Sunday Chicago Tribune).

Cincinnati

At **Musicland**, same ad with the identical features and prices that appeared in

Chicago. At **Zayre** stores, same ad with the identical features and prices that appeared in Atlanta. (Sunday *Cincinnati Enquirer*).

Cleveland

At Records Unlimited (2 locations), Jethro Tull's "Living In The Past" (2 LPs) for \$6.99 and the rest of the Jethro Tull catalog for \$4.99. CBS ad promoting 11 "Soul Sauce '77" releases, including the latest LPs by the Miracles and Teddy Pendergrass for \$3.99/\$4.99 tape, tagged to McCrory's and Record Den. At Record Theatre (7), the soundtrack to "A Star Is Born" (\$8.98 list) for \$5.99 per LP or tape, tied to upcoming Streisand television special. Cleveland Plain Dealer, March 4 and 6).

Dallas

At Musicland (3 locations), these features: the soundtrack to "Roots" for \$3.99/\$5.99 tape; seven CBS releases, including the latest LPs by Burton Cummings and Santana for \$3.99; the latest LP by Pink Floyd (\$7.98 list) for \$4.66/\$5.99 tape, the soundtrack to "A Star Is Born" (\$8.98 list) for \$5.66/\$6.99 tape; and the latest release by Neil Diamond (2 LPs/\$11.98 list) for \$6.66/\$9.99 tape. At **Treasure City** (6), same ad with the identical features and prices that appeared at Musicland in Dallas. At Disc Records (3), these features: six CBS releases, including the original Broadway cast album of "Funny Girl" and "Barbra Streisand's Greatest Hits" for \$3.99/\$4.99 tape; and the soundtrack to "A Star Is Born" (\$8.98 list) for )\$5.99 per LP or tape. (Sunday Dallas Times-Herald and Dallas Morning News, March 4 and 6).

Denver

At **Super Books and Records**, six Columbia classical releases, including Rampal and Bolling's "Suite For Flute And Jazz Piano" for \$4.29; Berlioz's "Requiem" (2 LPs/\$13.98 list) for \$8.99; and "The Concert Of The Century" (2 LPs/\$15.98 list) for \$10.99. (Sunday *Denver Post*).

Detroit

At Korvettes (5 locations), these features: multi-label sale (including WEA, Lifesong, Motown and Private Stock) for \$3.99/\$5.79 tape; seven "Super Specials," including the latest LPs by EWF, Wild Cherry, Crosby/Nash, Rufus, Kiss and Steve Miller and the Beatles' "Let It Be" (\$5.98 list) for \$2.99 (limit one of each to a customer); the latest release by Diana Ross (2 LPs/\$7.98 list) for \$4.99, tied to her recent television special; the latest LP by Angel (\$7.98 list) for \$4.99; Meyerbeer's "La Prophete" (4 LPs/\$27.98 list) for \$15.96; four Columbia 3-LP sets, including Donizetti's "Gemma Di Vergy" (all \$20.98 list) for \$11.97; and two CBS classical releases, including "Boulez Conducts Bartok" for \$3.99 per disk. At Bad Records, the latest LP by Minnie Riperton for \$3.99/\$5.98 tape. (Sunday Detroit News).

Houston

At **Sound Warehouse** (2 locations), 16 CBS "Soul Sauce '77" releases, including the latest LPs by EWF, Billy Paul, Deniece Williams, Johnnie Taylor, the Miracles, Santana and the Jacksons for \$3.99/\$4.99 tape. (Sunday Houston Chronicle).

Kansas City

No ads appeared in the Sunday Kansas City Star.

Los Angeles

At **The Wherehouse** (40 locations), these features over nine pages: sale on all Capitol releases, including Steve Miller's "Fly Like An Eagle." Bob Seger's "Night Moves" and "Torn Between Two Lovers" by Mary Macgregor, for \$3.96/\$4.77 (Glen Campbell's "Southern Nights," Natalie Cole's "Unpredictable" and "Dark Side Of The Moon" by Pink Floyd for \$4.77 LP or tape); three Bill Cosby catalog LPs for \$3.96/\$4.77 tape; six releases, including the latest LPs by the Kinks, The Babys, Split Enz, Leo Kottke. Racing Cars, Smokey

\$3.96/\$4.77 tape; two Beatle anthology LPs (two record sets, no list price included) for \$6.49/\$7.79 tape; "Wings Over America" (3 LPs/\$13.98 list) for \$8.39/\$8.99 tape; six releases, including LPs by Justin Hayward, John Miles, Tom Jones, Thin Lizzy, John Mayall and Them, for \$3.96/\$4.77 tape; The Best Of Savoy Brown" LP (\$5.98 list) for \$3.95; nine CBS affiliate releases, including LPs by Kansas, Burton Cummings, Minnie Riperton, Boston, The Jacksons, Johnnie Taylor, Journey, Janis lan and Teddy Pendergrass, for \$3.96/\$4.77 tape; Neil Diamond's "Love At The Greek" (2 LPs/\$11.98 list) for \$7.19 LP or tape; the soundtrack of "A Star Is Born" (\$8.98 list) for \$5.39 LP or tape; nine A&M releases, including LPs by Pablo Cruise, Rick Wakeman, Quincy Jones, Gato Barbieri and Burt Bacharach, for \$3.96/\$4.77 tape; "Frampton Comes Alive!" (2 LPs/\$7.98 list) for \$4.77/\$5.99 tape; the Kiss catalog on Casablanca for \$4.96/\$4.77 tape ("Kiss Alive!" (2 LPs for \$5.99 LP or tape); the debut album by Angel for \$4.77 LP or tape; 12 Capitol import LPs for \$4.88; various budget LPs for \$2.97; and various budget tapes and cassettes for \$3.00 each. At Music Plus (15), these features over three pages (plus fractions): three Diana Ross albums tied to NBC-TV special for \$3.69/\$4.99 tape; "An Evening With Diana Ross" and the soundtrack of "Lady Sings The Blues" (2 LPs/\$7.98 list) for \$4.59/\$6.79 tape; the latest LP by Janis lan tied to area concert appearance for \$3.69/\$4.99 tape; the debut album by Chilliwack for \$3.69/\$4.99 tape; Jethro Tull's "Songs From The Wood" for \$3.69/\$4.99 tape; and "Sweet Evil" by Derringer on Blue Sky, no price included. At Tower (4), four releases, including the latest LPs by Jethro Tull, The Babys, Leo Kottke and Racing Cars, for \$3.99 per disk; and five UA soundtrack LPs, including "Rocky," "Bound For Glory," "Carrie," "The "Carrie," "The Pink Panther Strikes Again" and "Welcome To L.A.," no price included. At Musicland (11), all label "3 fer sale" (buy any two \$6.98 list LPs for \$5.99 each and get third album free, or \$3.99 each); Pink Floyd's "Animals" (\$7.98 list) for \$4.66/\$5.99 tape; the soundtrack of "A Star Is Born" (\$8.98 list) for \$5.66/\$6.99 tape; and Neil Diamond's 'Love At The Greek" (2 LPs/\$11.98 list) for \$7.66/\$8.99 tape. At Licorice Pizza (18), the latest release by Olivia Newton-John for \$3.69/\$4.99 tape; Elton John's "Blue Moves" (2 LPs/\$12.98 list) for \$7.69/\$8.99 tape: and the soundtrack of "Car Wash" (\$7.98 list) for \$4.69/\$6.99 tape. At VIP (6), the latest releases by Johnnie Taylor and the Miracles, no price included. Two-page WB ad for Alex Haley/Roots, no price included. Full page WB ad promoting the latest LP by George Benson tied to area concert appearance, no price included. (Sunday Los Angeles Times).

Robinson and Thelma Houston, for

Miami

At **Spec's Music** (7 locations), the latest LP by Barry Manilow and the rest of the Manilow catalog for \$3.99. (Sunday *Miami Herald*).

**New Orleans** 

At New Attitude Records and Tapes, four "features of the week," including the latest LPs by the Eagles. Thelma Houston, Jimmy Buffett and the Bar-Kays for \$2.99 At Tape City U.S.A., 5 CBS "Soul Sauce '77" releases, including the latest LPs by Boz Scaggs, the Emotions, the Manhattans, Santana and the O'Javs for \$3,98/\$4.98 tape. At Woolco stores, assorted cutout tapes for \$.99. At Woolworth stores, six releases, including the latest LPs by Natalie Cole, Thelma Houston, Grover Washington Jr. and Bootsy's Rubber Band for \$3.99/\$4.99 tape; and assorted 45s for \$.83. (Sunday New Orleans Times-Picayune).

New York

At **Sam Goody** (27 locations), these features: multi-label sale (including

Capitol, E/A, Polydor, MCA, Arista, Motown and Ariola America) for \$3.99/\$5.49 tape; 10 "Super Picks," including the latest LPs by Bob Seger, Renaissance, the Ritchie Family, Taj Mahal, Janis Ian, Billy Paul, Rufus, Mass Production and Richie Havens, and George Benson's "In Concert" for \$2.99 (limit one of each to a customer); the latest LP by Barry Manilow and the rest of the Manilow catalog for \$3.88; nine RCA Red Seal releases, including Rubinstein's "Brahms Concerto No. 1 in D Minor" (all \$7.98 list) for \$4.74; two RCA Red Seal two-LP sets, including Samuel Barber's "Vanessa" (both \$15.96 list) for \$8.48; and the latest LP by Angel (\$7.98 list) for \$4.99. At Korvettes (32), these features over two pages: multi-label sale (including WEA, Lifesong, Casablanca, Capricorn and Private Stock) for \$3.99/\$5.79 tape; 10 "Super Specials," including the latest LPs by Rufus, Boz Scaggs, ELO, Crosby/Nash, Al Stewart, Brass Construction, Lou Rawls, "War's Greatest Hits," Eric Burdon's "Love Is All Around" and the Beatles' "Let It Be" (\$5.98 list) for \$2.99 (limit one of each to a customer); the latest LP by Queen (\$7.98 list) for \$4.99/\$5.79 tape; "An Evening With Diana Ross" (2 LPs/\$7.98 list) for \$4.99, tied to her television special; and a full page ad promoting the latest LP by Gato Barbieri for \$3.99. At King Karol (6), the latest LP by Jethro Tull and eight Tull catalog LPs for \$3.88, and the original Broadway cast album of "Bubbling Brown Sugar" for \$3.88/\$4.99 tape. At **Jimmy's Music World** (20), these features: 12 "Super Specials," including the latest LPs by Engelbert Humperdinck, Kiss, Parliament, the Emotions, the Kinks, Janis Ian, McCoo/Davis, Moments, Boston, Rufus, Brass Construction and Hank Crawford for \$2.99 (limit of one of each to a customer); the latest LPs by Neil Diamond (2 LPs/\$11.98 list), Wings (3 LPs/\$13.98 list) and Stevie Wonder (2 LPs/\$13.98 list) for \$6.99; and the latest LPs by John Denver, Pink Floyd and David Bowie (all \$7.98 list) for \$3.99. (Sunday New York Times and the Daily News, March 6).

Philadelphia

At Korvettes (5 locations), these features: multi-label sale (including WEA, Motown, Casablanca, Lifesong and Private Stock) for \$3.99/\$5.79 tape, the latest release by Angel (\$7.98 list) for \$4.99; and the latest release by Diana Ross (2 LPs/\$7.98 list) for \$4.99, tied to her TV special. At Sam Goody (10), these features: multi-label sale (including Motown, Capitol, Arista, Polydor, Apple and E/A for \$3.99/\$5.49 tape; 10 "Super Picks," including the latest LPs by Glen Campbell, Mary Macgregor, the Eagles, Boston, Rufus, Boz Scaggs, Renaissance, Al Stewart, Bob Seger and Mr. Big for \$3.99/\$5.49 tape; the latest releases by Kansas, Tom Jones and Starcastle for \$3.99/\$5.49; the latest releases by Hall & Oates and Dr. Buzzard for \$3.99/\$5.49 tape; the latest LPs by John Denver, Pink Floyd and David Bowie (all \$7.98 list) for \$4.89/\$5.49 tape; and the Barry Manilow catalog for \$3.99. (Sunday *Philadelphia Bulletin* and the *Philadelphia Inquirer*).

Pittsburgh

No ads appeared in the Sunday Pittsburgh Press.

San Diego

At **The Wherehouse** (10 locations), four Chrysalis releases, including the latest LPs from The Babys, Racing Cars, Leo Kottke and Split Enz, for \$3.96/\$4.77 tape. (Sunday San Diego Union).

San Francisco

At **The Wherehouse** (18 locations), sale on 12 Capitol import LPs, including albums by the Beatles, the Beach Boys and Pink Floyd, for \$4.88; and four Chrysalis releases, including the latest LPs from The Babys, Racing Cars, Leo Kottke and Split Enz, for \$3.96/\$4.77 tape. (Sunday San

(continued on page 48)

# C4SH BOX R&B

# NARM Panelists Discuss Black Merchandising Aspects

by Cookie Amerson

LOS ANGELES — "Black is the bottom line that should be the top line," stated one panel member during a meeting discussing marketing and merchandising of black product. Panel members included: Clarence Avant, president of Tabu Records; Eugene J. Boykins, product manager of the Carnation Company; John Marmaduke, director of Western Merchandisers; LeBaron Taylor, vice-president of CBS Records special markets; and Jerry Wexler, consultant for Atlantic Records. Chairman of the panel was Ed Wright, president of GEI Communications. Wexler started the discussion by giving a short history of popular music, and noted that "all music has to do with black music; basically there is no other music than black music in varying shades. Our music today is a mixture of European folk with African inflections. The fact that black music sells goes without saying — not only to blacks but also to whites." Taylor named such artists as Earth, Wind & Fire, Rufus, Lou Rawls, Stevie Wonder, Barry White and Natalie Cole as artists who have sold in excess of two million units. He also noted that studies show that consumers annually have \$85 Billion in purchasing power. Other research also substantiated the fact that during times of economic upheaval such as a depression or a recession, blacks continue to support music and leisure time activities.

#### **Tunnel Vision**

"The stereotyped, tunnel vision approach that has been prevalent for years in marketing black product is no longer applicable to the consumer," exclaimed

Taylor. "The black consumer must be recognized as an entity. Manufacturers should identify with the black consumer, and then invite him to purchase their product through a total commitment in marketing, merchandising and advertising."

ing."

Wright explained that "30 to 40% of the product on the charts is black oriented music. 90% of the music played on disco formatted radio stations is black oriented music. Keeping this in mind, we should make a more concerted effort to identify more closely what we have, and figure out how we can do better with it — whether we call it R&B, disco, jazz or whatever, whether it sells to the black or white consumer."

Boykins very emphatically stated, "The black consumer is definitely different in its buying habits than the general population. Our research has proven that blacks buy different products for different reasons than the general population. It is the manufacturer's responsibility to segment the market, and define whom he is dealing with and make himself aware of how that market should be reached. When the manufacturer has taken the initial steps, he must be sincere in making a total commitment to that market in order to reap the benefits."

Avant, who did not totally agree with the categorization in the industry, quipped, "I don't pay minority taxes, so why should other things that affect me be dealt with in a 'minority' fashion? The bottom line of this business is money and if the industry is to grow we must take the bottom line and bring it to the top where it belongs."



ARCHIE AT THE STARWOOD — Archie Bell and the Drells together back stage after their performance at the Starwood in Los Angeles. (L-r, top row) Archie Bell; Terry Easter, CBS local promotion manager; Steve Woods, music director at KDAY Radio; Lee Bell. Bottom row (I-r): James Wise and Willie Pernell.

# **Reflections 'N Black**

The license for WJMO/WLYT in Cleveland may not be renewed, because an FCC judge feels that Richard Eaton, owner of the UCB chain, has repeatedly violated FCC regulations. Judge John Conlin has proposed denial of the license renewal, stating, "The licensee has repeatly failed to file time brokerage contracts and has violated equal-time laws and fairness doctrines."

Arbitron has just issued a programming guide called "Research Guidelines For Programming Decision Makers." The guide was prepared to help programmers better understand details of audience research

and the effective use of estimates as a decision making tool. The booklet is divided into three sections, starting with understanding marketing factors that influence your market, in depth explanation of basic research terms and how to best use ARB information to solve your station's problems. The third part consists of how Arbitron measures radio from the very beginning to the end.

Mansfield Manns is the new all-night man at WJMO in Cleveland, replacing Jimmy Perdue who has left the station. Manns was most recently at WDKX in

(continued on page 48)

# TOP75 R&BALBUMS

	1 0 1 7 0		``	
	3/		Weeks On Chart	
1	SONGS IN THE KEY OF LIFE STEVIE WONDER	٠		3
2	(Tamla/Motown T13-340G2)  ASK RUFUS RUFUS FEATURING CHAKA KHAN	1	23	3
3	(ABC AB 975) UNPREDICTABLE	2	7	3
4	NATALIE COLE (Capitol SO 11600)  IN FLIGHT GEORGE BENSON	6	3	3
5	(Warner Bros. BSK 2983)  CAR WASH  ORIGINAL SOUNDTRACK	5	6	4
6	(MCA 2-6000) ANY WAY YOU LIKE IT	3	20	4
,	THELMA HOUSTON (Motown T6-345S1)	7	13	4
7	, AHH, THE NAME IS BOOTSY BABY BOOTSY'S RU BBER BAND (Warner Bros. BS 2972)	9	7	4
8	GOOD HIGH BRICK (Bang 408)	4	19	4
9	THE JACKSONS (Epic PE 34229)	8	17	4
10	THIS IS NIECY DENIECE WILLIAMS			4
11	(Columbia PC 34242) PERSON TO PERSON	10	26	
12	AVERAGE WHITE BAND (Atlantic SD 2-1002)  REACHING FOR THE	11	9	4
	WORLD HAROLD MELVIN & THE BLUE NOTES			4
13	(ABC ABCD 969)  UNFINISHED BUSINESS BLACKBYRDS (Fantasy F9518)	13	7	4
14	SECRET PLACE GROVER WASHINGTON JR. (Kudu 32)	14	10	5
15	JOY RIDE DRAMATICS (ABC ABCD 955)	17	21	5
16	SPIRIT EARTH, WIND & FIRE			5
17	(Columbia PC 34241) DISCO INFERNO	15	23	5
18	TRAMMPS (Atlantic SD 18211)  FOUR SEASONS OF LOVE	19	9	5
	DONNA SUMMER (Oasis/Casablanca NBLP 7038)	16	20	5
19	AN EVENING WITH DIANA ROSS (Motown M7-877R2)	18	6	5
20	LET 'EM IN BILLY PAUL (Phila, Intl./Epic PZ 34369)	20	14	5
21	ROOTS QUINCY JONES (A&M SP 4626)	38	4	5
22	METHOD TO THE MADNESS			5
23	UNDISPUTED TRUTH (Warner Bros. WH 2967)  BRASS CONSTRUCTION II	25	9	6
24	(UA LA 677G) WITH YOU	21	18	e
	MOMENTS (Stang/All Platinum ST 1030)	22	15	€
25	TEDDY PENDERGRASS (Phila. Intl./Epic PZ 34390)	62	2	€
26	TOO HOT TO STOP BAR-KAYS (Mercury SRM 1-1099)	24	19	€
27	SOLID MICHAEL HENDERSON (Buddah BDS 5662)	30	26	6
28	FUNKENSTEIN			6
29	PARLIAMENT (Casablanca NBLP 7034)  WELCOME TO OUR WORLD  MASS PRODUCTION	26		6
30	(Atlantic SD 9910) IT FEELS SO GOOD	31		6
31	MANHATTANS (Columbia PC 34450)  VIBRATIONS ROY AYERS UBIQUITY	40	4	7
32	(Polydor PD 1-6091)	33	11	7
33	(Phila. Intl./Epic PZ 34394)  A MAN AND A WOMAN	34	12	7
	DIONNE WARWICK & ISAAC HAYES (ABC AB 996-2)	36	4	7
34	SO SO SATISFIED ASHFORD & SIMPSON (Warner Bros. BS 2992)	28	8	7
35	DEEP IN MY SOUL SMOKEY ROBINSON (Tamla/Motown T6-350S1)	47	6	7
				i

	3	3/12	Week On Char
36	ENCHANTMENT (UA LA 682G)	41	7
37	MESSAGE IN THE MUSIC O'JAYS (Phila. Intl./Epic PZ 34245)	23	26
38	RATED EXTRAORDINAIRE JOHNNIE TAYLOR		
39	(Columbia PC 34401)  OPEN SESAME	59	2
40	KOOL & THE GANG (DeLite DEP 2023) FLOWERS	27	18
41	EMOTIONS (Columbia PC 34163) SUITE FOR THE SINGLE	29	35
	GIRL JERRY BUTLER (Motown M6878S1)	52	5
42	STAY IN LOVE MINNIE RIPERTON (Epic PE 34191)	66	2
43	DR. BUZZARD'S SAVAN- NAH BAND	46	21
44	(RCA APL1-1504)  SWEET BEGINNINGS  MARLENA SHAW (Columbia PC 34458)	67	21
45	CHAMELEON LABELLE (Epic PE 34189)	39	
46	HOPE WE GET TO LOVE IN		
	MARILYN McCOO & BILLY DAVIS JR. (ABC ABCD 952)	37	25
47	CARICATURES DONALD BYRD (Blue Note/United Artists BNLA 633G)	51	6
48	PART 3 KC & THE SUNSHINE BAND		
49	BODY HEAT	35	
50	JAMES BROWN (Polydor PD 1-6093)  LOVE CRAZY	32	
51	MIRACLES (Columbia 34460)  HARDCORE JOLLIES	57	
52	FUNKADELIC (Warner Bros. BS 2973)  KING SIZE  B.B. KING (ABC AB 977)	42	
53	WHAT YOU NEED SIDE EFFECT (Fantasy F9513)	50	
54	CHILDREN OF THE WORLD BEE GEES (RSO/Polydor RS 1-3003)		
55	BRISTOL'S CREME JOHNNY BRISTOL (Atlantic SD 18197)	44	18
56	SOMETHING SPECIAL SYLVERS (Capitol ST 11580)	48	18
57	ALL MY LIFE ARTHUR PRYSOCK (Old Town 12-004)	56	10
58	RENAISSANCE LONNIE LISTON SMITH & THE COSMIC ECHOES (RCA APL 1-1822)	61	15
59	MAZE (Capitol ST 11607)	64	
60	DO IT YOUR WAY CROWN HEIGHTS AFFAIR		
61	LOVE TO THE WORLD	53	
62	FLY LIKE AN EAGLE STEVE MILLER (Capitol ST 11497)	58	
63	LIFE IS MUSIC RITCHIE FAMILY (Marlin/TK 2203)	63	
64	HOT ON THE TRACKS COMMODORES (Motown M6-867S1)	54	39
65	MELBA MELBA MOORE (Buddah BDS 5677)	60	13
66	BREEZIN' GEORGE BENSON (Warner Bros. BS		. 1
67	EASY TO LOVE JOE SIMON		
68	(Spring/Polydor SP 1-6713)  CALIENTE	69	
69	BRAINSTORM	72	
70	(Tabu/RCA BQL1-2048)  IT AIN'T WHERE YOU BEEN LATIMORE (Giades/TK 7509)	73	1 8
71	KALYAN (MCA 2245)	-	. 1
72	AIN'T THAT A BITCH JOHNNY GUITAR WATSON		
73	(DJM/Amherst DJLPA-3) FESTIVAL	T.	- 1
74	SANTANA (Columbia PC 34423)  LAST NIGHT ON EARTH	7	
75	FEELING GOOD	6	5 4
	WALTER JACKSON (United Artists CHLA 656G)	49	24

# ADDITIONS TO R&B PLAYLISTS

WIGO — ATLANTA — Rick Fly
#1 — Rigor Mortis — Cameo
I think I'll Stay Home Today — Billy Paul — Phila. Intl.
Blessed Is The Woman — Shirley Brown — Arista
It Feels So Good — Manhattans — Columbia
#1 LP — George Benson
New LP — Curtis Mayfield

New LP — Curtis Mayfield

WAOK — ATLANTA — FRANK BARROW
#1 — I've Got Love On My Mind — Natalie Cole
1 Can't Say Goodbye — Millie Jackson — Spring
Love In C Minor — Cerrone — Cotillion
By The Time I Get To Phoenix/Say A Little Prayer —
Hayes/Warwick — ABC
EX To 14 — Dancin — Universal Robot Band
EX To 21 — Fly Like An Eagle — Steve Miller Band
11 To 7 — Rigor Mortis — Cameo
14 To 8 — Ain't Gonna Bump No More — Joe Tex
23 To 17 — Reaching For The World — Harold Melvin &
The Blue Notes
#1 LP — Bootsy

The Blue Notes
#1 LP — Bootsy
New LPs — Ritchie Family, Blackbyrds, Teddy
Pendergrass, Kalyan, Jimmy Smith, Minnie Riperton
WWIN — BALTIMORE — Don Brooks
#1 — Sometimes — Facts of Life
At Midnight — Rufus — ABC
You're Throwing A Good Love Away — Spinners —
Atlantic

Atlantic

Superband — Kool & The Band — De-Lite

Your Love — McCoo & Davis — ABC

There Will Come A Day — Smokey Robinson — Tamla

Searchin — Roy Ayers — Polydor

By The Time | Get To Phoenix/Say A Little Prayer —

Hayes/Warwick — ABC

Fly Like An Eagle — Steve Miller Band — Capitol

Disco Inferno — Trammps — Atlantic

Feel Like Dancin — Oliver Sain — Nashboro

Ex To 13 — I Wanna Get Next To You — Rose Royce

Ex To 17 — Let's Steal Away To The Hideaway — Luther

Ingram

EX To 17 — Let's Steak Aray, to Aray Ingram
EX To 18 I I'm Your Boogie Man — K.C. & Sunshine Band
11 To 6 — Ain't Gonna Bump No More — Joe Tex
17 To 12 — Cattish — 4 Tops
25 To 14 — Rigor Mortis — Cameo
#1 LP — Natalie Cole, Rufus
New LPs — Teddy Pendergrass, Curtis Mayfield, Slave,
First Class New LPs — T First Class

WBUL — BIRMINGHAM — Shelley Pope
#1 — I've Got Love On My Mind — Natalie Cole
I've Been Lonely So Long — Birmingham Rhythm Section
— Black Kat
I'm Your Boogie Man — K.C. & The Sunshine Band — TK,
Dynamite — John Freeman — Dakar
The Pride — Isley Brothers — T.-Neck
11 To 6 — Gloria — Enchantment
19 To 13 — Don't Touch Me — Sheabra Deane
17 To 12 — There Will Come A Day — Smokey Robinson
#1 LP — Car Wash

#ILE - 
You're Throwing A Good Love Away — Spinists Atlantic
Disco inferno — Trammps — Atlantic
Laying Beside You — Eugene Record — WB
25 To 20 — Let Yourself Go — Supremes
22 To 15 — Winter Melody — Donna Summer
20 To 14 — Love Is Better In The A.M. — Johnnie Taylor
19 To 12 — I Wanna Get Next To You — Rose Royce
New LPs — Tony Wilson. Teddy Pendergrass. Johnnie
Taylor, Osibisa. Minnie Riperton. Curtis Mayfield.
WILFO — BUFFALO — Harold Lewls

New LPs — Tony Wilson. Teddy Pendergrass. Johnnie Taylor, Osibisa. Minnie Riperton. Curtis Mayfield.

