

CASHBOX

March 12, 1977

NEWSPAPER

\$1.50

PERIODICALS
MAR 10 1977
PUBLIC LIBRARY OF
FORT WAYNE & ALLEN COUNTY

Public Library of Ft. Wayne &
Allen Co.
Order Division - Periodical Sect.
900 Webster St. (Rear)
Ft. Wayne,
Indiana 46302

LIBRARY AND RECORDINGS DEPARTMENT



Cover Artist: JOHN DENVER
Grand Jury Probe Creates Apprehension
RCA To Distribute Buddah
First D.J. Testifies At Payola Hearings
\$2.99 Spreads To D.C. Suburb
Urban Outlook: The Boston Market
Atlantic Ups List Price
NARM Coverage
ABC, MCA Report Records Declines
A Message From The Publisher

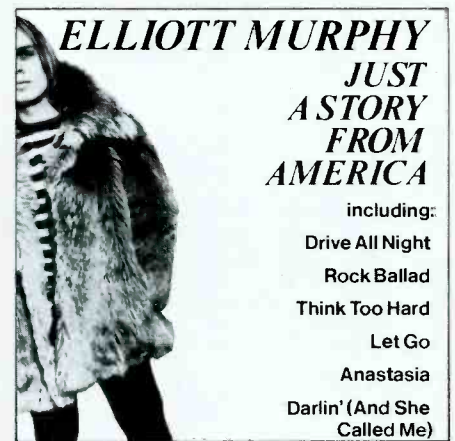


Elliott Murphy's "America." A true story.

He could write a book. But he chose rock and roll instead.

The cross-country ground swell has begun. And a national landslide is near.

A critic's darling is about to become an American hero.



Elliott Murphy.
"Just a Story From America"
On Columbia Records
and Tapes.

Produced by Robin Geoffrey Cable.
Direction: Steve Leber, David Krebs and Kevin McShane for Leber-Krebs, Inc.

© COLUMBIA MARCAS REG. © 1977 CBS INC.

Don't miss Elliott Murphy on tour with ELO:

3/10	Omni Atlanta, Ga.	3/11	Coliseum Jacksonville, Fla.	3/12	Sportatorium Hollywood, Fla.	3/13	Civic Center Lakeland, Fla.	3/15	Municipal Aud. Mobile, Ala.	3/17	Assembly Center Tulsa, Okla.	3/18	Moody Coliseum Dallas, Tex.	3/19	Hirsch Memorial Aud. Shreveport, La.	3/20	Municipal Aud. New Orleans, La.	3/21	Summit Houston, Tex.	3/23	Kiel Aud. St. Louis, Mo.	3/24	Roberts Stadium Evansville, Ind.	3/25	Notre Dame Univ. South Bend, Ind.	3/26	Rupp Arena Lexington, Ky.	3/27	Civic Center Charleston, W. Va.	3/28	St. John Arena Columbus, Ohio
------	----------------------	------	--------------------------------	------	---------------------------------	------	--------------------------------	------	--------------------------------	------	---------------------------------	------	--------------------------------	------	---	------	------------------------------------	------	-------------------------	------	-----------------------------	------	-------------------------------------	------	--------------------------------------	------	------------------------------	------	------------------------------------	------	----------------------------------

CASH BOX

VOLUME XXXVIII — NUMBER 43 — March 12, 1977

GEORGE ALBERT

President and Publisher

MARTY OSTROW
Executive Vice President

GARY COHEN
Editor in Chief

JULIAN SHAPIRO
East Coast Editor

New York Editorial

 PHIL DIMAURO
KEN TERRY
CHARLES PAIKERT
MARK MEHLER

Hollywood Editorial

 COOKIE AMERSON
MIKE FALCON
CHUCK COMSTOCK
ALAN SUTTON
RANDY LEWIS
JEFF CROSSAN
JEFFREY WEBER

J.B. CARMICLE

West Coast Advertising

Research

 HOWARD LOWELL
STEVE OSTROW
BOB SPEISMAN
LARRY CARLAT
JEFF RAY
WAYNE MARECI
BILL FEASTER
CAROL RANDAL
JUDY ALBERT
DAN SEIDEN
CATHY WEIDMAN
GENE MAHLER

Coin Machine

 Chicago
CAMILLE COMPASIO, Manager

Art Director

WOODY HARDING

Circulation

 THERESA TORTOSA
Manager

PUBLICATION OFFICES
NEW YORK

 119 West 57th St., N.Y. 10019
Phone: (212) 586-2640
Cable Address: Cash Box N.Y.

CALIFORNIA

 6363 Sunset Blvd. (Suite 930)
Hollywood, Ca. 90028
Phone: (213) 464-8241

NASHVILLE

 JUANITA JONES
BARBARA O'DELL
CARMEN ADAMS
1511 Sigler St., Nashville Tenn. 37203
Phone: (615) 244-2898

CHICAGO

 CAMILLE COMPASIO
29 E. Madison St., Chicago, Ill. 60602
Phone: (312) 346-7272

WASHINGTON, D.C.

 JOANNE OSTROW
6120 Robinwood Road
Bethesda, MD 20034

ENGLAND — KIM THORNE

 97 Uxbridge Rd., London W.12
Phone: 01-749-6724

ARGENTINA — MIGUEL SMIRNOFF

 Belgrano 3252, Piso 4 "B"
Buenos Aires, Argentina
Phone: 89-6796

BRAZIL — H. GANDELMAN

 Av. Rio Branco, 156 Sala 627
Rio de Janeiro RJ

CANADA — DAVID FARRELL

 1948 Bloor St. W. Apt. 14
Toronto, Ontario, Canada M6P 3K9
Phone: (416) 766-5978

HOLLAND — PAUL ACKET

 P.O. Box 11621 (Prinsessegracht 3),
The Hague
Phone: (70) 624621, Telex: 33083

ITALY — GABRIELE G. ABBATE

Viale A. Doria 10, 20124 Milano

BELGIUM — ETIENNE SMET

 Postbus 56, B-2700 Sint-Niklaas
Phone: (03) 76-54-39

AUSTRALIA — PETER SMITH

 6 Murrillo Crt., Doncaster
Victoria, Australia 3108
Phone: 848-7878

JAPAN — Adv. Mgr. SACHIO SAITO

 1-11-2-Chome Shinbashi, Minato-Ku, Tokyo
Phone: 504-1651
Editorial Mgr., FUMIYO TACHIBANA
1-11-2-Chome Shinbashi, Minato-Ku, Tokyo
Phone: 504-1651

FRANCE — CLAUDE EM MONNET

 262 bis Rue des Pyrenees
Paris, France 75020
Phone: 797-4261

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

Copyright © 1977 by The Cash Box Publishing Co., Inc. All rights reserved. Copyright under Universal Copyright Convention.

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

Letter From The Publisher

Since last year's NARM Convention **Cash Box** has made the investment necessary to solidify our position as the number one trade publication. And a look through these pages will confirm that.

In every area — charts, surveying, features, editorial content, in-depth reporting — our coverage of the music industry is unsurpassed. Put it this way: we understand our function of being the best trade publication. And we perform this service every week.

Our editorial coverage is second to none; our front-of-the-book news reporting is twice that of the other two publications combined. We survey 25 major market Sunday newspapers every week, to find out which retailers are advertising records and at what prices. We are the only publication with Regional Album charts. And our correspondents cover the entire industry — domestically and abroad.

We call 180 pop radio stations a week. And that's not just an idle claim. We print their playlist information *each week*. We're the ONLY trade publication with the Singles Bullets and with Secondary Radio stations. We're the only ones that lend credence to the Top 50 R&B and Country stations; we print their radio information too. **Cash Box's** radio coverage and chart features far surpass that of all our competitors combined.

In order for this to be accomplished, and to bring you *this week's* news and coverage — not last week's — we don't have leeway to make special price deals on our advertising. We don't have special rates. We don't have a Latin rate separate from a country rate separate from a classical rate separate from a budget rate. Nor do we give two ads for the price of one or five ads for the price of three (or if you bargain hard enough five for the price of two and a half). You don't walk away from doing business with **Cash Box**, as you may with *Record World*, wondering if your competition got a better price on an ad that they had placed. And we don't run free or cut-rate ads to give the APPEARANCE of having a thicker book.

The integrity of our people, and of our charts, is unmatched by any publication in this industry. Even though we have lost advertising because of price, those advertisers involved could never say they were hurt on our charts.

From a content, quality, and substance standpoint, there is no comparison between **Cash Box** and our competition. Advertisers should consider magazine content and street-level credibility — not hype and facade or special "deals" — when deciding where to place their messages. Taking these factors into consideration, there is no doubt that **Cash Box** is number one, working for the benefit of the industry.

Maybe this letter will create additional awareness in the marketplace that price (and special advertising deals to favored companies) are not the only criteria for advertising in a trade publication. Basically, you get what you pay for.



George Albert
President and Publisher


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/Emanuel/20th
Century-ASCAP

**NUMBER ONE
ALBUM OF THE WEEK**

A STAR IS BORN
STREISAND, KRISTOFFERSON
Columbia JS 34403



CASH BOX TOP 100 SINGLES

March 12, 1977

Rank	Song	Artist	Weeks On Chart			Rank	Song	Artist	Weeks On Chart			Rank	Song	Artist	Weeks On Chart		
			3/5	2/26	Chart				3/5	2/26	Chart				3/5	2/26	Chart
1	LOVE THEME FROM "A STAR IS BORN" (EVERGREEN)	BARBRA STREISAND (Columbia 3-10450)	1	4	14	32	SOUTHERN NIGHTS	GLEN CAMPBELL (Capitol 4376)	51	73	4	68	ANGEL IN YOUR ARMS	HOT (Big Tree/Atlantic BT 16085)	78	90	5
2	TORN BETWEEN TWO LOVERS	MARY MACGREGOR (Ariola America/Capitol 7638)	2	1	18	33	ALL STRUNG OUT ON YOU	JOHN TRAVOLTA (Midland Intl./RCA MB 10907)	39	55	4	69	LIDO SHUFFLE	BOZ SCAGGS (Columbia 3-10491)	—	—	1
3	I LIKE DREAMIN'	KENNY NOLAN (20th Century 2287)	4	5	18	34	AT MIDNIGHT (MY LOVE WILL LIFT YOU UP)	RUFUS FEATURING CHAKA KHAN (ABC 12239)	40	47	6	70	DEDICATION	THE BAY CITY ROLLERS (Arista 233)	74	79	5
4	YEAR OF THE CAT	AL STEWART (Janus J266)	5	6	14	35	ENJOY YOURSELF	JACKSONS (Epic 8-50289)	17	9	18	71	SOMETHIN' 'BOUT 'CHA	LATIMORE (Glades/TK 1739)	75	80	4
5	DANCING QUEEN	ABBA (Atlantic 3372)	7	8	14	36	LOST WITHOUT YOUR LOVE	BREAD (Elektra E45365)	29	22	17	72	"ROOTS" MEDLEY	QUINCY JONES (A&M 1909)	77	83	5
6	NIGHT MOVES	BOB SEGER (Capitol 4369)	6	7	15	37	HOTEL CALIFORNIA	EAGLES (Elektra E45386)	59	—	2	73	I WANNA GET NEXT TO YOU	ROSE ROYCE (MCA 40662)	92	—	2
7	RICH GIRL	DARYL HALL & JOHN OATES (RCA PB 0860)	8	14	8	38	SAVE IT FOR A RAINY DAY	STEPHEN BISHOP (ABC 12232)	24	21	15	74	SORRY SEEMS TO BE THE HARDEST WORD	ELTON JOHN (MCA/Rocket 40605)	65	58	24
8	CARRY ON WAYWARD SON	KANSAS (Kirshner/Epic ZS8-4267)	9	10	14	39	I WISH	STEVIE WONDER (Tamlia/Motown T54274F)	32	23	15	75	SOMETIMES	FACTS OF LIFE (Kayvette/TK 5128)	81	84	4
9	THE THINGS WE DO FOR LOVE	10CC (Mercury 73875)	11	12	11	40	WALK THIS WAY	AEROSMITH (Columbia 3-10499)	33	24	17	76	I'LL ALWAYS CALL YOUR NAME	LITTLE RIVER BAND (Harvest/Capitol 4380)	82	85	6
10	DON'T LEAVE ME THIS WAY	THELMA HOUSTON (Tamlia/Motown T54278F)	12	13	12	41	SAM	OLIVIA NEWTON-JOHN (MCA 40670)	46	53	7	77	FIRE SIGN	CORY (Phantom/RCA 10856)	80	82	8
11	DON'T GIVE UP ON US	DAVID SOUL (Private Stock 45129)	16	20	7	42	BITE YOUR LIP (GET UP AND DANCE!)	ELTON JOHN (MCA 40677)	43	45	5	78	THEME FROM KING KONG PART ONE	LOVE UNLIMITED ORCHESTRA (20th Century TC 2325)	85	88	5
12	GO YOUR OWN WAY	FLEETWOOD MAC (Reprise 8304)	10	11	10	43	JEANS ON	DAVID DUNDAS (Chrysalis 2094)	31	30	26	79	SAILING SHIPS	MESA (Ariola America/Capitol 7654)	86	89	5
13	LONG TIME	BOSTON (Epic 8-50329)	15	16	8	44	MOODY BLUE	ELVIS PRESLEY (RCA PB 10857)	41	39	13	80	YOUR LOVE	McCoo/DAVIS (ABC AB 12262)	—	—	1
14	BOOGIE CHILD	BEE GEES (RSO/Polydor 867)	14	15	9	45	REACH	ORLEANS (Asylum E45375)	47	49	8	81	HEARD IT IN A LOVE SONG	THE MARSHALL TUCKER BAND (Capricorn/WB CPS 0270)	—	—	1
15	FLY LIKE AN EAGLE	STEVE MILLER (Capitol 4372)	3	3	13	46	HARD LUCK WOMAN	KISS (Casablanca 873)	35	25	13	82	CALLING DR. LOVE	KISS (Casablanca NB 880)	—	—	1
16	MAYBE I'M AMAZED	WINGS (Capitol 4385)	19	28	5	47	WINTER MELODY	DONNA SUMMER (Oasis/Casablanca 872)	50	52	10	83	LOOK INTO YOUR HEART	ARETHA FRANKLIN (Atlantic 3373)	88	92	3
17	SO IN TO YOU	ATLANTA RHYTHM SECTION (Polydor 14373)	25	35	8	48	DAZZ	BRICK (Bang 727)	36	26	21	84	REACHING FOR THE WORLD	HAROLD MELVIN & THE BLUE NOTES (ABC 12240)	89	93	3
18	CRACKERBOX PALACE	GEORGE HARRISON (Dark Horse/WB DRC 8313)	20	27	7	49	CAR WASH	ROSE ROYCE (MCA 40615)	37	31	19	85	ROCK AND ROLL STAR	CHAMPAGNE (America/Capitol P-7658)	—	—	1
19	SAY YOU'LL STAY UNTIL TOMORROW	TOM JONES (Epic/MAM 8-50308)	22	29	12	50	KONG	DICKIE GOODMAN (Shock/Janus SH6)	52	54	7	86	RACE AMONG THE RUINS	GORDON LIGHTFOOT (Reprise RPS 1380)	90	95	3
20	DO YA	ELECTRIC LIGHT ORCHESTRA (United Artists XW 9394)	23	32	6	51	HOT LINE	SYLVERS (Capitol 4336)	44	33	19	87	ARRESTED FOR DRIVING WHILE BLIND	ZZ TOP (London 251)	94	—	2
21	THE FIRST CUT IS THE DEEPEST	ROD STEWART (Warner Bros. WBS 8321)	26	37	5	52	YOU MAKE ME FEEL LIKE DANCING	LEO SAYER (Warner Bros. WBS 8283)	49	40	22	88	PART TIME LOVE	KERRY CHATER (Warner Bros. WBS 8310)	91	97	3
22	LIVING NEXT DOOR TO ALICE	SMOKIE (RSO/Polydor 860)	18	18	15	53	YOU DON'T HAVE TO BE A STAR	MARILYN MCCOO & BILLY DAVIS JR. (ABC 12208)	45	36	23	89	LOVE IS BETTER IN THE A.M.	JOHNNIE TAYLOR (Columbia 3-10478)	95	—	2
23	NEW KID IN TOWN	EAGLES (Asylum E45373)	13	2	14	54	GLORIA	ENCHANTMENT (United Artists XW 912)	64	72	8	90	I'M SCARED	BURTON CUMMINGS (Portrait/CBS 6-7002)	93	96	3
24	FREE	DENIECE WILLIAMS (Columbia 3-10429)	28	34	16	55	SATURDAY NIGHT	EARTH, WIND & FIRE (Columbia 3-10439)	53	42	13	91	SING	TONY ORLANDO & DAWN (Elektra E45387)	—	—	1
25	HERE COME THOSE TEARS AGAIN	JACKSON BROWNE (Asylum E45379)	30	38	6	56	LIVIN' THING	ELO (UA 888)	60	56	20	92	THERE WILL COME A DAY	SMOKEY ROBINSON (Tamlia/Motown T54279F)	—	—	1
26	I'VE GOT LOVE ON MY MIND	NATALIE COLE (Capitol 4360)	38	50	6	57	COULDN'T GET IT RIGHT	CLIMAX BLUES BAND (Sire/ABC SAA 736)	70	87	5	93	I THINK WE'RE ALONE NOW	THE RUBINOOS (Beserkley/Playboy B5741)	97	100	3
27	BLINDED BY THE LIGHT	MANFRED MANN (Warner Bros. WBS 8252)	21	19	16	58	I CAN'T SAY NO TO YOU	PARKER MCGEE (Big Tree/Atlantic 10682)	61	64	9	94	I WANNA DO IT TO YOU	JERRY BUTLER (Motown M1414F)	—	—	1
28	DISCO LUCY (I LOVE LUCY THEME)	WILTON PLACE STREET BAND (Island 078)	34	41	8	59	IN THE MOOD	HENHOUSE FIVE PLUS TOO (Warner Bros. WBS 8301)	55	96	11	95	IF YOU'VE GOT THE TIME	BABYS (Chrysalis CHS 2132)	96	98	3
29	TRYIN' TO LOVE TWO	WILLIAM BELL (Mercury 73839)	42	65	4	60	WHEN I NEED YOU	LEO SAYER (Warner Bros. WBS 8332)	87	91	3	96	N.Y., YOU GOT ME DANCING	ANDREA TRUE CONNECTION (Buddah 564)	98	99	3
30	WEEKEND IN NEW ENGLAND	BARRY MANILOW (Arista 212)	27	17	16	61	MAGICAL MYSTERY TOUR	AMBROSIA (20th Century TC 2327)	76	94	3	97	DANCING MAN	Q (Epic 8-50335)	—	—	1
31	RIGHT TIME OF THE NIGHT	JENNIFER WARNES (Arista AS 0223)	48	60	6	62	BE MY GIRL	DRAMATICS (ABC 12235)	64	72	8	98	ROMEO	MR. BIG (Arista AS 0229)	99	—	2
						63	I'M YOUR BOOGIE MAN	KC & THE SUNSHINE BAND (TK 1022)	83	—	2	99	SPRING RAIN	SILVETTI (Salsoul SZ 2014)	100	—	2
						64	FANCY DANCER	COMMODORES (Motown 1408)	67	63	12	100	OLD FASHIONED BOY (YOU'RE THE ONE)	STALLION (Casablanca NB 877)	—	—	1
						65	YOU KNOW LIKE I KNOW	OZARK MOUNTAIN DAREDEVILS (A&M 1888)	71	75	8						
						66	PHANTOM WRITER	GARY WRIGHT (Warner Bros. WBS 8331)	79	—	2						
						67	YOU + ME = LOVE	UNDISPUTED TRUTH (Whitfield/WB WHI 8306)	72	76	6						