WUFO — BUFFALO — Harold Lewis
#1 — I've Got Love On My Mind — Natalie Cole
Laying Beside You — Eugene Record — WB
Love in C Minor — Cerrone — Cotillion
Love in C Minor — Heart & Soul Orchestra — Casablanca
Out Of The Blue — Gap Band — RCA
Double Dutch — Fatback Band — Spring
Don't Touch Me — Shebra Deane — Casino
I Want You Baby — Arthur B. Prysock — Old Town
Pinocchio Theory — Bootsy Collins — WB
You've Got Me Dancin — Andrea True — Buddah
Spring Rain — Sylvetti — Salsoul
Coffee Song — Osibisa — Island
Dancing Man — Q — Island
Welcome To Our World — Mass Production — Atlantic
Lido Shuffle — Boz Scaggs — Columbia
9 To 2 — Dancin — Crown Heights Affair
14 To 5 — Feel Free — Four Tops
To 6 — Reaching For The World — Harold Melvin
19 To 10 — At Midnight — Rufus
20 To 13 — The Way You Make Me Feel — Melba Moore
30 To 15 — Spy For Brotherhood — Miracles
#1 LP — Harold Melvin
New LPs — Keith Jarrett. Players Association, Johnnie
Taylor, Minnie Riperton, Teddy Pendergrass, Curtis
Mayfield, Ron Carter, Marlena Shaw, Sea Wind, John
Handy, Mel Lewis, Bill Cosby.

WGIV — CHARLOTTE — Manny Clark
#1 — I Wanna Get Next To You — Rose Rovce

WGIV — CHARLOTTE — Manny Clark
#1 — I Wanna Get Next To You — Rose Royce
Saturday Night — EW&F — Columbia
A Dreamer Of A Dream — Candi Staton — WB
Who's Watching The Baby — R.B. Greaves — Bareback
Superband — Kool & The Gang — DeLite
You're What's Missing In My Life — G.C. Cameron —
Motown

Johnnie Taylor

You're What's Missing In My Life — G.C. Cameron — Motown
I Want You Baby — Arthur Prysock — Old Town
Your Love — McCoo & Davis — ABC
Life Is Music — Ritchie Family — Marlin
25 To 15 — Rigor Mortis — Cameo
32 To 13 — Disco Inferno — Trammps
39 To 26 — Love Is Better In The A.M. — Johnnie Taylo
18 To 5 — Welcome To Our World — Mass Production
27 To 16 — The Pride — Isley Brothers
WBMX — CHICAGO — Ernest James
I Wanna Do It To You — Jerry Butler — Motown
Feel So Good — Manhattans — Columbia
Your Love — McCoo & Davis — ABC
Uptown Festival — Shalimar — Soul Train
New LPs — Smokey Robinson, Dramatics, Cerrone,
Melba Moore

Uptown Festival — Shaimar — Sour Frain
New LPs — Smokey Robinson, Dramatics, Cerrone,
Melba Moore
WYON — CHICAGO — E. Rodney Jones
#1 — I've Got Love On My Mind — Natalie Cole
Roots — Weapons Of Peace — Playboy
Real Love — Al Hutson
You're Gonna Get Next To Me — Bo Kirkland & Ruth Davis
— Claridge
Cloudy — Tamiko Jones — Contempo
33 To 11 — I Wanna Do It To You — Jerry Butler
35 To 12 — Disco Interno — Trammps
#1 LP — Blackbyrds
New LPs — T-Connection, Candi Staton
WJPC — CHICAGO — Richard Steele

WJPC — CHICAGO — Richard Steele
#1 — I've Got Love On My Mind — Natalie Cole
It Feels So Good — Manhattans — Columbia
Free Love — Jean Carr — Phila Int'i
Disco Inferno — Trammps — Atlantic

27 To 13 — Tryin To Love Two — William Bell
24 To 16 — Love Is Better In The AM — Johnnie Taylor
25 To 17 — Just Another Day — Peabo Bryson
33 To 19 — I Wanna Do It To You — Jerry Butler
34 To 20 — Keep That Same Old Feeling — Side Effect
#1 LP — George Benson
New LPs — Teddy Pendergrass, Curtis Mayfield, Quincy
Jones, Whispers

Venue Les — Teady Perioding ass, Johns Mayhed. Quincy Jones. Whispers

WCIN — CINCINNATI — Bob Long
#1 — I've Got Love On My Mind — Natalie Cole
Ain't Gonna Bump No More — Joe Tex — Epic
So So Satisfied — Ashford & Simpson — Warner Bros.
Out Of The Blue — Gap Band — RCA
Good Thing Man — Frank Lucas — ICA
Who's Watching The Baby — R.B. Greaves — Bareback
7 To 2 — I Can't Say Goodbye — Millie Jackson
9 To 4 — I'm Your Boogie Man — K.C. & Sunshine Band
11 To 6 — Dancin' — Crown Heights Aftair
21 To 11 — Roots Medley — Quincy Jones
22 To 13 — The Pride — Isley Brothers
23 To 15 — I Wanna Get Next To You — Rose Royce
24 To 18 — You're Gonna Get Next To You — Boc Kirkland
26 To 19 — Laying Beside You — Eugene Record
28 To 20 — Blessed Is The Woman — Shirley Brown
#1 LP — George Benson
New LPs — Teddy Pendergrass, Brainstorm, Johnnie
Taylor

WMO — CLEVELAND — Lyon Tolliver

Taylor

WJMO — CLEVELAND — Lynn Tolliver

#1 — I've Got Love On My Mind — Natalie Cole

Feel So Good — Manhattans — Columbia

I Wanna Do It To You — Jerry Butler — Motown

That's What It's All About/and flip — Brick — Bang

On Your Face — EW&F — Columbia

Roots — Weapons Of Peace — Playboy

Lido Shuffle — Boz Scaggs — Columbia

12 To 7 — Trying To Love Two — William Bell

21 To 15 — Cloudy — AWB

24 To 19 — There Will Come A Day — Smokey Robinson

28 To 20 — Blessed Is The Woman — Shirley Brown

#1 LP — Natalie Cole

New LP — Joe Simon

28 To 20 — Blessed is the woman — Shirley Brown
#1 LP — Natalie Cole
New LP — Joe Simon
WYKO — COLUMBUS — Kelth Willis
#1 — I've Got Love On My Mind — Natalie Cole
Free Love — Jean Carn — Phila Int'i
Your Love — McCoo & Davis — ABC
Same Old Feeling — Side Effect — Fantasy
By The Time I Get To Phoenix/Say A Little Prayer —
Hayes/Warwick — ABC

KKDA — DALLAS — Chuck Smith #1 — Tryin To Love Two — William Bell

20 To 13 — The Pride — Isley Brothers 24 To 17 — Laying Beside You — Eugene Record Ex To 20 — I Want To Do It To You — Jerry Butler #1 LP — Natalie Cole New LPs — Curtis Mayfield, Nytro.

New LPs — Curtis Mayfield, Nytro.

WCHB — DETROIT — Wade Briggs
#1 — Trying To Love Two — William Bell
On Your Face — EW&F — Columbia
Baby I Love Your Way — Walter Jackson — Chi-Sound
Your Love — McCoo & Davis — ABC
So So Satisfied — Ashford & Simpson — WB
Disco Raggae — Kalyan — MCA
Dynamite — John Freeman — Dakar
You're What's Missing In My Life — G.C. Cameron —
Motown
Angel In My Arms — Hot — Bio Tree

Motown
Angel In My Arms — Hot — Big Tree
Roots — Weapons Of Peace — Playboy
27 To 14 — I'm Your Boogie Man — K.C. & Sunshine Band
30 To 22 — You're Throwing A Good Love Away — Spin-

#1 — Trying To Love Two — William Bell
Out Of The Blue — Gap Band — RCA
You're Gonna Get Next To Me — Bo Kirkland & Ruth Davis
— Claridge
Do Whay You Want Be What You Are — Lew Kirton —

Marlin Life Is Music — Ritchie Family — Marlin Stone To The Bone — Timmy Thomas — Glades Cloudy — Tamiko Jones — Contempo Phoenix — Aquarian Dream — Buddah

WRBD — FT. FLAUDERDALE — Charles Merrit #1 — I Wanna Get Next To You — Rose Royce Leaving Me — Brother To Brother — Turbo Daughter Of The Night — Richie Havens — A&M Only Love — General Johnson — Arista Whose Watching The Baby — R.B. Greaves — Bareback Phoenix — Aquarian Dream — Buddah Get Closer — Purify Brothers — Mercury Laying Beside You — Eugene Record — WB She Put The Whammy On Me — Bobby Rush — London Body Language — G.F. & Friends — Monument #1 LP — Marlena Shaw New LPs — Randy Crawford, Maze, Gap Band, Eric Gale.

Don't Take Your Love Away From Me — Bilalo — Lisa Roots — Weapons Of Peace — Playboy You're Throwing A Good Love Away — Spinners — Atlantic New LPs — Coke Escovedo, Manhattans

New LPS — Coke Escovedo, Manhattans

KJLH — LOS ANGELES — Rod McGrew

New LPS — Johnny Hartman, Ernestine Anderson.
Johnny Mathis, Miracles, Syretta Wright, Patrice
Rushen

KGFJ — LOS ANGELES — Plerre Gonneau

#1 — I've Got Love On My Mind — Natalie Cole
Whodunit — Tavares — Capitol
My Love Is Free — Double Exposure — Salsoul
Baby I Love Your Way — Walter Jackson — Chi-Sound
28 To 19 — The Pride — Isley Brothers

KUTE — LOS ANGELES — Plerre Gonneau
#1 LP — Rufus
New LPS — Jerry Butler, Eric Gale
WLOU — LOUISVILLE — Neal O'Rea
#1 — I've Got Love On My Mind — Natalie Cole
You're Throwing A Good Love Away — Spinners —
Atlantic
So In To You — Atlanta Bhtynm Section — Polydor

Truth
20 To 15 — Magic Mountain — War
27 To 20 — I'm Your Boogie Man — K.C. & Sunshine Band
WIBB — MACON — Hamp Swain
#1 — Good Thing Man — Frank Lucas
You Turned Me On To Love — Johnny Bristol — Atlantic
Your Love — McCoo & Davis — ABC
You're Throwing A Good Love Away — Spinners —
Atlantic
If Feels So Good — Manhattans — Columbia
37 To 30 — I'm Your Boogie Man — K.C. & The Sunshine
Band

37 To 30 — I'm Your Boogie Man — K.C. & The Sunshine Band
8 To 3 — Be My Girl — Dramatics
#1 LP — Bootsy Collins
New LPs — Teddy Pendergrass. Johnnie Taylor.
WDIA — MEMPHIS — Maxx Fortune
#1 — Trying To Love Two — William Bell
Fly Like An Eagle — Steve Miller Band — Capitol
Ain't Gonna Bump No More — Joe Tex — Epic
Disco Inferno — Trammps — Atlantic
Angel In My Arms — Hot — Big Tree
Feel So Good — Manhattans — Columbia
On Your Face — EW&F — Columbia
17 To 9 — The Pride — Isley Brothers
15 To 10 — The Pinocchio Theory — Bootsy's Rubber Band
19 To 12 — Reaching For The World — Melvin & Blue
Notes

21 To 14 — Let's Steal Away To The Hideaway — Luther

Ingram
28 To 16 — Qualified To Satisfy — Barry White
29 To 17 — My Love Is Free — Double Exposure
24 To 19 — There's Love In The World — Mighty Clo
30 To 20 — You're Throwing A Good Love Away — S ners #1 LP — Rufus

#1 LP — Rufus
New LPs — Karma, Brainstorm, Gap Blue

#EDR-MIAMI — Jerry Rushlan

#1 LP — I've Got Love On My Mind — Natalie Cole
Disco Inferno — Trammps — Atlantic
I Tried To Tell Myself — Al Green — Hi
19 To 12 — Look Into Your Heart — Archa Franklin
11 To 1 — I've Got Love On My Mind — Natalie Cole
30 To 25 — Just Another Day — Peabo Bryson
#1 LP — Marlena Shaw
New LPs — Minnie Riperton, Facts Of Life, Slave, Wild
Cherry, Hi; Rhythm Section

#VOL — NASHVILLE — David Lombard
#1 — I've Got Love On My Mind — Natalie Cole
You're Throwing A Good Love Away — Spinners —
Atlantic

Let's Steal Away To The Hideaway — Luther Ingram -Let's Steal Away to The Find Canal, KOKO
There Will Come A Day — Smokey Robinson — Tamla
Don't Leave Me This Way — Theima Houston — Tamla
13 To 8 — Boogie Child — Bee Gees
32 To 19 — Feel So Good — Manhattans
#1 LP — Bootsy/Rose Royce
New LP — Teddy Pendergrass

New LP — Leddy Pendergrass

WBLS — NEW YORK — Wanda Ramos
Top Single — Reaching For The World — Harold Melvin
It Feels So Good — Manhattans — Columbia
We Can Work It Out — Sam & Dave — Contempo
Like It — Players Association — Vanguard
You Got To Know Better — Touch Of Class — Midsong
Int!

Int'l
Out Of The Blue — Gap Band — RCA
Top LP — Crown Heights Affair
New LPs — Teddy Pendergrass, Pat Lundy, Joe Simon,
Johnnie Hartman, Cerrone, Deniece Williams, Kalyan,
Wood, Brass and Steel, Brass Construction, Gloria
Gaynor

WWRL — NEW YORK — Sonny Taylor #1 — I've Got Love On My Mind — Natalie Cole I'm Your Boogle Man — K.C. & The Sunshine Band — TK You're Throwing A Good Love Away — Spinners — Atlantic

Atlantic
Laying Beside You — Eugene Record — Warner Bros.
Whodunit — Tavares — Capitol
8 To 2 — Disco Inferno — Trammps
13 To 6 — Trying To Love Too — William Bell
15 To 8 — Free Love — Jean Carn
#1 LP — George Benson
KOWH — OMAHA — Mike Jones
#1 — I've Got Love On My Mind — Natalie Cole
Truth Is Marching On — Rance Allen — Capitol
Where Is Your Woman Tonight — Soul Children — Epic
Dreamer Of A Dream — Candi Staton — WB
By The Time I Get To Phoenix/Say A Little Prayer —
Warwick/Hayes — ABC
Double Dutch — Fatback Band — Spring
I Get High — Freda Payne — Capitol

Warwick/Hayes — ABC
Double Dutch — Fatback Band — Spring
I Get High — Freda Payne — Capitol
I Want To Do It To You — Jerry Butler — Motown
Whodunit — Tavares — Capitol
Come On Have Yourself A Good Time — Major Lance
Columbia

Come On Have Yourself A Good Time — Major Lance — Columbia

16 To 9 — Love Is Better In The A.M. — Johnnie Taylor
25 To 15 — There Will Come A Day — Smokey Robinson
29 To 20 — Qualified To Satisfy — Barry White
#1 LP — Bootsy Collins
New LPs — Teddy Pendergrass, Miracles, Johnnie Taylor,
Nytro, Minnie Riperton, Eugene Record, Curtis
Mayfield, Formula Five

WORL — ORLANDO — Steve Crumbley

10 Chapt Away To The Hideaway — Luther Ingram WORL — ORLANDO — Steve Crumbley
#1 — Let's Steal Away To The Hideaway — Luther Ingram
On Your Face — E. W&F — Columbia
Get Closer — Purify Brothers — Mercury
Superband — Kool & The Gang — De-Lite
What Would | Have — Stevens And Foster — Jerri
You Turned Me On To Love — Johnny Bristol — Atlantic
That's What It's All About — Brick — Bang
How Good Is Your Game/Flip — Billy Paul — Phila Int'l
6 To 2 — Ain't Gonna Dance — Joe Tex

(continued on page 51)

### **MOST PROGRAMMED NEW R&B SINGLES**

YOUR LOVE - McCOO & DAVIS -- ABC WSOK, WENZ. WGIV, WBMX, WCHB. KNOK, WVKO, WWIN, WIBB. WOKJ.

2. IT FEELS SO GOOD — MANHATTANS — COLUMBIA WJMO, WIGO, WENZ, WDIA, WBMX, WCHB, WBLS, WIBB, WJPC, WOKJ.

YOU'RE THROWING A GOOD LOVE AWAY — SPINNERS — ATLANTIC WLOU, WTLC, WESL, WAMO, WWRL, WVOL, WWIN, KOKY. WIBB, WILD.

4. LAYING BESIDE YOU — EUGENE RECORD — WB WESL, WAMO, WWRL, WCKO, WRBD, WUFO, WILD, WOKJ, KATZ.

#### **MOST PROGRAMMED NEW R&B LP's**

1. NEVER SAY YOU CAN'T SURVIVE — CURTIS MAYFIELD — CURTOM WIGO, WANM, KOWH,WESL, WAMO, WCHB, KNOK, WWIN, WJPC, WUFO, WILD, WOKJ, WORL.

TEDDY PENDERGRASS -- PHILA. INT'L - TEDDY PENDERGRASS -KOWH, WAMO, WCIN, WVOL, WWIN, WBLS, WIBB, WJPC, WUFO. WILD, WOKJ

**STAY IN LOVE — MINNIE RIPERTON — EPIC** KOWH. WAMO, WEDR, WAOK, WDAO, WUFO, WIGO, WOKJ, KATZ.

SWEET BEGINNINGS — MARLENA SHAW — COLUMBIA WENZ, WESL, WEDR, WCKO, WRBD, WUFO, WOL.

Super Band — Kool & The Gang — De-Lite
The Pride — Isleys Brothers — T-Neck
We Should Really Be In Love — Dorothy Moore/Eddie
Floyd — Malaco
Standing In The Safety Zone — Bobby Womack —
Columbia
Feel Free — Four Tops — ABC
23 To 16 — To Hot To Stop — Bar-Kays
24 To 17 — Qualified To Satisfy — Barry White
#1 LP — Rufus
New LPs — Quincy Jones.

New LPs — Quincy Jones.

KNOK — DALLAS/FT WORTH — Nat Jackson
#1 — Sometimes — Facts of Life
Blessed Is The Woman — Shirley Brown — Arista
The Pride — Isley — T-Neck
Lady Luck — Ritchie Family — Marlin
Your Love — McCoo & Davis — ABC
So So Satisfied — Ashford & Simpson — WB
Uptown Festival — Shalimar — Soultrain
The Pinocchio Theory — Bootsy's Rubber Band
15 To 9 — Gloria — Enchantment
22 To 18 — What Would The World Be Without Music —
Mystlique

22 To 18 — What Would The World Be Without Music – Mystlque 30 To 24 — We Don't Cry — Moments 25 To 20 — Windy City Theme — Carl Davis Orchestra 29 To 23 — That's What It's All About — Brick #1 LP — Bootsy New LPs — Miracles, Curtis Mayfield.

New LPs — Miracles, Curtis Mayfield.

WDAO — DAYTON — Turk Logan

#1 — I've Got Love On My Mind — Natalie Cole
Pinocchio Theory — Bootsy Collins — WB
Disco Inferno — Trammps — Atlantic
I Want To Do It To You — Jerry Butler — Motown
Free Love — Jean Carn — Phila Int'l
Love In C Minor — Heart & Soul Orchestra — Casablanca
Love In C Minor — Cerrone — Cotillion

Hots:
Rigor Mortis — Cameo
The Pride — Isley Brothers
I Wanna Get Next To You — Rose Royce
#1 LP — Rufus
New LPs — Minnie Riperton.

New LPs — Minnie Riperton.