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

All Strung Out (Daddy Sam — ASCAP)	33	Go Your (Gentoo/Now Sound — BMI)	12	Love Theme (First Artists/Emanuel/20th Century — ASCAP)	1	So In To You (Low-Sal — BMI)	17
Angel In Your (Song Tailors — BMI/ I've Got The Music — ASCAP)	68	Hard Luck (Cafe Amer./Kiss Songs — ASCAP)	46	Magical Mystery (Comet — ASCAP)	61	Somethin' 'Bout 'Cha (Sherlyn — BMI)	71
Arrested For Driving (Hamstein — BMI)	87	Here Come Those (Swallow Turn/WB — ASCAP/ Open Window/Warner-Tamerlane — BMI)	25	Maybe I'm Amazed (Maclen — BMI)	16	Sometimes (Stallion — BMI)	75
At Midnight (Amer. B'casting/Elainea — BMI)	34	Hotel California	37	Mood Blue (Screen Gems-EMI/Sweet Glory — BMI)	44	Sorry Seems (Big Pig/Leeds — ASCAP)	74
Be My (Electrocor — ASCAP)	62	Hot Line (Bull Pen — BMI/Perrin Vibes — ASCAP)	51	New Kid	23	Southern Nights (Warner-Tamerlane/ Marsaint — BMI)	32
Bite Your Lip (Big Pig — LTD/Leed — ASCAP)	42	I Can't Say (Dawnbreaker — BMI)	58	Night Moves (Gear — ASCAP)	6	Spring Rain (Barnegar — BMI)	99
Blinded (Laurel Canyon — ASCAP)	27	If You've Got (Hudson Bay — BMI)	95	N.Y. You Got Me (Buddah/Diamond/ MRI — ASCAP)	96	The First Cut Is (Duchess — BMI)	21
Boogie Child (Stigwood/Unichappell — BMI)	14	I Like (Sound of Nolan/Chelsea — BMI)	3	Old Fashioned Boy (Rick's Variena — BMI)	100	Theme From King (Ensign — BMI)	78
Calling Dr. Love (Cafe Americana/Kiss — ASCAP)	82	I'll Always (Australian Tumbleweed — BMI)	76	Part Time Love (Meadow Ridge — ASCAP)	88	There Will Come (Jobete — ASCAP/Stone Diamond — BMI)	92
Carry On (Don Kirshner — BMI)	8	I'm Scared (Shillelagh — BMI)	90	Phantom Writer (High Wave — ASCAP)	66	The Things (Man-Ken — BMI)	9
Car Wash (Duchess — BMI)	49	I'm Your Boogie (Sherlyn/Harrick — BMI)	63	Race Among (Moose Music Ltd. — CAPAC)	86	Torn Between (Muscle Shoals — BMI/ Silver Dawn — ASCAP)	2
Couldn't Get It (Bleu Disque — ASCAP)	57	In The (Shapiro-Bernstein/Lewis — ASCAP)	59	Reach (Siren — BMI)	45	Tryin' To Love Two (Bell-Kat/ Unichappell — BMI)	29
Crackerbox Palace (B.U. — BMI)	18	I Think We're Alone (Patricia — BMI)	93	Reaching For The (Simi — BMI)	84	Walk This (Dekset — BMI)	40
Dancing Man (Amed/Gravenhurst — BMI)	97	I've Got Love (Jay's Ent./Chappell — ASCAP)	26	Rich Girl (Unichappell — BMI)	7	Weekend (Unart/Piano Picker — BMI)	30
Dancing Queen (Countless — BMI)	5	I Wanna Do It (Jobete/Butler — ASCAP)	94	Right Time Of (Amer. B'casting — ASCAP)	31	When I Need (Unichappell/Begonia Melodies/ Albert Hammond — ASCAP)	60
Dazz (Silver Cloud/Trolley — ASCAP)	48	Living Next (Chirnichap — BMI)	22	Rock And Roll Star (Dayglow — ASCAP)	85	Winter Melody (Rick's — BMI)	47
Dedication (Almo/Big Secret — ASCAP)	70	Livin' Thing (Unart/Jet — BMI)	56	Romeo (Jet Lag — BMI)	43	Year Of (Dejamus/Purple Pepper — ASCAP)	4
Disco Lucy (Desilu — ASCAP)	28	Look Into Your (Warner-Tamerlane — BMI)	83	"Roots" Medley (Rashida/Smenya — ASCAP)	72	You Don't Have (Groovesville — BMI)	53
Don't Give Up On (Almo/Macaulay — ASCAP)	11	Lost Without (Kipahula — ASCAP)	36	Sailing Ships (Song Tailors/Everybody's/ Intercapital Tunes — BMI)	79	You Know Like I (Lost Cabin — BMI)	65
Don't Leave (Mighty Three — BMI)	10	Love Is Better (Groovesville — BMI/ Conquistador — ASCAP)	89	Sam (John Farrar/Blue Gum/ Dejamus — BMI/ASCAP)	41	You Make Me (Braintree — BMI/Longmanor-Chrysalis — ASCAP)	52
Do Ya (UA/Jet/Innersong — ASCAP)	20			Saturday (Saggifire — BMI)	55	You + Me (Stone Diamond — BMI)	67
Enjoy Yourself (Mighty Three — BMI)	35			Save It (Stephen Bishop — BMI)	38	Your Love (El Patricio — BMI)	80
Fancy Dancer (Jobete/Commodores — ASCAP)	64			Say You'll (Dick James — BMI)	19		
Fire Sign (Phantom/Apple Cider/Music of the Times — ASCAP)	77			Sing (Churn — ASCAP)	91		
Fly Like An Eagle (Sailor — ASCAP)	15						
Free (Kee/Drick — BMI)	24						
Gloria (Desert Moon/Willow Girl — BMI)	54						

Stars Are Born.



Their first single,
**"I Hope We Get
To Love In Time,"**
became a Top 40 R&B hit.

Their second single,
**"You Don't Have
To Be A Star,"**
became the number one
song in the country and
recently won them
the Grammy.

"Your Love" (AB 12262)
-is what's next.



All from the album
"I Hope We Get To Love In Time," (ABCD 952)

Marilyn McCoo & Billy Davis, Jr.

Produced by Don Davis On ABC Records and GRT Tapes © 1977 AEC Records, Inc.

abc Records **dick broder**
personal management incorporated



NEW NILS LOFGREN. "I CAME TO DANCE"

Produced by Nils Lofgren and Andy Newmark

SP 4628



www.americanradiohistory.com

RCA Distribution Will Handle All Buddah Product

NEW YORK — Buddah Records and RCA Records have reached an agreement whereby all of Buddah's new releases and catalog will be distributed through the RCA Records branch network.

Commenting on the agreement, Buddah Records president Art Kass stated that his company would continue to remain "solely responsible for the promotion, advertising and merchandising of its records. The Buddah promotion, field and marketing staff will work closely with RCA's regional and branch managers, as well as with the local salesmen."

Progress Readies Chicago Branch-See page 10

Mel Ilberman, division vice president of domestic operations for RCA Records, welcomed Buddah's action as an expression of confidence in RCA's distribution, and added that he "looked forward to a

(continued on page 26)

Grand Jury Probe Creates Apprehension Within Record Industry On Eve Of NARM

by Ken Terry & Mark Mehler

NEW YORK — The current federal grand jury probe has created a great deal of apprehension among this year's NARM attendees. Uppermost in the minds of many industry leaders is the possibility that, by exposing certain endemic conditions in the record business, the investigation could change the ways in which that business is conducted.

There has been much speculation about the specific aims of the probe. At this point, however, the only undisputed facts about it are contained in the list of subpoenas issued by the grand jury last month (*Cash Box*, February 5).

The areas which are most clearly delineated by the subpoenas include the following: possible discrepancies in wholesale pricing structures; inequities in the degree of access to product; and "discussions or complaints with respect to excessive royalty rates or to any plans or

suggestions or programs to lower artist royalty rates."

Government Goals

In trying to pinpoint the goals of the government investigation, industry sources have interpreted the above areas as relating to such issues as functional price discounts and pricing policies that may affect the competitive relationship of rackjobbers and subdistributors (*Cash Box*, February 26). In addition, however, the grand jury may well be looking into another area that usually escapes scrutiny because it is so seldom discussed: cutouts and overruns.

An examination by *Cash Box* of this little-understood part of the record business has uncovered some endemic conditions of questionable legality. Among them are the following:

- Sales of large quantities of "overstocked" records to cutout distributors hurts the business of independent wholesalers who must pay a much higher price for the same titles. Since the indies are not offered these overruns, this practice may violate the provisions of the Robinson-

Patman Act, according to an attorney for the Federal Trade Commission.

- The cutout suppliers sell overruns along with cutouts to dealers and rackjobbers. However, several sources told *Cash Box* that they have either no access or better access than others to the most attractive titles.

- Strong evidence exists that artists are getting little if any royalties on many overruns and cutouts.

- Evidence also exists that some manufacturers press extra copies of catalog items, "off the books," mark them to prevent returns at full wholesale price, and then sell them as overruns to cutout distributors. Compounding the obvious illegality of such operations is the fact that the companies involved do not pay royalties to artists from sales of these "instant overruns."

- Finally, with a growing number of overruns available all over the country, many retailers are displaying the same title in both their regular bins and their cutout

(continued on page 32)



DISTRIBUTION DEAL CLOSED — CBS Records and the newly formed Cleveland International label recently announced the signing of a distribution arrangement between the two companies. Concurrently, Cleveland International and Epic Records have entered into an exclusive production arrangement. All product will carry the Cleveland logo on record labels and jackets. Cleveland International's first release under the new distribution agreement will be a single from Ronnie Spector and the E Street Band due for release in mid-March, with an album to follow. Pictured above, from left, are Sam Lederman, vice president for Cleveland International; Steve Popovitch, president of Cleveland International; Ron Alexenburg, senior vice president for Epic Records and the Associated Labels; and Stan Snyder, vice president of Cleveland International.

Retailers Comment On Magnitude Of Alleged Manufacturer Inequities

by Mark Mehler and Ken Terry

NEW YORK — Alleged re-pressing of cutouts and the capricious withdrawal of current LPs from catalogs to avoid royalty payments (see accompanying story) are reportedly focuses of the Los Angeles grand jury investigation. They are also facets of a larger issue: the common artist and publisher complaint about "less than accurate" sales accounting from the record companies.

Comments from retailers, attorneys, distributors and accountants around the country pointed to wide-spread practices of re-pressing cutouts or catalog

"overruns" to "cheat the artist."

"The fact that companies are printing up excess cutouts is an old story in this business," said one attorney, who added that an even greater source of irritation to artists and music publishers are company "reserve policies," by which albums already sold to distributors or retailers are withheld from royalty charges as a hedge against automatic returns. While those reserve royalties are generally paid eventually, the artist and publisher must often wait six months or longer for 50% or more of their money.

Sources confirmed that in dealing with many companies, "it is difficult for the artist to get an accurate accounting, unless they have accountants who are knowledgeable and can trace the trail (of an invoice)."

Retailer Agrees

A major midwest retailer echoed the feeling of numerous colleagues in accusing some of the "small record companies who are in need of quick cash" of re-pressing "50,000 or 100,000 cutouts for 40¢ or 50¢ each, and selling them to cutout distributors for a buck, completely off the books." As a result, he added, retailers regularly receive calls from these cutout suppliers offering former (and sometimes relatively current) "hits" for \$1.25 to \$1.50.

These same albums, according to dealers and distributors, end up on retail shelves selling for \$2.49 to \$2.99. Even with cutout markings on the jacket, sources explained, "people don't really know the difference between a front-line product and a cutout." Several retailers indicated that often the same album will retail in one store at two different prices, a regular price and a cutout price, and most buyers accept it

(continued on page 26)

First Deejay Testifies At FCC Hearings; Proceedings Interrupted By Investigation

by Joanne Ostrow

WASHINGTON, D.C. — The FCC's payola-plugola inquiry stalled last week when David Meyers, attorney representing the subpoenaed WOL disc jockeys, convinced the FCC counsel of the need to further investigate (privately) new information he obtained. Hearings were dismissed Wednesday and Thursday (2 and 3) a few minutes after the call to order, with no mention of what the additional information comprised.

On three previous days of hearings, the first of the WOL dj's, Roger Bethel, took the stand. Known on the air as Raymond St. James, he is also former secretary-treasurer of DJ Productions, the concert promotion firm organized by WOL dj's. The FCC counsel's request that each of the five dj's be sequestered during the testimony of the others was granted.

Bethel testified that he carried out the functions of "music director or music librarian" at WOL from February 1974 to January 1975, when he resigned. In that post, he said, he met with record company representatives, listened to and discussed records and researched selling patterns and other criteria for adding records to the station's playlist. He reported to a music committee, comprising General Manager Jim Kelsey, Program Director Cortez Thompson, and himself.

He was asked about how he programs his shift (6-10 a.m. Monday-Saturday), and about his understanding of station policy on the playing of top-16 records, filling out of music sheets and weekly dj reports (intended to account for outside activities and gifts received by dj's).

'Not True'

Bethel said it was "not exactly true" that records have to be on the playlist in order to be played on WOL (aside from oldies and recurrences), and "it's been brought to my attention once or twice" in the form of a reprimand

(continued on page 84)



SEDAKA SIGNS — Recording artist Neil Sedaka recently signed with Elektra/Asylum Records. His first album for the company is scheduled to be released in May and will be produced by George Martin. Pictured together (l-r) after the signing are: Gerald Edelstein, attorney; Joe Smith, E/A chairman; Leba and Neil Sedaka and Elliot Abbott, Sedaka's manager.

NARM Coverage

- Retailers Expectations — page 9
- Hellicher, Souvall Comment — page 12
- Other Directors Speak — page 22
- NARM A Year Ago — page 73

FOUR DAYS IN THE LIFE OF LIDO.

"Lido Shuffle" is BOZ'S hottest single yet.

3-10491

1

Tuesday
March
1977

8:00
8:30
9:00
9:30
10:00
10:30
11:00
11:30
12:00
1:00
1:30
2:00
2:30
3:00
3:30

**BOZ'S
LIDO -**

KJR
13Q
KEYN
KJOY
KURB
KLIV

Wednesday
February
1977

23

**BOZ'S
LIDO -**

CKLW

8:00
8:30
9:00
9:30
10:00
10:30
11:00
11:30
12:00
1:00
1:30

2

Wednesday
March
1977

8:00
8:30
9:00
9:30
10:00
10:30
11:00
11:30
12:00
1:00
1:30
2:00
2:30
3:00

**BOZ'S
LIDO -**

WRKO
KHJ
KLIF
KCBA
WPGC

February 1977

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28					

April 1977

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

24

Thursday
February
1977

**BOZ'S
LIDO -**

KFRC
WBZ-FM
KAUM
WDGY
KEYZ
KSTN
B100

8:00
8:30
9:00
9:30
10:00
10:30

On Columbia Records.

Atlantic Becomes Latest Company To Elevate List

NEW YORK — Atlantic Records has joined other manufacturers in selectively issuing new albums by "major key acts" at \$7.98 list with the release last week of "Burnin' Sky" by Bad Company. The Spinners' upcoming album, "Yesterday Today & Tomorrow," will be released on Atlantic this week at \$7.98 list, and next week the newest LP by England Dan & John Ford Coley, "Dowdy Ferry Road," will appear at the same price.

According to Dave Glew, senior vice president/general manager of Atlantic/Atco Records, the company's current system of selective pricing is identical to that of its sister companies.

FRONT COVER



Few entertainers have built as broad a base of popular appeal as John Denver. Under the direction of Jerry Weintraub and Management III, he has achieved enormous success in the areas of live concert performance and television in addition to record sales, and he is presently branching out into motion pictures.

His fourteenth album for RCA Records, "John Denver's Greatest Hits, Vol. 2," debuted on the **Cash Box** Top 100 Albums chart at #57 with a bullet the week of March 5, and is presently bulleting at #29 on the chart. The single "My Sweet Lady" has been released from the album.

Denver once again appeared before millions of television viewers in his most recent special, "Thank God I'm A Country Boy," aired over the ABC network on March 2.

In his seven years as an RCA recording artist, Denver has garnered ten RIAA-certified gold albums, as well as six certified gold singles. According to RCA, seven of Denver's albums have sold in excess of one million units, and the company claims sales approaching seven million units for the first "John Denver's Greatest Hits."

A sellout concert artist the world 'round, Denver has topped several categories at various stages in his career, including his acceptance of the Country Music Association's Entertainer of the Year Award for 1975. As one executive put it, Denver's popularity has reached into just about every corner of the record buying public.

Index

Album Chart Analysis	57
Album Reviews	36
Classical	59
Classified	78
Coin	75
Country Album Chart	67
Country Singles Chart	71
FM Analysis	41
For The Record	30
International Section	81
Jazz	27
Pop Album Chart	87
Pop Radio Analysis	50
Pop Radio Playlist Highlights	46
Pop Singles Chart	4
Radio News	38
Regional Album Action	52
Retail LP Prices	60
R&B Album Chart	61
R&B Singles Chart	62
Singles Bullets	51
Singles Reviews	34
Talent On Stage	66

Key Record Merchandisers Look To NARM For Help With Numerous Serious Problems

The grand jury investigations, pricing, bar coding, San Francisco's Marin Music case, and the future of the rack jobber's customer are on the minds of many major retailers and rack jobbers as topics that should be discussed at the NARM convention.

In New York City most merchandisers concentrated discussion on pricing and the effects of Jimmy's Music World on the local market.

Outside the New York City area executives from Heilicher Bros. Inc., the Han-

deman Co., Nehi Records and the Tower and Music Plus chains in California told **Cash Box** of their expectations and hopes about NARM.

Tower Records

Russ Solomon, president of Tower Records, said "Naturally everyone is concerned with the grand jury matter, but, on the other hand, I don't see that anybody has done anything particularly wrong in this industry."

He said the concern is not unusual as "nobody likes the government to come knocking at their door because, as Americans, we all value our privacy. We put up with it because we have to. If the income tax people come in and investigate, you have to open your books for them."

"But it is an irritation more than something of any particular consequence, because I don't think anything vital has been done wrong that won't, by the nature

D.C.-Area Retailers Witness \$2.99 Kemp Mill Promotion

Jimmy's Opens 20th Store

by Mark Mehler

NEW YORK — With the first appearance in the market of a \$2.99 promotion on current releases, Washington, D.C. retailers see a possible escalation of the "price thing" that has been under way in that city for two months. (**Cash Box**, Jan. 15 and 22).