KDKO — DENVER — Bob Moore
#1 — I've Got Love On My Mind — Natalie Cole
I Want You Baby — Arthur Prysock — Old Town
Keep That Same Old Feeling — Side Effect — Fantasy
What Would The World Be Without Music — Mystique
Curtom
I Think I'll Tell Her — Hampton & Banks — WB
Good Thing Man — Frank Lucas — ICA
I To 10 — I Wanna Get Next To You — Rose Royce
16 To 11 — Space Age — Jimmie Castor

WCKO - FT. LAUDERDALE - Joe Fisher #1 — I've Got Love On My Mind — Natalie Cole
Say What You Want — Olympic Runner — London
Laying Beside You — Eugene Record — WB
Phoenix — Aquarian Dream — Buddah
Mr. Boogie Man — Avalanche — Boblo
Situation — Hodges, James & Smith — London
She Put The Whammy On Me — Purify Brothers —
London London
Whodunit — Tavares — Capitol
Ex To 12 — You Turned Me On To Love — Johnny Bristol
— Atlantic Ex To 12 — You Turned Me On 1 o Love — — Atlantic 22 To 10 — Disco Inferno — Trammps Ex To 6 — Dancin — Crown Heights Affair #1 LP — Marlena Shaw New LPs — William Bell

WTLC — INDIANAPOLIS — Roger Holloway #1 — Coming Round The Mountain — Funkadelic You're Throwing A Good Love Away — Spinners — Atlantic

tlantic erband — Kool And The Gang — DeLite 're What's Missing In My Life — G.C. Cameron — Motown
Out Of The Blue — Gap Band — RCA
30 To 25 — Cloudy — AWB
14 To 9 — Gloria — Enchantment

WOKJ — JACKSON — Dick Dawkins
#1 — Good Thing Man — Frank Lucas
It Feels So Good — Manhattans — Columbia
Superband — Kook & The Gang — De-Lite
Your Love — McCoo & Davis — ABC
While I'm Alone — Maze — Capitol
Laying Beside You — Eugene Record — WB
I Turn Away — Chi-Lites — Mercury
Ex To 9 — I'm Your Boogie Man — K.C. & The Sunshine
Band
Ex To 8 — On Your Face — E. W&F
#1 LP — Billy Paul
New LPs — Johnnie Taylor, Brainstorm, Mighty Clouds Of
Joy, Minnie Riperton, Purify Brothers, Curtis Mayfield,
Moments Facts Of Lite, Teddy Pendergrass.
KALO — LITTLE ROCK — Barry Mayo WOKJ - JACKSON - Dick Dawkins

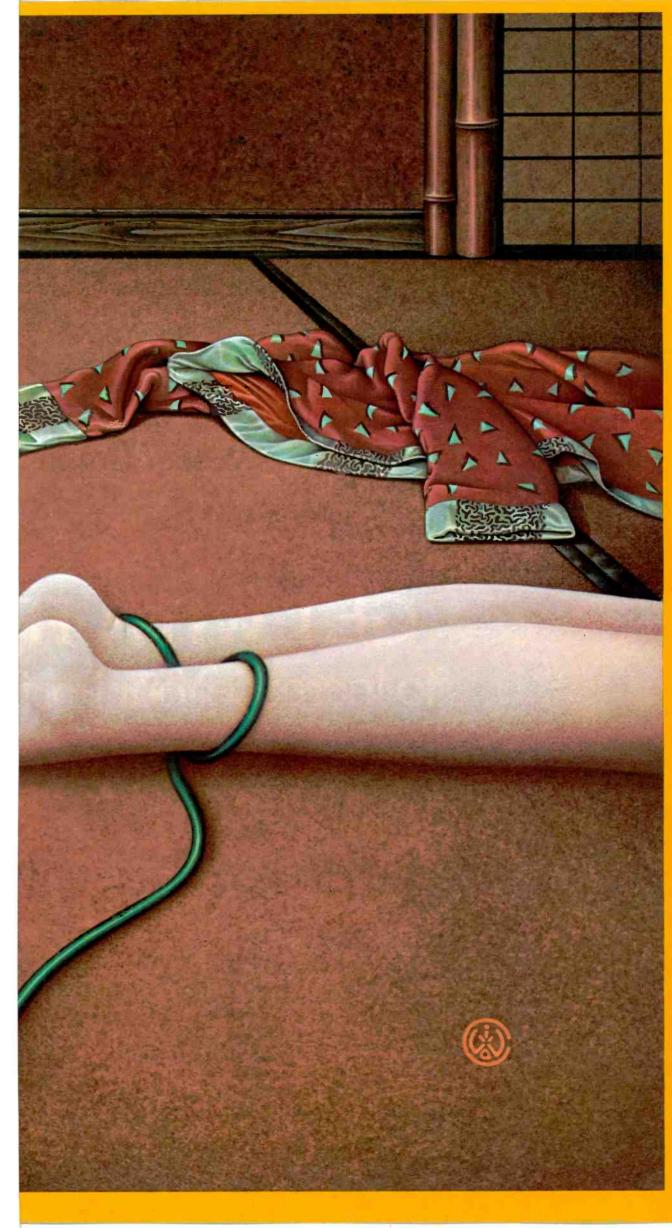
KALO — LITTLE ROCK — Barry Mayo
Top Single — Good Thing Man — Frank Lucas Hots: Ain't Gonna Bump — Joe To The Pride — Isley Brothers Body Heat — James Brown #1 LP — Natalie Cole New LPs — Confunkshun. KOKY — LITTLE ROCK — J.D. Black #1 — At Midnight — Rufus

# Eric Gale burns on "GINSENG WOMAN."

Eric Gale has been one of those steady studio legends you've often heard but never seen. Recently he stepped out with "Stuff," a band composed of other studio legends. Now Eric steps out on his own with "Ginseng Woman," hard driving rhythms in tasty arrangements.

# Hear what makes Eric burn.

Produced by Bob James.



n Columbia Records and Tapes.

LUMBIA." 

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# Korvettes





























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# CASH BOX TOP 100 R&B

March 19 1977

		W	eeks			٧	Veeks				Weeks
		3/12 C	On			3/12 (	On Chart			3/12	On Chart
1	I'VE GOT LOVE ON MY MIND	3/12 0		36	LET'S STEAL AWAY TO THE			69	LAYING BESIDE YOU		
•	NATALIE COLE (Capitol 4360)	1	9		HIDEAWAY			70	EUGENE RECORD (Warner Bros. WB 8322)	72	3
2	GLORIA	2	14		LUTHER INGRAM (Koko K0724)	44	6	70	HOW GOOD IS YOUR GAME BILLY PAUL (Phila. Intl./Epic ZS 8-3613)	73	3
3	AT MIDNIGHT (MY LOVE	2	'"	37		) 40	4	71	DOUBLE DUTCH		
3	WILL LIFT YOU UP)			38	K.C. & THE SUNSHINE BAND (TK 1022		4	70	FATBACK BAND (Spring/Polydor 171)	79	3
	RUFUS FEATURING CHAKA KHAN		.	50	THE PRIDE (PART 1) THE ISLEY BROTHERS (T-Neck ZS 8-2262	) 67	2	12	AVERAGE WHITE BAND (Atlantic 3388)	75	4
4	SOMETHIN' 'BOUT 'CHA	5	8	39	STICK TOGETHER	, às	5	73	"ROOTS" MEDLEY		
4	LATIMORE (Glades/TK 1739)	4	16	40	I WANNA DO IT TO YOU	) 41	°	74	QUINCY JONES (A&M 1909)	80	2
5	SOMETIMES	0	40	70	JERRY BUTLER (Motown M1414F	) 54	4	14	BY THE TIME I GET TO		
-	TRYIN' TO LOVE TWO	6	12	41	DISCO INFERNO	. 50	ا ،		PHOENIX/SAY A LITTLE PRAYER		
0	WILLIAM BELL (Mercury 73839)	7	14	12	I'M QUALIFIED TO SATISFY	) 59	3		ISAAC HAYES & DIONNE WARWICK		
7	REACHING FOR THE WORLD			72	YOU				(ABC AB 12253)	83	2
-	HAROLD MELVIN & THE BLUE NOTES (ABC 12240)	10	9		BARRY WHITE (20th Century TC 2328	) 51	4	15	ON YOUR FACE EARTH, WIND & FIRE (Columbia 10492)	_	1
8	LOOK INTO YOUR HEART		. 1	43	SPACE AGE	) 46	9	76	HOT LINE		
_	ARETHA FRANKLIN (Atlantic 3373)	9	10	44	THE WAY YOU MAKE ME	) 40	9		SYLVERS (Capitol 4336)	48	22
9	BE MY GIRL DRAMATICS (ABC 12235)	3	14		FEEL			//	WE SHOULD REALLY BE IN		
10	LOVE IS BETTER IN THE A.M.				MELBA MOORE (Buddah 562	) 50	5		DOROTHY MOORE & EDDIE FLOYD		
196	PART 1			45	JUST ANOTHER DAY PEABO BRYSON (Bullet 02	) 34	10	- HOW	(Malaco/TK M1040)	82	5
44	JOHNNIE TAYLOR (Columbia 3-10478)  DON'T LEAVE ME THIS WAY	13	6	46	RIGOR MORTIS	, 54	10	78	IT FEELS SO GOOD TO BE		
11	THELMA HOUSTON (Tamla/Motown T54278F)	8	14		CAMEO (Chocolate City/Casablanca 005	) 55	5		LOVED SO BAD MANHATTANS (Columbia 3-10495)	_	1
12	I WISH			47	SATURDAY NIGHT EARTH, WIND & FIRE (Columbia 3-10439	) 32	18	79	YOUR LOVE		
13	STEVIE WONDER (Tamla/Motown T54272F) FREE	11	15	48	I LIKE TO DO IT	, 02	,,,	00	McCOO/DAVIS (ABC AB-12-262)		1
13	DENIECE WILLIAMS (Columbia 3-10429)	12	20		K.C. & THE SUNSHINE BAND (TK 1020	) 35	16	80	BE MY GIRL MICHAEL HENDERSON (Buddah 552)	42	14
14	TIME IS MOVIN'	10	7	49	BOOGIE CHILD  BEE GEES (RSO/Polydor 867	) 37	8	81	THAT'S WHAT IT'S ALL		
15	BLACKBYRDS (Fantasy F787) BODY HEAT (PART 1)	18		50	LOVE IN C MINOR (PART 1) CERRONE (Cotillion/Atlantic 33120		-		ABOUT		a
1	JAMES BROWN (Polydor 14360)	15	15				4	82	WELCOME TO OUR WORLD	-	1
16	I WANNA GET NEXT TO YOU ROSE ROYCE (MCA 40662)	30	5	51	SWEETER THAN THE SWEET THE STAPLES (WB 8317	) 47	6	02	MASS PRODUCTION (Atlantic 44213)	84	7
17	TOO HOT TO STOP	30	٠ ا	52	RICH GIRL			83	STONE TO THE BONE TIMMY THOMAS (Glade/TK 1740)		141
- 11	BAR-KAYS (Mercury 73888)	19	8	Ė	FREE LOVE	) 53	7	84	SUPER BAND		
18	HA CHA CHA (FUNKTION) BRASS CONSTRUCTION (UA XW 921)	14	13	53	JEAN CARN (Phila. Intl./Epic ZS8 3614	) 70	3	0.7	KOOL & THE GANG (DeLite 1590)	_	1
19	DISCO LUCY (I LOVE LUCY	,,,	,,,	54	THERE'S LOVE IN THE			85	SPRING RAIN SILVETTI (Salsoul SZ 2014)	88	3
'	THEME)				WORLD (TELL THE LONELY			86	LIFE IS MUSIC	00	3
	WILTON PLACE STREET BAND (Island 078)	22	10		PEOPLE)				RITCHIE FAMILY (Marlin/TK 3309)	_	1
20	THERE WILL COME A DAY SMOKEY ROBINSON (Tamla/Motown T54279F)	29	6	55	YOU'RE THROWING A GOOD	) 62	6	87	YOU TURNED ME ON TO		
21	LOVE TO THE WORLD			55	LOVE AWAY				LOVE  JOHNNY BRISTOL (Atlantic 3391)	87	2
200	LTD (A&M 1897)	23	9		SPINNERS (Atlantic 3382	) 74	2	88	MY PEARL		
22	AIN'T GONNA BUMP NO MORE (WITH NO BIG FAT			56	DO WHAT YOU WANT BILLY PRESTON (A&M 1892	) 52	7	-	AUTOMATIC MAN (Island 063)	89	6
	WOMAN)			57	A DREAMER OF A DREAM	, 32		89	GOOD THING MAN FRANK LUCAS (ICA 001)	90	2
	JOE TEX (Epic 8-50313)	25	8	-	CANDI STATON (Warner Bros. WBS 8320	) 61	4	90	STANDING IN THE SAFETY		
23	FEEL FREE	24	17	58	COMIN' ROUND THE				ZONE		
24	BLESSED IS THE WOMAN	24	17		MOUNTAIN FUNKADELIC (WB 8309	) 39	8		BOBBY WOMACK & BROTHERHOOD (Columbia 3-10493)	91	2
1.	SHIRLEY BROWN (Arista 231)	28	6	59	THEME FROM KING KONG	. 15	-	91	CHANGES		
25	DANCIN' CROWN HEIGHTS AFFAIR (DeLite 1588)	26	9		PART ONE				RALPH GRAHAM (RCA PB 10883)	94	4
26	DARLIN' DARLIN' BABY	20	3		LOVE UNLIMITED ORCHESTRA (20th Century TC 2325		8	92	PARTY PART ONE SILK (Prelude PRL 71084)	93	5
-	(SWEET, TENDER LOVE)			60	I CAN'T SAY GOODBYE			93	DO WHAT YOU WANT BE		
	O'JAYS (Phila. Intl./Epic ZS8-3610)	16	18	61	MILLIE JACKSON (Spring/Polydor 170 THE PINOCCHIO THEORY	) 64	5		WHAT YOU ARE	0.6	•
27	FANCY DANCER COMMODORES (Motown 1408)	17	25	01	BOOTSY'S RUBBER BAND			QA	THEME FROM ROCKY	96	2
28	ENJOY YOURSELF			62	(Warner Bros. WBS 8328	) 86	2	34	(GONNA FLY NOW)		
-00	THE JACKSONS (Epic 8-50289)	21	23	02	FLY LIKE AN EAGLE STEVE MILLER (Capitol 4372)	) 85	2		RHYTHM HERITAGE (ABC 12243)	_	1
29	CAR WASH  ROSE ROYCE (MCA 40615)	20	26	63	BOOGIE BOPPER			95	WHEN LOVE IS NEW ARTHUR PRYSOCK (Old Town 1000)	43	20
30	ISN'T IT A SHAME			EA	DR. FUNKENSTEIN	) 63	5	96	LET THE CHILDREN PLAY	40	20
24	MY LOVE IS FREE	27	14	04	PARLIAMENT (Casabianca 875)	) 65	5		SANTANA (Columbia 3-10481)	98	3
31	DOUBLE EXPOSURE (Salsoul 2012)	40	5	65	SAY YOU LOVE ME		7	97	STAY AWHILE WITH ME DONNIE GERRARD (Greedy G109)	100	8
32	DAZZ	24	24	66	I WANT YOU BABY	) 69	7	98	YOU'RE GONNA GET NEXT		
33	I TRIED TO TELL MYSELF	31	24	445	ARTHUR PRYSOCK (Old Town 1001)	78	2		TO ME		
	AL GREEN (Hi/London 5N-2322)	36	6	67	WAKE UP AND BE			00	BO KIRKLAND & RUTH DAVIS (Claridge 424)	_	1
34	FEELINGS WALTER JACKSON (UA XW 908Y)	33	19		SOMEBODY BRAINSTORM (Tabu/RCA QB 10811)	) 71	5	33	SHAME AND SCANDAL IN THE FAMILY		
35	WINTER MELODY	00	, 3	68	LOVE IN C MINOR		-		STYLISTICS (Duchess/BMI H&L 4681)	-	1
	DONNA SUMMER (Casablanca NB 874)	38	7		THE HEART AND SOUL ORCHESTRA (Casablanca 876)		4	100	STRAIGHTEN IT OUT ANGLO-SAXON BROWN (Atlantic 3376)	97	3
					(222223				ANGEO-GANOR DITORIA (Atlantic 3570)	31	
				1							
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#### ALPHABETIZED TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSEES)

A Dreamer (Warner Tamerlane/Marsaint — BMI) 57 Ain't Gonna Bump No More (Tree — BMI) 22 At Midnight (Amer. B'casting/Elainea — BMI) 3 Be My Girl (Electrocord — ASCAP) 9,80 Blessed Is The Woman (Dejano — BMI) 24 Body Heat (Dynatone/Belindar/Unichappell — BMI) 15 Boogie Bopper (Glenwood/Osmosis — ASCAP) 63 Boogie Child (Stigwood/Unichappell — BMI) 49 By The Time (EMP — BMI/Mills — ASCAP) 74 Car Wash (Duchess — BMI) 29 Changes (Tauvir — BMI) 91 Cloudy (Average Music — ASCAP) 72 Comin' Round The Mountain (Malbiz — BMI) 58 Dancin' (Delightful/Cabrini — BMI) 26 Dazz (Silver Cloud/Troiley — ASCAP) 32 Disco Inferno (Six Strings/Golden Fleece — BMI) 41 Disco Lucy (Desilu — ASCAP) 19 Don't Leave Me (Mighty Three — BMI) 11 Double Dutch (Cilta — BMI) 71 Do What You Want (Unichappell — BMI) 93 Do What You Want (Unichappell — BMI) 64 Enjoy Yourself (Mighty Three — BMI) 64 Enjoy Yourself (Mighty Three — BMI) 64 Enjoy Yourself (Mighty Three — BMI) 28 Fancy (Jobete/Commodores Ent. — ASCAP) 27	Fly Like An Eagle (Sallor — ASCAP) 62 Free (Kee/Drick — BMI) 13 Free Love (Mighty Three — BMI) 53 Gloria (Desert Moon/Willow Girl — BMI) 2 Good Thing 89 Ha Cha Cha (Desert Moon/Jeffmar — BMI) 18 Hot Line (Bull Pen — BMI/Perren Vibes — ASCAP) 76 How Good (Mighty Three — BMI) 60 Like To Do (Sheriyn/Harrick — BMI) 48 I'm Qualified (Sa-Vette/January — BMI) 42 I'm Your Boogle (Sheriyn/Harrick — BMI) 37 Isn't It A Shame (Hastings — BMI) 30 It Feels So (Razzle Dazzle — BMI) 78 ITried To Tell (Jec/Al Green — BMI) 33 I've Got Love (Jay's Ent./Chappell — ASCAP) 1 I Wanna Do (Jobete/Butler — ASCAP) 40 I Wanna Get Next (Duchess — BMI) 16 I Want You (Mighty Three — BMI) 66 I Want You (Mighty Three — BMI) 65 I Wash (Jobete/Black Bull — ASCAP) 12 Just Another (Web IV — BMI) 65 Let's Steal Away (Klondike — BMI) 69 Let's Steal Away (Klondike — BMI) 66 Let The Children Play (Light — BMI) 66 Let The Children Play (Light — BMI) 66 Let Is Music (Can't Stop — BMI) 66 Let Novel (Vary (Marger Tameriane — BMI) 86	Love Is Better (Groovesville — BMI/   Conquistador — ASCAP  10     Love To The World (Alruby — ASCAP  21     My Love Is Free (Lucky Tree/Top Bound/ Mighty Three — BMI) 31     My Pearl (Island/Automatic Man — BMI) 88     On Your Face (Saggiffre — BMI) 75     Party (Ocarina/Loo — BMI) 92     Reaching For The World (Simi — BMI) 7     Rich Girl (Unichappell/Hot Cha — BMI) 52     Rigor Mortis (Better Days — BMI) 46     "Roots" (WB — ASCAP) 73     Saturday Night (Saggiffre — BMI) 47     Say You Love Me (Antisia — ASCAP) 65     Shame And Scandal (Duchess — BMI) 99     Somethin' (Sherlyn — BMI) 5     Space Age (Jimerie — BMI) 43     Spring Rain (Barnegar — BMI) 45     Standing In The (Bobby Womack/Unart — BMI) 90     Stay Awhile (Warner Tamerlane/Interior/ Van McCoy — BMI) 97     Stick Together (Dickie Bird/Jobete/ Black Bull — ASCAP) 39     Stone To The Bone (Sherlyn — BMI) 85     Straighter It Out (Sacred Pen — BMI) 85     Straighter It Out (Sacred Pen — BMI) 85     Straighten It Out (Sacred Pen — BMI) 85     Straighten It Out (Sacred Pen — BMI) 100	Sweeter Than The Sweet (Mayfield — BMI)
Fancy (Jobete/Commodores Ent. — ASCAP)	Look Into Your (Warner Tamerlane — BMI)	Straighten It Out (Sacred Pen — BMI) 100 Super Band (Delightful/Gang — BMI) 84	
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# **EAST COASTINGS / POINTS WEST**

# N.Y. Music Directors Meet The Artists



 ${ t DOWN-HOME\ GOES\ UPTOWN}$  — Atoo recording artists the Winters Brothers Band were heard in New York city recently, as WLIR carried a live broadcast of the Tennessee based band from My Father's Place on Long Island. Pictured standing (I-r) are: Band members Gene Watson and David "Spig" Davis; Denis McNamara, music director of WLIR; Michael Epstein, club owner; Bill Cataldo, local promotion man for Atlantic/Atco; Kent Harris, band member, and Robert Stewart, Sound Seventy management. Seated are band members Dennis Winters and Donnie Winters.



– Following a recent performance at New York City's Avery Fisher Hall, Capitol recording artists Gentle Giant cut up backstage with Tom Morrera, music director of WNEW-FM. Pictured (I-r) are: Derek Shulman of Gentle Giant; Irwin Sirotta, eastern AOR promotion of Capitol records; Gary Green of Gentle Giant; Morrera; and John Weathers, Ray Shulman and Kerry Minnear of Gentle Giant.

## Retailer Reluctance To \$7.98 Fades

(continued from page 28)

about 15% in the past three or four weeks. However, LeAnnais indicated he planned to begin advertising more heavily in the Detroit Free Press and on radio. "I haven't done too much (promoting) yet," LeAnnais added. "but I think we'll start recovering af-

"There was some fear among retailers before they (Peaches) moved in," noted Garud MacTaggart, manager of one of Harmony House's six area stores, "but it hasn't worked out badly.

MacTaggart said sales in his store have even gone up since the Peaches opening, partly because the chain lowered its sale price on selected LPs from \$3.97 to \$3.77 and has been advertising much more on WNIC and CKLW. MacTaggart added it is not uncommon now for Harmony House to sell LPs at \$3.77, \$3.97 and \$4.97, a form of

"variable pricing."
"It's still early," he concluded. "We'll see what happens after Peaches fully establishes itself.

Other record retailers and mass merchandisers such as Discount Records and Musicland have been a little more visible in the past few weeks, sources said, but pricing and promotion have remained relatively stable.

One retailer hinted that the Detroit market could see major expansion in the coming months, with the rumoured opening of another Peaches outlet and a seventh Harmony House store.

Frank Miko, vice president of Nehi Record Distributing Co., which owns Peaches, said the chain was looking at other sites in the area. "The Detroit opening is the best we've ever had," Miko asserted, noting that he didn't believe Peaches had

severely hurt any retailer. "We're only in one small area (of the city) now," Miko noted, "and there's plenty of room to go around.

#### PR Veteran Al Ross Opens Press Office Ltd.

NEW YORK - Music industry public relations man Al Ross has formed a new PR firm, The Press Office, Ltd., with offices at 645 Madison Ave. here. Ross, a former partner in the firm of Levinson and Ross. has represented such music personalities as Glen Campbell, Paul McCartney and Barbra Streisand.

(continued from page 32)

THE COMMODORES have set their first world tour, to begin March 18 in Birmingham. The Music and Performing Arts Lodge of B'nai B'rith will host "An Evening England With Norm Weiser," president of Chappell Music Company, starting 7:15 at Central Synagogue, 123 E. 55th St., on Monday March 14.

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POINTS WEST — WELCOME TO LA. — First it was Gary Cohen and 4 members of the CB Research department. Then it was Herb Corsack and Amanda Schuster of Island. Now we extend a premature welcome to Howard Rosen and Soozin Kaszick, who are leaving Midsong and Columbia respectively, to join Casablanca here in the west. And a welcome, too, to **Mort Weiner** and the RCA custom labels, who will be making this part of town their home. Farewell, meanwhile, to George Furness, Atlantic's top-notch west coast promotion director, who has seen many changes in his years in the business. Among those at a farewell party in the Beverly Hills Hotel Rodeo Room were CB president and publisher George Albert, who took time out from NARM and A/A chairman Ahmet Ertegun ... And speaking of Atlantic, we hear that Mick Jagger and the Stones, after shopping around the U.S. for a label deal, are about to re-sign with Atlantic

OFF THE CUFF OR IN THE BUFF? — If Elton John is a man of his word, Britons may be seeing more of him than ever before. Last November, on a London radio show with Roger Scott, Elton remarked that, although he personally liked **Bob Seger's** "Night Moves" it was his opinion that commercial radio wasn't ready for it yet. In fact, he boasted that if the single ever became a number one single, he would hire Wembley Stadium outside London and dance naked on stage. The record has been in the top ten for weeks now and if it does reach the summit, Elton may show off a few of his own night moves . . . Speaking of Britons, a citizen journalist of the Crown colony was overheard asking quite a cheeky question of Ms. Dolly Parton at a recent Bistro party following her performance at the Anaheim Convention Center the day before. Ever in search of journalistic truth, the scribe wanted to know if Miss Dolly used silicone injections to boost her "stature." As sweet as natural honey, Miss Dolly replied that they were indeed a natural phenomenon but if they were not she would consider better living through chemistry.

ON THE DOTTED LINE — Private Stock Records has announced the signing of

Brownsville Station in a reunion with label chief Larry Uttal, who worked with the group when he headed Bell Records. The group's first release will be produced by Eddie Kramer who has also worked with Kiss, The Rolling Stones and Led Zeppelin ... The Addrisi **Brothers** have signed with Buddah ... Polydor has announced the signing of new band **Stormin' Norman & Suzy**, a Boston bar band that was discovered in NYC's Tramps last fall.

TOTS ON THE TUBE — The Keane Brothers, who at age 12 and 11 are barely old enough to have pimples, have been signed to star in a prime-time variety television series on CBS. Production will begin in May for the half-hour shows, which will appear on the CBS summer schedule. We're told that this is the first time that sub-teen artists have been handed a prime-time network headlining assignment . . . Four years ago he was the arranger, composer and piano player for **Bette Midler** at the Continental Baths. Now he's **Barry** Manilow and you're not, and doing quite well, thank you! His March 2 TV special on ABC drew a national audience of 35 million, beating out all the competition in his time slot with a 21.9 Nielsen, easily outdistancing "Minstrel Man" at 17.0 and Dean Martin at 16.8 ing John Davidson has been signed to star in a Columbia television pilot entitled "The Quentin Method," a 90-minute light adventure film in which Davidson will play a contemporary jet-set entrepreneur . . . In a mini-media battle, television commitments by the artists have caused the postponement of the ABC Radio Network presentation, "Country Comes to Carnegie Hall," which will feature Roy Clark, Freddy Fender, Hank Thompson, Buck Trent and Don Williams.

STUDIO STIRRINGS — Blood, Sweat & Tears are back at it in United Western studios once again working with Roy Halee, who is co-producing their first album for ABC with group member Bobby Columby. They have not worked together since 1971. However, when the two were working together, every effort they had went gold . . . Lenny Waronker is producing Greg Allman and his band, including ex-Cowboy and Wet Willie band members. The album is due out in April . . . Jeff Beck and Jan Hammer will release their joint effort later this month . . . Wally Heider Recording has just purchased six 24-track tape recorders for live remote and studio sessions . . . The Who's John Entwistle is not only working on his new solo album but also on a book of cartoons . . . Roger Daltrey's solo album is due out in late spring and will feature such guest stars as Paul McCartney, Alvin Lee, Peter Townsend, John Entwistle and Mick Ronson.

SON OF WOODSTOCK — Richard Flanzer & Associates have announced a two-day Easter week festival to be held in Lakeland, Florida April 2nd and 3rd. The Florida Sunfest will be held on 500 acres which includes full camping facilities, showers, toilets, food, etc. The cost for the event is only \$10 per head and the line-up of confirmed acts is impressive. So far scheduled are: Jimmy Buffett, Orleans, Atlanta Rhythm Section, Richie Havens, Pure Prairie League, the Nitty Gritty Dirt Band, Leon Redbone, Jonathan Edwards and

(continued on page 50)

# **CBS Names 5 Regional Marketing VP's**

in 1963. He was promoted to branch manager, Chicago in 1967, a position he held until 1975 when he was made regional director, southeastern region.

Ron Piccolo, vice president, marketing northeastern region, began at CBS Records as an operations manager in Chicago. Four years later he was made

sales manager in Minneapolis. In 1972, he was promoted to branch manager, New York and two years later became regional director, northeast region.

Don Van Gorp, vice president, marketing, midwestern region, joined CBS Records as regional sales manager in Detroit in 1963. Two years later, he was moved to Chicago in the same capacity. He was promoted to director, special projects in New York in 1967 and a year later became assistant to the director of national sales in New York. That year he was again promoted, this time to regional director of sales, east coast. In 1969, he became regional director, midwest region.

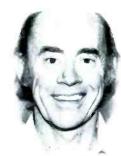
(continued from page 9)



Ron Piccolo



Don Van Gorp



Del Costello



Frank Mooney

# C4SHBOXCOIN/MACHINE

## NAMA To Add Hall For Coin-Op Music And Games At '77 Trade Show

CHICAGO — The 1977 National Automatic Merchandising Association (NAMA) national convention-exhibit in Chicago will be expanded by the addition of a special hall for coin-operated music and amusement machines. Dates of the convention are October 13 through 16 at McCormick Place.

The decision to add music and games equipment, in a separate hall, at the trade show of vending and foodservice management was made by the NAMA board of directors at its February meeting, after thorough discussion at board meetings during the past two years. The decision, however, does not include any change in the association's present activities and services, which continue to be limited to the merchandise vending and foodservice management operations of its member firms, according to NAMA president G. Richard Schreiber.

"Because our national and western conventions and exhibits have been highly successful." Schreiber explained. "an increasing number of members urged that we offer this additional service to the many NAMA member firms which operate music and games as well as merchandise vending equipment."

He added that operator members as well as NAMA exhibitors have been unhappy in recent years about the conflict in exhibit dates and locations of the NAMA show and the Amusement and Music Operators of America (AMOA) convention, and that efforts to coordinate the dates and places have not been successful. In 1977, though, both shows will be held in Chicago within two weeks of each other. The AMOA will be held October 28, 29 and 30 in the Conrad Hilton Hotel.

NAMA's director of sales Jack Rielley has made contact with manufacturers of coin-operated music and amusement machines to inform them of NAMA's plan to add music and games to its 1977 convention and its plans to do so also at the 1978 Western Convention.

Schreiber said one-fourth of the 163 new operator members who joined NAMA in 1976 indicated that they also operate music and games equipment and that nearly all members in the "street" cigarette business have long been in the music and games business as well.

NAMA was founded in 1936, in part to establish "merchandise vending" as a separate business for legislative and public relations reasons. Until 1962 the association maintained a policy of not admitting operators of music and games. Since then

### Atari Hosts Coin Service Seminar

SUNNYVALE, CA — The new Marriott Hotel at Santa Clara's Great America amusement park was the site of a service seminar conducted recently for The Atarians. Atari's all new solid state pinball game.

Atari distributors from across the country sent 35 service representatives to sessions held on Jan. 17-18 by the Atari customer service department, managed by Don Smith.

The first day's sessions were conducted by Steve Nollan, pinball engineering, and Fred McCord, customer service field representative, and included a detailed explanation of the game's electronics and microprocessor functions.

Special emphasis was placed on The Atarians' self-diagnostic checkout procedure built into the game's program.

Based on input from preliminary field tests, updated service hints were shown.

no restriction has existed regarding the non-vending operations of members, but NAMA renders no services for the music and games activities of its members. Except for the new exhibit, this will continue to be the case, according to the action by the NAMA board.

Companies interested in the October NAMA music and games exhibit should contact Rielley at NAMA headquarters, 7 South Dearborn Street, Chicago, Illinois 60603.

# **Enrollment Now Being Accepted For AMOA Dental Insurance Plan**

CHICAGO — A comprehensive group dental insurance program is currently being instituted as an exclusive membership service by AMOA.

Members of the national association, as well as their employees and their families, are eligible for coverage and urged to join during the charter enrollment period, now in progress. By so doing they will qualify under special terms which place no age limitations, allow participants to select the dentist of their choice and provide

economical semi-annual premiums.

"By using the purchasing power of AMOA, we have been able to secure the services of a major insurance company to design a group dental insurance plan that will provide benefits at a reasonable rate," said AMOA's executive vice president Fred Granger. "We have distributed enrollment forms to our entire membership and, because the enrollment period is limited, we urge that these forms be completed and returned as soon as possible."

# Start a Revolution! A Profit Revolution!

Bally FREEDOM



# MAA Doubles Floor Exhibitor Space For Upcoming Annual Convention

NEW YORK — The upcoming annual convention of the Music and Amusement Association of New York, slated for May 12 through 15 at the Stevensville Country Club in Swan Lake, will utilize double the exhibit space of last year, according to the association's executive director Ben Chicofsky.

"The exhibitors who were with us in 1976 have reserved most of the allotted space." Chicofsky said, "and only a few booths remain available at this time. Last year's show attracted manufacturers, record companies, distributors and operators from every state along the eastern seaboard, as well as industry representatives from the West Coast and operators from Australia and other foreign countries,"

he added.

Chicofsky also indicated that in addition to expanded exhibitor participation, MAA expects an attendance of 1,000 for the 1977 event.

Various recreational activities - including golf tournaments, tennis tournaments, swimming and a manufacturers vs. operators baseball game - have been planned by the association during the 4day show. Special dinners and receptions will also be held and numerous prizes given

This year's business agenda will feature industry seminars focusing on the relationship of record companies to jukebox operators.

## **Futuristic Design, Additional Service** Features Found In 'The Atarians'

SUNNYVALE, CA — The pinball division of Atari, Inc. has introduced its first flipper game, a four-player model with a futuristic design called 'The Atarians'. And in a field test program that has been under way since last November, the game has proven to be one of the highest impact pinball games on the market, the company reports.

The playfield is about six inches wider (27" x 50") than most other games, although the overall cabinet width is still under 30 inches. Precise scoring features including hole kickers, targets, pop bumpers and sling shots combine with three special ball saver features on the playfield to optimize the balance of fast ball and flipper action. The electronic digital scoring system is placed in the lower left corner of

the playfield to allow players to easily watch the score as it mounts up during play. In addition, there are a variety of exciting electronic sounds that accompany play.

The Atarians has colorful, eye-catching graphics and a flashing attract mode that operates when play is not in progress. It has many unique features that appeal to players at all levels of expertise and keeps them coming back for new challenges, according to Atari.

In designing the game, Atari has made a special effort to include service features to enhance ease of maintenance and repair. For example, there is a built-in test mode to assist in pinpointing problems. And sealed contact switches and magnetic sensor switches replace rollovers, eliminating the need for adjustments and problems caused by dirt buildup.

Referring to Atari's new product, Ira Bettelman of C.A. Robinson, Los Angeles, said, "Although we didn't see it in the Chicago or New Orleans trade shows, The Atarians was certainly worth waiting for. Call it a pinball or an arcade piece or a hybrid, regardless, its earnings rank it as one of the top five games available today.

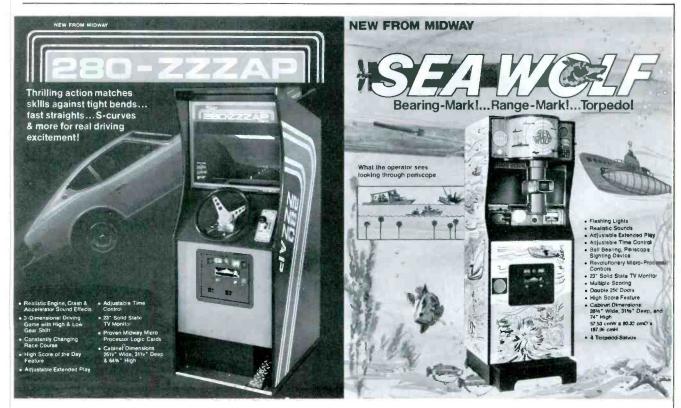


Another distributor, Al Kress of Coin Machine Distributors, Peekskill, N.Y., said, 'The Atarians is an example of 'the game of the future' and is a fabulous game. In one test location in New York, The Atarians' collections were over 80% more than the next highest earning pinball game.

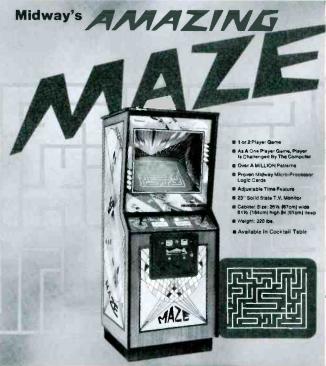
And Louis Boasberg of New Orleans Novelty calls The Atarians "the largest, most beautiful and the biggest moneymaker of any flipper that has ever appeared on the market . . . it has startling sound effects and revolutionary new features." Addressing his operators, he adds, "You would have no trouble operating The Atarians on three balls, straight quarter play, and you can do this in locations where you have other flippers operating on two for a quarter. You will be surprised at its fantastic earning power."

According to Frank Ballouz, Atari's national sales manager, "The Atarians has proven itself to be the top earning game on location. From the reactions thus far, I know that Atari's game will soon be the top rated pinball game in the industry.

The Atarians is now available through Atari distributors.









### **CHICAGO CHATTER**

Seeburg is currently in full production of its recently premiered furniture style FC-2 console phonograph. The model features an all-wood finish, to satisfy the location desiring such a look, and is available with a hutch attachment that further reflects the furniture appearance. The model played a major role in a recent benefit here in town honoring restaurateur Fred Slnn of the Golden Ox. A committee of businessmen, including Seeburg's advertising and promotion manager Bernle Cohen, spearheaded the event which was held as a fund-raiser for the Mangini Youth Center. All proceeds were donated to the center, and the pot was considerably swelled by the raffling off of a Hutch FC-2 — donated by Seeburg.

CORRECTION: We apologize for referring to the new Rowe console phonograph (in the March 5 Chatter) by a name other than its own — which is **Camelot!** It is a solid state, 200-selection model, and currently attracting attention on distributor showroom floors across the country.

STERN ELECTRONICS PREXY **Gary Stern** couldn't be more pleased over response to the factory's new "Stampede" 2-player pingame. With the recent completion of sample shipments, the firm's now concentrating on filling those orders.

DATELINE SUNNYVALE — home of Meadows and the fast selling "Lazar Command" upright. Had a conversation with **Lila Zinter** who called the game a super earner that is presently heavily back-ordered at the factory. Coming up soon is a new cocktail table called "Trax," which offers a Bonker's-type play theme. Lila mentioned that Meadows had recently announced some changes in its executive lineup with former president **Harry Kurek** being upped to chairman of the board and **Ray Dennison**, who was operations manager, becoming president.

BOB SHERWOOD (formerly with the now defunct CDI) is heading for a sunnier climate to assume a post with a west coast-based manufacturer. Details later.

MAC BRIER OF NATIONAL COIN is really looking forward to receiving samples of the new NSM phono line. As he pointed out, with the many innovative features incorporated into the new machines, the models should really go over well in the U.S. market. As for games, Mac said the department did slow down a trifle last week after experiencing a big rush at the time the pinball ban was lifted in Chicago; however, with spring just around the corner, he's certain the surge will resume.

DATES OF THE annual AMOA board of directors mid-year meeting are March 24-26 in Houston, Texas. Since it is at this particular meeting each year that the board firms up plans for the annual convention, and reviews the previous one, 100% attendance is expected — and much important work is in store for officers and directors. As is customary, AMOA will host a reception for ops, distribs and other industry reps in Texas on the opening evening of the 3-day event... The very informative 1977 AMOA Membership Directory (a valuable reference piece) was scheduled to be mailed to the membership in early March—and is, hopefully, in the hands of most by now. Members are cautioned to "take good care of it" as it is printed in limited quantity.

ON THE SINGLES SCENE — For this week's list we go to Omaha. Neb. and programming expert Ev Dalrymple of Lieberman's One Stop, who notes that the following are happening big in jukeboxes: "Southern Nights" by Glen Campbell (Capitol), "Heart Healer" by Mel Tillis (MCA), "You're Free To Go" by Sonny James (Columbia), "All Strung Out On You" by John Travolta (RCA), "Hotel California" by The Eagles (Asylum), "Red Hot Women & Ice Cold Beer" by New Riders Of The Purple Sage (MCA), "Turn Loose Of My Leg" by Jim Stafford (WB), "City Jail" by Johnny Cash (Columbia) and "Lunch Time Lovers" by Rob Redmond (NBC).

#### **State Association News**

Illinois operators are gearing up for the final phase of the current pool tournament being sponsored by the ICMOA state association. More than 75 locations are participating and finals have been scheduled for April 3 at the Continental Regency in Peoria, III. Incidentally, ICMOA really has a unique way of keeping the majority of its members in the "dues paid" category: it publishes, in the association's newsletter, the names of those individuals whose dues are in arrears! Among the many members who contributed in time and effort to the recent passage of a bill to allow pinball machines in Chicago were: Wayne Hesch, Kem Thom, Chuck Sacco, Leon Mohlli, Art Velasquez, Hal Gienke and Dick Nomden. Nice goin', fellas! In addition, through the efforts of ICMOA and its members, the machine license fee was lowered from a proposed \$100 to \$75 and the operator license fee from \$500 to \$200 . . . The North Carolina Operators Assn. has changed the dates of its annual meeting to August 5-7 at the Raddison Hotel in Charlotte. The event will be preceded by a March 20 spring meeting at the Wilmington Hotel. Understand free play legislation is in the . The recent board meeting of the West Virginia Music & Vending Assn. wind out there was highlighted by a Rock-Ola showing, sponsored by Monroe Dist. Some 16 of the association's membership ranks attended the ATE London convention, among them Leoma Ballard, who spent about nine days in London. Leoma mentioned that she and fellow officers are currently working on an agenda for their Sept. 22-24 annual meeting . . . Plans are firming up for the April 15-16 annual **Ohio Music & Amusement Assn.** convention at the Carousel Inn in Columbus. An election of officers will be held and the association has arranged to have noted news correspondent Leslie Stahl as a guest speaker

#### State Association Calendar 1977

- Mar. 11-13; Music Operators of Michigan, annual conv., Kalamazoo Center, Kalamazoo, Mich.
- Mar. 18-20; Wisconsin Music Merchants Assn. Inc., spring conv., Olympia Hotel & Spa, Oconamawoc, Wis.
- April 15-16; Ohio Music & Amusement Assn., annual conv., Carousel Inn, Columbus.
- May 6-8; Amusement/Music Operators of Tennessee, annual mtg., Henry Horton State Park, Chapel Hill, Tenn.
- May 12-15; Music & Amusement Assn., Inc., conv. & trade show, Stevensville Country Club, Swan Lake, N.Y.
- May 20-22; Music Operators of Minnesota, conv. & trade show, Holiday Inn-Downtown, Minneapolis.

- June 10-12; Colorado Coin Industries, annual mtg., Holiday Inn, Glenwood Springs, Colo.
- June 16-19; Illinois Coin Machine Operators Assn., annual conv., Hospitality Motor Inn, Earth City, Mo.
- Aug. 5-7; No. Carolina Coin Operators Assn., Inc., annual mtg., Raddison Hotel, Charlotte, N.C.
- Sept. 16-18; Florida Amusement Merchandising Association, annual conv. & trade show, Deauville Hotel, Miami Beach, Fla.
- Sept. 22-24; West Virginia Music & Vending Assn., annual conv., Heart-O-Town Motor Inn, Charleston, W. Va.

#### **CALIFORNIA CLIPPINGS**

C.A. Robinson Distribs in Los Angeles last Friday (March 4) hosted a much acclaimed premiere of Exidy's new Car Polo driving game. "To my knowledge," reports company exec Ira Bettelman, "this was only, the second time that the game has been shown to operators." Bettelman added that Car Polo was an instant hit with all in attendance, and that the full-color video model was set up for free play in the middle of the company's new game showroom. Also in attendance were Exidy's Pete Kauffman, Paul Jacobs and several service technicians who conducted an informative question and answer session covering all facets of operation and service. What impressed ops most about the new offering from Exidy, according to Bettelman, was the fact that it can accommodate 1, 2, 3 or 4 players. "We're anxiously awaiting delivery of our first shipment sometime this week," Bettelman concluded enthusiastically.

ON THE SINGLES SCENE — For this week's list of the top 20 jukebox platters we turn to California Music, where resident expert Gene Mims notes that the following are getting plenty of spins: "Year Of The Cat" by Al Stewart (Janus), "Love Theme From 'A Star Is Born'" by Barbra Strelsand (Evergreen), "Blinded By The Light" by Manfred Mann (Warner Bros.), "I Like Dreamin'" by Kenny Nolan (20th Century), "Fly Like An Eagle" by Steve Miller (Capitol), "Dancing Queen" by Abba (Atlantic), "Enjoy Yourself" by the Jacksons (Epic), "Torn Between Two Lovers" by Mary Macgregor (Ariola America/Capitol), "New Kid In Town" by the Eagles (Asylum), "Rich Girl" by Hall & Oates (RCA), "Boogie Child" by the Bee Gees (RSO/Polydor), "The Things We Do For Love" by 10cc (Mercury), "Night Moves" by Bob Seger (Capitol), "Don't Leave Me This Way" by Thelma Houston (Tamla/Motown), "Don't Give Up On Us" by David Soul (Private Stock), "Weekend In New England" by Barry Manilow (Arista), "Go Your Own Way" by Fleetwood Mac (Reprise), "Carry On Wayward Son" by Kansas (Kirshner/Epic), "Hotel California" by the Eagles (Asylum), and "Say You'll Stay Until Tomorrow" by Tom Jones (Epic/MAM).

# **EASTERN FLASHES**

Optimism prevails among area coin people in all levels of the industry that the impending spring season will stimulate business to banner proportions. And then there are those who've just about had it with winter and would certainly welcome spring — with or without added business . . . Spoke with Ron Gold of Cleveland Coin who's prepared for big spring business and a more "selective market." He pointed out that operators are becoming more "discriminating in their buying patterns" and are exercising a stronger preference for "quality product," citing as evidence the case of Midway's "Sea Wolf" which went back into production by popular demand! Ron's planning to host a private showing of the new Seeburg furniture style Model FC-2 console phonograph — and, in mentioning Williams' "Grand Prix" 4-player pin, compared it to the factory's record seller "Space Mission" which, if present advance orders are any indication, it will likely outsell. After attending the recent ATE convention in London, Ron remained abroad for a few extra days to spend some time with his daughter, Kathy, who's studying in Zurich — and is known to the trade for her many summers of work in dad's office. Cleveland Coin's Columbus branch is contemplating a move to new, modern quarters in suburbia. More details later. . . Universe Affiliated Int'l. is now delivering the exciting new "Speakeasy" 4-player pingame, produced by Playmatic of Spain. It has all the color and outstanding artwork for which Playmatic is noted, and the unique jack-pot reels scoring feature is something else. Universe prexy Barry Feinblatt said the trade can look forward to a single player version called "The 30's. In the near future, something totally different and "never before done on a pinball playfield" will materialize in a 4-player called "Rio," which will also boast some exotic backglass graphics . . . Pat Bliotta hosted a Wurlitzer service school at the Bilotta Dist. premises in Newark last Monday, March 7, with C.B. Ross conducting. Presentation covered the '77 Wurlitzer phono line and ops and service people from throughout the territory were invited to sit in. Pat said that with spring buying starting up, arcade equipment is very much in the spotlight these days. He noted that Meadows' "Bonkers," "Lazar Command", Exidy's "Attack" and PSE's "Bazooka" are doing well and he had much praise for the Dynamo "matching pair" pool and fooswall tables, adding that he's been successfully experimenting with the 35 cent pool table chute.

# MILWAUKEE MENTIONS

WMMA's **Marge Halverson** has been very busy contacting operators and distributors in the final stages of preparation for the association's March 18-20 meeting. Exhibits will once again be featured this year, along with some added attractions, and attendance is expected to be very good, as usual. The **Sonny Williams** orchestra, which has performed throughout Wisconsin with its successful country show, will headline the Saturday night banquet entertainment, courtesy of Modern Rack Sales, Inc. Among guest speakers at the business sessions will be MOA's executive vice president **Fred Granger** and **Mike Mowers** of Radio Doctors. Following the banquet on Saturday, Radio Doctors will sponsor a hospitality suite for convention-goers. Marge, by the way, was also involved in managing a Wisconsin jewelry show on the weekend of March 5, and with several other projects pending has more than enough work ahead of her.