Kemp Mill Records, a five-store chain based in suburban Maryland, advertised the latest LPs by Hall & Oates and the Atlanta Rhythm Section for \$2.99 in the Sunday *Washington Post*. The sale price is 80¢ less than the previous low advertised Washington-area price observed in the nine months of the **Cash Box** Retail Price Survey.

However, Gerald Sherman, a Kemp Mill buyer, said the ad was "more of a one-shot thing," and noted that the two \$2.99 LPs were supposed to be part of a "tie-in sale"

continued something like this," Sherman concluded.

The manager of one Kemp Mill store said he doubted the two albums were "loss leaders," explaining that the sale probably resulted from the chain's getting a "super deal" on box lots of those items.

(continued on page 58)

(continued on page 52)

Expansion in D.C. See page 12

(buy a certain number of albums at \$3.99, receive one for \$2.99), even though the ad did not make it clear. Sherman explained that neither the Hall & Oates nor Atlanta Rhythm Section albums were "hot items."

"It's really no big deal," Sherman insisted, adding that Kemp Mill, a relatively new force in the Washington market, does not yet see itself as a major competitor of Waxie Maxie, Harmony Hut or other large D.C. retailers.

"We couldn't make any money if we con-



SILVER CONVENTION ARRIVES — Silver Convention, Midsong International Records recording artists from Germany, recently arrived in the U.S., and are scheduled to appear on the Mike Douglas show March 18. Pictured in Midsong's New York offices are, bottom row from left: Lou DeBiase, comptroller for Midsong; Bob Reno, president of Midsong; and Sylvester Levay, co-producer of Silver Convention. Pictured second row, from left: Eddie O'Laughlin, executive vice president for Midsong; Angie Arold, press representative for Jupiter Records; Rhonda Heath and Penny McLean of Silver Convention; and Harry Spero, director of creative services and artist relations for Midsong.

Boston's Large College Population Creates Unique Problems For Retailers In Market

by Charles Paikert

NEW YORK — The Boston metropolis contains one of the most unique record markets in the country. This claim is significantly borne out by retailer dependence on the nearly quarter-million college students who go to school there, a phenomenon which is unequaled in any other major urban market.

Because the city's student business is extremely lucrative, retail competition has developed in an aggressive, intense manner, resulting in a relatively low album price structure. The crucial student influence is similarly reflected in the retailers' unusually strong advertising reliance on Boston's two youth-oriented weekly newspapers.

Surprisingly, however, there is a noticeable absence of national retail record chains among the stores which dominate the Boston market.

The Market Dissected

These stores are all located within the three business sections that comprise the core of the Boston market: the downtown business district, including Boylston St. and Copley Square; Harvard Square in Cambridge, just across the river from the downtown area; and Kenmore Square in Boston, the center of Boston University.

While a separate market is still develop-

ing in the suburbs, competition for student dollars remains firmly entrenched in the city. Students, of course, are not the only record customers in Boston. But, their impact was neatly put in perspective by Howard Ring, president of the seven-unit New England Music City chain, one of the market's major retailers with three stores in the city. Ring stated simply, "We live off the college market."

Besides the nine-month sales cycle and the Christmas-like September boom, the students are also responsible for a highly varied product sales mix in Boston, which is especially evidenced in classical sales. Linda Stelling, buyer for the gigantic Harvard University Co-op, known as the Coop, cited classical albums as accounting for a third of the Coop's sales, or a little over a million dollars.

Rock music sales dominate the market otherwise, especially in the suburbs. Sal Perisano, director of record merchandising for Paperback Booksmith in Boston, owners of the 32-unit MusicSmith chain, which has 12 of its 13 Boston-area stores in suburban malls, explained why. "We're in a very young, white, suburban market out here," he said. "The average customer is less than 18 years old and not very sophisticated musically. He or she will buy what is being played on RKO (a tightly formatted AM rock station).

Economically, the most distinguishing characteristic of the suburbs is, according to Perisano, the fact that "there still does not exist a real degree of competition." William Burger, president of Cambridge One-Stop, which owns one of Boston's leading record retail operations, the local three-unit Strawberries chain, couldn't

(continued on page 73)

Urban Outlook

Howard Steinmetz, city manager in Boston for the 50-unit national Discount Records chain, which has three stores in the city, elaborated. "The market here is divided between the student market and the regular, real world market. The regular market is not outstanding, and compared to other parts of the country, it's probably below par. The student market, though, is fantastic, and even though it's a nine month business, when 250,000 students enter the market every September, it's like having two Christmases."

Arista, RCA Sign New Artists



BETTS SIGNS WITH ARISTA — Dickey Betts, guitarist for the now-defunct Allman Brothers Band, recently signed a contract with Arista Records. Pictured at the announcement of the signing are, from left: Steven Massarsky, Betts' manager; Clive Davis, president of Arista Records; Betts; and Michael Klenfner, vice president of promotion and artist development for Arista Records.



PRESENTING FANDANGO — RCA Records has signed Fandango to a contract. They will begin recording their first album for the label this month. Pictured at company headquarters in New York are standing from left: Lou Mondelli, Dennis Mondelli, Rick Blakemore and Bob Danychuk of Fandango; Ed Newmark, their manager; and Mike Berniker, division vice president of pop A&R for RCA. Seated from left: Mel Ilberman, division vice president of domestic operations for RCA; Warren Schatz, manager of music publishing and creative productions for Sunbury/Dunbar Music; Neil Portnow, staff producer for RCA; and Joe Linquito and Joe Delia of Fandango.

Mercury To Release Expanded 45 With Four Graham Parker Songs

CHICAGO — Mercury Records will release Graham Parker's latest 45 as a "double-single" with two songs to a side, totaling approximately six minutes per side, with the first 20,000 copies to be pressed on pink vinyl. The 7" record, called "The Pink Parker," is scheduled to be released on March 9, and will list for \$1.29.

Jules Abramson, senior vice president of marketing for Phonogram, Inc./Mercury Records, described the record as a "promotional device" designed to "call attention to the product." Abramson stressed, however, that the unusual single was being aimed for a commercial market via radio and jukebox play. None of the four cuts, Abramson said, had been specifically designated as the targeted "single," but he noted that Parker's popular "Hold Back The Night" was placed as cut one on side one "to lead the way."

"(Let Me Get) Sweet On You" completes the 45's "A" side, while the "B" side is com-

prised of live versions of "White Honey" and "Soul Shoes." The four-song concept, ac-

(continued on page 72)



PRESIDENTS' PANEL — The future of the record industry was the topic of discussion at The New School in New York City recently. As part of a course focusing on "The Record Industry In Transition," key executives from three major companies fielded questions from students (and retailers) enrolled in the class. Pictured from left are: Lou Simon, executive vice president and general manager of Polygram, Inc.; Bruce Lundvall, president of CBS Records Division; Jerry Rubenstein, chairman of the board of ABC Records; and Ron Zalkind, professor of the New School class.

Conglomerate Record Divisions Off

ABC Records Reports 1976 Loss Despite ABC Inc.'s Record Year

LOS ANGELES — ABC Records division of ABC Inc. has reported an increase in sales for 1976, and a concurrent operating loss, although no breakdown of figures for ABC Inc.'s divisions was released.

ABC Record and Tape Sales, ABC's distribution company, also increased sales, but profits were held to break-even levels, according to ABC.

ABC's fourth quarter earnings in 1976 totalled \$24.3 million, up from 1975's fourth quarter loss of \$3.9 million. Earnings for the year were also up to \$71.7 million from 1975's profit of \$17 million.

Overall revenue for ABC Inc. was \$391 million during the fourth quarter of 1976. In 1975, that figure was \$321 million. For the year, ABC posted total revenue of \$1.3 billion, compared to \$1 billion brought in in 1975. Both quarterly and yearly figures were all-time highs for ABC.

"The broadcasting industry in general

experienced an unprecedented year in 1976 and the gains of ABC's television and radio operations substantially outpaced those of the industry," according to Leonard Goldenson, chairman of the board of ABC, and Elton H. Rule, ABC president.

"Our recorded music operations overall considerably reduced their loss of the prior year," the joint statement said, "and reported improved total revenues. ABC Records, our domestic recorded music company, showed a sales gain for the year, but incurred an operating loss.

"ABC Record and Tape Sales, our wholesale recorded music distribution company, increased sales, but profits were held to the break-even level, due principally to a write-down of inventories of citizens band radios in its electronics distribution division. Word, Inc. made substantial revenue gains over the prior year and operating profits improved."

Heart Contract Remains In Doubt As Various Court Battles Continue

by Jeffrey Weber

LOS ANGELES — In the latest controversy over the Heart contract with Mushroom Records and Can Base Productions, the Federal District Court in Seattle, on February 22, refused to grant a permanent injunction against Heart prohibiting them from recording other songs or from talking to other labels.

Legally this means that, by not expressly forbidding Heart from negotiating with and recording for other companies, the court has apparently given the group operating room for talks with other companies.

Attorneys for Can Base Productions, Mushroom's sister company, believe that if Heart were to sign with or record for another label, the label would be assuming a substantial risk. The court has yet to determine if Heart did in fact breach their contract, and if the ruling is adverse to Heart's interest, the group as well as the new label, may be subjecting themselves to potential liability.

Release Prohibited

In the same proceeding, Federal Judge Donald Vorhees prohibited the release of a tape of a live Heart concert recorded in San Bernardino, California. (The tape is in possession of Can Base Productions.) Can

Base was further restrained from releasing four uncompleted tracks recorded by Heart for their unfinished second album "Magazine" (although the studio master tapes were awarded to Can Base), while Heart was forbidden to record the four uncompleted tapes for any other label. By this action the court was attempting to create a legal impasse, hoping to create enough pressure on both parties to instigate a resolution of their differences out of court.

Royalties owed Heart by Mushroom were reportedly paid on March 1st but **Cash Box** has learned that Heart was not satisfied that the amount of the payment was correct, and is waiting for an audit on Can Base's books to be completed. The audit is permitted as a provision of Heart's contract. If the completed audit shows that Heart was substantially underpaid, further court action will involve a redetermination of the status of the four "Magazine" tracks.

Although the above rulings were made in the February 22nd proceedings, the specific language of the order is set to be discussed in a March 9th hearing in Seattle, as attorneys for both sides are unable to agree on the form of the order.

The final trial date has yet to be set; it may be some 18 to 24 months away.

Progress Gets Chicago Site

by Julian Shapiro

NEW YORK — Progress Record Distributing Inc., an independent distributor headquartered in Cleveland, has formally entered into the Chicago market with the acquisition of a 19,000 square foot warehouse in Elk Grove, a suburb of Chicago. This brings the number of major

independent distributors servicing that key midwest metropolis to two.

According to Joe Simone, owner of Progress, "we will probably be in there physically between March 15 and March 20." He expects to begin operations soon after that, between March 25 and April 2.

Simone still has no major lines for his newest branch to handle. In fact, he has no lines at all.

"We have a number of labels that are interested," he offered, "but none of the major labels. Half a dozen people have spoken with us, but," he noted, "it's a little difficult for anyone to make the commitment until I can give them a date that they can ship goods to us."

This was a fact that Simone pointed to when he announced plans to expand into Chicago (**Cash Box**, February 5); however, now circumstances have changed. Consequently, he is confident that Progress will have customers in Chicago within three to four weeks.

"By March 20, I'm sure we'll have labels," he predicted. However, he would not divulge who his expected clients might be.

"I've had a lot of conversations with a lot of people. However, conversations are one thing and commitments are another," he cautioned. "Many labels have voiced that they were excited that we were opening in Chicago, and they would be interested once we had an address," Simone said.

Now that that fact is confirmed, Simone is eyeing the date when he will number some of the nation's largest independent manufacturers among his clients. Simone would not elaborate precisely what caused such optimism, but did offer that by the end of March, "we will have some of them (major manufacturers). There's a giant need there (in the market)."

Initially, Progress is opening its Chicago branch with 10 employees under the direction of Harold Davis, general manager. "We pretty much know eight of the people we're going to go with," explained Simone.

CBS, Playboy Pact?

According to informed sources Playboy Records has verbally expressed its willingness to negotiate a distribution pact with CBS Records. Details of the agreement have yet to be finalized.

(continued on page 72)

MCA Records' Sales, Profit Down From 1975

LOS ANGELES — MCA Inc.'s year-end revenue figures show its record and music publishing division's 1976 profit dropped to a level almost half that of 1975 while sales were down less than 20%.

Total revenue for MCA Inc. dropped slightly, as did net income, from 1975 the highest year in the company's history.

Operating income for MCA's record division was \$7.8 million for the fourth quarter ending Dec. 31, 1976, down 31.2% from 1975's fourth quarter profit of \$11.4 million. For the 1976 calendar year, record division profit was \$21.7 million, down 45.9% from 1975's profit of \$40.1 million.

Fourth quarter sales for the record division came to \$37.2 million, 4.6% below 1975's fourth quarter sales of \$39 million. Year-end sales were \$112.3 million and \$137.9 million for 1976 and 1975, respectively, a 1976 decrease of 18.5% from the previous year.

(continued on page 72)

One of the most gratifying moments in recording
is the sound of recognition.

Our 1976 Grammy Award Winners
RCA/RCA Custom Labels

Best New Artist of the Year
Starland Vocal Band (Windsong)

Best Arrangement For Voices
"Afternoon Delight" (Windsong)

Best Country Male Vocal Performance
Ronnie Milsap, "I'm A Stand By My Woman Man"

Best Country Instrumental Performance
Chet Atkins, Les Paul, "Chester And Lester"

Album of the Year (Classical)
**Artur Rubinstein, pianist. Daniel Barenboim conducting
the London Philharmonic**

Best Classical Performance
Instrumental Soloist (With Orchestra)
**Artur Rubinstein, pianist. Daniel Barenboim
conducting the London Philharmonic**
"Beethoven: The Five Piano Concertos"

Best Classical Performance Instrumental
Soloist (Without Orchestra)
Vladimir Horowitz, "Horowitz Concerts—1975/1976"

Best Jazz Vocal Performance
Ella Fitzgerald, "Fitzgerald and Pass...Again" (Pablo)

Best Jazz Performance By A Soloist
Count Basie, "Basie And Zoot" (Pablo)

Best Jazz Performance By A Big Band
"The Ellington Suites" (Pablo)

RCA Records

347 Additional Stores Planned By Nation's Major Discounters In 1977

LOS ANGELES — 40 major discount store chains will open a projected 347 new stores in 1977, according to a poll done by *Discount Store News*. Although the projected growth does not reach the 502 new store figure of last year, it meets or exceeds growth projections of the firms. The high 1976 figure was due, in part, to the availability of W.T. Grant stores, which have ceased operation. About 80 of the 347 stores projected for opening this year will be recycled stores, many of them ex-Grants.

K-mart leads the expansion list for 1977 with 271 store openings, and heads the 1977 list with 130 stores slated to begin business. At the end of 1976 there were 1206 K-mart stores in operation.

Wal-Mart, which had 153 stores in operation at the end of 1976 after adding 28 during the year, plans to open 30 more outlets in 1977. Gibson, with 657 stores in use at the end of 1976, opened 29 in 1976, and plans to expand that number by 25 this year. Murphy's Mart, with 76 stores in operation at the end of 1976, after adding 30 last year, plans 20 openings in 1977.

According to the article in *Discount Store News*, the actual number of stores that open in 1977 could be higher than projected because the Grant store locations and secondary recycling (of stores that have taken over Grants locations and surrendered their former locations) will be a significant factor for the next few years. Additionally, the magazine predicted, long-term marketing strategy will play a more

important part in new site selection, with executives paying more attention to long-range goals, as opposed to rental availability or ease of store construction.

D.C. Chain Opens Third Retail Unit

NEW YORK — A new Discount Records and Books store, the third unit for the metropolitan Washington D.C. based retail chain is scheduled to open in Rockville, Maryland on March 7.

The 6,000 square foot store will feature "a Victorian library interior motif," according to Michael Bialek, president of the Discount Records and Books chain. The reason for a design featuring "ornate columns, railing and fixtures, Bialek said, was "to keep in character with the White Flint mall."

Bialek was referring to the store's location in the mall, which is also scheduled to open March 7. The mall has attempted to establish an affluent image, underscored by the presence of the first Bloomingdale's department store to be opened outside of the New York metropolitan area.

"Consequently," Bialek said, "Discount Records and Books would emphasize its classical selection, which will be located in a separate, glass-enclosed room within the store." At present, according to Bialek, classical albums account for "more than 50%" of the chains' sales.

No immediate plans for a further expansion of the chain has been announced.

NARM's Two Top Directors View This Year's Convention

Chairman Of The Board

Vice Chairman



Daniel Heilicher

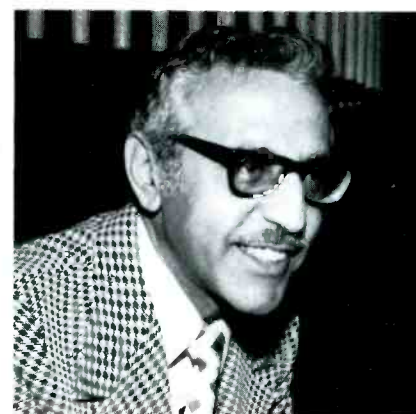
Daniel Heilicher, of the NARM board, sees no changes in the basic industry issues for the 1977 convention.

"The discussion will be about the same things that are always discussed at NARM," he asserted.

"Levels of distribution, changes in retailing . . ."

Heilicher said he did not envision the new \$7.98 list price playing much of a role, nor did he think the upcoming grand jury hearings would be a major topic of speculation.

"They'll find nothing, because there's no problem," Heilicher said of the federal probe. "The consumer is gaining all the benefit (of industry practices)."



George Souvall

George Souvall, NARM's newly elected chairman of the board, pointed to the NARM agenda as a basic outline of the issues that would come under discussion in formal meetings. "Of course, NARM as an organization cannot get into a pricing issue as such," he continued, "that's really not what we're here for. We provide a forum and try to cover the subjects that are of interest to all members."

Addressing the federal grand jury investigation into practices in the record industry, Souvall stated "In private discussions, I'm sure it's going to come up. People are going to wonder what it's all about and where it is leading to."

NAIRD Convention Set

CHICAGO — The National Association of Independent Record Distributors and Manufacturers (NAIRD) will hold its eighth annual convention in Chicago on May 6-8.

Workshops have been set on a few topics but ideas and input are still being sought. Among the topics that will appear on the finished agenda: starting a new label, effective marketing of "esoteric" products thru racks and one-stops, setting up a new distributorship, radio promotion, and effective advertising.

Other scheduled activities include an extensive trade show, and business meeting including the election of new officers.

Entertainment for the convention is being organized by Bruce Kaplan of Flying Fish Records.

NAIRD is primarily made up of non-corporate LP producers in the specialist music areas such as folk, jazz, blues, spoken word, classical ethnic, and country and western. However, suppliers to the trade (studios, pressing plants, printers, etc.) are also invited.