RED'S NOVELTY CO, reports collections as holding steady and continuing so as spring approaches. Firm's looking forward to participating in the WMMA convention.

BOB RONDEAU SAID he's moving a lot of new and used equipment these days at Empire Dist., Green Bay. The Rock-Ola model 470 phonograph is doing very well, he added, mentioning that the March 21-22 Automatic Products school to be held at the Midway Motor Lodge in Green Bay has generated a lot of interest. Not only does Bob move equipment, but last weekend he was moving pancakes as head waiter of the Lions Club breakfast!

ENJOYED TALKING WITH **Jack Hastings** of Hastings Dist. Inc. who elaborated on how well he's been doing with Bally pins and Rock-Ola phonographs. Jack said he recently sent two of the fellas out to Wisconsin Rapids to enroll in the coin machine technicians school, which is part of the WMMA initiated apprecticeship program, and that **Walter Bohrer's** son, **Michael**, will be heading out there next week.

ONTHE SINGLES SCENE — John Jankowski of Radio Doctors notes heavy operator action on the following: "Right Time Of The Night" by Jennifer Warnes (Arista). "Phantom Writer" by Gary Wright (WB), "Hotel California" by The Eagles (Asylum), "Do Ya" by Electric Light Orchestra (UA), "All Strung Out On You" by John Travolta (Midland). "Some Broken Hearts Never Mend" by Don Williams (Dot), "Arrested For Driving While Blind" by ZZ Top (London), "Here Come Those Tears Again" by Jackson Browne (Asylum). and "I'm Your Boogie Man" by K.C. & The Sunshine Band (TK). On the country side, John mentioned "You Never Can Tell" by Emmylou Harris (WB), "Let's Get Together One Last Time" by Tammy Wynette (Epic) and "It Couldn't Have Been Any Better" by Johnny Duncan (Columbia). Since Radio Doctors is a charter member of WMMA and will be hosting a cocktail party during the upcoming convention, John is really looking forward to attending the big event.

# CLASSIFIEDS

#### **COIN MACHINES** WANTED

WANTED: Bally Shoot-A-Lanes and Fun Spots. WILL PAY CASH. MICKEY ANDERSON, INC., P.O. Box 6369, Erie, PA 16512, Phone (814) 452-3207

WANT Seeburg AY160, DS160, LPC-1, LPC-480, Electra. Fleetwood, SS160, LS-1, LS-2, We pay cash and pick up Fleetwood. SS160. LS-1, LS-2. We pay cash and pick up our truck unpacked. PAN AMERICAN AMUSEMENTS INC. 1211 Liberty Ave., Hillside, NJ 07205. (201) 353-5540.

**WANTED:** Cash paid for late model used pins. Premium paid for Wizards. Fireballs. Four Million B.C., Champ. Nip II, Wurlitzer 1050's and 1015's (any jukebox antiques). Call collect 1-313-792-2131.

#### **COIN MACHINES FOR SALE**

SALE: 400 assorted Gottlieb Bally, Williams flippers. 70-76. Bingos. Bali, Stockmarket, Tickertape, Wallstreet, Mysticgate NEW PAN AMERICAN AMUSE, 1211 Liberty Ave. Hillside, New Jersey. (201) 353-5540.

FOR SALE: ADD-A-Balls — Gottlieb: Jungle King \$395. Captain Card \$425. Bally: Delta Queen \$395. Williams: Star Action \$395. Skylab \$450. Hi Deal \$645. No crating. (518). 377-2162. MOHAWK SKILL GAMES CO... 67 Swaggertown Road. Scotia. NY 12302

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: Gottlieb Abra Ca Dabra \$670. Buccaneer \$750. Duatron \$560. Eldarado \$600. Fast Draw \$770. High Hand \$425. Jumpin' Jacks \$490. Pioneer \$885. Sky Jump \$470. Surfer \$990. Volley \$900. Williams-Little Chief \$895. Triple Action \$530. Toledo \$650. Triple Strike \$705. Bally-Big Show \$545. Twin Win \$675. Midway-Winner Ping Pong, C.C. T.V. Tennis-T.V.. Ping Pong-Amutronics T.V. Hockey \$150 each. Morris Novetly Co...Inc., 3007 Olive St. St. Louis, Mo. 63103, (314) 534-3050.

JUST OUT!: Bally "Fireball" home professional pinball 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. S800 brand new — sealed carton. Request circuitar. ANIMATED PROD., INC., 1600 Broadway, New York 10019, (212) 265-2942.

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NATIONAL WHITENBURG MODEL 400 FOOD VENDOR National 21CE candy machine — Vendo Visi-Vend Rowe garette 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, VATHI VENDORS, Call (214) 792-2806, 793-3723 or 792-1810

ALL TYPES OF COIN-OPERATED EQUIPMENT. injupers shuffle alleys, guns. TV games, Williams, Gotteb. ChiCoin. Ramtek, Allied Natting, Phonographs large selection) Wurlitzer. 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 in hand to serve your needs. Write or call. FLOWER CITY DISTRIBUTORS, INC. 389 Webster Ave. Rochester. N.Y.

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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 — \$138 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 140 words in each week's issue for a period of one full year, \$2 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.

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Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

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: Silver Sails Ticker Tapes. Wall Streets, Blue Chips. Stock Markets. Also Barrel of Funs. Sweet Shawnees. Bally Jumbos and Super Jumbos. Big Threes. Blue Spots. Mt. Climbers. Also other uprights and OK games. Call WASSICK NOVELTY. Morgantown. W. Va., (304) 292-

FOR SALE: Travel Time. Satin Doll, Wild Life, Flying Carpet, Super Star, Playbalt, Sky Jump, 2001 Mibs, Super Shifters, Tankers, Ramtek Baseball, TV Ping Pongs, World Series, Batting Champ, Sega Sea Devit, U Boat, Drag Races, Flying Carpet, Gun, Speedway, SAM, Invaders, Winners, Paddle Battle, Pong, Computer Quiz, Brunswick Air Hockeys, Wurlitzer 3110, Seeburg D S160 and Model R D&L DISTR. CO. 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: Spirit of '76 \$765. Buccaneer \$745. Super Soccer \$725. Aztec \$925. Capt. Fantastic \$950. Wixard \$880. Old Chicago \$825. Bow And Arrow \$845. Twin Jokers \$425. Road Runner (unshopped) \$125. Cinema \$695. Demolition Derby \$750. Speed King \$345. Super Shifter \$450. Chopper (motorcycle) \$425. Knock Out \$395. Rock On (solid state) \$675. Gun Fight \$1025. Ball Park \$495. Goal Tender \$275. Grand Prix \$175. Monte Carlo \$225. Stunt Cycle \$825. Grand Trix 20 \$995. Bombs Away \$475. Film Flam II \$375. Bi-Plane \$725. TV Goalee \$195. Pace Race (unshopped) \$150. Tennis Tourney \$150, Robot \$325. Big Shot Rifle \$725. Air Hockey \$295. Air Handball \$375. Stripper \$775. Fire Chief \$495. Computer Horoscope \$350. Trivand new) \$750. Bi-Planes (brand new) \$875. Galloping Pony Carousel \$725. Mini Auto Bumper \$825. Quick Draw \$710. Sound Stage \$675. NEW ORLEANS NOVELTY CO... 1055. Dryades Street, New Orleans, La. 70113. Tel: (504) 529-7321, CABLE NONOVCO.

FOR SALE One of the largest selections of new & used add-a-balls & arcade machines in the northeast. Call or write for our list. COIN MACHINE DISTRIBUTORS, INC., 213 N. Division, St., Peekskill, N.Y. 10566 (Westchester Co.) (914) 737-5050

FOR SALE: Rock-Ola 504 wallbox \$100: Rock-Ola Receivers, 1725-8-2, 1765, 1755, 1721, 1769 \$65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland Ore. 228-7565

FLIPPERS: At all times more than 400 late model Got-tlieb. Bally. Williams. Chicago, Spanish mfgr. available immediate delivery call for lists, PAN AMERICAN AMUSE. 1211 Liberty Avenue, Hillside, New Jersey. (201) IMMEDIATE DELIVERY — Hollycrane motors, Bally Bingo Control Motors, Bally O.K. Games, Lido, Roller Derby, Circus Queen, Bikini, New Sweet Shawnee, New Ywin Knight, Used Uprights, New Big Three backglasses, LOWELL ASSOCIATES, P.O. Box 386, Glen Burnie, Md. 21061, (301) 768-3400 IMMEDIATE DELIVERY

FOR SALE: Used phonographs — Wurlitzer, Rowe Ami, Rock-Ola, Seeburg, Flippers, Shuffle Alleys, Foosballs (Dynamo), Air Hockeys & Arcade Equipment, New parts for old juke boxes, Star Music Co., 1769 Tully Circle, Atlanta, GA 30329, 1-404-634-1538.

JUBILEE SHERIFF, Jack in Box. Hot Shot. Pro Football \$595 each U.S. Billiards. Air Hockey \$400. Midway Sea Raider. Stunt Pilot. Invaders. Sea Rescue \$300 each Foosballs \$250 STARK NOVELTY CO. 239 30th St. N.W. hio. 44709. (216) 492-5382

FLIPPER GAMES SALE: Abra Cadabra \$650. Big Show \$475. Buccaneer \$695. Captain Fantastic \$945. Duotron \$550. El Dorado \$600. Fast Draw \$750. High Hand \$395. Jumping Jacks \$425. Little Chief \$800. Pioneer \$865. Profootball \$300. Royal Flush \$885. Sky Jump \$445. Surfer \$875. Triple Action \$500. Triple Strike \$650. Twin Win \$550. Volley \$875. CENTRAL DISTRIBUTORS. INC. 2315 Olive \$1. St. Louis, Mo. 63103. Call toll free in USA 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.

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: Gott: Sky Jump: Big Shot: Top Card. Allied Super Shifters: Atari Grand Trak 10: Tanks: World Series. Baseball. Champ: Brunswick. Air. Hockeys: Flying. Ace; SAMI; Invaders: U-Boat: Speedway. D&L. DISTRIBUTING. CO. INC., Box 6007. Harrisburg. Pa. (717) 545-4264. . . .

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.

50 SEEBURG 100 selection wall boxes \$5.00 each. 50 Seeburg 160 selection wall boxes \$37.50 each. 10.000 used 45 rpm records 15 each. CENTRAL MUSIC CO., P.O. Box 284, 407 E. Ave. D., Killeen, Texas 76541

FOR SALE: Completely reconditioned: 1 Bally Twin-Win (4 pl) \$595: 1 Bally Sky Kings (1 pl) \$495: 1 Bally Hi-Lo Ace (1 pl) \$395: Midway Twin Pirate \$695: Midway Ball Park \$695: Playtime \$445: Leader Lo-Boy \$445: Winner IV \$395: Winner I \$195: Dart Champ \$95. MICKEY ANDERSON, INC. P.O. Box 6369. Erie, PA 16512 Phone (814) 452-3207.

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.

FOR SALE: Ready for Locations — Sea Raider \$125: Sea Rescue \$125: Midway Wirley Bird \$250: Pro Quiz Master \$75. Flipper Kiddie Ride \$250: Midway Stunt Pilot \$150: Midway Dune Bugqy \$175: Travel Time Pinball \$400: Wurlitzer 3510 & 3500 \$425: Lotta Fun converted to Barrel O Fun \$800. Used National Ciq. Machines and used Rowe 20-800 Cig. Machines, also new and used Pool Tables Guerrini's 1211 West 4th St. Lewistown, Pa.

#### **EMPLOYMENT SERVICE**

WANTED: Expert Bingo mechanic. Resume. Three tradi references. SHELTON MUSIC CO., Agana, Guam 96910

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 discocatalog for A&R men

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.

WANTED: Expert bingo mechanic. No drunks, derelic codification of the coding of the coding state 
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 Vietor Ave., Suite 2B, Elmhurst, NY 11373 or call (212) 898-1628 or 243-5668

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. CAL'S COIN COLLEGE, 73066. (405) 769-5343.

WANTED: Coin machine industry trade publication wants full-time editor/writer for research, writing and layout responsibilities. Should have active interest in the field of coin-operated games and equipment and should be somewhat knowledgeable about the industry-at-large. Writing skills are a must. Inquiries to Box 100, CASH BOX magazine, 6363 Sunset. Hollywood, Calif. 90028.

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.

WE ARE ALWAYS INTERESTED IN NEW AND USED Pinballs, Billiard and Pool Tables, Bingos Guns, Arcade, Kiddie rides, Slot machines, etc., All makes all models, Quote FOB sea vessel to: — SUN MONG CO., LTD., Sun Mong House. 1st Floor, 50-56 Mongkok Road, Kowloon Hona Kona.

#### **SERVICES COIN MACHINE**

ACE LOCKS KEYED ALIKE: Send locks and the key you want them mastered to: \$1.25 each. 10% D/C in lots of 50 or more. RANDEL LOCK SERVICE. 61 Rockaway Ave.. Valley Stream. N.Y. 11580. (516) 825-6216. Our 38th year

#### **RECORDS-MUSIC**

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.

LEADING TAPE AND RECORD DISTRIBUTORS OF 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 BI, #234, Los Angeles 90046.

INTERNATIONAL RADIO STATIONS, MUSIC PUBLISHERS. discotheques and fanclubs subscribe to our Automatic Airmail Service for all singles and LPs from the charts. The fastest and most dependable service in the rld. AIRDISC SPECIAL SERVICES. Box 835, Amityville New York 11701

WANT RECORDS & TAPES, 45s AND LPs, s

**OPERATORS** — We buy used records right off your jukeboxes on a steady basis. We pay fast Call Mr. Andrews (516) 822-3733.

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, Approx. 20,000 45's from 1966 through 1975 Take all 5¢ each plus ISC postage. Charles Zierer, P.O. Box 482 Tarpon Springs, Fla. 33589.

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-

RARE RECORD SHOPS AND FINDERS. 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 in roll and rhythm and blues albums. Our famous 3 in 1 catalog. \$1.25. HOUSE OF OLDIES, 267. Bleeker St... N.Y. 10014. (212) 243-0500

FOR EXPORT: All 'abels of phonograph records, car ridges, 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.

#### HUMOR

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, putdowns, trivia, breaks, and lots more, free on request. Edmund Orrin, 41171-C Grove Place, Madera, Calif. 93637 . . . . . . . . . . . . . . . . . . .

# **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

#### Manilow & Diamond, Ads & Specials Spurs Sales

peared at #112 bullet moving to #79 bullet this week. "Manilow II" reentered this week at #178 bullet.

Neil Diamond currently has seven albums on J.L. Marsh's top 700 best sellers list this week. His 1971 "Moods" album came back into Marsh's top 700 at #527 this. week

Buyers at major rack jobbers have reported similar increases in Manilow's catalog. One predicted that all four Manilow LPs would be in his top 100 next week Another said he thought Manilow would have at least two albums in his top 10 by then

Jimmy Solmsen. LP buyer for Schwartz Bros. in Washington, D.C., expressed the typical reaction to Manilow's catalog sales saying, "It has been just unbelievable. It's been like Christmas time around here with Manilow.

Solmsen said the Manilow catalog has doubled in sales on account of the TV special. "It was a great show and I'm really glad he did it. We really needed something like that

Steve Marmaduke, buyer for Western Merchandisers, added, "the Manilow catalog was relatively dying until the TV special. Now, the entire catalog is selling He estimated Manilow's sales strongly.' were up three to five times over previous levels

Most buyers said that Manilow's increase was more substantial than Diamond's. As a buyer at Sounds Unlimited in Chicago put it. "Neil Diamond's sales were up, but not as much as Manilow's.

## Yetnikoff Speech Cites Distribution. Price As Issues

your product, what do you charge your customers and what's left in between; namely, the ever elusive profit margin.

He said a 75-year-old cylinder record with one song cost 50 cents when it was new. On the basis of that price, an album consisting of 10 songs would have cost \$5 75 years ago.

'In 75 years the cost to the consumer has gone up twenty-fold on almost everything," Yetnikoff said. "But as far as superior recorded music is concerned, the price to the consumer today is often not even \$5, but \$3.99 and \$2.99.

He suggested that recent increases in list prices are justified, that they helped expand profit margins. "If there is a time when we should all be profitable, it is now," he said. "The consumer is willing to pay the price for what he or she wants, in this industry as well as in the others."

As proof of his theory he cited the success the soundtrack to "A Star Is Born" listing for \$8.98, which he said has achieved sales of more than "two million units... and still coming in at over 200,000 per week."

Besides those two main focal points of his address. Yetnikoff touched lightly on problems of returns, tight radio playlists and the cost of breaking new artists

He also mentioned increased advertising in all media by various elements in the industry, the success of some rack merchandisers and the estimated \$25 billion available to record-buying teenagers as positive aspects to be considered.

Although he said he has "no panaceas for our industry," he concluded his speech saying. "Considering the potential that is possible, somehow solutions to the problems that face this industry today will be found.

#### NARM Convention Keynote Address by

WALTER R. YETNIKOFF President, CBS/Records Group Los Angeles, California — March 5, 1977

The first thing that happens when you are asked to be a keynote speaker is that Jules Malamud calls you so many months in advance that it is easy to say "yes" because yo, feel the day will never arrive. The second thing that hap pens is that a mailman on the verge of a double hernia arrives with a package containing the prior NARM keynote speeches. The third thing that happens, at least for a is that after reading the package you begin to get the easy feeling that perhaps this wasn't such a good idea er all, because everything worthwhile has been said.

Most speakers either reminisce or reflect on what has occurred in our industry and each succeeding speaker feels compelled to do the same. I am not any different in that respect. The size of this convention and the number of people attending is indicative of the size and complexity of our industry today

The importance of who we are and what we represent was demonstrated in part by the fact that Jimmy Carter was demonstrated in part by the fact that Jimmy Carter took time out from an obviously very busy schedule last year to address this convention. Unfortunately I was standing next to Al Chotin during Mr. Carter's speech and all. I heard was Al repeating in his inimical Yiddish. "Vos zugst er vos zugst er." Bruce Lundvall and Jack Craigo tell me that this translates as "What's he talking about"

We are also apparently important enough to be the subject of continuing governmental investigations. When one finishes, another — maybe two — seem to start despite the almost total vindication of the prior investigation. We are probed, we are looked at, and we are examined under microscopes. And all we are trying to do is entertain, com-municate and make people happy — and obviously make a few bucks in the process. What is it that has made music such an important part of

our nation's life? The creativity, the uniqueness, the messages of our artists — of course — because without messages of our artists — of course — because without that there is nothing. But there is also the very significant factor of having a distribution system which gets our product through to the consumer in ever increasing amounts I have knowledge about the distribution pat terns in other countries and, while growth overseas has also been impressive. I don't know of anywhere else where recorded music is so easily accessible to so many people, or where individual records sell in such large quantities. The distributor, rackjobber, one-stop and the aggressive retailer in this country have put our product practically

everywhere that the consumer goes to shop.

This independent entrepreneurial system and fierce competition is not found in the same way in other places where, for the most part, there are few or no sub-distributors or else, sub-distributors operated by the industry it-The foreign markets are well aware of what our sen. The following markets are well aware of what our system of distribution has accomplished in terms of your reaching and opening such a vast number of music outlets. Yet, at the same time, there is an ambivalent attitude overseas because of the awareness of the problems which this very system of distribution of ours has generated. So over the years the perspective of the rest of the world has been that our complex free enterprise distribution system is a mixed blessing — the American industry has exploded because of it, yet it has brought in its wake a host of

Primary among those problems today is obviously what on everybody's mind — what do you pay for your prod-ct, what do you charge your customers, and what's left in atween; namely, the ever elusive profit margin. We all arrive at these various prices by our own different routes

But we are equally concerned with the in between.

It sometimes seems that this is a brand new problem but it has been with us for perhaps close to two decades. Practically every keynote speaker has made reference to it in recent times. For example, in 1971 Clive Davis referred to pricing as "the current hot issue among NARM members. In 1972 Jerry Moss referred to numbers and prices and gross margin percentages as something he could not make an address on because he was not a numbers' man although he sure does seem to do pretty well on his numbers. In 1975 Amos Hellicher stated that he hated to bring it up again and then proceeded to give one

of the most lucid explanations of the problem.

So it's still with us, perhaps even in a more magnified form. This is the centenary celebration of the invention of recorded sound. We say that Thomas Edison invented it. the French give credit to a fellow named Charles Cros and the Russians, of course, say that they did it but they von't give out the name of the inventor for security

ons.

nyhow. I couldn't find a record of a hundred years ago
did come up with a case for a Columbia Gold Mould ed 4-Minute indestructible cylinder record which plays one selection for a full four minutes and which states that it lasts forever, never wears out, never breaks and is unaffected by any climate. But, you will notice that, despite these claims, all I have left is the case. The cylinder itself must be in a perpetual state of existence elsewhere. This package is perhaps 75 years old.

The price at which this record was sold to the consumer 75 years ago was, as stated on the box, 50 cents for one in destructible cut, or half a single, or one dollar for an entire single and five dollars for the equivalent of an album. Five dollars in 1900 could feed a family of five for a week without pinching pennies. Today the statistics show that a week's shopping basket for the family of five would cost close to \$100. So in 75 years the cost to the consumer has gone up twenty-fold on almost everything. But as far as superior recorded music is concerned, the price to the consumer today is often not even five dollars but \$3.99 and \$2.99.

Let's get slightly more current. Twenty-five years ago a new car which today costs \$6,000 was being sold for \$3. 000. Coffee was selling for 79 cents a pound, not for \$3.79 a pound. And, twenty-five years ago you paid \$3.98 for a 10-inch LP. Today's 12-inch counterpart is still selling for \$3.98 or less in many cases despite skyrocketing costs. Does it make any sense that a far superior product

should be selling 25 and 75 years later for a lower price



SING-ALONG — Joe Smith, chairman of E/A Records (left) and Clive Davis, president of Arista Records (center) help Tony Orlando with some harmony during Orlando's performance at the NARM convention.

when consumer demand today is at an all time high.

Why is our industry different from almost all others?

Most products when they are introduced to the consumer enter the marketplace at a high price. Only after they have been around for a while, and the initial demand has dissipated, do prices come down. With records exactly the opposite is often true. When a high demand album is cleaned if the often productive from the consumer at a hottom level. released it is often sold to the consumer at a bottom level price, sometimes even at a loss. Then, after the bulk of sales have been realized and the album assumes catalog

status, its retail price goes up.

I have no panaceas for our industry on how to expand the precious in-between. I am not speaking as a representative of manufacturers. All of us, like you, do things different ways. I am merely making some personal observations and do not intend from this rostrum to announce any radical price changes by CBS Records or to endorse yone else's I am simply speaking about the tendency to

anyone else's I am simply speaking about the tendency to underestimate the value of recorded music. I don't personally believe that the right recorded music is as price sensitive as others do. As you know. CBS had a suggested list price of \$8.98 for "A Star Is Born." Despite profestations in many quarters, that record is now a runaway best seller with over two million units sold and still server and the process of the proc owing best sent with over cool one week. I know that many have exercised their options to sell that record for substantially below suggested list but I don't believe that, when consumer demand is so high, a higher selling price would have adversely affected our sales or your sales

The consumer is willing to pay the price for what he or she wants, in this industry as well as in others. If there is a time when we should all be profitable, it is now. Not too long ago we were struggling to achieve gold on not only top ten but in many cases, number one singles. The days of multi-million albums sales seemed to be a thing of the f0s. The role which music had in influencing social change and new values had diminished. But 1976 saw a change in this. No sooner had the RIAA adopted platinum such active resulting and resulting as the new standard of achievement then albums by brand new artists, established artists, and artists who had paid their dues, but had not broken big, began to sell two million, three million, four million, five million and six million copies, Perhaps someone should speak to Stan Gortikov about setting up diamond, uranium and crypton m classifications because I believe there were at least

twenty multi-million selling albums released in 1976.

Look, too, at the so-called black crossover phenomenon. Every day all of us are experiencing the growing number of black artists reaching an ever-widenng audience. This is another healthy sign of the change in ing audience. This is another nealiny sign of the change in the tastes of record consumers which have expanded and become extremely eclectic. Record executives like to label their music — call if R&B. country, hard rock, or middle-of-the-road — but the consumer isn't being limited by these distinctions. They are listening for exceptional music and buying what they like. Visiting a record store late at night. I've seen a buyer pick out both an Eagles and a Herble Hancock album. Just a few years ago you probably wouldn't find record customers seeking out such rse music.

now, the record consuming public demonstrating an insattable appetite for a wide variety of musical experiences. Through the extraordinary marketing system you have built, we have been bringing the creations of artists to the consumer as last as they can be delivered. And still, the consumer remains unsatisfied, coming back over and over again, ready and eager to buy more.

Despite seemingly unfavorable changing demographics, our youth are obviously buying off the racks and off the shelves more and more albums than ever before, as well as singles. And, are those demographics really all that depressing? The population statistics tell us there are 33 million teenagers between twelve and twenty who have available to them a staggering expendable income of 25 billion dollars and they don't have to pay the rent or buy the groceries. Also, fortunately for us, consumers aren't behaving like former generations who gave up their strong interest in music not too many years after they were first attracted to it. Today's consumers remain active well beyond their expected buying years. While it is still uncertain how long they will stay with years while it is still uncertain how horg firely will stay will us. I am convinced that as long as we deliver what they want, they'll stick with record buying. They have already shown us that music isn't merely an occasional diversion for them but a fundamental part of their chosen lifestyle.

These are hardly intended to be self-satisfied As an industry we need more of the type of NARM ments. As an industry we need more of the type of NANW and RIAA studies to identify the buying attitudes and what is necessary to motivate the adult consumers to purchase more recorded music. After all, many of the artists who rode the crest of the music explosion in the sixties are now into their thirties and still going strong. With some of them. we can look forward to their continuing popularity and

success through age 40 and beyond. I am talking about not only those artists one would classify as MOR but also those who all of us would classify as contemporary artists with broad demographic appeal, from sub-leen to mature adult. And many of those artists are already broadening their artistic base through television appearances. Also more and more of these same artists are getting into talking about getting into — movie careers, both on a dramatic and musical level. Again, this is a good sign, not only because it provides for career stability but because it opens up new opportunities for us to more effectively use other media to promote our product.

In 1976, for example, there were many more television expensive though they are - to stimulate retail spots — expensive though they are — to stimulate retail sales of records. Obviously, as an industry, we still have a lot to learn about the use of other media for reaching people who want to buy records, but aren't yet aware that they do. I have been accused of having said that records should be sold like soap. I never said that. What I did say is that we, as an industry, both at the label and distribution levels, can learn something about marketing from other industries which sell effectively even though they don't have the unique and creative product we have.

True, we are an industry that is very dependent on radio exposure for our product. Even here, however. I think that most of us involved in the symbiotic relationship with radio are finding that a better working relationship has brought about a greater understanding of each other's problems and needs. We are finding an opening-up of the tight play list situation and a more adventuresome spirit

At the same time. I am encouraged by this industry's more intelligent use — particularly in the past year — of the other means available to us — the TV spots I have already mentioned. in-store merchandising; radio and print advertising: crossover techniques; disco merchan dising, and so forth. Some of these techniques are more suitable for the manufacturer and others for the

Price competition in our free enterprise system is healthy and, in fact, is mandated by our laws. But some neathy and. In fact, is maindated by our laws, but some-times I get the feeling that we suffer from tunnel vision focused on price to the exclusion of other competitive and sales-building techniques. We have seen what professional rack merchandising can do to turn around a and a sales where see a profile had a force. situation, such as what was accomplished at Sears an example of what you can do if you want to. That's you

A big part of our job as labels is to discover and develop new artists, while continuing to nurture and promote the talent we have — so that we all have product to sell. All this takes enormous investments in talent and marketing which are very different from the normal production costs of other so-called "manufacturing" industries. And, our research and development costs in this area are growing by leaps and bounds, particularly in the light of the demands made by talent these days, and it can often take three or four albums before a superstar is born, ever n the talent is there

Without your help the labels could not succeed in these endeavors. But it is still the labels which bear the major financial brunt of maintaining the life blood of our industry. Everyone reads about the enormous cost of already established superstar talent (and many of the facts and fablished superstar falent (and many of the facts and figures I have read are not accurate), but you don't read about the costs of our failures, which can be just as expensive. In order to get that double platinum winner, the label has to invest, and invest big, and sometimes we have to wait a long time for what we believe in. It may cost money for the distributor, the sub-distributor and the retailer to hacelle and return records which haven!t made it. But if handle and return records which haven't made it. But it costs us much more to eat those failures and digest all the other accompanying expenses of artists, publishers graphic designers, studios, production facilities, and advertising and marketing services — let alone overhead. So, we are also concerned with our in-between. I think

that most record manufacturers are special types of com panies deeply committed to the product they produce. It is an emotional and practical commitment that should never be underestimated. But, we are also businessmen. And I hope you believe that, as businessmen, we are not and cannot be visionless mercenaries, unaware that a fair profit for our customers is a necessity to maintaining a broad customer base

the future vision of the record industry is Meanwhile, the future vision of the record industry is staggering. The RIAA tells us that there are 60 thousand retail outlets in the United States and that 73 million phonographs are now in use. Network television demonstrated that it can attract an audience of close to 100. million viewers when it presents programs such as Roots Block buster films can draw audiences of 30 to 40 million ticket buyers. Compared to that, double platinum certainly seems puny. Considering the potential that is possible, somehow solutions to the problems that face this industry today will be found.



KINKS IN L.A. — Ray Davies of the Kinks was joined by well-wishers from Arista Records backstage after the group's recent engagement at the Santa Monica Civic Auditorium. Pictured after the show (I-r) are: Roger Birmbaum, west coast director of A&R; Bob Feiden. vice president of A&R; Davies and Michael Lippman, vice president of west coast

#### Pop Radio Playlist Highlights (continued from page 25)

KING - SEATTLE 1-1 — Barbra Streisand \*Glen Campbell

Thelma Houston

1 nerma nousion 7 To 3 — Fleetwood Mac 11 To 6 — Bob Seger 15 To 10 — Kansas 17 To 9 — Wings 19 To 15 — Kirss — Hard Luck Ex To 23 — George Harrison Ex To 24 — Rod Stewart Ex To 25 — Smokie

Ex To 25 — Smokie

KEEL — SHREVEPORT
3-1 — Barbra Streisand
'Leo Sayer
'Boz Scaggs
'Henry Mancini
21 To 15 — Atlanta Rhythm Section
24 To 17 — Eagles
Ex To 27 — ELO
Ex To 28 — Rod Stewart
Ex To 29 — Jackson Browne

WORD — SPARTANBURG 1-1 — Joe Tex \*Henry Mancini Starz

\*Starz
\*\*O
\*\*McCoo/Davis
\*Seals & Crofts
\*Kenny Rogers
12 To 3 — David Soul
16 To 11 — Atlanta Rhythm Section
Ex To 12 — Rose Royce
Ex To 16 — Hot
Ex To 18 — KC & Sunshine Band
Ex To 21 — Rod Stewart
Ex To 24 — Eagles
\*\*

KJRB — SPOKANE 1-1 — Barbra Streis \*Glen Campbell

Leo Sayer

\*Leo Sayc.

10 To 4 — Hall & Uaicc.

18 To 13 — Eagles

20 To 14 — Boston

27 To 21 — Thelma Houston

Ex To 25 — ELO

Ex To 26 — Atlanta Rhythm Section

Fx To 27 — Rod Stewart

200KANE

KREM — SPOKANE 6-1 — Hall & Oates 'Glen Campbell \*Tom Jones 24 To 14 — Thelma Houston 27 To 16 — Eagles 28 To 19 — George Harrison Ex To 29 — ELO

WSPT — STEVENS POINT 1-1 — Atlanta Rhythm Section 1-1 — Aug.
\*Rubinoos
\* lennifer Warnes

12 To 7 — Jackson Browne

12 Io 7 — Jackson Browne
21 To 15 — Wings
22 To 10 — Hall & Oates
27 To 21 — Glen Campbell
Ex To 27 — Eagles
Ex To 29 — Leo Sayer
Ex To 30 — Wilton Place Street Band

KJOY — STOCKTON 5-1 — Hall & Oates

5-1 — Hall & Oates
Boz Scaggs
Natalie Cole
Glen Campbell
Leo Sayer
15 To 10 — Eagles
16 To 8 — William Bell
20 To 13 — Atlanta Rhythm Section
27 To 19 — Orleans
29 To 16 — Climax Blues Band

WNDR — SYRACUSE 2-1 — Olivia Newton-J

Deniece Williams Leo Sayer

'Leo Sayer

'John Travolta

'Bobby Goldsboro

'John Denver

'Rod Stewart

'Orleans Burton Cummings

\*Burton Cummings 9 To 4 — Al Stewart 18 To 12 — Boston 22 To 15 — George Harrison WOLF - SYRACUSE

1-1 — Kenny Nolan Smokie Tom Jones Olivia Newton-John Jennifer Warnes 9 To 4 — Fleetwood Mac 16 To 9 — Wings 19 To 14 — Kansas 20 To 8 — David Soul 23 To 16 — Boston

KTAC — TACOMA 2-1 — Al Stewart \*Rod Stewart \*Ambrosia \*Boz Scaggs

17 To 12 — Abba 21 To 17 — Wings Ex To 24 — Glen Campbell Ex To 26 — Kansas WGLF — TALLAHASSEE 2-1 — Barbra Streisand

WGLF — TALLAHASSEE
2-1 — Barbra Streisand
\*Boz Scaggs
\*Natalie Cole
\*McCoo/Davis
\*Wilton Place Street Band
10 To 6 — Abba
20 To 15 — ELO
21 To 17 — Wings
26 To 19 — Glen Campbell
27 To 23 — Deniece Williams
28 To 20 — Jennifer Warnes
30 To 24 — Rufus
Ex To 21 — Eagles
Ex To 26 — Leo Sayer
Ex To 27 — Hot
Ex To 28 — Ambrosia
Ex To 29 — Mesa
Ex To 30 — Stallion

WLCY — TAMPA

WLCY — TAMPA 2-1 — Mary Macgregor "Marshall Tucker Band

Starz
21 To 17 — Wings
Ex To 27 — Eagles
Ex To 28 — Atlanta Rhythm Section
Ex To 30 — Gary Wright

KEWI — TOPEKA
1-1 — David Soul

"Jennifer Warnes
Boz Scaggs
"Climax Blues Band
"William Bell
"Glen Campbell

William Bell
'Gien Campbell
13 To 5 — Abba
15 To 6 — Bee Gees
19 To 8 — George Harrison
23 To 9 — Olivia Newton-John
29 To 20 — Tom Jones
Ex To 26 — Rod Stewart
Ex To 27 — Eagles
Ex To 28 — Elton John
Ex To 29 — Allanta Rhythm Section
Ex To 30 — Leo Sayer
WTRY — TROY

WTRY — TROY
1-1 — Barbra Streisand

1-1 — Barbra Streisand
'Ambrosia'
KC & Sunshine Band
'Boz Scaggs
'3 To 7 — David Soul
'23 To 12 — Thelma Houston
'25 To 17 — George Harrison
'33 To 28 — Jennifer Warnes
Ex To 29 — William Bell
Ex To 30 — Natalie Cole
Ex To 35 — Mesa

— TULSA David Sou KAKC

'Mesa 'Kerry Rogers 15 To 10 — 10cc 16 To 11 — Hall & Oates 23 To 19 — Wings 24 To 20 — Tom Jones 29 To 24 — Allanta Rhythm Section 40 To 35 — Eagles

Ex To 35 — Eagles
Ex To 35 — Eigles
Ex To 34 — Glen Campbell
Ex To 37 — Climax Blues Band
Ex To 40 — John Travolta

KELI — TULSA 1-1 — David Soul \*Marshall Tucker Band \*Hot \*Deniece Williams Maxine Nightingale McCoo/Davis

\*Firefall
\*Ambrosia
\*Boz Scaggs
10 To 6 — Olivia Newton-John
18 To 11 — Atlanta Rhythm Section
19 To 13 — Jackson Browne
20 To 14 — Rod Stewart
21 To 16 — Jennifer Warnes
28 To 23 — Climax Blues Band
29 To 25 — Enchantment
Ex To 26 — Eagles
Ex To 27 — William Bell
Ex To 29 — Natalie Cole

WTLB — UTICA 1-1 — Barbra Streisand Boz Scaggs Wilton Place Street Band

Wilton Place Street Band
'Rubinoos
10 To 5 — Hall & Oates
14 To 7 — David Soul
17 To 11 — Rod Stewart
18 To 10 — Wings
21 To 16 — Thelma Houston
24 To 18 — Leo Sayer
28 To 23 — Glen Campbell
Ex To 25 — Jackson Browne
Ex To 27 — Eagles
Ex To 28 — Ambrosia
Ex To 30 — Natalie Cole

AmbrosiaNatalie Cole

98Q — VIDALIA 1-1 — Hall & Oates 'Joe Tex 'Rubinoos 'Ambrosia

\*Kiss \*Deniece Williams \*Genesis Genesis
'Alan O'Day — Atco
8 To 2 — Atlanta Rhythm Section
10 To 5 — Abba
14 To 10 — Thelma Houston
EX To 32 — Leo Sayer
EX To 36 — Jennifer Warnes
EX To 37 — Enchantment

WPGC — WASHINGTON 6-1 — Eagles \*William Bell William Bell
Foreigner
20 To 11 — Natalie Cole
23 To 18 — Kiss

WKWK — WHEELING 3-1 — Abba

3-1 — Abba

\*Boz Scaggs
\*Atlanta Rhythm Section
\*Glen Campbell
\*William Bell
27 To 22 — Thelma Houston
Ex To 27 — Eagles
Ex To 28 — Leo Sayer
Ex To 30 — Jennifer Warnes

KLEO — WICHITA
1-1 — Hall & Oates
Bee Gees
Mr. Big
7 To 2 — David Soul
17 To 10 — 10cc

17 To 10 — David Soul 17 To 10 — 10cc 23 To 15 — Glen Campbell 29 To 20 — Eagles WAIR — WINSTON/SALEM
2-1 — Bob Seger
\*Captain & Tennille — Can't Stop
\*Thin Lizzy
\*Por Cagan

\*Thin Lizzy
\*Boz Scaggs
Ex To 29 — Kiss
Ex To 30 — Deniece Williams
Ex To 31 — Hues Corp.
Ex To 32 — Jennifer Warnes

- WORCESTER WORC Barbra Streisa I-1 — Daib Leo Sayer

· Leo Sayer
Oueen
Boz Scaggs
Enchantment
Andrew Gold
23 To 18 — Rod Stewart
24 To 14 — Natalie Cole
26 To 21 — Barry White
28 To 23 — Tom Jones
29 To 22 — Ambrosia
24 To 20 — Cory
Ex To 26 — Glen Campbell
Ex To 27 — Jennifer Warnet
Ex To 28 — William Bell
Ex To 29 — Sylvetti

RETAIL LP SELLING PRICES

(continued from page 38)

Francisco Chronicle Date Book).

#### St. Louis

No ads appeared in the Sunday St. Louis Globe-Democrat and the St. Louis Post-Dispatch

#### Tampa

No ads appeared in the Sunday Tampa Tribune and Tampa Times.

#### Tulsa

At Musicland, same ad with the identical features and prices that appeared in Chicago. (Sunday Tulsa World).

#### Washington

At K mart, same ad with the identical features and prices that appeared in Baltimore. At Discount Record and Book Shop (3 locations), Puccini's "Tosca" (2 LPs \$15.98 list) for \$10.98. At Korvettes (5), same ad with the identical features and prices that appeared in Baltimore (Sunday Washington Post).

(All information in the above chart gathered from March 6 editions unless otherwise indicated.)

# FM ANALYSIS

WBLM-FM - LEWISTON, ME - Jose Diaz

Peter Gabriel — Atco Henry Gross — Show Me To The Stage — Lifesong Jethro Tull — Songs From The Wood — Chrysalis

Fleetwood Mac - Rumours - Reprise Fleetwood Mac — Rumours — Reprise
Sea Level — Capricorn
Pousette-Dart Band — Amnesia — Capitol
Martin Mull — I'm Everyone I've Ever Loved — ABC
Joan Armatrading — A&M
The Kinks — Sleepwalker — Arista
Barclay James Harvest — Octoberon — MCA

Nils Lofgren — I Came To Dance — A&M Nils Lofgren — I Came To Dance — A&M Richard Thompson — Live — Island Tony Wilson — I Like Your Style — WB America — Harbors — WB Steve Gibbons — Movin' On — MCA Albert King — Live — Utopia Justin Hayward — Songwriter — London Heartsfield — Collectors Item — Columbia Garland Jeffreys — Ghost Writer — A&M Richard Torrance — Bareback — Capitol

Richard Torrance — Bareback — Capitol
WHHY-FM — MONTGOMERY, AL — Pat SImpson Most Active:

Sea Level — Capricorn America — Harbor — WB Starcastle — Fountains Of Light — Epic Fleetwood Mac — Rumours — Reprise — Dreams

Michael Franks — Sleeping Gypsies — WB John Miles — Stranger In The City — London — Glamour Boy/Slow Down Marshall Tucker Band — Carolina Dreams —

Capricorn

Janis Ian — Miracle Row — Columbia Gary Wright — The Light Of Smiles — WB Winters Bros. Band — Atco Andrew Gold — What's Wrong With This Picture

(continued from page 23)

Elektra Lonely Boy/One Of Them
George Benson — In Flight — WB
Jimmy Buffett — Changes In Latitudes — ABC
Assa — No Existence — ABC Ace - No Strings - Anchor Rock & Roll/Gleaming — Hock & Holl/Gleaming
Eagles — Hotel California — Asylum
Rufus — Ask Rufus — ABC
Free Beer — Nouveau Chapeau — RCA
Steve Gibbons — Rollin' On — MCA
Henry Gross — Show Me To The Stage — Lifesong

Blondie Chanlin - Elektra Blondie Chaplin — Elektra Richard Torrance — Bareback — Capitol Pousette-Dart Band — Amriesia — Capitol Dean Freidman — Lifesong Atlanta Rhythm Section — A Rock & Roll Alternative —

Polydor
Climax Blues Band — Gold Plated — ABC
Hall & Oates — No Goodbyes — Atlantic
KREM-FM — SPOKANE, WA — Don Adalr Most Active:

our Active.

Pink Floyd — Animals — Columbia

Chick Corea — My Spanish Heart — Polydor

Atlanta Rhythm Section — A Rock & Roll Alternative Polydor The Kinks — Sleepwalker — Arista

Eagles — Arbita Eagles — Arbita Eagles — Hotel California — Asylum City Boy — Dinner At The Ritz — Mercury ZZ Top — Tejas — London Jethro Tull — Songs From The Wood — Chrysalis Fleetwood Mac — Rumours — Reprise

cos. Elliott Murphy — Just Another Story From America — Columbia Heartsfield — Columbia

Hubert Laws — The San Francisco Concert — ĈTI Justin Hayward — Songwriter — London Bruce Cockburn — In The Falling Dark — True North Joe Beck — Match The Time — Polydor

#### Reflections 'N Black (continued from page 39)

Al Bell, chairman of the board of ICA Records, was honored by the Greater Washington Business Center with the First Annual Economic Boots Award at a recent luncheon which featured Alex Haley, author of "Roots," as keynote speaker.

ABC Records promotion person Jan Floyd and Buddah promotion person Reggle Barnes are getting married April 16. The Wedding will be held in Chicago with plans for a reception to be held in Los Angeles.

A testimonial dinner will be held for King Oliver of KJLH in Los Angeles April 15 at the Marriott Hotel in Los Angeles.

The Commodores are embarking on a three month world tour to include perfor-

mances in the United Kingdom, Holland, France, Germany, New Zealand, Australia, Malaysia, Hong Kong and Singapore. New line-up at KDIA in Oakland: 6-10 Marvin Roberts, 10-2 Bob Jones, 3-7 Lee

Michaels, 7-midnight Johnny Morris, midnight 1-5 am Jay Sweet. Carl Conner has left WVKO in Columbus

to program WABQ in Cleveland replacing Jim Stevens who recently left the station Bill Moon would like to receive tapes and resumes for that position at: 4401 Carriage Hill Lane, Columbus, Ohio 43220. No calls

Bob Kay is the new music director & morning man at WOKJ in Jackson. He comes to them from WBAD in Greenville, cookie amersor Mississippi



STANDING TALL IN DETROIT — Burton Cummings enjoyed a champagne reception after a recent performance at the Detroit Masonic Temple. At the reception were (I-r): Ron Douglas, Epic promotion manager in Detroit; Cummings: Rosalie Trombly. CKLW music director; Randy Brown, national promotion director for Portrait: Rick Świg, associate director of national promotion for Epic/Portrait in New York

# C4SH BOX INTERN4TION4L

#### **CRIA Accounts For Most Canadian Sales**

TORONTO — The Canadian Recording Industry Association's (CRIA) members have accounted for better than 90% of all records and tapes manufactured and sold in Canada, according to Terry Lynd, president of the CRIA, and president of CBS Records Canada Ltd.

Speaking at an industry gathering in Toronto recently, the CRIA president noted that the membership had collectively paid "approximately \$50 million in taxes to federal, provincial and municipal governments" over the past year.

Continuing, Lynd said, "Our members are dedicated to this talent principle and this dedication is best indicated by the following projects which the CRIA has undertaken in 1977

'Firstly, the organization, financing, and publication of a national Canadian chart of the top 50 singles and albums based on actual product sales through retail and national chain record outlets across the country.

"Secondly, the submission of professional briefs to the federal and provincial governments requesting elimination of taxes on sales of Canadian recordings, and also requesting a comparable and equitable income tax basis such as granted to the Canadian movie industry

The CRIA is currently involved in organizing a pavilion at the Canadian National Exhibition grounds to honor the 100th anniversary of recorded sound

#### **Linda Ronstadt Voted** Top Female Vocalist

- Asylum recording artist Linda PARIS Ronstadt has been voted the #1 Female

#### **Polydor Changes Set**

TOKYO - Polydor of Japan has unofficially announced wide personnel and organizational changes, which will be effective after March 21

First and second manufacturing departments will be newly established, while the present manufacturing department will be abolished, according to a company source. The present manufacturing headquarters will consist of four departments, including present manufacturing control, promotion and two new departments. Under the first manufacturing department, two sections. Japan's music and educational records, will be instituted. Progressive and popular sections will be located in the second manufacturing department.

With these reformations, Minoru Funaki, present head for manufacturing department, will be named as the chief of the first manufacturing department and Yoshitaka Torio will be appointed to the head of the second manufacturing department.

#### Whitsett, Churchill Form Music Company

LONDON - The formation of Whitsett Churchill Music has been announced by Tim Whitsett and Chick Churchill. The company will be involved in record production and music publishing in the United Kingdom and the United States

Whitsett was general manager of Chrysalis Music Limited in London. He resigned as president of East/Memphis Music Corp. in April 1976 to come to London after spending 6 years with the former Stax Records publishing division.

Churchill, before his tenure as professional manager for Chrysalis in London, was a member of the rock group Ten Years After.



NEW CBS INTERNATIONAL AWARD TO SANTANA — Carlos Santana is the 'irst winner of the Crystal Ball (or "Sammy") Award presented by CBS Records International for worldwide sales in excess of five million units (LPs), exclusive of the U.S. The newly created award, designed for CRI and executed in crystal and precious metals by Tiffany's, will be given to other qualifying CBS artists in the months ahead — "gold" for five million units and "platinum" for ten million. Santana received his at a press luncheon hosted last week by CRI president Dick Asher (far right), shown here with the artist's manager Bill Graham (left), and Cash Box staff members Phil DiMauro and Dan Seiden.

## **CRIA Pavilion Plans Unveiled For Anniversary Of Recorded Sound**

TORONTO - The Canadian Recording Industry Association (CRIA), in cooperation with the Canadian National Exhibition (CNE), has announced plans to celebrate the 100th anniversary of recorded sound with a gigantic music pavilion in Toronto.