Nat'l Sales Managers Discuss The Reasons, Uses And Opinions Behind BPI Figures

by Randy Lewis

LOS ANGELES — Base percentage indexes, known to record company sales and marketing directors more familiarly as BPIs, are often used and quoted, yet sometimes misunderstood and confusing figures.

As applied in the record industry, BPIs are used to determine what percentage of a new release to disperse to various regions of the country. The ratings are assigned by each record manufacturer, most often based on the proportion of total record sales accounted for by each market during the previous year.

BPI Areas Vary

The number of areas used varies from company to company, as can the BPI given to each city or region. Capitol Records, for example, has 13 sales offices throughout the country and therefore uses 13 basic BPI

markets.

Motown Records, on the other hand, divides the country geographically into five areas consisting of the east coast, the south, the midwest, the southwest and the west coast.

Those areas are further broken down by region or distributor, depending on what information is required.

Warner/Elektra/Atlantic labels have eight BPI markets. But WEA's Los Angeles branch, for instance, also covers Denver, Phoenix, San Francisco and Seattle.

Because of these varying methods of determining regions it is not unusual to hear a sales manager at one point refer to Los Angeles as a 12% (or 12-point) market and later call it a 5.7% market, referring to the city itself, apart from any other areas it services.

According to sales directors, BPIs aid in the distribution of new product. Rather than uniformly sending 10,000 copies of a 100,000-piece initial pressing to each of 100 branches or markets, they generally solicit and ship records according to BPIs.

Because WEA's Los Angeles branch, for example, is a 12point market, in that an average of 12% of all WEA product is distributed through that branch, it would receive 12,000 copies of a 100,000-piece initial shipment.

But the Los Angeles branch of Motown, being a 13-point market for that label, would receive 13,000 copies of a 100,000-unit shipment.

Emphasis On BPI Differs

Each company also varies in the emphasis it places on BPIs. According to Ed Richardson, WEA singles specialist on the west coast, "I don't think BPI figures are really relevant. Some of our labels do and some don't."

"Elektra, in particular; I don't think they really care about BPI. But the other two labels look at it rather closely." He said the attitude was based on the philosophy of

each company.

Walter Lee, Capitol's national sales manager, commented, "It's not a case of living and dying by BPI. I know some of our competitors are a little more conscious of BPIs than we are."

"We are more concerned with having product in the marketplace, having it well merchandised and supporting airplay of that product. If it's a good record and becomes a hit, invariably when we have a successful record, the BPIs come right in line."

Miller London, Motown's national sales manager, reflected the same attitude. "BPI," he said, "is just a guideline. You've got to take it for what it's worth."

Elton John vs. Willie Hutch

"If Chicago, for instance, is a 6-point market, you don't want to force them to take 6% of a new Willie Hutch release, because

(continued on page 65)

American Can Interest In Pickwick Remains

GREENWICH, CONN. — After several weeks of financial investigation, American Can Co. is "still very interested" in acquiring Pickwick International, according to a spokesman for the giant metal can maker.

Chase Mix, American Can assistant treasurer, said the company was still pushing to finalize the merger before March 24, the date stipulated in a letter of intent signed last month (**Cash Box**, February 12).

American Can is seeking to eventually operate Pickwick as an autonomous division, retaining the present Pickwick management. American Can further hopes at some point to combine its consumer product distribution system (dixie cups, etc.) with Pickwick's.

Final approval of the sale of 4.4 million shares of Pickwick stock for \$101.6 million hinges on approval of both boards of directors and Pickwick shareholders.



THANKS WEE THREE — Larry Rosen, owner of the eight-unit Wee Three Records chain in suburban Philadelphia, was presented with a platinum record by CBS Records recently for his part in helping Boston's debut album surpass a million units in sales. Pictured at the presentation are, from left: Irv Medway, CBS Records branch manager in Philadelphia; Rosen; Ken Kravitz, sales representative for CBS Records in Philadelphia; and Harris Levin, salesman for Wee Three.

The Rack Pack

Since the beginning of the year we've put out a lot of music. But more importantly — a lot of great music. On Anchor, Impulse, Dot, Hickory, Shelter, Sire, Passport, Peacock, Songbird, and ABC. No matter what bin we're in, we're in to win.

Ace
 Avalanche
 Cado Belle
 Big Wha-Koo
 Jimmy Buffett
 Mildred Clark & The Melodyaires
 John Coltrane
 Don Everly
 Donna Fargo
 Tompall Glaser & His Outlaw Band
 Dirk Hamilton
 John Handy
 Isaac Hayes & Dionne Warwick
 Tessie Hill
 Al Hudson & The Soul Partners
 Keith Jarrett
 B.B. King
 Lakeside
 The Masqueraders
 John Mayall
 Delbert McClinton

Gladys McFadden & The Loving Sisters
 Harold Melvin & The Blue Notes
 The Mighty Clouds Of Joy
 Martin Mull
 Mickey Newbury

Tommy Overstreet
 Anthony Phillips
 Ramones
 Renaissance
 Rhythm Heritage
 Rufus Featuring Chaka Khan
 Scrounger
 Shotgun
 The Stanky Brown Group
 Street Corner Symphony
 Jim Weatherly
 Don Williams



ASCAP Nominates Candidates For Election To Board Of Directors

NEW YORK — The Writers Nominating Committee of the American Society of Composers, Authors and Publishers has certified the list of writer candidates for election to the board of directors.

In the Popular/Production category, the incumbent writers are: Stanley Adams, Cy Coleman, Hal David, George Duning, Arthur Hamilton, Gerald Marks, Arthur Schwartz and William E. (Billy) Taylor. In the same category the following writers are nominated: Rory M. Bourke, Sammy Cahn, Robert Colby, Sam Coslow, Sherman Edwards, Raymond B. Evans, Sammy Fain, Donald Kahn, Arthur Kent, Elliot Lawrence, Vic Mizzy, Ben Oakland, Paul Parnes, Frank S. Perkins, David Raksin, Austin Roberts, Robert L. Russell, Charles Strouse, Jule Styne, and Guy B. Wood. Nominated as alternates are Louis Alter, Alan Bergman, Benny Carter, Betty Comden, Irvin Graham, Al Kasha, Carolyn Leigh, John Schweers and Edward Thomas.

Writers nominated for the Standard field are incumbents: Jacob Druckman, Morton Gould and Virgil Thomson. Other candidates nominated are: Samuel H. Adler, Jack Hamilton Beeson, John Corigliano, Ezra Laderman, Benjamin George Lees and Eric Siegmeyer. The alternates are William Bergama, Ross Lee Finney, Meyer Kupferman and A. George Rochberg.

David K. Sengstack, Chairman of the Publishers Nominating Committee, presented to Adams the nominees in the Popular/Production publishing field. The incumbents are: Leon J. Brettler of Shapiro, Bernstein & Co., Inc.; Salvatore T. Chiantia of MCA Music; Sidney Her-

man of Paramount Music Corp.; Irwin Z. Robinson of Colgems Music Corporation; Wesley H. Rose of Milene Music, Inc.; Larry Shayne of Larry Shayne Enterprises; Ed Silvers of Warner Bros. Music; Michael Stewart of United Artists Music Co., Inc.; and Norman Weiser of Chappell & Co., Inc. In the same category the following publishers are nominated: Robert J. Beckham of Music City Music; Buzz Cason (James E.) of Buzz Cason Publications; B. Tom Collins of Chess Music Inc.; Terri Fricon of Filmways Music Publishing Inc.; Al Gallico of Easy Listening Music Corp.; Robert Gordy of Jobete Music Company, Inc.; Dean Kay of T.B. Harms Company; Burt Litwin of Belwin Mills Publishing Corp.; and Bob Reno of Midsong Music, Inc. The alternates nominated are: David Burgess of Western Music Publishing Company; Jean M. Dinegar of Cherry Lane Music Co.; and Larry Spier of Larry Spier, Inc.

The incumbent publishers in the Standard field are: Arnold Broido of Theodore Presser Company; Ernest R. Farmer of Shawnee Press, Inc.; and W. Stuart Pope of Boosey and Hawkes, Inc. Also nominated in this category are publishers: Walter Gould of Lawson Gould Music Publishers, Inc.; Edward Murphy of G. Schirmer, Inc.; and Walter E. Volkwein of Volkwein Bros., Inc. Nominated as alternates are Robert MacWilliams of E.C. Schirmer Music Company and George H. Shorney of Hope Publishing Company.

In addition to Parish, the Writers Nominating Committee consists of James E. "Buzz" Cason, Aaron Copland, Joseph Darion, S. Bickley Reichner and David D. Rose; the Publishers Nominating Committee consists of William G. Hall of Jack and Bill Music Company in Nashville; Stanley Mills of September Music; and David Sengstack of Summy Birchard Co.



RCA AND BUDDAH IN DISTRIBUTION PACT — Completing details of the recent agreement by which Buddah Records will be distributed by RCA Records are (from left, front row) Art Kass, president of Buddah Records; Ken Glancy, president of RCA Records; (back row) Mel Ilberman, division vice president of domestic operations for RCA; Mort Drosnes, executive vice president Buddah; and Myron Roth, division vice president of business affairs for RCA.

Casablanca's Limited Editions Sell Out, Are Termed 'Huge Success'

LOS ANGELES — Casablanca's limited edition series has been "a huge success," according to Dick Sherman, vice president in charge of marketing and sales. The limited edition series, with three titles released so far, calls for a specified number of pressings to be made, after which the album is withdrawn and no longer offered.

The initial package in the series was "Kiss, The Originals," a three record set that had a pressing of 250,000 units. According to Sherman, the LPs sold extremely quickly. "I've got orders for another \$600,000 sitting on my desk," claimed the vice president, "but I doubt that we'll offer the package again. A lot of people ordered very lightly, thinking the limited edition series was a marketing ploy, and they're really surprised now that they can't get any more." Sherman added that the company is considering offering the "Originals" again, but "I doubt whether it will be on the streets again."

Donna Summer's 2-cut disco Lp, which received a strong Valentine's Day push tied in to the "Love to Love You, Baby" title, had a pressing of 150,000 units. The third selection in the series, "Get Down And Boogie," was a disco sampler of various artists with an initial pressing of 100,000. Both of these titles also sold out, according to Sherman.

According to Sherman, one of the major benefits of a limited edition series is the lack of returns. "We're dealing with a specific number of units with a ready market," stated Sherman. "It simply eliminates the returns problem, as well as the attendant costs."

The limited edition series was prompted by a tour by Kiss that, unlike most tours by headline groups, did not coincide with the release of a new album. "We made this move (the limited editions) because it was, frankly, dictated by necessity," said Sherman. He added there are no immediate plans for a fourth in the series, other than the possibility of a second Kiss volume,

More Gold Records Awarded



GOLDEN COUPLE — ABC recording artists Marilyn McCoo and Billy Davis Jr. recently garnered a gold album with their debut effort for ABC, "I Hope We Get To Love In Time." Pictured are (l-r): Otis Smith, vice president of ABC Records; Dick Broder, Marilyn and Billy's manager; Jerry Rubinstein, ABC chairman of the board; Davis and McCoo; Charlie Minor, vice president of promotion for ABC and Herb Belkin, ABC vice president of marketing and creative services.



GOLD AT CASH BOX — Gary Cohen, editor in chief of *Cash Box*, was recently presented with a gold album of Hall and Oates' "Abandoned Luncheonette" album on Atlantic, for his help in breaking "She's Gone." Seen at the presentation in the *CB* west coast office (l to r) are: Bob Greenberg, vice president and west coast general manager of Atlantic; Cohen, and George Furness, west coast director of special projects at Atlantic. (Special thanks also to Margo Knesz.)

AM Stereo Tests Planned

by Joanne Ostrow

WASHINGTON, D.C. — There has been experimentation with AM stereo concepts on and off since the late 1950's, but the first carefully controlled and well publicized tests are due to begin May 2 for eight weeks.

The National Stereophonic Committee recently met in Washington and worked out testing procedures. Chairman Harold L. Kassens (of the engineering consultancy, A.D. Ring & Associates, Washington) expects to have a report ready for the FCC on prototype systems toward late summer.

AM stereo prototype systems by Magnavox, Motorola and Belar Electronics will be tested in May under identical circumstances. The receiving site for closed circuit tests will be Atlantic Research Corp., in Alexandria, Va. Three stations were selected for the tests: WGMS Bethesda, Md. (at the bottom of the dial), WTOP Washington (at the top end of the dial), and WBZ Boston (a clear-channel station, to

test distance reception at night). Questions the tests are designed to answer include how radio reception is affected, how the stations' coverage is affected and how well the stereo sound works.

In simplified terms, AM stereo involves reversing the concept of FM stereo. It is achieved by phase modulating (FM-like modulating) the carrier frequency. In other words, a combination of the FM signal is added around the signal on a standard AM frequency.

Or, as in the system proposed by Kahn Communications Inc., the receiver is detuned so that the left and right sidebands are slightly above and slightly below the carrier. This means each receiver would have to be tuned carefully, and it is more likely that listeners would buy a special AM stereo receiver pre-tuned.

An FCC spokesman said this testing procedure will probably take the place of a notice of inquiry, and the FCC will, once the committee's report is filed, proceed directly to a notice of proposed rule making.

Kirshner Plans T.V. Series As Kansas' 45 Hits Top Ten

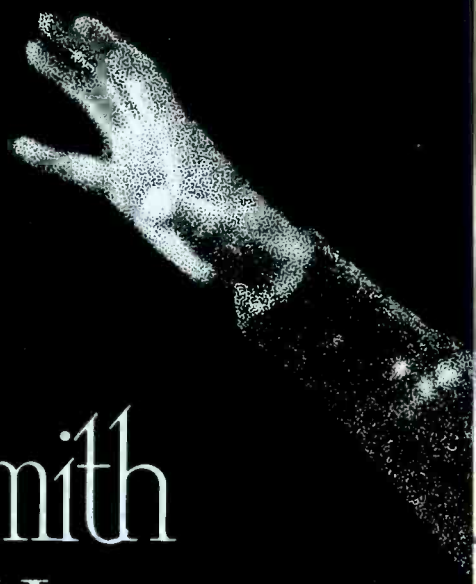
LOS ANGELES—Don Kirshner, who three years ago founded Kirshner Records, is planning further television and recording expansion. In a *Cash Box* interview, Kirshner detailed some of his multi-media business ventures, which include a televi-

sion series, as well as the third annual "Rock Music Awards" show. He will also continue his involvement in "Don Kirshner's New Rock Concert," and Kirshner Records.

(continued on page 72)

A Very Special

Thank
You



Gary Smith
Dwight Hemion
Jerry Weintraub
NBC TV Network
Columbia Records
Datsun Nissan Co
William Morris Ag

For making the
Neil Diamond Special
a night to remember

S
D.
Y.



Handleman Posts Earnings Decline For Nine Months

NEW YORK — The Handleman Company, the nation's second largest rack jobber, reported that earnings before taxes for the nine month period ended January 29 declined nearly \$500,000 to \$4,871,000 from the year-before figure of \$5,269,000. For the third quarter of fiscal 1977, Handleman registered a slight gain in pre-tax earnings, to \$2,977,000 from \$2,883,000 for the third quarter in 1976.

Handleman's net sales for the nine month period ended January 29 rose \$17,031,000 to \$112,410,000 from \$95,441,000 for the previous year's nine month period. Handleman's third quarter net sales also increased, to \$45,610,000 from \$40,837,000 for the third quarter in 1976.

Recording Stamp To Be Released March 13

LOS ANGELES — A stamp commemorating the 100th anniversary of recorded sound will be issued by the U.S. Post Office March 23. The 13¢ stamp will bear the inscription "Centennial of Sound Recording." Release of the horizontal stamp coincides with the ninth annual Cultural Award Dinner of the Recording Industries of America. The stamp was originally shown to the American public during the 19th annual Grammy awards telecast, Feb. 19.

Rothberg, Weintraub Buy Massler's Stock In ASR Recording

NEW YORK — Sani Rothberg and Al Weintraub, principals of ASR Recording Services, a tape duplicating facility located in Camden, N.J., have announced the purchase of ASR stock from Al, Jerry and Howard Massler. Rothberg and Weintraub, along with the Masslers, started ASR Recording Services in 1974.

April/Blackwood Gets Coyote Publishing Deal

LOS ANGELES — Coyote Productions has signed an agreement allowing April/Blackwood Music to collect and subpublish Coyote's record productions and copyrights.

EXPOSE YOURSELF*

TO OVER 7,000 RETAIL ACCOUNTS & T-SHIRT SHOPS

*1000 DISCOUNT STORES

With Iron-On T-Shirt transfers from Holoubek Studios. We not only provide you with T-shirts & Iron-ons for your promotion, we can put you in touch with our 8000 retail accounts.

FOR FURTHER INFORMATION CALL TOLL FREE 1/800/558/0566.

HOLOUBEK STUDIOS, INC.

IRON-ON

HEAT TRANSFERS

See us at the NARM Show
Look or listen for Norm Winter

Bob Dylan's Wife Seeks Divorce

LOS ANGELES — Sarah Dylan, singer-songwriter Bob Dylan's wife of eleven years, has filed for divorce in Santa Monica Superior Court. Separated last month, Mrs. Dylan cited irreconcilable differences as the reason for her action. She was granted temporary custody of their five children, aged 6 to 15, as well as the use of their newly constructed home in Malibu.

In a hearing scheduled for March 15 in Santa Monica Superior Court, Mrs. Dylan will be seeking child support, alimony, and a disposition of the community property which includes real estate holdings in California, New York, Minnesota, and Mexico.

Radio Dollars, Earnings Up In 1976, Report Says

LOS ANGELES — According to a recent government survey, 1976 was a record-breaking year for the nation's radio broadcasters. Advertising expenditures rose by about 14% to \$2.3 billion, while net revenues reached the \$2 billion mark for the first time.

The report, which is part of the Commerce Department's U.S. Industrial Outlook 1977, also said that industry before tax earnings recovered sharply in 1976, rising about 50% to an estimated \$140 billion. With an increasing number of FM broadcast stations expected to achieve profitable operations in 1977, earnings are expected to rise almost 7% to \$150 million.

RCA Announces Pact

FRANCE — RCA France has signed a distribution agreement with Trema Records, it was announced this week by Robert Summer, division vice president, RCA Records International. The pact with Trema, Summer said, was arranged by Francois Dacla, president of RCA France, in concert with Trema principals Jacques Revaux and Regis Talar.

Bread LP Goes Gold

LOS ANGELES — "Lost Without Your Love," Bread's latest album, has been certified gold by the RIAA. This is the seventh Bread album to achieve gold status, following "Manna," "On The Waters," "Guitar Man," "Baby, I'm A Want You," and "The Best Of Bread" (Volumes One and Two).

The Night ASCAP Members Raided the Grammys.

Awards are nothing new to ASCAP members. Over the years they've won 108 Oscars, 71 Tonys and uncounted Emmys, Rockies, Golden Globes and Grammys. So when 36 ASCAP members won 43 Grammys on the night of February 19th, including *Song of the Year*, *Album of the Year*, *Best New Artist of the Year*, *Best R&B Song*, *Best Cast Show Album*, and two *Hall of Fame* awards, it came as a surprise to none of us.

Stevie Wonder topped the proceedings with 5 Grammys, while Chick Corea, Starland Vocal Band, and the late Duke Ellington each won two.

Besides our multiple winners, the 32 others read like a Hall of Fame in their own right. They include the Amazing Rhythm Aces, Count Basie, Eubie Blake, Chicago, Ella Fitzgerald, Benny Goodman, James William Guercio, Jimmie Haskell, Earl "Fatha" Hines, Hugo & Luigi, Bruce Johnston, Emme Kemp, Lillian Lopez, Loren Maazel, Irving Mills, Ronnie Milsap, David Paich, Mitchell Parish, Gary S. Paxton, Les Paul, Maceo Pinkard, Andre Previn, Andy Razaf, Edgar Sampson, Boz Scaggs, Artie Shaw, Noble Sissle, Billy Strayhorn, Frankie Trumbauer, Thomas "Fats" Waller, and Paul Francis Webster.

Their fellow members would like to take this opportunity to say, "Well done!"



© "COLUMBIA" ℗ LARCAS RGE © 1977 CBS INC.

Handfuls of Beauty.

John McLaughlin has been making innovations in music for a decade.

With the Mahavishnu Orchestra he experimented by combining Indian music with Western electronic technology and producing unearthly melodies.

With Shakti, his new band, composed of L. Shankar, violinist, Zakir

Hussain, tabla, and Vikku, percussionist, John pulls out all the stops by fusing the Western acoustic jazz tradition to Indian rhythms.

**The result is "A Handful of Beauty,"
PC 34372
a masterful offering from John
McLaughlin and Shakti.**

On Columbia Records and Tapes.

Island Slates 5 LPs For March Release

LOS ANGELES — Island Records has scheduled five albums for release this month. Slated for release are "From A Radio Engine To The Photon Wing" by Michael Nesmith on Pacific Arts Records; "Teenage Depression" by Eddie & the Hot Rods; "New Orleans Jazz Festival," a two record set recorded live at the annual jazz and R&B festival and featuring Allen Toussaint, Professor Longhair, Lightnin' Hopkins and Irma Thomas; "Guts" by John Cale; and "Warm Heart Cold Steel" by the 20th Century Steel Band, a nine-piece British and West Indian group combining jazz, rock, calypso, reggae and R&B music.

New Band Album Leads Capitol Release Roster

LOS ANGELES — Capitol Records will release 10 LPs on March 14. Scheduled releases are "The Wheel" by Asleep At The Wheel; "Islands" by The Band; "Get It Up For Love" by Deja Vu; "Honky Tonk Music" by Dusty Chaps; "Open Up" by Ethos; "Trans-Europe Express" by Kraftwerk; "The Late Bob Wills' Original Texas

4 Debut LPs Lead UA Release Roster

LOS ANGELES — Four albums by debut artists are included in United Artists' roster of new LP releases for March.

Debut offerings include: "Supertrick," by the jazz fusion group N.C.C.U.; "Lavender Hill Mob" by the Canadian band of the same name "The Boys In The Bunkhouse," a country swing LP which features L.A. session musicians, produced by Snuff Garrett; and "Morning, Noon and Night," by the New York based R&B/soul group of the same name.

LPs by label veterans are: "I Want To Come Back As A Song," by Walter Jackson on Chi-Sound Records; "Friends And Strangers," by Ronnie Laws, a progressive jazz LP on Blue Note Records; and "Alive Kicking," a collection of live tunes.

Cole Certified Gold

LOS ANGELES — Natalie Cole's latest LP on Capitol Records, "Unpredictable," has been certified gold by RIAA.

Playboys Today" by The Texas Playboys; "If It's Alright With You" by Gene MacLellan; "Home At Last" by Lonnie Mack and "Crystal Carriage" by Suzanne Stevens.

EXECUTIVES ON THE MOVE



Carbone Jenner Rudin Edwards

Bos Assumes UA Presidency — L. Joseph Bos, presently chairman of the board of United Artists Music and Records Group, Inc. has announced that he has assumed the additional function of president and chief executive officer of United Artists Music Publishing companies. In this position, he will be working closely with Artie Mogull, president of United Artists Records and Wally Schuster, vice president and general manager of United Artists Music as well as the managing directors of the publishing company's international subsidiaries.

Harvey R. Markowitz Resigns Playboy — Harvey R. Markowitz, vice-president, director of the entertainment group, Playboy Enterprises, Inc., which includes Playboy Records, has resigned that position effective March 4, 1977. Markowitz joined Playboy six years ago as west coast business affairs manager, was promoted to vice-president, west coast operations in January 1975, and for the past 18 months has supervised the Record, Motion Picture and Television Divisions of PEI, as well as all other west coast based activities. During that period, Playboy Productions concluded a joint venture agreement with Paramount Television for the development and production of television programming. In addition, Markowitz was directly responsible for consummating the distribution agreement with Beserkley Records. In announcing his resignation, Markowitz added that while his association with Playboy has been a most enjoyable one, he felt the time had come to devote his energy to developing his own company in the entertainment field, and to explore a number of personal projects. Richard S. Rosenzweig, executive vice-president, Playboy Enterprises, Inc., stated that Markowitz would continue as an independent consultant for the Entertainment Group.

Carbone Named At UA — Joe Carbone has been appointed vice president of sales at United Artists Records. He joined United Artists in January of 1976 as western regional sales manager, was subsequently named national sales manager in September and will continue to be based at U.A.'s Los Angeles headquarters.

Millennium Names Jenner — Don Jenner has been appointed to the post of national promotion director of Millennium Records where he will be responsible for directing all promotion activities on behalf of Millennium artists. He will be based at Millennium's new headquarters at 3 West 57th Street, New York, New York 10019. Millennium is distributed by Casablanca Record and FilmWorks.



Blond McKaie Kenton Rosenberg

Miller & Rudin Appointed At ABC — Arthur Miller and Shelly Rudin have been appointed as regional sales managers, west coast and east coast respectively, of the newly formed division of ABC Records. Miller, formerly branch manager in Los Angeles, will have responsibility for the Los Angeles and San Francisco branches. Rudin, formerly branch manager, New York and Boston, will have responsibility for the New York branch, Boston branch, and Philadelphia/Baltimore/Washington branch.

Edwards to W.E.A. — Randy Edwards has been named to the position of branch marketing coordinator of Warner/Elektra/Atlantic Records. He will be headquartered in Chicago.

Changes At Record Bar — Fred Traub has been elected vice president of purchasing for The Record Bar, Inc. He has been with the company for almost a year. Melina Clark has been appointed director of personnel and has been with Record Bar for five years.

Blond Appointed Director, National Publicity At Epic — Susan Blond has been appointed to the position of director of national publicity, Epic Records, the Associated Labels and Portrait Records. She joined CBS Records in 1974 as east coast manager of press and public information, Epic and CBS Associated Labels.

McKale To Arista Records — Andy McKaie has been named associate director of national publicity for Arista Records. He has spent the last 2 1/2 years at the independent national public relations firm of Solters & Roskin where he was responsible for directing the overall press effort.

Kenton, Coleman To Warner Bros. Publicity Posts, Rosenberg Promoted — Gary Kenton and Julian Coleman have been appointed to posts with Warner Bros. Records publicity department while Liz Beth Rosenberg has received a promotion. Kenton has been named associate director of publicity and will be based in New York while Coleman, working out of the Burbank home office, assumes the position of press representative, special markets. In a related move, Liz Beth Rosenberg has been named director of New York publicity operations for the company.

Hughbanks Promoted At Capitol — Ron Hughbanks has been promoted from Chicago territory manager to district manager in the Washington area for Capitol Records, Inc. He joined Capitol on Feb. 15, 1972, as territory manager working out of Chicago and will continue to report directly to Walter Lee, national sales manager.

Amherst Records Opens LA Office — Ron Kramer has been appointed to the position of vice-president, A&R and vice-president and general manager of Amherst publishing divisions Harlem Music and Halwill Music. He will operate from the new L.A. office located at 9229 Sunset Blvd., Los Angeles.

Fritzson Promoted At Arista — Howard Fritzson has been promoted to the position of art director/designer of Arista Records. Fritzson, who was a production artist for Arista for the past 9 months, came to the label from Martin S. Moskof Graphics Studio, where he was art director.

(continued on page 58)

High performance & dependability make
• **Trackmaster**® • A Better Choice



Cartridge Winder
Model PL501D



Cassette Duplicator
Model CS403



Duplicator
Model PD401

We specialize in Custom Duplication • 8 track & cassette.
Duplicators: Model PD400, 401
Cassette Winders, 8-Track Winders,
Sleeves, Labels, Shrink Tunnels, Shrink Wrap.
Complete Line of Audio Tape Equipment

Trackmaster, Inc. 1310 South Dixie Highway, West
(305) 943-2334 Pampano Beach, Fla. 33060

DYNAMIC RECORD EXECUTIVE

Position Wanted

Music industry veteran, records/publishing, age 34, currently employed by West Coast-based record manufacturer as Director of A&R. Strong track record! Producer of many chart recordings. Seeks more challenging career opportunity with Major Label. Heavy experience in *artist development, product management, marketing, merchandising, promotion and sales!* Able to communicate effectively with company management on all levels. Very strong creative writing skills. If your firm would appreciate a mature, results-oriented person with both administrative ability coupled with a fifteen-year formal music education both classical and pop, please write in confidence for full resume and salary history to:

Record Executive
P.O. Box 715
Hollywood, California 90028

Already a Winner!

The Players' Association

VSD • 79384

Also available
8-track cartridge (8V-79384)
cassette (CV-79384)



Produced by Danny Weiss

45 7" single **LOVE HANGOVER** VSD 35198

12" disco single **LOVE HANGOVER** b/w **I LIKE IT** SPV 17

VANGUARD 

Vanguard Recording Society, Inc., 71 West 23 Street, N.Y., N.Y. 10010

NARM Officers Identify Key Issues For Discussion

President:



Jules Malamud

Large Attendance Highly Gratifying

"This is the most overwhelming attendance we've ever had," marveled Jules Malamud, president of NARM. "It has far surpassed all our expectations. We've turned away at least several hundred additional people that wanted to register, and we're over 1600 (attendees), which is considerably more than we've ever had."

Why is this year's NARM convention eliciting such a strong response? "The healthy state of the industry, as well as the very serious problems that exist is the combination that has brought out this kind of a turnout," Malamud responded. In addition, he noted that in the past year, "we've also taken in over 50 new member companies."

Among the "serious problems" to which the convention will have to address itself

(continued on page 84)

Executive Director:



Mickey Granberg

Programs Should Solve Problems

"The attitude of our members as far as the convention gathering is very, very positive," said Mickey Granberg, executive director of NARM. "I'm sure they have problems, but I feel that they look forward to the convention as an avenue to solve their problems."

Granberg doubted that the current Justice Department probe into the music industry would be aired in the open convention. "Our convention program was planned months and months before there was anything relative to that (probe)," she explained. On the other hand, she pointed out that "all the (individual) meetings are open to the press; there are no closed meetings. I'm sure there will be an opportunity to raise questions (in those forums)."

Secretary:



Barrie Bergman

Racks' Problems Must Be Handled

The plight of the rack jobbers and possible efforts to bail them out are the crux of the 1977 NARM Convention, according to Barrie Bergman, president of the Record Bar chain.

Bergman is pessimistic about the future of the racks because he feels there is little the record companies can do, without showing them "preferential treatment." "That puts me, as a retailer, in a bad position and I'd raise hell," Bergman asserted.

Bergman said that even from his competitive standpoint, however, "I'd hate to see the racks go out of business, because in the long run, it will hurt us all. Prices and the federal grand jury probe could be focal points at the NARM convention, added Bergman.

Treasurer:



Norm Hausfater

Pricing Will Be A Major Issue

Norm Hausfater, president of the Great Atlantic & Pacific Music Co., a cut-out/overrun distributor, felt that NARM attendees would be in a good mood, "because the bad weather has passed them and they're looking forward to a good spring and summer."

While Hausfater declined to comment on how NARM will address itself to the issue of the grand jury probe, he did state that pricing will be a big issue at the convention. "I think there are going to be complaints, and a few people are going to get up and say a few things. And the answer is going to be that the manufacturer controls his product and he's going to retail list it for whatever he wants."

Hausfater believed that a lot of retailers

(continued on page 84)

Director:



John Cohen

Prices At Retail Need Considering

John Cohen, president of Disc Records, sees retail pricing dominating discussion at the NARM convention.

"I think pricing will be the main issue both from the standpoint of what (lowballing) is doing to the industry, and what the manufacturer can do about it."

Cohen said rack jobbers and mass merchandisers, whose business is "drying up" in the present market, can be expected to complain. "But," added Cohen, "I don't think there's anything the record companies can do to help. Natural economic attrition is probably the only thing that can happen."

"Basically," he continued, "we have to seriously address retail pricing. No industry can survive like we're doing on average gross margins of 16% to 22%."

Regarding the grand jury probe, Cohen said he didn't feel it would play any part in convention discussions. He noted that NARM counsel will keep a close watch on the proceedings and warn participants if they get into potentially dangerous areas.

In private, Cohen said, many record company executives are heeding their attorneys' warnings to refrain from comment.

Director:



David Siebert

Industry's State "A Little Shaky"

"The state of the record industry, from my standpoint as a rack jobber, is a little shaky," said David Siebert of Siebert's Inc., who feels much discussion on the fate of the rack jobber is needed at NARM, if the mass merchandisers are to survive. "If we want to keep access to impulse-type record selling," he asserts, "they're going to have to come up with a pure wholesale."

While Siebert lamented that the "thing might have already gone so far that nothing can be done," he expressed confidence that legal minds can devise a functional discount for wholesalers, which gives the rack jobber a break, but still meets the requirements of the anti-trust laws.

"They can go about it this way," said Siebert. "For example, we have some retail stores. Marsh has some retail stores... they have to take the bull by the horns and charge us back for our retail divisions..."

Siebert said unless something is done, he sees all mass merchandisers going the way of J.C. Penney, "which conceivably could be out of records entirely."

"They (Penney's) were probably the premier department store in records," Siebert added.

Director:



Joe Simone

\$7.98 List Price To Be Discussed

Joe Simone, president of Progress Records, expects "the validity of the \$7.98 (list) LP" to be the major topic of discussion at the NARM Convention, with the manufacturers, distributors and dealers debating whether the consumer will accept the higher prices.

"The issue is will the higher price hurt the product in general, as opposed to a specific artist? A major artist with a hit album is not usually the best criterion (to test the validity of the \$7.98 price) because those acts are in the small minority."

Wholesale Prices An Issue

Simone said a second major topic of NARM debate is likely to be the recent wholesale price hikes by WEA, CBS and RCA which have put the rack jobber "in an awkward position. There'll be a lot of talk about who, as a result of these (wholesale) prices will or will not carry records any longer. And I'm sure the Pickwick situation (proposed merger with American Can Co.) will also be discussed."

However, he concluded, discussion of the Federal grand jury probe in Los Angeles, both public and private, "will not take a back seat to anything."

Director:



David Lieberman

Racks' Situation Causes Concern

David Lieberman, president of Lieberman Enterprises, said that the industry has a "concerned" attitude right now. "If you talk about the rack jobbing element, they're concerned about the recent Penney's move and the disorderliness of the marketplace, where it's very difficult to maintain a competitive position with a mass merchandising account."

Lieberman believed that this issue would be aired at the rack jobbers' business meeting, but not in open convention. If the rack jobbers express their sentiments directly to manufacturers, Lieberman stated, it would be in "one-on-one" discussions.

Regarding the list price issue, Lieberman said, "I imagine there will be considerable advocacy for variable pricing and not a complete switch to \$7.98." He thought that this pressure would come from both retailers and rack jobbers. However, Lieberman stressed that he is not personally against a list price hike on selected releases. "\$7.98 and \$8.98 are fine price-points if the product is right."

Lieberman doubted that there would be any discussion about the grand jury.

A new beginning...

MILLENNIUM

**We welcome you,
Jimmy Ienner & Irv Biegel**

**MILLENNIUM RECORDS, 3 W. 57th Street, New York, New York 10019, 212/759-3901
Proudly distributed by Casablanca Record & FilmWorks, Inc.**



WELCOME

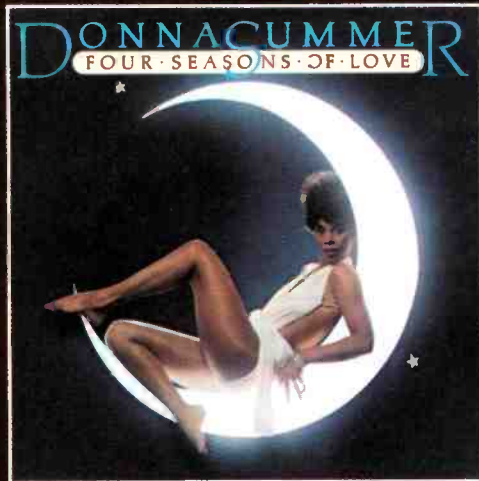


From One Who Loves You

NARM



Rock And Roll Over
KISS
NBLP 7037



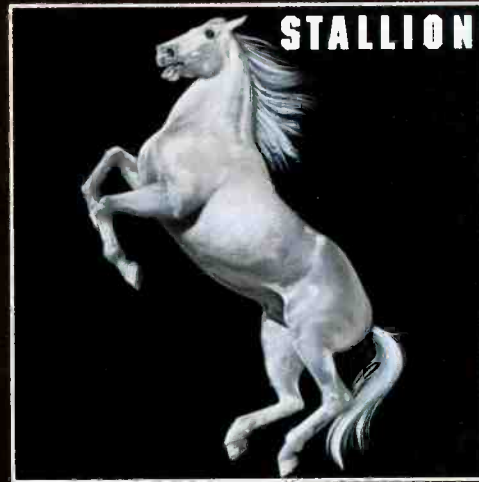
Four Seasons Of Love
DONNA SUMMER
NBLP 7C38



The Clones of Dr. Funkenstein
PARLIAMENT
NBLP 7034



On Earth As It Is In Heaven
ANGEL
NBLP 7043



Stallion
STALLION
NBLP 7040



Frankie Crocker And The Heart & Soul Orchestra
NBLP 7050



Melody Maker
MASEKELA
NBLP 7036



Just Like A Recurring Dream
MEISBURG & WALTERS
NBLP 7039



Cinnamon Flower
THE CHARLIE ROUSE BAND
NBLP 7044

Casablanca Record & FilmWorks, Inc.



Magazine Consumer More Likely To Purchase Records

LOS ANGELES — A consumer who buys a number of issues of different magazines each year is more likely to purchase records, attend concerts, and listen to the radio than someone who rarely buys magazines, according to a recent consumer survey reported in *Folio* magazine.

The survey, conducted by Lieberman Research, Inc., for Publishers Clearing House, interviewed a national sample of 1,362 adults, 18 years of age and over, in mid-1976, to determine why and how people buy magazines.

According to the study, 76% of adults buy magazines each year. Of this percentage, 21% are heavy buyers, purchasing 9 or more different magazine titles annually, 24% are light buyers and 31% purchase moderately.