Called the Canadian Recording Industry Pavilion, plans were unveiled jointly for the consumer show by Terry Lynd, president of the CRIA and of CBS Records of Canada. and Arnold Gosewich, president of Capitol Records-EMI Canada and chairman of the organizing committee in charge of the

With a budget in excess of \$500,000, the pavilion is expected to draw at least one million people through its doors at the fair in August.

In a prepared speech, Arnold Gosewich cited examples of how other countries were celebrating this commemorative year. France, the U.S. and India are issuing commemorative stamps; in Holland, secondary schools will be presented with packages of records covering the development of Western music over the past 500 years; in England, a six-part series on all aspects of the record business is being shown on TV along with a 13-part series covering the history of pop music.
"These examples," Gosewich said, "as

well as other activities, will all serve to draw attention to the impact recorded sound has had over the past 100 years as a result of the phonograph's invention

"However, none will reach the propor-

tions of the Canadian Recording Industry Pavilion at the CNE. The Pavilion will be the largest and most significant event taking place anywhere in the world marking the 100th anniversary of recorded sound.

'Our association, in cooperation with the CNE, will do more than just simply change the name of the existing automotive building to the Canadian Recording Industry Pavilion. The building will be given an exciting and colorful new look beginning with the main entrance.

An exterior facade will be constructed to encompass the entire main entrance, leaving no doubt as to the overall pavilion theme. The facade will be brilliantly illuminated and special lighting will be installed on the complete front of the pavilion to add to its attractiveness in the evening.

While specific plans on exhibits are still in the developmental stages it has been confirmed that the Canadian National Library's Recorded Sound section in Ottawa will be displayed with a special emphasis on Canadian performers. The Canadian Independent Producers Association (CIPA) will provide a staff to man an actual recording studio for the public to tour and inspect. Technical and logistics problems prevent installation of actual record manufacturing machinery at the pavilion but the organizing committee is looking at ways to re-create the process, via film perhaps, so that the general public can get an idea as to the severe quality controls put on product in the 1970's

#### **WEA Holland Tops** 'OOR' Awards

HOLLAND - OOR magazine, the Dutch music publication, has named several WEA acts in top categories, according to Ben Bunders, managing director for WEA Holland.

In the OOR year-end poll the Dutch section listed WEA with the #1 LP, "ELI" by Jan Akkerman and Kaz Lux. Akkerman was voted the #1 guitarist and Lux as the #1 Male Singer. Pierre Van Der Linden was voted as the #1 drummer. Maggie MacNeal placed fourth in the Female Singer category, and WEA had four out of nine awards in the Dutch section.

In the International section WEA was first in six out of nine categories - Jon Anderson (#1 male singer), Emmylou Harris (#1 female singer), Joe Walsh (#1 quitarist), Stanley Clarke (#1 bass player), Billy Cobham (#1 drummer), and Rick Wakeman (#1 keyboards). The Eagles were voted the #2 group and "Hotel California" was the #2 LP. Al Jarreau placed as #2 male

#### **Cream Records Gets** E. Memphis Catalogues

LOS ANGELES — Cream Records recently acquired the catalogs of East Memphis Music Publishing, consisting of more than 3500 copyrights.

East Memphis Music will now be operating out of Cream's Los Angeles office at

#### 8025 Melrose International Executives On The Move

Robertson's Medicine Hat Music, and the newly signed Arista/Careers catalogues, as well as Attic's own catalogs. Paul E. Gallant has been appointed general sales manager of Trans-Canada Musique Ser-

Lorraine Hume has been named professional manager for the Attic Publishing group. For-

merly with Gordon Lightfoot's Early Morning Productions, Ms. Hume joined Attic in Sep-

tember 1976. She will be responsible for song exploitation on the ATV catalogs. Robbie

vice Inc. Prior to his appointment, Gallant was manager of the Quebec branch of Trans-Canada Musique Service.

Nigel Phillips, formerly of EMI, has now joined Ambassador Music, Ltd., and will be at the helm in both administrative as well as professional activities. Nigel succeeds John Beecher, who has left Ambassador to pursue other interests



HAWKING BROTHERS HONORED Hawking Brothers were named Australia's top country group at the Wrangler Australasian Country Music Awards held recently. The award was made for the Hawking Brothers' latest album, "Special Edition released through Crest International. Pictured (I to r) are: Alan Hawking, Sue Douglas and Don Fraser of Crest Records.

#### **Department Changes** For Nippon Columbia

TOKYO - Nippon Columbia Co., Ltd. has disclosed important structural changes to reinforce its manufacturing department and consequent personnel changes which have been effective since Feb. 21, 1977.

A new manufacturing headquarters has been formed to control many functions, including manufacturing, Japan music, international repertoire and promotion. Popular and classical sections have also been set up in the international repertoire section. In the past this section was divided into several groups according to labels. With these changes the record management headquarters has been divided into three sections: manufacturing, businessmanagement and production.

Mitsugu Kumamoto, managing director of the company, has been named as the head of the record management headquarters, while Toshio Nemoto, chief of promotion, has been appointed as head of the newly established manufacturing headquarters

at the end of this month.

Cash Box/March 19 1977

Petula Clark To CBS

three-year, multi-album deal.

LOS ANGELES - Petula Clark has been

signed by CBS Disques in France to a

several albums a year in French for dis-

tribution throughout Europe and South

America. Her first recording under the new

contract will include French versions of two

Neil Sedaka songs, "Solitaire" and "My Favorite Entertainer." The first album is due

The deal calls for Ms. Clark to record

# INTERNATIONAL BEST SELLERS

#### Japan

- Shitsuren Restaurant Kentaro Shimizu CBS/Sony
  Seishunjidayi Kooichi Morita & Top Gallan CBS/Sony
  SOS Pink Lady Victor Musical Industries
  Shiawasemiman Hiromi Ohta CBS/Sony
  Musashinoshijin Goro Noguchi Polydor
  Mayonakano Hero Hiromi Goh CBS/Sony
  Hatsugoizooshi Momoe Yamaguchi CBS/Sony
  Hatsugoizooshi Momoe Yamaguchi CBS/Sony
  Sayonarawo Yuukimonayi Kenji Sawada Polydor
  Omoide No Kinoshitade Hiromi Iwazaki Victor Musical Industries
  Feeling High Figh Set Toshiba/EMI
  Country Road Olivia Newton-John Toshiba/EMI
  Last Scene Hideki Saijo RVC
  Pepper Keibu Pink Lady Victor Musical Industries
  Rock 'N Roller Bay City Rollers Toshiba/EMI
  Head Light Kenji Niinuma Columbia
  Onna Minatomachi Aki Yashiro Teichiku
  Doozo Konomama Keiko Maruyama King
  Chinchinponpon Hiroyo Kotani, Yoshinori Maeno King
  Mukashino Namaede Deteimasu Akira Kobayashi Crown
  Soul Korekkiridesuka Minor Chewning Band CBS/Sony

- Soul Korekkiridesuka Minor Chewning Band CBS/Sony 20

#### **TOP TEN LPs**

- Love Collection High Figh Set Toshiba/EMI
  Toozakaru Fuukeyi Keyi Ogura Polydor
  Boshoku Akira Inaba Disco
  Pepper Keyibu Pink Lady Victor Musical Industries
  Bay City Rollers New Best Toshiba/EMI
  Dedication Bay City Rollers Toshiba/EMI
  Wings USA Live Paul McCartney & Wings Toshiba/EMI
  A Day At The Races Queen Warner/Pioneer
- Come On Over Olivia Newton-John Toshiba/EMI
  Hotel California Eagles Warner/Pioneer

#### Italy

- Regina Al Troubadour Le Orme Philips Solo Claudio Baglioni RCA Daddy Cool Boney M. Durium Honky Train Blues Keith Emerson Manticore Disco Duck Rick Dees RSO Plu' Ornella Vanoni Vanilla Furla Mal Ricordi Mamma Tutto Iva Zanicchi Rifi Let 'Em In Quinta Faccia UIM

#### **TOP TEN LPs**

- Four Seasons Of Love Donna Summer Durium

- Four Seasons Of Love Donna Summer Durium Solo Claudio Baglioni RCA Singolare Plurale Mina PDU Animals Pink Floyd EMI Plu' Ornella Vanoni Vanilla Verita' Nascoste Le Orme Philips Winds & Wuthering Genesis Charisma Festival Santana CBS Songs In The Key Of Life Stevie Wonder Motown Alla Fiera Dell'Est Angelo Branduardi Polydor

#### Brazil

- If You Leave Me Now Chicago CBS
  Fim De Tarde Claudia Telles CBS
  Don't Go Breaking My Heart Kiki Dee & Elton John Odeon
  Theme From Swat Rhythm Heritage Records
  When You're Gone Maggie MacNeal WEA
  My Life Michael Sullivan Top Tape
  Soul Dracula Dracula Tapecar
  Because I Love You Girl The Stylistics Top Tape
  Nobody Knows Dennis Gordon Top Tape
  Baby I Love Your Way Peter Frampton Odeon
- 10

#### TOP TEN LPs

- O Progresso Roberto Carlos CBS
  Maria Balana Maria Benito Di Paula Copacabana
  Samba Enredo 1° Grupo Various Top Tape
  Meus Caros Amigos Chico Buarque Philips
  Estupido Cupido Various Som Livre
  Canto Das Tres Racas Clara Nunes Odeon
  Hit Machine Various K-Tel
  Menina Dos Cabelos Longos Agepe Continental
  Morte De Um Poeta Alcione Philips
  Disco Dance Various K-Tel - Copacabana

## **Kiss Tour Japan**

NEW YORK — The forthcoming Kiss tour of Japan was announced by William Aucoin, president of Aucoin Management, Inc. Kiss is the first group since The Beatles to play four shows at Tokyo's Budokan. The tour will commence March 24.

#### **Checkmates Get Greedy**

LOS ANGELES — The Checkmates, Ltd., who had a hit with "Black Pearl," have signed with the Greedy Recording Co.

#### **Music Shoppe Acquires New A&R Department**

ONTARIO - Music Shoppe International announced the appointment of Success International as its new A&R Department. Success will now be in charge of the acquisition of new talent for the Music Shoppe roster. The talent screening will be personally directed by Success' president, Carl Hasenhindl. Previously, Music Shoppe agent Brian Strickland had been in charge of scouting new Music Shoppe attractions.

## **Metromedia PDs**

local Little Rock television station and newspaper had given KAAY's effort favorable publicity.

#### Not Much Market Affect

Other Multimedia station programmers. however, said the new policy would not have much affect on their markets, since station personnel have long been aware of the issue and have taken individual respon-

sibility for regulating lyrics.
Steve Kelly of KEEL in Shreveport, La. said that on hit singles which have questionable lyrics, he and other station programmers in the market have held off airplay while getting feedback from other cites. Kelly said he has even consulted area clergymen about particularly suggestive lyrics.

John Randolph, program director of WAKY in Louisville, Ky. said the Multimedia agreement was simply an attempt to bring the issue into the forefront.

## **KQIV** Boycott

to satisfy a three-year-old debt incurred

when the station had a hard-rock format.

According to Dan Mitchell, chairman of OCBB, Kendall refused a \$150,000 offer by station general manager Ron Jay and chose to offer KQIV at auction. The amount offered by Jay would have satisified the debt, according to Mitchell.

The first bid of \$218,000 on the station was disallowed on July 27 in a federal court. Mitchell's group bid \$216,000, but was bypassed, according to the OCBB official, in favor of a bid that offered a higher total to be paid over a period of time. Mitchell told Cash Box he was never informed about the possibility of deferred financing or allowed to enter a bid with a time payment schedule.

Cash Box attempted to reach attorney Kendall at his Portland offices, but a secretary said he is spending a month in Hawaii and is unavailable for comment during the period.

Station Breaks (continued from page 21)

Boward Jaggers joins the KSLQ lineup as 2-6 am jock. Jaggers comes from KADI, also St. Louis where he was known as Ira Madson and replaces Mark James who exits the station.

Chris Bailey is the new 7-12 pm jock at WTRY, Troy. Bailey comes from WCCC, Waterbury, Conn., and replaces Tom Rivers who leaves the station. The station has also moved into new studios and facilities. The address is WTRY, WTRY Road, Schenectedy, N.Y. 12309. New phone is (518) 785-9061.

Mike Farrow, morning man at WCRO, Johnstown is now doing a weekend air shift at WTAE-FM, Pittsburgh.

Banana Joe, former WFIL, Philadelphia

jock has joined the WMJX (96X), Miami air

KCPX-FM, Salt Lake City is going live in the mornings. **Bob Adams** from **KVWJ**, Logan, Utah will fill the 6-10 air shift.

Kevin Coan has left WCUE, Akron to go to WZZP, Cleveland.

KTAC, Tacoma has added Paul Brown, formerly with KRKO (14-RKO), Everett to its air staff as a parttimer.

Stan Charles is the new 10-3 pm air man

at WHHY-FM, Montgomery. Charles comes to the station from WKLH-FM, also Montgomery

John Vidaver has joined the WYNY(Y-97) New York lineup. Vidaver formerly worked at WKTU, also New York.

Kenny Belford, former vice president and general manager of the Oklahoma News Network, has been named vice president and general manager of KAFG (K103), Oklahoma City. Richard Parrish has been appointed to Belford's vacated position.

Pat Rogers from WRIE, Erie is now hosting the 7-midnight show at WLW, Cincinnati.

Newsman Fil Alvarado is leaving KCRS, Midland to go to WBAT, Fort Worth Jay McCoy is now doing news at KERN,

Bakersfield. McCoy comes from KBOY, Menford.

Ron Bates is the new 6-9 am jock at WRVQ (Q-94), Richmond. Larry Stevens remains with the station but is no longer doing an air shift.

WIP, Philadelphia raised in excess of

\$67,183 during its radiothon for the Leukemia Society of America. jeff ray Leukemia Society of America.

## East Coastings/Points West (continued from page 42)

Canned Heat . . . Capitol Records is certainly not color blind. Just a month after the red vinyl pressing of the Sammy Hagar single "Red," Capitol is releasing the Starz single "Cherry Baby" on yellow vinyl, while the album will have a black label and yellow print . . . . Atlantic is up in the air about the coming appearance of Genesis for four west coast dates. In L.A., 250 helium-filled balloons will be launched from Tower Records in Hollywood. The 30" balloons will have a 4 ft. string attached with a card good for the current Genesis album, "Wind and Wuthering." We're told that stand-by time is 3:30 pm on March 23 with lift-off at exactly 4:00. The balloons must be sent up on time so as not to freak out small planes flying out of local airports . . . Sony goes platinum? It's true. Sony Corp. of America has announced that they have produced their one millionth Trinitron color television set, with worldwide sales now at ten million.

WHITE PUNKS ON DOPE — Ever tasteful, The Ramones have been asked to drop a track from their second LP, "Leave Home," because it contains a reference to cleaning fluid. The track is titled "Carbona Not Glue," and since Carbona is a brand name in England, Phonogram Ltd, who distributes the Ramones' product in England, asked that the offending track be dropped for pressings destined for England. Sire Records has agreed to the request and will re-issue the album March 18, minus the offending cut Another song of theirs was cited as immoral by the Evening News in Scotland because it was entitled, "Now I Wanna Sniff Some Glue." A sticky situation indeed ... The Impressions can thank their collective kharma that they are still alive today, following a near-fatal auto crash on a West Virginia highway. Group members Fred Cash, Sam Gooden, Reggie Torian and Nate Evans were travelling down an ice-covered highway when their car skidded out of control and smashed into an iron guard railing. The railing kept them from rolling down the mountain and miraculously, the group sustained only minor cuts and bruises . . . Olivia Newton-John and Helen Reddy will host a 50th birthday bash for UA's **Artie Mogul** at Roy's Restaurant on Sunday, March 20. The party list includes over 200 record industry names and guests will be treated to gourmet Chinese food and live entertainment.

ON THE ROAD . . . AFTER A SHORT BREAK — Unfortunately, it's not a laughing matter for drummer Charlie Allen Martin of Bob Seger's Silver Bullet Band who broke both legs in an automobile accident in Detroit. Replacing Martin temporarily will be **Jamie Oldaker**, Seger's 1972 drummer who has since worked with **Eric Clapton**. The personnel change resulted in the postponement of six concert dates but the tour is now back on schedule, beginning with a March 8 date in Buffalo . . . Olivia Newton-John will headline the Riviera Hotel in Las Vegas March 24 through 31, and the Sahara Tahoe April 4 through 10, performing two shows nightly . . . **Eddy Arnold** headlines the Sahara in Las Vegas March 31 through April 6, the Sunrise Theatre in Ft. Lauderdale April 18-23, the Sahara in Las Vegas again May 5-11 and Harrah's in Reno from June 16 to 29. chuck comstock

#### **R&B Station New Adds**

26 To 15 — The Pride — Isley Brothers #1 LP — Bootsy Collins/Marlena Shaw New LPs — Nytro. William Bell. First Class, Curtis Mayfield

WAMO — PITTSBURGH — Matt Leadbetter
#1 — At Midnight — Rufus
The Pinocchio Theory — Bootsy Rubber Band — WB
Cloudy — AWB — Atlantic
I Wanna Do it To You — Jerry Butler — Motown
Love in C Minor — Heart & Soul Orchestra — Casablanca
Qualified To Satisfy — Barry White — 20th Century
The Pride — Isley Brothers — T-Neck
I Want You Baby — Arthur Prysock — Old Town
A Dreamer Of A Dream — Candi Staton — WB
You're Throwing A Good Love Away — Spinners —
Atlantic
I Tried To Tell Myself — At Green — 1815 —

Nureamer Of A Dream — Candi Staton — WB
You're Throwing A Good Love Away — Spinners —
Atlantic
1 Tried To Tell Myself — Al Green — Hi London
Laying Beside You — Eugene Record — WB
Out Of The Blue — Gap Band — RCA
16 To 10 — Wake Up And Be Somebody — Brainstorm
19 To 12 — Dancin' — Crown Heights Affair
22 To 8 — I Wanna Get Next To You — Rose Royce
23 To 14 — Sometimes — Facts Of Life
26 To 16 — Space Age — Jimmy Castor
27 To 15 — Too Hot To Stop — Bar-Kays
31 To 17 — There Will Come A Day — Smokey Robinson
37 To 20 — Trying To Love Two — William Bell
#1 LP — Jean Carn
New LPs — Johnnie Taylor, Minnie Riperton, Teddy
Pendergrass, Curtis Maylield, D.C. LaRue
WENZ — RICHMOND — Mickey Arnold
#1 — Trying To Love Two — William Bell
Feel So Good — Manhattans — Columbia
Your Love — McCoo & Davis — ABC
Whoduntt — Tavares — Capitoi
23 To 19 — I Think I'll Stay Home Today — Billy Paul
20 To 16 — Boosie Bopper — Sun
#1 LP — Bootsy
New LPs — Slave, Kalyan, Marlena Shaw
WSOK — SAVANILLER

#1 LP — Bootsy New LPs — Slave, Kalyan, Mariena Shaw WSOK — SAVANNAH — Elliott Nealy #1 — Theme From King Kong — Love Unlimited 1 Trinkr III Stay Home Today — Billy Paul — Phila. Ir You're What's Missing In My Life — G.C. Cameron — Martawa.

Motown
I've Gotta Keep Dancing — Carie Lucas — Soul Train
Your Love — McCoo & Davis — ABC
30 To 25 — The Way You Make Me Feel — Melba Moore
#1 LP — Stevie Wonder
New LPs — Tata Vega, Bill Cosby, Masqueraders
WESL — ST. LOUIS — Jim Gates
#1 — Be My Girl — Dramatics
Do It To My Mind — Johnny Bristol — Atlantic
Truth Is Marching On — Rance Allan — Capitol
Laying Beside You — Eugene Record — WB
Make Up For Lost Time — Mickey Honeycutt — Paula
Stay Awhile With Me — Donnie Gerrard — Greedy
Let's Steal Away To The Hideaway — Luther Ingram —
Koko

Koko
Cloudy — AWB — Atlantic
You're Throwing A Good Love Away — Spinners —
Atlantic
We Can't Hide It Anymore — Chuck Jackson — Sylva
Vibration

Vibration
Roots — Weapons Of Peace — Playboy
26 To 3 — Good Thing Man — Frank Lucas
16 To 12 — At Midnight — Rufus
18 To 2 — I've Got Love On My Mind — Natalie Cole
#1 LP — Bootsy

8 To 2 — I've Got Love On My Mind — Natalie Cole I'l LP — Bootsy Jew LPs — Marlena Shaw, Manhattans, Syretta Wright, Heart & Soul Orchestra, Curtis Mayfield, Albert King

KATZ — ST. LOUIS — Chico Brown
#1 — Sometimes — Facts Of Life
Rich Girl — Hall & Oates — RCA
I Want To Do It To You — Jerry Butler — Motown
The Pride — Isley Brothers — T-Neck
Space Age — Jimmie Castor — Atlantic
Don't Touch Me — Shebra Deane — Casino
I'm Your Boogle Man — K.C. & The Sunshine Banc
Laying Beside You — Eugene Record — WB
Cloudy — AWB — Atlantic
You're Throwing A Good Love Away — Spinners Band — TK

Cloudy — AWB — Atlantic You're Throwing A Good Love Away — Spinners — Atlantic New LPs — Minnie Riperton, Ralph Graham, George Benson

#### KYAC - SEATTLE - Robert L. Scott

Aggirions: Disco Inferno — Trammps — Atlantic I Want You Baby — Arthur Prysock — Old Town Your Love — McCoo & Davis — ABC

Your Love — McCoo & Davis — ABC

WANM — TALLAHASSEE — Joe Bullard
#1 — Att Midnight — Rufus
On Your Face — EW&F — Columbia
Boogie Hopper — Sun — Capitol
Angel In My Arm — Hot — Big Tree
So So Satisfied — Ashford & Simpson — WB
7 to 2 — Reaching For The World — Harold Melvin & The
Blue Notes
9 to 3 — I Wanna Do It To You — Jerry Butter — Motown
10 To 5 — Blessed is The Woman — Shirley Brown
11 To 8 — I Can't Say Goodbye — Millie Jackson
12 To 9 — Cloudy — AWB
24 To 18 — Time Is Movin — Blackbyrd
19 To 14 — I'm Your Boogie Man — K.C. & The Sunshine
Band
25 To 17 — I Wanna Get Next To You — Rose Royce
23 To 16 — The Pride — Isley Brothers
27 To 19 — You're Throwing A Good Love Away —
Spinners

Spinners 28 To 20 — Feel So Good — Manhattans #1 LP — Manhattans

28 To 20 — Feel So Good — Manhattans #1 LP — Manhattans New LPs — Curtis Mayfield, Miracles, Banks & Hampton WTMP — TAMPA — Jerry Walker #1 — I've Got Love On My Mind — Natalie Cole On Your Face — EW&F — Columbia Superband — Kool & The Gang — DeLite That's What It's All About — Brick — Bang Hots:g031 Like To Do It — K C. & The Sunshine Band The Pride — Isley Brothers #1 LP — Thelma Houston New LPs — Jerry Butler, Joe Simon

New LPs — Jerry Butler, Joe Simon

##OL — WASHINGTON D.C. — Cortez Thompson
##1 — Sometimes — Facts Of Life
Love in C Minor — Cerrone — Cotillion
Love in C Minor — Heart & Soul Orchestra — Casablanca
Your Love — McCoo & Davis — ABC
Angel In Your Arms — Hot — Big Tree
What It Is — Garnett Mims — Arista
I Want You Baby — Arthur Prysock — Old Town
Go On With The Show — Softones — H&L
D What You Want To Do — T-Connection — Dash
15 To 10 — I Wanna Get Next To You — Rose Royce
16 To 12 — I'm Your Boogie Man — K.C. & The Sunshine
Band

16 To 12 — I'm Your Boogie Man — K.C. & The Sunshir Band Ex To 6 — Fly Like An Eagle — Steve Miller Band #1 LP — Bootsy Collins New LPs — Donald Byrd, Wayne Davis, Mariena Shaw, Windy City



HAGAR IN FRISCO — Capitol Records artist Sammy Hagar performed recently at San Francisco's Winterland Auditorium and then joined Capitol staffers at a reception held in the Miyako Hotel. Seen at the reception are (I-r): Don Grierson, director of merchandising and advertising: Barbara Maciel, secretary: Stan Forman, Seattle promotion man: Ken Benson, western AOR promotion coordinator: Hagar; Don Schmidt. Denver area salesman: Jack Daniels, San Francisco area salesman, Bruce E. Garfield, press and artist relations director; John Carter, talent acquisition director: Norton Buffalo. Capitol artist and Jack Reynolds, Seattle area salesman.