Heavy buyers, the survey indicates, are younger, better educated, more highly paid and more socially active than light buyers. Heavy buyers are far more likely to engage

in a wide range of leisure pursuits, researchers say, including music oriented activities.

While 67% of heavy buyers indicated they listened to records only 26% of light buyers reported that they did. And only 20% of light buyers attend concerts, the findings show, while 56% of heavy buyers are concertgoers.

How Time Is Spent

The survey also sought to determine how leisure time was affected for consumers who had increased or decreased their magazine reading habits.

Only two leisure activities, radio listening and newspaper reading, increased in both categories (increased magazine reading and decreased magazine reading). However, both activities were up substantially percentagewise in the increased magazine reading category.

Other leisure activities, including television, movies, sports attendance and sports

participation, were down in both categories.

Books Up

Time spent reading books was up in the increased reading category and down in the decreased reading category.

Researchers said these findings show that decreased reading indicates a general activity slowdown while increased magazine reading indicates a broader reading orientation.

Mizrahi Forms Roxy Records

LOS ANGELES — Hy Mizrahi, co-founder of Buddah and Kama Sutra Records, has formed his own company, Roxy Records, at 9465 Wilshire Blvd.

The first artists to sign with Roxy are singer-songwriter Sandy Allen and Gary Myrick, songwriter and session guitarist.



STARR SIGNS — At his recent signing to 20th Century, Edwin Starr is flanked by (l) Russ Regan, president of 20th Century Records and (r) Lillian Kyle, Starr's manager.

RCA/Buddah Deal

(continued from page 7)

constructive and profitable relationship between the two companies."

Kass described "a certain sense of sadness in leaving many of the independent distributors" who had worked with Buddah over the years, but he felt that the move to RCA distribution had come at "an opportune moment." Kass predicted, "I am certain that it will play an important role in the future growth and development of our company."

Retailers Assess Mfr. Problems

(continued from page 7)

without question. (See accompanying story.)

One accountant familiar with the record industry noted that "some time ago" the practice of over-printing cutouts to avoid royalty payments was prevalent throughout the industry, but has become less so in the past few years because "the price of the schlock (excess cutouts) that the companies are getting, \$1 or less, doesn't give them much of a profit even with the savings on royalties." However, other industry sources noted that the only significant expense of re-pressing a cutout is the actual pressing and packaging. The items are then reportedly shipped out in huge box lots to cutout suppliers, without promotional advertising or other related costs.

"Still," said the accountant, "this (cutouts) is not something we're concerned about now." What concerns his profession more, he added, is the widespread practice of dumping instant overruns.

Suits Commenced

Recent lawsuits by artists against their record companies have been aimed at alleged abuses in cutout distribution. A suit by Johnny Rivers against United Artists (**Cash Box**, March 5) seeks damages relating to the UA withdrawal of 11 Rivers albums from his catalog. A recent suit by guitarist Jimmy Page against CBS Records also alleged violations of his contractual agreement regarding the release of cutouts.

Presently, the majority of artist contracts exclude cutouts and free goods from royalty considerations, and even those contracts that contain no specific exclusion generally call for only a fraction of regular royalty payments on cutout product. Publishers generally collect a percentage of the mechanical royalty on every cutout, although it, too, is a fraction of the normal royalty.

A reportedly legal attempt by one artist to collect full catalog royalties on all albums, including cutouts, might have a wide-ranging effect, not only on the relationship between company and artist, but on the grand jury investigation as well.

For 25 years, we distributed GOLDEN RECORDS. Now we are WONDERLAND RECORDS.

Still: A great catalog.
Still: Great artists.
Still: Great service.
Still: Great prices.

For over a quarter century, we at A.A. Records have supplied the youth of America with the finest children's records, and we continue to do so with our exciting product, now issued on the Wonderland Records label.



WLP306 \$2.49



WLP307 \$2.49



WLP309* \$2.49



WLP310* \$2.49



WLP308* \$2.49



KS1001 \$4.98



WONDERLAND RECORDS.

A division of A.A. Records
Jerry Massler, Pres., Bob Goemann, VP Sales & Marketing

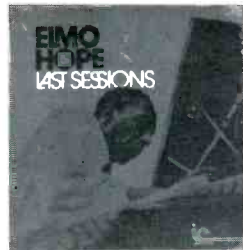
250 WEST 57 STREET, NEW YORK, N.Y. 10019 (212) 765-3350

* A trademark licensed by Universal City Studio, Inc.

TOP 40 JAZZ ALBUMS

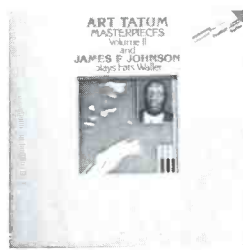
	Weeks On Chart		Weeks On Chart
1 IN FLIGHT GEORGE BENSON (Warner Bros. BSK 2983)	1 5	20 FOCAL POINT McCOY TYNER (Milestone/Fantasy M9072)	17 12
2 SECRET PLACE GROVER WASHINGTON JR. (Kudu 32)	2 11	21 THE MAN WITH THE SAD FACE STANLEY TURRENTINE (Fantasy F9519)	22 17
3 MY SPANISH HEART CHICK COREA (Polydor PD 2-9003)	3 10	22 HAPPINESS HEARTACHES BRIAN AUGER'S OBLIVION EXPRESS (Warner Bros. BS 2981)	23 4
4 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	5 36	23 JOYOUS LAKE PAT MARTINO (Warner Bros. BS 2977)	25 27
5 IMAGINARY VOYAGE JEAN-LUC PONTY (Atlantic SD 18195)	6 16	24 THE LION AND THE RAM LARRY CORYELL (Arista AL 4108)	19 7
6 CARICATURES DONALD BYRD (Blue Note/UA BNLA 633G)	7 6	25 BIG CITY LENNY WHITE (Nemperor/Atlantic NEM 441)	39 2
7 VIBRATIONS ROY AYERS UBIQUITY (Polydor PD 1-6091)	4 11	26 HANK CRAWFORD'S BACK (Kudu 33)	24 10
8 MAIN SQUEEZE CHUCK MANGIONE (A&M 4612)	9 19	27 SLEEPING GYPSY MICHAEL FRANKS (Warner Bros. BS 3004)	31 3
9 CALIENTE GATO BARBIERI (A&M 4597)	10 24	28 SEA WIND (CTI 5002)	30 6
10 BIRD IN A SILVER CAGE HERBIE MANN (Atlantic SD 18209)	11 7	29 THE BEST OF THE CRUSADERS (Blue Thumb/ABC BTSY 6027/2)	28 14
11 ROOTS QUINCY JONES (A&M SP 4626)	20 3	30 MILTON MILTON NASCIMENTO (A&M SP 4611)	32 5
12 SHADES KEITH JARRETT (Impulse/ABC AS 9322)	8 6	31 SIT ON IT JIMMY SMITH (Mercury SRM 1-1127)	33 5
13 UNFINISHED BUSINESS BLACKBYRDS (Fantasy F9518)	12 17	32 THE SAN FRANCISCO CONCERT HUBERT LAWS (CTI 7071)	— 1
14 RENAISSANCE LONNIE LISTON SMITH & THE COSMIC ECHOES (RCA APL 1-1822)	13 15	33 BOB JAMES THREE (CTI 6063)	35 36
15 LIVING INSIDE YOUR LOVE EARL KLUGH (Blue Note/UA BNLA 667G)	15 20	34 SOLID MICHAEL HENDERSON (Buddah 5662)	38 21
16 BAREFOOT BALLET JOHN KLEMMER (ABC 950)	16 27	35 THE SOUND OF THE DRUM RALPH McDONALD (Marlin/TK 2202)	29 3
17 PASTELS RON CARTER (Milestone/Fantasy 9073)	18 5	36 SHOUT IT OUT PATRICE RUSHEN (Prestige/Fantasy 10101)	— 1
18 GEORGE BENSON IN CONCERT AT CARNEGIE HALL GEORGE BENSON (CTI/Motown 6072-S1)	14 7	37 THERE'S MUSIC IN THE AIR LETTA MBULU (A&M 4609)	36 3
19 SCHOOL DAYS STANLEY CLARKE (Nemperor/Atlantic NE 439)	21 25	38 JOE PASS VIRTUOSO #2 (Pablo/RCA 2310 788)	— 1
		39 I HEARD THAT QUINCY JONES (A&M SP 3705)	26 4
		40 THE 25TH ANNIVERSARY THE DAVE BRUBECK QUARTET (Horizon/A&M 714)	37 3

JAZZ ALBUM PICKS



LAST SESSIONS — Elmo Hope — Inner City 1018 — Producer: Herb Abramson — List: 6.98

Hope, who died in 1967, is virtually the forgotten man of modern jazz piano. A singular stylist, his blend of Bud Powell and Thelonious Monk results in angular improvisations that emphasize his unique personality. The eight titles are all Hope originals and the trio setting is an ideal one. There is precious little Hope available on record and that makes the discovery of these sides even more important.



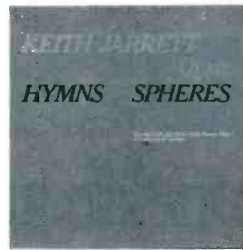
ART TATUM MASTERPIECES & JAMES P. JOHNSON PLAYS FATS WALLER — MCA 2-4112 — List: 7.98

When one discusses Tatum and Johnson the subject matter is the apex of jazz piano. Tatum is still the unchallenged master musician while Johnson is the father of the Harlem stride style. The Tatum material is nine solos and four numbers with small band accompaniment from the 1930s while the Johnson sides (including eight solos) are from the mid-'40s. Lovers of classic jazz piano can do no better than this.



GOOD MORNING BLUES — Count Basie — MCA 2-4108 — List: 7.98

The late '30s band of Count Basie was probably the finest big jazz band ever. Of the thirty-two titles here, Jimmy Rushing or Helen Humes sing on nineteen and you can't beat that for talent. In addition there are ten features for rhythm section only and Mr. Basie has ample opportunity to display his pianistic. And then there are the soloists: Lester Young, Herschel Evans, Dickie Wells, Sweets Edison, Buck Clayton among them. Superlatives abound when discussing this music but "Georgiana" should certainly be singled out as one of the great jazz performances of all time.



HYMNS SPHERES — Keith Jarrett — ECM 2-1086 — Producer: Manfred Eicher — List: 9.98

In some of his ECM recordings Jarrett seems to be testing the tolerance level of his substantial audience. This double album for example contains ninety-three minutes of solo organ. Two hymns open and close the album and in between there is the nine movement "Spheres." The entire performance was recorded on a baroque organ in West Germany. No quarrels with the playing and the recorded sound is exemplary but we suspect that few of even the most devout Jarrett fans will be able to take this all at once.



LIVE IN TOKYO — Jimmy Raney — Xanadu 132 — Producer: Don Schlitten — List: 6.98

Raney is a fluent modern guitarist and he is presented here in a trio setting before an appreciative Japanese audience. The program is mostly standards and Raney displays marvelous invention throughout the entire album. Of the tunes "Darn That Dream" and "Cherokee" stand out in what has to be the finest showcase for pure Raney that we've heard.

On Jazz

It appears as though the New York Jazz Museum has weathered another financial crisis. With the considerable promotional help of all-jazz radio station WRVR, the museum raised some \$13,000 in a recent sixty hour marathon jam. In addition, corporate contributions have upped the take. Former museum director Howard Fisher is out, and no replacement has yet been appointed. Sunday and Friday concerts will continue at the Museum, 236 W. 54th in New York.

The Stan Kenton band is touring California and the Southwest for much of March.

Mike Mainieri's initial Arista effort is being recorded at Secret Sound Studio in New York. Mainieri is playing vibes, synthesizer and percussion. David Spinozza, Steve Gadd, John Tropea and Tony Levin are among the featured sidemen.

Upcoming albums from Muse records include sessions by Houston Person, Woody Shaw, Grant Green, Clifford Jordan and Linc Chamberland.

The intrepid Jack Kleinsinger continues to present outstanding concerts. The next one will be March 16 at NYU's Loeb Student Center. Artists include Eubie Blake, the Sam Wooding Orchestra with Rae Harrison and trumpet man Taft Jordan.

Anthony Braxton continues to rack up awards in Europe. In the recent *Melody Maker* poll, Braxton won awards in four separate categories: alto saxophone, clarinet, composer and miscellaneous instrument.

(continued on page 80)

Dexter Gordon

His only current recordings

IC 2006	IC 2020	IC 2025	IC 2030	IC 2040
IC 2006 THE MEETING Dexter Gordon & Jackie McLean	IC 2020 THE SOURCE Dexter Gordon & Jackie McLean	IC 2025 THE APARTMENT Dexter Gordon Quartet	IC 2030 MORE THAN YOU KNOW Dexter Gordon & Orchestra	IC 2040 STABLE MABLE Dexter Gordon Quartet
		IC 2050 SWISS NIGHTS Dexter Gordon Quartet	IC 2060 BOUNCIN' WITH DEX Dexter Gordon Quartet	

All albums are \$6.98.
Licensed by SteepleChase

Exclusively on Inner City

... where jazz is happening!

Available from better record stores everywhere or direct from Inner City, 43 West 61st Street, New York, N.Y. 10023

RCA RECORDS
proudly welcomes
THE BUDDAH GROUP
to our distribution network

RCA Records

Buddah's Spring lineup: 4 clean-up hitters



Cookin', smokin', sizzlin'—Gladys Knight & The Pips have prepared a musical feast to satisfy your listening hunger. Served the way you like them—picin hot. BDS 5689



The E stands for entertaining, exhilarating, exploding. A fresh musical breeze from the Bay Area—produced by Norman Connors. Have you had your minimum daily requirement of Vitamin E? BDS 5690



The master navigator of sound is off on a new musical adventure—charting fascinating rhythms, lush melodies and exciting sensations. BDS 5682



Sweet, strong, sexy, sensational—and those are only the "S's". Phyllis Hyman's debut album will deplete your store of adjectives. BDS 5681

The Bases Are Loaded!

**You know, RCA, this could be the start of a beautiful friendship!
See your local RCA distributor**



MORE GRAMMY WINNERS — As Grammy Awards in pop categories were being awarded on the west coast, the New York chapter of NARAS held an awards ceremony at the Statler-Hilton Hotel, which included jazz, classical, latin and C&W categories. Top left photo, the Grammy for Best Jazz Solo was accepted by Zoot Sims (c) on behalf of Count Basie. Basie was cited for his piano work on the "Basie and Zoot" album. Making the presentation were Lionel Hampton and Mrs. Louis Armstrong. Top right photo, Dan Morgenstern (l) was presented the Best Liner Notes Grammy for "The Voices of Harlem" from CBS-TV news anchorman Jim Jensen. Below (r) Max Wilcox accepts the Grammy for Classical Album of the Year for his production of "Beethoven: Five Piano Concertos" by Artur Schnabel and Daniel Barenboim conducting the London Philharmonic. Martin Bookspan and Joanna Simon presented the award. Below (l) Eddie Palmieri receives the Grammy for the Best Latin recording for "Unfinished Masterpieces" from Ray Barretto and Sarah Dash of Labelle.

Phonograph, Imports Score Gains During 1976; Unit Sales Up 89%

WASHINGTON — Total phonograph imports in 1976 reached 2,455,198 units, an 89% increase over the 1,299,205 units imported the previous year, according to figures released by the Electronic Industries Association's marketing services department. Phonograph exports also increased, from 221,105 units in 1975 to 333,449 last year, or 51%.

Dollar values at the customs level showed similar increases. Total phonograph imports were \$103.7 million in 1976, up almost 80% from \$57.7 million the year before. Phonograph exports were up 50%, from \$19.3 million to \$28.9 million last year.

Phonograph unit imports rose 89% in the fourth quarter of 1976, while fourth quarter phonograph exports increased 45%. In dollars, phonograph fourth quarter imports increased 96% and exports rose 14%.

All other consumer electronic product imports increased both in the fourth quarter of 1976 and over the entire year on a unit basis.

Tape recorder imports for 1976 were 12,-

Newspapers Aim For \$11 Billion In 1977

LOS ANGELES — Daily newspapers are aiming for \$11 billion in advertising revenue this year after a record-setting \$10 billion total in 1976, according to a recent report in *Advertising Age*.

A 19.4% increase over advertising revenues collected in 1975 brought last year's total to \$10.1 billion, according to statistics compiled by the Newspaper Advertising Bureau. Retail comprised \$5.8 billion of the total with classified accounting for \$2.8 billion and national adding \$1.5 billion.

Jack Kauffman, NAB president, is confident that this year will see a 10% rise in ad volume with a projected total of \$11.5 billion. Retail is expected to account for \$6.35 billion.

Last year's record setting total can partially be attributed to soaring TV prices which forced marketers to turn to newspaper advertising.

733,802 units, up 66% over 1975. Radio imports were up 30%, to 41,364,156 units last year. Television imports rose 71% to 7,160,760 units in 1976.

Exports were up for all consumer electronic product categories except home radios and audio tape equipment.

Total radio dollar exports, however, rose about 38% for the year, while total tape equipment exports in 1976 showed about a 19% dollar increase over 1975.

Michael Ochs, Etc. Opens Prod./PR Firm

LOS ANGELES — Michael Ochs, Etc., a new company providing public relations and record production, has been formed here at 6290 Sunset Blvd. by Michael Ochs, former publicity director for Columbia, Shelter and ABC Records.

The company will produce recordings for singer Sal Valentino and will provide PR for recording artists Freddy Fender and Dickie Goodman. The Michael Ochs Archives, a collection of photos and other historical artifacts used by the music industry for record repackages, reference books and retrospective articles, will also be represented by the company.



TRUE GOLD — Buddah Records recording artist Andrea True delivers a gold single of her million selling "More, More, More" to Jerry Love, music director of WNJR. Attending the presentation are, from left: Allan Lott, vice president of R&B promotion for Buddah Records; Love and Andrea True.

EAST COASTINGS — HOT ROCKS IN TORONTO — The Rolling Stones have once again proved their capability to make the international headlines, but the price, it seems, is constantly rising. This time it took Keith Richard's arrest for possession of heroin, in an amount great enough to warrant charges including possible intention of trafficking. The Royal Canadian Mounted Police nabbed Richard with one ounce of the substance (with an estimated street value of \$4,000) at his hotel after a week long investigation. It all began at the Toronto International Airport, where traces of heroin were found on a spoon that accompanied a 10-gram quantity of hashish which had been found on the person of Richard's girlfriend when she passed through customs.

The ultimate cost to the Stones of this event is undeterminable, since the group is presently negotiating a new American record contract. Their selling power will be partially determined by the ability to tour the States, and Richard's eligibility to obtain a visa has been in question since his conviction for possession of cocaine in England last month. He now faces more serious charges, and even greater difficulties with the U.S. immigration authorities.