## Singles Bullets (continued from page 27)

on CB R&B singles chart). KISS — #6 most added single with 12 new stations including KIOA. WMET, WIRL, KTLK, WGCL, WCOL, WBBF, WFOM, WKBW. KSTP. #4 most active single on the secondary level with new adds at 98Q, WTLB, KQWB, WQPD. #69 WAFR WASH WGUY

MARSHALL TUCKER BAND — Added at KXOK, WDRC. Last week added #70

at KSLQ. KJR, WSGA, WAPE.

CAPTAIN AND TENNILLE — #7 most added single with 11 new stations including WFIL, WNCI, WGCL, KHJ, WSGN, WPRO, WISM, WBBQ, KPAM. #73

CHAMPAGNE — Added at WOKY. Last week added at KSLQ, WDRQ, #74 KCBO

QUEEN — Added at WORC, WAKY, KIOA, KSLQ, WVBF. Last week added #76 at WPRO, KSTP

#82

TAVARES — Added at WABC, WNOE, WPRO, KCBQ.

STARZ — Added at WAKY, WBBF, Y-100, KIOA, WKBW. #10 most active single on the secondary level widen. #83

#85

STALLION — Added at KTLK, KCBQ, KIMN.

YVONNE ELLIMAN — Added at WHHY, KDWB, WMAK, KIOA.

CODY JAMEISON — Added at WRKO, WKLO.

#89

#### Additions To Country Station Playlists (continued from page 34)

Ex To 39 — Jeanne Pruett Ex To 40 — Anne Murray

EX 10 40 — Anne Mul WSLC — ROANOKE 2-1 — Kenny Rogers Vivian Bell Hugh X. Lewis Linda Hargrove Margo Smith 18 To 13 — Johnny Pa

Margo Smith
18 To 13 — Johnny Paycheck
25 To 14 — Sammi Smith
28 To 16 — Charlie Rich — Epic
Ex To 49 — Don Williams
Ex To 52 — George Kent
Ex To 53 — Ruby Falls
Ex To 54 — Faith Allen

KKYX — SAN ANTONIO 3-1 — Kenny Rogers Larry Steel Asleep At The Wheel

Asieep At The Wheel
Randy Barlow
LaWanda Lindsey
Dottie West
Ray Price — Columbia
Connie Smith
Bubba Littrell

Bubba Littrell
Tammy Wynette
Crystal Gayle
22 To 18 — Mary Lou Turner
23 To 19 — Charley Pride
24 To 20 — Jacky Ward
Ex To 37 — Loretta Lynn
Ex To 38 — Johnny Cash
Ex To 39 — Conway Twitty
Ex To 40 — Bobby Bare

Ex To 40 — Bobby Bare

KCKC — SAN BERNARDINO
1-1 — Lorretta Lynn
Little David Wilkins
Kenny Seratt
SDickey Lee
12 To 8 — Don Williams
18 To 10 — Crystal Gayle
29 To 20 — Sammi Smith
35 To 24 — Vern Gosdin
Ex To 26 — Stella Parton
Ex To 26 — Stella Parton
Ex To 32 — Johnny Carver — Living
Next

Next Ex To 34 — Tammy Wynette Ex To 35 — Larry Gatlin

KAYO — SEATTLE 1-1 — Glen Campbell Bobby Bare Dale McBride

Date McBride
T.G. Sheppard
Crystal Gayle
John Denver
12 To 7 — Billie Jo Spears
17 To 11 — Dave & Sugar
35 To 12 — Eddy Arnold

31 To 26 — Emmylou Harris 39 To 28 — Don Williams Ex To 27 — Tammy Wynette

KMPS — SEATTLE 3-1 — Glen Campbel Barbara Fairchild Jerry Reed Don King Jennifer Warnes Dickey Lee Jeanne Pruett Dickey Lee
Jeanne Pruett
Connie Smith
10 To 4 — Johnny Duncar
13 To 7 — Lynn Anderson
19 To 8 — Dave & Sugar

19 To 8 — Dave & Sugar
21 To 11 — Gene Watson
23 To 14 — Little David Wilkins
24 To 19 — Donna Fargo — WB
26 To 20 — Mickey Gilley
Ex To 26 — Emmylou Harris
Ex To 27 — Larry Gatlin
Ex To 29 — Conway Twitty
Ex To 30 — Jacky Ward

KRMD - SHREVEPORT Bobby Bare

McCall/Nelson Larry Gatlin 20 To 12 — Glen Campbell 37 To 27 — Sammi Smith Ex To 32 — Don Williams Ex To 34 — Karen Blackwell

KGA — spokane
5-1 — Gien Campbell
Tammy Wynette
Freddy Fender — The Rains
Crystal Galyle
Don Williams
Jacky Ward
8 To 2 — Kenny Rogers
14 To 5 — Sonny James
11 To 6 — Billie Jo Spears
17 To 8 — Johnny Duncan
16 To 11 — Lynn Anderson
19 To 12 — Dave & Sugar
20 To 14 — Gene Watson
23 To 16 — Marty Robbins
26 To 19 — Mickey Gilley
27 To 20 — Donna Fargo — WB
30 To 21 — Charlie Rich — Epic
Ex To 26 — Loretta Lynn
Ex To 27 — Larry Gatlin
Ex To 28 — Conway Twitty
Ex To 29 — Emmylou Harris
Ex To 30 — Sammi Smith

WSUN — TAMPA 2-1 — Charlie Rich — RCA

2-1 — Charlie Rich — RCA
Jacky Ward
Marshall Chapman
Freddy Fender — The Rains
Mary Lou Turner
Charlie Rich — Epic
8 To 3 — Kenny Rogers
12 To 4 — Glen Campbell
10 To 5 — Eagles
20 To 8 — Gene Watson
24 To 17 — Johnny Paycheck
30 To 18 — Vern Gosdin
29 To 22 — Little David Wilkins
Ex To 25 — Mickey Gilley
Ex To 29 — Conway Twrity
Ex To 30 — Don Williams
KCUB — TUCSON

EX 10 29 — Conway I williy
EX To 30 — Don Williams

KCUB — TUCSON
2-1 — Mary Macgregor
Kenny Dale
Emmylou Harris — LP Cut
Ray Price — LP Cut
Narvel Felts
Eddy Arnold — LP Cut
15 To 8 — Johnny Duncan
16 To 11 — Kenny Starr
18 To 13 — Mel Tillis
21 To 16 — Tommy Overstreet
26 To 18 — Johnny Paycheck
34 To 24 — Roy Clayborne
40 To 30 — Gene Watson
EX To 35 — Lynn Anderson
EX To 36 — Loretta Lynn
EX To 38 — Conway Twitty
EX To 39 — Mickey Gilley

WWVA — WHEELING

WWVA - WHEELING

2-1 — Charley Pride Asleep At The Wheel Dickey Lee Tammy Wynette

Jacky Ward
Freddy Fender — The Rains
17 To 10 — Kenny Rogers
18 To 13 — Loretta Lynn
23 To 17 — Little David Wilkins
30 To 18 — Barbara Fairchild
32 To 26 — Lois Johnson
34 To 27 — Conway Twitty
35 To 29 — Emmylou Harris
36 To 30 — Larry Gattin

35 To 29 — Emmylou Harris 36 To 30 — Larry Gatlin 37 To 31 — C.W. McCall 38 To 32 — Sammi Smith 39 To 33 — Buck Owens 40 To 34 — Don Williams Ex To 35 — Bobby Goldsboro Ex To 36 — Bobby Bare Ex To 37 — T.G. Sheppard Ex To 38 — Margo Smith Ex To 39 — Vern Gosdin Ex To 40 — Moe Bandy

# **Wallicks Files Chapter XI Plan**

(continued from page 7)
petitors expressed the opinion that the company had not been a potent force in the L.A. market for at least the last five years. Lack of aggressive advertising, overly conservative merchandising techniques, staffing (and store hours) and outmoded pricing policies were cited as factors that may have contributed to the company's decline.

Opinion was split as to whether Wallichs' preoccupation with hard goods - televisions, stereos, musical instruments, etc. had encouraged or delayed its financial difficulties.

With the exception of The Wherehouse. where president Lee Hartstone refused comment on the Chapter XI filing, representatives of other retail chains in the L.A. market concurred for the most part that Wallichs' current problems can be traced to three major areas:

· Its failure to keep abreast of rapidly changing market conditions;

• Its low sales volume of current product releases; and

· Its apparent inability to shed its high price image.

"Their (Wallichs') record department hasn't really meant anything for a long time," said Russ Solomon, president of Tower Records. "It's been impotent. They haven't paid attention. Until recently they've taken the position of selling for full price. That goes back to the early days of the record business when I was a kid."

He added: "I don't believe - and I mean this sincerely — that the record part of their business is the source of the problem, in any way. They haven't been a factor, so they can't be in that deep. Their problems go back to their involvement in hard goods pianos and that kind of stuff. And they've probably suffered competitively (against) every other company selling the products they carried.'

Lou Fogelman, president of Music Plus. agreed that Wallichs had not been a factor in the L.A. market for years. "I guess it was just a matter of time," he said. "They've been a nonentity in this market for so long that it finally caught up with them. They were back in the 1950s, and everybody else was in the 1970s.

In addition, Fogelman was not optimistic about Wallichs' ability to compete in the L.A. market even if the company is successful in getting creditors to reschedule its debt payments. "No way," he said, when asked to evaluate Wallichs' future.

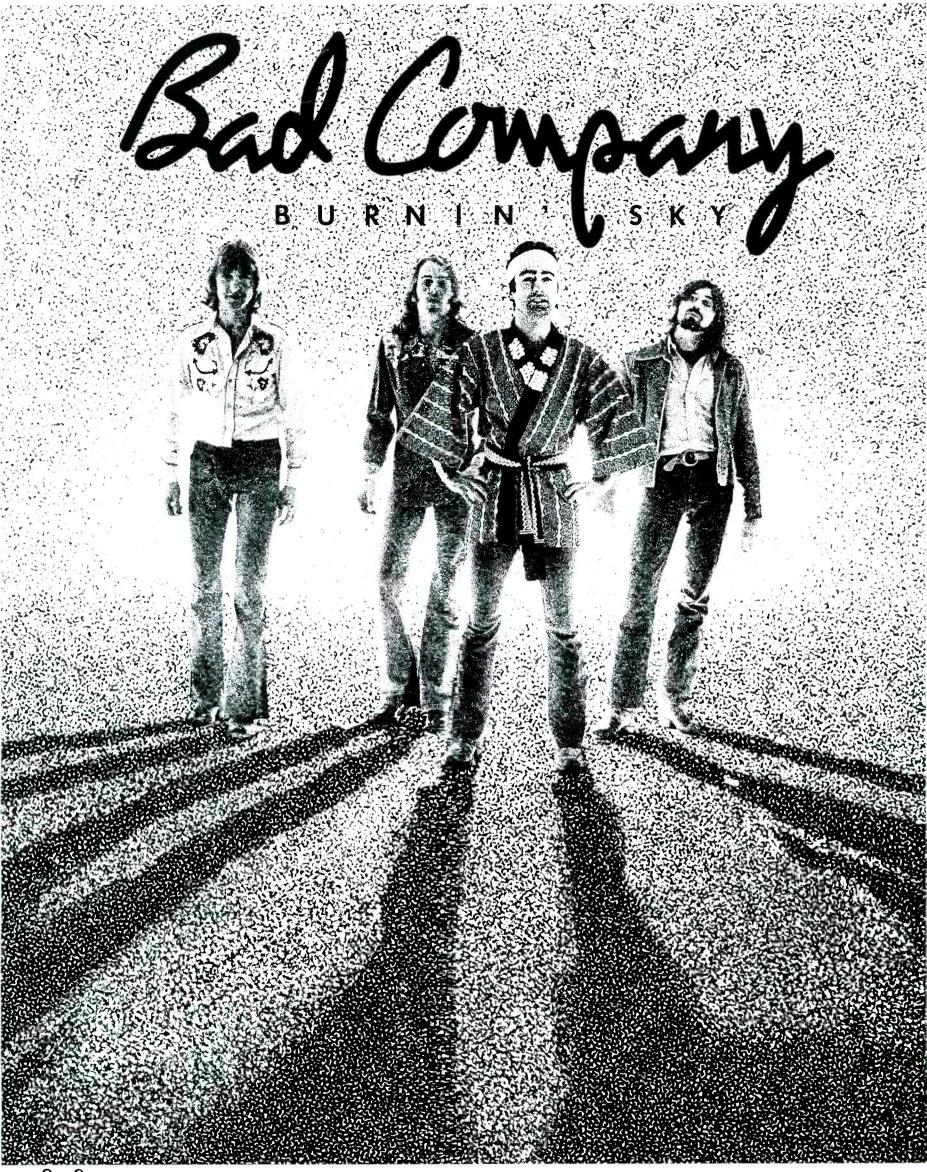
Need Aggressive Campaign

Other retailers confided privately that in order to stay in business it is imperative that Wallichs embark on an aggressive advertising campaign designed to promote its avowed policy of competitive pricing. It was also indicated that Wallichs must devote more attention to new releases by current best selling artists. In addition, the financially troubled company needs to do a lot more in the area of marketing research to increase its awareness of future trends so that it can direct its merchandising efforts accordingly.

## **Anderson Named** RCA Promo V.P.

markets as Pittsburgh, Buffalo, Cleveland and Detroit.

In 1970, he was assigned as RCA's field promotion representative in Los Angeles, and in 1973 was promoted to the position of regional promotion manager, west coast. A year later, he was named manager, national singles promotion, headquartering in Los Angeles. Two years ago he left RCA Records, joining United Artists as vice president of promotion and for the past six months has been president of his own national consultant promotion firm.





PRODUCED BY BAD COMPANY

# CASH BOX TOP TOO ALBUMS

	March 19, 1977		
Weeks On	3,	Weeks On /12 Chart	Weeks On 3/12 Chart
1 A STARIS BORN 8.98	35 THEIR GREATEST HITS 6.98		70 DAVID SOUL (Private Stock PS 2019) 75 11
STREISAND, KRISTOFFERSON (Columbia JS 34403) 1 15	36 FESTIVAL 6.98		71 SECRET PLACE GROVER WASHINGTON JR. (Kudu/CTI KU 32) 63 11
2 RUMOURS 7.98 FLEETWOOD MAC (Warner Bros. BSK 3010) 2 4	SANTANA (Columbia PC 34423) 3 37 SILK DEGREES 6.98		72 ONE MORE FROM THE 7.98
3 HOTEL CALIFORNIA 6.98 EAGLES (Asylum 7E-1084) 3 13	BOZ SCAGGS (Columbia PC 33920)	41 54	ROAD LYNYRD SKYNYRD (MCA 2-6001) 65 25
4 ANIMALS PINK FLOYD (Columbia JC 34474) 4 5	BOOTSY, BABY BOOTSY'S RUBBER BAND		73 GREATEST HITS 6.98 ABBA (Atlantic SD 18189) 73 26
5 BOSTON 6.98 (Epic PE 34188) 5 28	(Warner Bros. BS 2972) 4	46 7	74 GOOD HIGH 6.98 BRICK (Bang 408) 66 20
6 SONGS IN THE KEY OF 13 98	40 A NIGHT ON THE TOWN 6.98	49 4	75 CHICAGO X 6.98 CHICAGO (Columbia PC 34200) 74 38
LIFE STEVIE WONDER (Tamla/Motown T13-340C2) 6 22	ROD STEWART (Warner Bros. BS 2938)	34 <b>36</b>	76 MIRACLE ROW 6.98  JANIS IAN (Columbia PC 34440) 76 8
7 YEAR OF THE CAT 6.98 AL STEWART (Janus JXS 7022) 7 24	41 A ROCK AND ROLL 6.98 ALTERNATIVE ATLANTA RHYTHM SECTION (Polydor PD 1-6080)	47 12	77 PETER GABRIEL 6.98 (Atco SD 36-147) 111 3
8 NIGHT MOVES 6.98 BOB SEGER (Capitol ST 11557) 9 20	42 CAROLINA DREAMS 7.98 MARSHALL TUCKER BAND		78 BREEZIN' 6.98
9 LOVE AT THE GREEK 11.98 NEIL DIAMOND (Columbia KC 2-34404) 17 4		51 4	GEORGE BENSON (Warner Bros. BS 2919) 82 50
10 LEFTOVERTURE 6.98 KANSAS (Kirshner/Epic PZ 34224) 12 20	EMMYLOU HARRIS (Warner Bros. BS 2998)	39 9	79 TRYIN' TO GET THE 6.98 FEELING BARRY MANILOW (Arista AL 4060) 112 12
11 FLY LIKE AN EAGLE 6.98 STEVE MILLER BAND (Capitol ST 11497) 8 43	AMERICA (Waller Blass Baller)	79 2	80 THE JACKSONS 6.98 (Epic PE 34229) 78 17
12 IN FLIGHT 7.98 GEORGE BENSON (Warner Bros. BSK 2983) 13 6	45 CAR WASH 7.98 ORIGINAL SOUNDTRACK (MCA 2-6000)	38 26	81 REACHING FOR THE 6.98
13 GREATEST HITS  LINDA RONSTADT (Asylum 7E-1092) 10 14	46 DREAMBOAT ANNIE 6.98 HEART (Mushroom 5005)	45 50	WORLD HAROLD MELVIN & THE BLUE NOTES (ABC 969) 81 7
14 ASK RUFUS RUFUS FEATURING CHAKA KHAN (ABC 975) 15 7	47 BIGGER THAN BOTH OF 6.98 US		82 ENDLESS SUMMER 6.98 BEACH BOYS (Capitol SVBB 11307) 85 78
15 THIS ONE'S FOR YOU 6.98	HALL & OATES (RCA APL1-1467)  48 THE LIGHT OF SMILES 6.98	50 30	83 FLIGHT LOG 10.98 JEFFERSON AIRPLANE (Grunt/RCA CYL2-1255) 72 7
BARRY MANILOW (Arista 4090) 18 31  16 A NEW WORLD RECORD 6.98	GARY WRIGHT (Warner Bros. BS 2951)  49 GREATEST HITS 6.98	37 9	84 UNFINISHED BUSINESS 6.98 BLACKBYRDS (Fantasy F9518) 80 17
ELECTRIC LIGHT ORCHESTRA (United Artists LA 679G) 16 20	JAMES TAYLOR (Warner Bros. BS 2979)  50 THIRTY-THREE & 1/3 6.98	44 16	85 BLUE MOVES 12.98 ELTON JOHN (MCA/Rocket 2-1104) 71 19
17 WINGS OVER AMERICA 13.98 WINGS (Capitol SWCO 11593) 11 13	GEORGE HARRISON (Dark Horse/WB DH 3005)	43 15	86 HEJIRA 6.98
18 UNPREDICTABLE 6.98 NATALIE COLE (Capitol SO 11600) 27 3		57 14	JONI MITCHELL (Asylum 7E-1087) 83 15  87 DR. BUZZARD'S 6.98
19 FRAMPTON COMES 7.98 ALIVE	ENGLEBERT HOW ENDINGS (Epis 1 2 3 3 2 )	53 18	ORIGINAL SAVANNAH BAND
PETER FRAMPTON (A&M SP 3703) 14 59  20 BEST OF THE DOOBIES 6.98	53 PERSON TO PERSON 9.98 AVERAGE WHITE BAND (Atlantic SD 2-1002)	42 9	THE SAVANNAH BAND (RCA APL 1-1504) 84 33
DOOBIE BROTHERS (Warner Bros. BS 2978) 20 18 21 SONGS FROM THE WOOD 6.98	54 ARRIVAL 6.98 ABBA (Atlantic SD 18207)	55 9	UTOPIA (Bearsville/WB BR 6965) 99 4
JETHRO TULL (Chrysalis CHR 1132) 30 3	55 CHILDREN OF THE 698 WORLD		89 CALIENTE 6.98 GATO BARBIERI (A&M SP 4597) 88 23
22 LOW 7.98  DAVID BOWIE (RCA CPL 1-2030) 21 8	BEE GEES (RSO/Polydor RS 1-3003)  56 SONG OF JOY  6.98	54 26	90 LIVE BULLET 6.98 BOB SEGER (Capitol SKBB 11523) 89 47
23 JOHN DENVER'S 7.98 GREATEST HITS VOL. 2 (RCA CPL1-2195) 29 3	CAPTAIN & TENNILLE (A&M SP 4570)  57 SPIRIT 6.98	48 53	91 LOVE WILL KEEP US 6.98 TOGETHER
24 WIND & WUTHERING 6.98 GENESIS (Atlantic SD 36-144) 24 9	EARTH, WIND & FIRE (Columbia PC 34241)	52 23	CAPTAIN & TENNILLE (A&M SP 4552) 91 93  92 A MAN AND A WOMAN 8.98
25 ROCK AND ROLL OVER 6.98	58 AN EVENING WITH DIANA 7.98 ROSS DIANA ROSS (Motown M7-877R2)	60 6	ISAAC HAYES AND DIONNE WARWICK (ABC AB 996/2) 102 5
KISS (Casabianca NBLP 7037) 23 18 26 TEJAS 6.98	59 THIS IS NIECY 6.98 DENIECE WILLIAMS (Columbia PC 34242)	61 25	93 MY SPANISH HEART 9.98 CHICK COREA (Polydor PD 2-9003) 90 12
ZZ TOP (London PS 680) 19 10 6.98	60 FLEETWOOD MAC (Warner Bros. MS 2225)	59 86	94 FOUR SEASONS OF LOVE 6.98 DONNA SUMMER (Oasis/Casablanca NBLP 7038). 93 21
QUINCY JONES (A&M SP 4626) 33 4  28 A DAY AT THE RACES 7.98	61 DESTROYER 6.98		95 THE SONG REMAINS THE 11.98
QUEEN (Elektra 6E-101) 22 10  29 TORN BETWEEN TWO 6.98	KISS (Casablanca NBLP 7025)  62 DOUBLE TIME 6.98	62 19	SAME  LED ZEPPELIN (Swan Song/Atlantic SS 2-201) 86 20
LOVERS  MARY MACGREGOR	LEON REDBONE (Warner Bros. BS 2971)  63 ALIVE 7.98	56 9	96 IMAGINARY VOYAGE 6.98  JEAN-LUC PONTY (Atlantic SD 18195) 96 17
(Ariola America/Capitol ST 50015) 31 11 30 THE PRETENDER 6.98	KISS (Casablanca NBLP 7020)  64 DON'T STOP BELIEVIN' 6.98	58 7 <b>6</b>	97 SLEEPING GYPSY MICHAEL FRANKS (Warner Bros. BS 3004) 101 5
JACKSON BROWNE (Asylum 7E-1079) 28 17 31 THE ROARING SILENCE 6.98	OLIVIA NEWTON-JOHN (MCA 2223)	64 20	98 NADIA'S THEME (THE 5.98
MANFRED MANN'S EARTH BAND (Warner Bros. BS 2965) 26 27	65 ROCKS 6.98 AEROSMITH (Columbia PC 34165)	67 43	YOUNG AND THE RESTLESS)
32 TOYS IN THE ATTIC 6.98 AEROSMITH (Columbia PC 33479) 32 100	66 NOVELLA 6.98 RENAISSANCE (Sire/ABC SA 7526)	70 7	BARRY DeVORZON & PERRY BOTKIN, JR. & VARIOUS ARTISTS (A&M SP 3412) 87 20
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