IT DOESN'T HAPPEN EVERY DAY — Would you believe John Denver strumming and humming before a Senate subcommittee hearing on wilderness legislation? Denver sang "To The Wild Country, Where I Belong" in support of a bill (introduced by Mo Udall) that would add an additional million acres to the nation's wilderness system. And there's no truth to the story that Denver broke out into "I Just Wanna Testify" immediately afterwards... **Blondie** to appear on numerous Iggy Pop dates across the nation... **Robert Plant's** tonsillitis has forced **Led Zeppelin** to reschedule its concert tour; it will now begin April 1 in Toronto, with the six Madison Square Garden dates (June 7,8,10,11,13,14) remaining intact... **MCA** has signed **B.J. Thomas**... **George Harrison** will fly **Parker McGee** and his family to Europe, where the "I'd Really Like To See You Tonight" writer will spend a month composing new material for Dark Horse artists **Splinter**... With the current penchant for live albums, direct-to-disc recording, which eliminates the middle steps from magnetic tape to vinyl, may come into prominence. A fine example of the process can be found in "San Francisco Ltd.," a performance featuring vocalist Terry Garthwaite, released on Crystal Clear Records. To make their point, the company has pressed the disc on pure white vinyl... Heavy rumors in circulation indicate that **Norman Connors** is talking to several labels, the most prominent being baby blue with a capital "A."

THEY COULDN'T KEEP IT WARM ENOUGH — **Flo & Eddie** are no longer with Columbia Records, but there is no truth to certain published reports that the group was dropped from the roster, nor have they broken up. **Howard Kaylan** (Eddie) reports from Los Angeles that although Columbia had "obligatory feelings" toward the group, the artists and their manager could see no point in remaining with a label that had invested money in the act with zero return. They're looking for a fresh start, and should be announcing a new label deal within two weeks, with a new album probably ready in May. For now, the somewhat portly pair are producing **C.Y. Walkin'**, a new group partially formed from descendants of the **Eddie Boy Band**.

WHAT'S IN A NAME? — "Just being on my own" is the most satisfying part of embarking on a solo career for **Teddy Pendergrass**, who stopped in at **Cash Box** while making the rounds in connection with his new album on Philadelphia International. At this point, it's fairly common knowledge within the trade that Pendergrass, the drummer-turned-singer who was picked up as lead vocalist for **Harold Melvin & The Blue Notes**, was featured on "Bad Luck" and many other of the group's hits. What remains, of course, is getting that fact out to the public.

In getting his live act together, however, Pendergrass isn't rushing into anything. He performed on several stadium triple bills with his first solo band (composed mainly of **Blue Notes** defectors), and found the huge audiences an impersonal and unfulfilling performing experience. His new stage show, complete with dancers, will have been broken in with numerous club dates by the time it comes to Carnegie Hall on March 31, and he would like to stick to small hall concerts and clubs for a while. One of Pendergrass' main concerns at this time is finding the ideal rehearsal space. His pipe dream is to locate some loft space in the Philadelphia area for conversion to a rehearsal and recording studio. And, unlike many of the noted Philly-born entertainers who "always leave and never come back," Teddy doesn't plan to move, ever.

CROSSING THE GREAT DIVIDE — In New York at least, **Ray Barretto's** name is one of the first to come to mind when salsa music and conga drums are mentioned. "Sometimes that works as much against you as for you," he explained on a recent visit to **Cash Box**. Barretto began as a session musician in the city, and quickly abandoned the scene when he found that musical excitement was lacking in the studios. He has, of course, since become one of the undisputed leaders in the Latin music field, a career which took an unprecedented turn when he signed to Atlantic Records, with the expressed intention to cross into the general pop market. Barretto explained that even a healthy seller in the Latin market usually didn't rack up figures over the 50,000 range, but financial gains are not his sole motivation. He has long been involved with the jazz community and his new band, combining jazz, rock and Latin sounds into a style that calls bands such as **Weather Report** to mind, represents a big part of the music he would really like to be playing. "We don't want to be another **Santana**, rather, we would like to provide a (Latin-influenced) alternative to **Santana**." For a little bit of Barretto's present and future, check him out on Don Kirshner's Rock Concert, airing April 9... **Lenny White** has already built up a name for himself in the fusion field, but he still feels that he hasn't gone quite far enough. Stopping up at **Cash Box** just after the debut performance of his new band, the former **Return To Forever** drummer spoke in terms of greater horizons, choosing to see his band and music in the light of rock entities such as **Stevie Wonder**, **Yes** and **Genesis**, rather than in terms of other jazz rock groups. "We'll try not to gear our music just toward musicians," stated White, explaining that his musical future, heralded by his new "Big City" album for Nemperor Records, will involve a greater concentration on vocals and lyrics. He feels that his new band is the one to do it: **Alex Blake**, bass; **Donald Blackmun**, keyboards and vocals; and **Ronnie Miller** and **Nick Moroch** on guitars.

TWO-FOUR-SIX-EIGHT... DON'T BUY THE ORANGE JUICE! — The Florida Citrus Commission has indicated that **Anita Bryant** will remain on the payroll as a TV saleswoman for Florida orange juice, despite her controversial stand against gay rights legislation in that state. Ms. Bryant's biggest hits were "Paper Roses" and "In My Little Corner Of The World" (1960), and "Till There Was You" (1969)... **Orientalism** is rampant in rock these days: **Queen** wearing kimonos, and now the **Jefferson Starship** wishing the industry a happy Chinese New Year via mysterious red cards... **Dave Edmunds** will be opening the **Bad Company** tour... **Double Bill Of The Year: ZZ Top** and **Santana** at the Boston Garden, March 16. We're anxious to hear exactly what this unimaginable crowd actually will look like! Ardent **Eagles** fans braved the freezing Cleveland weather on February 18 to buy tickets for the upcoming performances (March 31, April 1) at the Coliseum. At manager **Irv Azoff's** suggestion, their dedication was rewarded with a Red Cross-style snack of hot cof-

(continued on page 66)

"I WRITE THE SONGS"

(Bruce Johnston)



CONGRATULATIONS TO BRUCE JOHNSTON



AND DORIS DAY AND TERRY MELCHER



OF ARTIST'S MUSIC, INC.



ON YOUR 1977 GRAMMY AWARD FOR



"SONG OF THE YEAR."



**WE'RE PROUD OF OUR ASSOCIATION.
SUNBURY MUSIC, INC.**

Grand Jury Probe Creates Industry Wide Apprehension

(continued from page 7)

bins at two different prices. While there is nothing illegal about this situation, it opens the door to abuses by unscrupulous dealers, since few consumers know the difference between an unmarked album and one with a hole punched in it.

The Overrun System

Because of their unclear legal status and because they represent a manufacturer's errors in guessing how many copies of an album to press, record companies are extremely reluctant to admit that they deal in overruns that have not been cut out. For example, Gordon Bossin, vice president of marketing for United Artists, told **Cash Box** that "we do not sell overruns." Herb Belkin, Bossin's counterpart at ABC, stated that "to sell any item as an overrun to cutout dealers might not only be illegal but would hurt the artist."

A spokesman for Capitol also declared that "we are not in the overrun business." He added, though, that "I do understand that some people do." Similar comments from other executives made it seem as if only a few small companies are guilty of this practice.

Several sources outside of the record companies, however, painted a quite different picture. According to one cutout distributor, for instance, "You get overruns and cutouts from everyone. Albums on budget lines like Pickwick and Camden used to be big promotional items. Now that's no longer true; major-label cutouts and overruns have taken their place." Retailers and independent distributors corroborated this account, either in whole or in part. And an accountant familiar with record company practices noted that "everybody does it."

Obviously, some labels do a greater volume of both cutouts and overruns than others. A few major labels were cited by more than one source as particularly flagrant in this respect, while other companies reportedly engage in the practice very rarely. In addition, according to a number of sources, one independent manufacturer recently dumped a quantity of two fairly recent titles on the market as overruns.

Commenting on one of these titles, a cutout buyer for a west coast retail chain said, "two or three months earlier, not only was it a hot album, but it was a gold album. But here the company made a dump-off, and I bought 200 copies (for one store) which we sold for \$3.29."

Just Off The Charts

How recent are some of the items which are sold as overruns? An independent distributor stated that they could well be on the charts. "Front-line goods have been selling as cutouts since the record business began," he remarked. A cutout supplier confirmed this view. In a big load of cutouts — which can include a million or more units — "there may be a few hundred pieces of something that's really, really current," he said.

Retailers provided even more startling evidence of how recent an overstock album can be. "Today, overruns could be any well-known artist where there's just too many records around," stated the president of an east coast retail chain. A buyer for a large northeastern retailer was quite specific on this point: "A lesser company that needs quick cash can sell a cutout or an overrun, a record that's just off the charts, to a cutout company for the same or a lower price than they'd charge a distributor and make their profit. They don't have to worry about royalties or salesmen's commissions."

At the same time, however, there was a consensus among those who spoke to **Cash Box** that it is rare for overruns to be this recent. After all, as one source said, there is little point in buying something

that's "just off the charts" for \$2.99 when the manufacturer will probably offer a deal on that album through normal distribution channels within a short period of time. Most often, therefore, overruns will be albums that are between six months and two years old.

Multi-Million Dollar Business

According to two well-informed sources, "surplus" product constitutes about 10% of all records and tapes sold in the U.S. The latest figures place total industry sales at about \$1 billion at wholesale, making the surplus portion of that pie worth at least \$100 million a year.

"Surplus" encompasses both cutouts and overruns, and the ratio of one to the other in the surplus business is not known. However, there are indications that overruns may form a substantial portion of surplus goods. "If we took the manufacturer's catalog and compared it to a cutout list," commented a buyer for a hybrid distributor/rack/retail operation, "we'd end up deleting more stuff than would be left in catalog, just because of the overruns." In addition, a couple of retailers said they believed that there are more overruns on the market than ever. "I remember the day when that portion of the business was just cutouts and not overruns."

Indies Get Hurt

Other independent distributors expressed similar sentiments. According to one midwestern wholesaler, "it's tough when you're handling a line and paying a (regular) wholesale price, and you try to sell it, and your customer already has the product for \$2.00 less, with a chopped corner." Another indie bluntly declared, "It's a moral issue: how can somebody offer his franchise-assigned distributor a piece of merchandise at one price, and then turn around and offer it to an outside source at a greatly reduced price? It's immoral, there's no justification for it and there's nothing else to say about it."

Not all of the independent distributors, however, were this upset about the situation. One southern wholesaler pointed out that, since most of the cutout dealers are located in the north, few of his accounts are ever offered overruns. A distributor in the western half of the country recalled that the overrun situation used to be very bad. "But lately, I can't say there's anything out there on the lines we distribute that's heavy (good title) and has affected our business. I think they're getting away from it. Name artists are only dumped to sweeten the (cutout) load."

One distributor even suggested that it is the manufacturer himself who suffers the most when he dumps catalog items. "Suddenly he can't sell his full-priced catalog to the retailer anymore, because the retailer has an entire wall of his store devoted to so-called cutouts, and half of them really aren't cutouts at all, but catalog items."

"In my experience, most of the time when it happens it comes from the larger

manufacturers who have their own branch distribution, so they're only hurting themselves. You don't see it as much on the independent labels, because they don't press as much as the majors.

Of course it hurts everyone who's involved in full-line goods, but it especially hurts the manufacturer who's doing it."

Cash Flow

If, by dumping catalog goods, a manufacturer is hurting his own distribution system, whether branch or independent, why does he do it?

"Some companies will sell anything because they need the money," responded a cutout supplier. "There are companies that along the line have sold semi-recent LPs because they needed the money to press a new item, or whatever the case may be. And there are some companies that just do it because their warehouses are full and they got to get rid of it."

In the latter group, of course, are the large manufacturers. One retailer blamed the overrun situation partly on bad guessing by the major labels. "They made errors in guessing how much they could sell." He also pointed out that the problems of rack-jobbers might have something to do with it. When the pinch on mass merchandisers (**Cash Box**, February 19 and 26) drove the racks' return rate up, he said, "the manufacturers began to ask, 'What do I do with the records now? Do I grind them up, or do I find a way to move them out and get back some cost on it?'"

A buyer for another retail chain cited the high cost of warehousing overstocked records and the need for good cash flow as reasons for companies to dump catalog. "It's instant money in the till." And, according to an indie distributor, the manufacturers are forced to dump records by pressures from corporate managements. "They got to unload those records to look good. They're under pressure to show numbers, to show figures."

One source defended the practice as a method of recycling goods that would otherwise have to be scrapped. "The tendency in this country, whether it's business or buying personal things, is to overindulge," he said. "And that carries over the record industry, where everybody overprofits. And when the sales figures don't match up with the quantities pressed, well, they're bound to do something. Dumping records to a cutout wholesaler is about the best way the American record industry has of recovering some of their financial losses for pressing a record."

A cutout wholesaler defended the entire surplus business, including overruns, in these terms: "The cutout business is essential to the record industry. It's good for the manufacturers — even though they hate it because it's their mistakes. They do recoup some of their costs, and in some cases, even more than their costs. It's good for the retailers, because if the retailer is selling front-line releases for \$3.77 or \$3.99, the

poor sonofabitch can't live, anyway. He has to put something in the store (that will show a profit)."

Instant Overruns

The same source, however, did point out that the overrun situation lends itself to abuses. "Some companies press for the purpose (of selling to cutout distributors). If they've got a (catalog) item, and the artist is not on the label anymore and they've got jackets made, can get a reasonable amount of money and pay royalties on a reduced basis, they'll press it." As an example, he pointed out that if pressing costs are only 35¢ per unit and the company can sell that unit for \$1.00, they can turn a nice profit.

Another cutout dealer declared that "it almost seems as if they're producing cutouts. For example, I recently got a catalog item that's maybe a year and a half old. And all of a sudden the cutout will come out, and I can either buy it for \$1.25 or buy for three something and have it in normal stock. In other words, it's being sold both ways at the same time."

In addition, the owner of a one-stop and retail chain said that, in his opinion, a large percentage of overruns are pressed on purpose. "They're over-producing albums because they need cutouts." He hinted that they need them in order to sell them to bootleggers. "How about the hot stuff?" he said. "I think the manufacturers like to make extra (records) because there's somebody in there who is making money out of them."

Confirmation that there is a large amount of bootleg or otherwise unaccounted-for merchandise on the market is not hard to find. "I've seen many cases of overruns that could be called 'questionable,'" remarked one retailer. "I don't deal them in my stores, or at least not that I know of."

The general manager of a very large retail chain in the midwest reported that these "questionable" albums might not always be marked as overruns. He recalled that "an overrun house" had recently offered him any album "up to last month's releases" in the catalog of a major label for from \$2.25 to \$2.75 (The normal sub-distributor price for such albums is \$3.38). He turned them down, but was amazed to discover that the albums were unmarked. "Those things have just been floating around, untouched, not as overruns, or as cutouts with holes punched in them, but completely returnable. If I wanted to, I could buy these albums for \$2.50, return them for \$3.30 and make 80¢."

Charges of Discrimination

Despite the abuses that may exist in the surplus business, retailers clearly like overruns. Although the profit margin isn't as great on them as it is on cutouts (because dealers don't want to mark up overruns too much), these low-priced catalog items encourage customers to buy more albums.

The only hitch, according to some retailers, is that they can't always get the good titles that are being dumped on the market. "You may only get it (title) one time," one dealer pointed out. "For instance, lots of times I'll get a list on a given day, I'll call the (cutout) company up within half an hour upon receipt of the list and they won't have the record. It'll just be gobbled. I mean, we're only one store and we order a fair amount, but there are one-stops who order huge amounts. They'll take the whole thing if they see a great record on the list. There are a lot of people bigger than we are. And I'm sure they get a lot of things we never see."

According to another retailer, "Manufacturers release things (dumps) and we don't know what they are. All of a sudden we find out they're available. A lot of these lists (from cutout suppliers) are not shown to us. They're just shown to the selected few." A

(continued on page 72)



SILVER FETED — RCA Records hosted a product presentation for Lenny Silver and his independent distribution company, Transcontinent Record Sales, in Buffalo. Pictured following the show are from left: Steve Kahn, manager of audio-visual products for RCA; Bill Mack, Atlanta regional album specialist for RCA; Don Garvey, Cleveland sales branch representative for the label; Don Violini, Cleveland sales branch manager for RCA; Silver; Charlie Hall, Atlanta regional sales manager for RCA; and Mario DeFilippo, director of sales for RCA.

Album Of The Year.
Producer Of The Year.
Best Pop Vocal Performance.
Best R&B Vocal Performance.



If You Know Winners...You Know Motown!



© 1977 Motown Record Corporation

www.americanradiohistory.com

picks of the week

EARTH, WIND & FIRE (Columbia 10492)

On Your Face (2:59) (Sagfire — BMI) (White, Stepney, Bailey)

Steady, funky syncopation underlies this track from the "Spirit" album, which utilizes unusual backing vocal patterns and an out-front mix on the lead vocals and drums to make its point. Per usual, EWF has the crossover bases covered.

QUEEN (Elektra 45385)

Tie Your Mother Down (3:43) (Queen/Beechwood — BMI) (May)

Queen has been opening dates of their national tour with this number, and there's no trouble guessing why. The Brian May song explodes with thunder bolts of electric guitar that few other groups can equal. A different side of Queen for top 40 audiences, but certain to catch on.

KENNY PASSARELLI (RSO 869) (Dist: Polydor)

I'm Never Gonna Break Your Heart (3:17) (K.P./Stephen Stills — BMI, Big Pig — ASCAP) (Passarelli, Taupin)

Elton John band member Passarelli worked with lyricist Bernie Taupin on this one and the influence of some of John's early songwriting is evident. Passarelli's high-pitched vocal is delicate and personable in the opening verses, blending in with a massive orchestral buildup through two dramatic climaxes. A very strong debut.

MARSHALL TUCKER BAND (Capricorn 0270) (Dist: WB)

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

Marshall Tucker has long since proven itself one of the most versatile American rock bands, ranging from sinewy boogie to the sweetest country tunes. This record leans toward the latter category, combining pure-toned vocals with excellent work on the flute and guitars.

CHAMPAGNE (Ariola America 7658) (Dist: Capitol)

Rock And Roll Star (2:52) (Dayglow — ASCAP) (Duiser, Tax)

Champagne seems to be a European pop group patterned after Abba. This record features glossy harmonies, a good-time lyric and thick, electronic instrumentation. The chorus has an upbeat feel.

FIREFALL (Atlantic 3392)

Cinderella (3:32) (Powder — ASCAP) (Burnett)

A baroque fugue into a blues harp shuffle? This single's intro provides only one example of the mastery of instrumental and vocal elements that is Firefall. Haunting melodies and harmonies, with effective use of minor keys, should turn the ears of pop programmers.

VOLUNTEERS (Arista 0236)

All Night Long (WB — ASCAP, Roll It — BMI) (Berry, Clinton)

The first single from the debut album of this expert group of musicians, this song's title furnishes the lyric for a strong chorus hook. Tight execution and well-timed pauses add to the effectiveness of this solid pop record, which would be a spicy addition to any playlist.

PHOEBE SNOW (Columbia 10504)

Teach Me Tonight (3:28) (MCA/Cahn/Hub — ASCAP) (Cahn, DePaul)

Originally a success for the DeCastro Sisters, this song has proven itself hit material for several artists over the decades. Clever lyrics are probably the secret, and Ms. Sno's wry, blues influenced delivery brings out that feature.

JOHN MILES (London 20092)

Slowdown (4:18) (British Rocket — ASCAP) (Miles, Marshall)

Appropriate R&B and disco influences pervade this first single offering from Miles' "Stranger In The City" album. This frenetic paced record offers varied programming possibilities, and it should go a long way in convincing the top 40 audience of this European star's versatility.

STARZ (Capitol 4399)

Cherry Baby (3:29) (Rock Steady/Stargonzo — ASCAP) (Dube, Harkin, Ranno, Sweval, Smith)

Starz has been building up a reputation for visual dramatics on the road, but this single proves a considerable degree of musical proficiency as well. Using classic rock chords and vocal harmonies in a style similar to Boston's, this single should stir emotions with love lyrics, handclaps and an amusing pun here and there. (Pressed on yellow vinyl for DJ's)



BRICK (Bang 732)

That's What It's All About (3:30) (Silver Cloud/Trolley — ASCAP) (Brown)

Brick trails after their top-five "Dazz" with this stately song, utilizing the same ethereal production touches that lent originality to the last. The instrumental arrangement proceeds logically against an easygoing bass line, and the string synthesizer is rarely used more effectively on records like this. Look for major pop and R&B additions.

EAGLES (Asylum 45386) (Dist: Elektra)

Hotel California (6:08) (Felder, Henley, Frey)

The Eagles follow up the haunting "New Kid In Town" with this title track from their chart topping, platinum-certified LP. The luxuriant harmonies are here, of course, along with muted rhythm guitars and vocal inflections that add a West Indian flavor. This version is virtually unedited, complete with the multi-tracked guitar harmonies that end the cut with melodrama.

KISS (Casablanca NB 880)

Calling Dr. Love (3:02) (Cafe Americana, Inc./Kiss Songs, Inc. — ASCAP) (Simmons)

Unmistakable Kiss material from the opening word, this selection should find a ready audience. A hard-driving rhythm line and straightforward vocals combine with Simmons' distinct style to make a top 40 and FM playlist addition.

TAVARES (Capitol 4398)

Whodunit (3:35) (Bull Pen — BMI, Perren-Vibes — ASCAP) (Lewis, Perren)

Taking off with a Dragnet intro complete with sirens, this talented vocal ensemble continues to develop a style that is all their own. Clever detective lyrics and memorable changes in the arrangement are held together with an easy, swinging beat. For R&B, pop.

THE ALAN PARSONS PROJECT (20th Century 2333)

To One In Paradise (3:59) (Fox Fanfare — BMI, Woolfsongs) (Woolfson, Parsons)

A velvety R&B ballad characterizes this track from Parsons' "Tales Of Mystery And Imagination" LP. A master of the studio is at work here, and it shows in sterling effects and extremely Beatle-like vocal parts and harmonies. A strong melody for FM or AM.

THE CHECKMATES LTD. (Greedy 111)

I'm Laying My Heart On The Line (3:27) (El Patricia — BMI) (Vanderbilt, Barnum)

A velvety R&B ballad from this smooth and silky performing ensemble. A tasteful arrangement and production, with a key change for uplift toward the finish, add to the total effect.

JAMES & BOBBY PURIFY (Mercury 73891)

Get Closer (3:52) (Dawnbreaker — BMI) (Seals, Crofts)

Leaning toward the more traditional sounds, this rearranged Seals & Crofts song from the Purify Bros. album runs on catchy chord changes and harmonies, and string parts that build with the feeling. A good bet for R&B playlists and beyond.

KIM CARNES (A & M 1902)

Let Your Love Come Easy (2:51) (Brown Shoes/Chappell — ASCAP) (Carnes, Ellingson)

Ms. Carnes is one-half of a prize-winning songwriting team, and her extraordinary vocal timbre portends well for her career as a performer in this first single from her "Sailin'" LP. Good chorus hooks and snappy instrumentation in this pop effort.

DAVE LOGGINS (Epic 50326)

Three Little Words (I Love Your) (3:08) (Leeds/Patchwork — ASCAP) (Loggins)

Loggins comes on in a bouncing, handclapping style in this lighthearted pop melody. The record exhibits little change from beginning to end, never losing the uplifting energy aimed at the happiness nerves of the pop market.

ROY AYERS UBIQUITY (Polydor 14379)

Searching (3:40) (Roy Ayers Ubiquity — ASCAP) (Ayers)

Vibist-composer Ayers has successfully crossed to the pop and R&B markets on an album level, and this record represents another crack at the singles buyer. This highly commercial effort has a strongly identifiable lyric/vocal line, as well as some simple, funky horn backings.

MAXINE NIGHTINGALE (UA XW944)

Love Hit Me (2:45) (ATV — BMI) (Ewards)

Ms. Nightingale scored a number one single last year with "Right Back Where We Started," and this record utilizes a similar upbeat, memorable melody and early-Motown influenced string section. A good one by which to start experiencing springtime.

TONY ORLANDO & DAWN (Elektra 45387)

Sing (3:27) (Churn — ASCAP) (Lee Giangelo)

Orlando & Dawn have few peers when it comes to handling faintly 1920s flavored easy-listening material such as this. Many banjos and ukeleles drive the point home. A great sing-along number from these proven denizens of the catering hall.

MIKE DOUGLAS (Image 3031) (Dist: Audiofidelity)

Sleep Well My Son (3:11) (Everene/Kassner) (Lindstrom, Reed)

A spoken word-over-instrumental track from Douglas, who has scored before with records of this genre. An exorbitantly sentimental effort for fathers everywhere, this is the type of record that often exhibits unpredictable behavior.

BILL QUATEMAN (RCA 10912)

Night After Night (3:20) (High Ness — BMI) (Quateman)

The title track from Quateman's well-received album, this record exhibits a vague Eagles' feeling in the chord changes as well as the plaintive lead vocal quality, as a hard-edged lead guitar weaves through the verses. A strong emergence effort from an artist who hasn't released an album in four years.

THE WINTERS BROTHERS BAND (Atco/Rabbit 7077)

Sang Her Love Songs (3:35) (Cotton States/Cotillion — BMI) (Winters, Winters)

Twelve-stringed guitars give the effect of a harpsichord in this debut single from a new group brought to the label through an Atlanta-based production company. The harmonies are equally elegant, and the build to climax is repeatedly effective.

DAVID PARTON (Private Stock 139)

Isn't She Lovely (4:07) (Jobete/Black Bull — ASCAP) (Wonder)

As performed by its composer/original artist, this song has received a great deal of AM & FM airplay as an LP cut. Departing little from the original, this version could exploit that singles buying market.

FREDDY FENDER (ABC/Dot — 17686)

Sugar Coated Love (2:48) (Excellorec/Crazy Cajun — BMI) (Miller)

Freddy Fender is rocking a bit more heavily here, in an acoustic blues that brings it home with harp and slide guitar. There's an antique quality to Fender's recordings that is unmistakable, evidenced in this cut from an upcoming compilation.

RICK DEES AND HIS CAST OF IDIOTS (RSO 870)

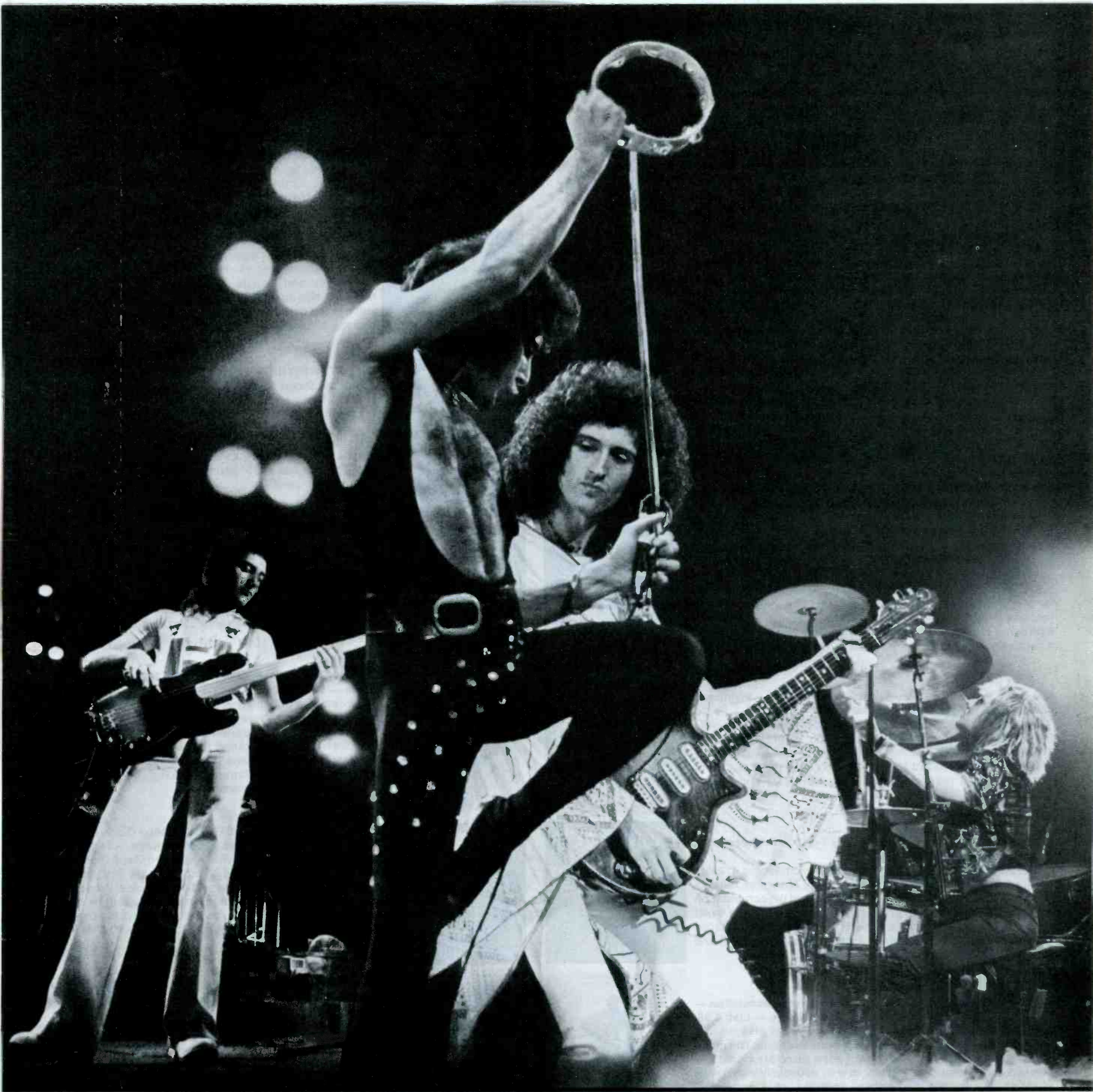
Barely White (That'll Get It Baby) (3:13) (Deeslite/Gold Top — BMI) (Dees, Manuel)

"Baby, I'm a love machine, and I need you to give me a tuneup." Madcap deejay Dees is getting back at the heavyweight disco prince of love here. It's tasteless, but a few of the lines will elicit chuckles.

TROOPER (Legend 40685) (Dist: MCA)

Santa Maria (2:55) (Little Legend — BMIC, Legendary — BMI) (Smith, McGuire)

The Santa Maria was one of Columbus' vessels on the discovery-of-America cruise, but this ship of fools seems to be going nowhere. A lighthearted pop melody carries the apathetic message in this track from the "Two For The Show" album.



Announcing
a New Single from

Queen

Tie Your Mother Down

b/w Drowse
(E-45385)

From the album
A Day at the Races
(6E-101)

On Elektra Records 

ALBUM REVIEWS

NO GOODBYES — Daryl Hall & John Oates — Atlantic SD 18213 — Producer: Arif Mardin, Todd Rundgren, Hall & Oates — List: 6.98

Though there are only three previously unreleased tracks on this LP, Hall & Oates are riding the crest of an enormous wave of popularity that should make this a very popular album. Most selections are from the 1972-73 period when Mardin was producing, but also included are three Rundgren produced tracks plus the monster hit, "She's Gone." For AOR and top 40 airplay.



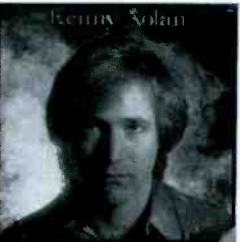
TEDDY PENDERGRASS — Teddy Pendergrass — Philadelphia Intl. PZ 34390 — Producer: Various — List: 6.98

Pendergrass' funky vocals lead a hot band of musicians that features on the fast tracks a tight and spicy MFSB horn section. For the slower songs, tasteful harmonies and melodic strings underline Teddy's soulful renditions. To be heard where the Philly sound is welcome on R&B and top 40 playlists.



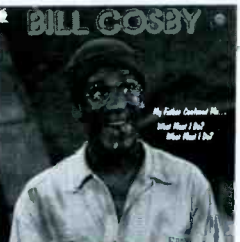
KENNY NOLAN — Kenny Nolan — 20th Century — T-532 — Producer: Kenny Nolan & Charlie Calello — List: 6.98

This Kenny Nolan album is best enjoyed with a glass of wine, a roaring fireplace and a willing companion. A master of composition and vocal clarity, Kenny's latest work is also distinguished by the addition of just the right elements to his voice — a harp here, a flute there, an acoustic guitar elsewhere. For top 40 and MOR playlists.



MY FATHER CONFUSED ME . . . WHAT MUST I DO, WHAT MUST I DO? — Bill Cosby — Capitol ST-11590 — Producer: Stu Gardner — List: 6.98

He has sold more albums than any other comedian and this brand new addition to the Cos collection should be welcomed by all good fans of mirth and levity. Making everyday life uproariously funny is Cosby's stock in trade and this LP makes light of marriage, moms & dads, dentists and dopers. Should be a commercial success even without extensive airplay.



BIG CITY — Lenny White — Nempor NE 441 — Producer: Lenny White & Pat Gleeson — List: 6.98

If you've heard that this album is starting to happen, one listen should tell you why. An outstanding job of production, the album is a near-perfect marriage of progressive jazz, funky rock and R&B. Doubters are advised to check the guest list of notable musical personnel. For R&B, AOR, jazz and top 40 playlists.



NITE CITY — Nite City — 20th Century T-528 — Producer: Ray Manzarek & Jay Senter — List: 6.98

It has taken over two years for this album to become a reality because former Doors keyboard man Ray Manzarek, who is founder and musical guru of the group, wanted the combination to be just right. But excitement over this album should build quickly because the mix is superb — pleasing and shared vocals with just the right instrumental emphasis. For AOR and top 40 playlists.



THE PLAYERS ASSOCIATION — The Players Association — Vanguard VSD 79384 — Producer: Danny Weiss — List: 6.98

This album may be the best candidate yet to give disco a good name among even the severest musical snobs. The musicians are primarily jazz artists doing a few disco arrangements with jazz interpretation and it works well, especially with Danny Weiss producing, the man behind several Larry Coryell successes. For top 40, disco and jazz playlists.



LOTS OF PEOPLE — John Mayall — ABC AB 992 — Producer: John Mayall — List: 6.98

Leaning heavily into his blues bag for this live recording from the Roxy in L.A., John shares the spotlight and the mike with an outstanding group of jamming jazz & rock musicians. Of course, there's plenty of spirited harmonic riffs by John but overall it's a well-done team effort that includes Mayall's classic "Room To Move." For AOR and jazz airplay.



THE LADY WANTS TO BE A STAR — Martee Lebus — Image IM-301 — Producer: Charlie Calello — List: 6.98

Martee Lebus displays an amazing sophistication for a young new artist who is blessed with a dazzling voice that trembles with a soft vibrato and an affecting emotional quality. An accomplished musician who wrote the words and music to all the compositions and who plays piano as well, Martee is a comer familiar with a variety of styles, mostly in a pop vein. For disco, top 40 and MOR airplay.



SOUTHERN NIGHTS — Glen Campbell — Capitol SO 11601 — Producer: Gary Klein — List: 6.98

This prolific artist has had a record rack full of quality product, but this album will be very hard to follow. The title track is bulleting at #32 on our pop singles chart after only 4 weeks and all indications are that the album will be a killer. Campbell experiments with some higher range vocals here aided by superb production and some nifty arrangements. For top 40, C&W and MOR playlists.



I CAME TO DANCE — Nils Lofgren — A&M SP-4628 — Producer: Nils Lofgren and Andy Newmark — List: 6.98

The title track (lyrics included) bespeaks perfectly the Lofgren musical theory — don't preach, keep it simple, lay down good licks and boogie a lot. His protests to the contrary however, Nils does have a knack for lyric irony and his ageless voice is the perfect mate for his energetic guitar riffs. For AOR and top 40 playlists.



GHOST WRITER — Garland Jeffreys — A&M SP-4629 — Producer: David Spinozza & Garland Jeffreys — List: 6.98

If the lyrics were not so interesting, and at times thought provoking, one could pay more attention to the excellent musical mix that will make this album a commercial success. Together the words set to music create a moveable musical feast as the needle picks out the graceful interplay between vocal harmonies and instrumental background. For AOR and some top 40 playlists.



YOU GET WHAT YOU PLAY FOR — REO Speedwagon — Epic PEG 34494 — Producer: John Stronach, Gary Richrath & John Henning — List: 7.98

This specially-priced two record set is a red-hot replay of four high energy concerts, with all the electricity that was present at the venues. This solid, straight-ahead rock & roll album should squelch the catty talk that the Speedwagon's engine is idling, because this LP is definitely in overdrive. For AOR and top 40 airplay.



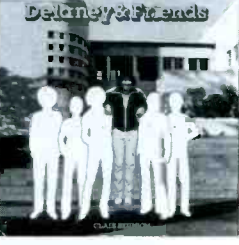
ONE TO ONE — Syreeta — Tamla T6-349S1 — Producer: Leon White — List: 6.98

Syreeta is a delightful vocalist whose range and expression has the power to move the most callous to a hand-clapping, toe-tapping frenzy on up-tempo pieces, and to seduce the unwary on the slower tracks. A refreshing and spirited vocalist in the best tradition of Diana Ross et al., she is supported by an able company of musicians and back-up vocalists. For R&B, top 40 and some AOR programmers.



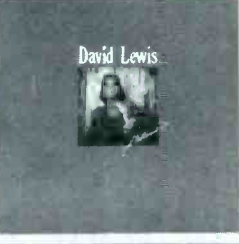
TWO SIDES TO EVERY STORY — Gene Clark — RSO RS-1-3011 — Producer: Thomas Jefferson Kaye — List: 6.98

On his debut album for RSO, ex-Byrd Gene Clark gets back to his Ozark mountain roots with the able assistance of Emmylou Harris, Byron Berline and Steve Soles. Progressive and standard country is the mood on side one, but its back to the rock and MOR on side two as Clark displays his chart-making versatility in a well-done project. For C&W, MOR, AOR and top 40 playlists.



DELANEY & FRIENDS-CLASS REUNION — Delaney Bramlett — Prodigal PG 10017S1 — Producer: Ray Ruff & Jimmy Bowen — List: 6.98

With one of the most distinctive voices on the rock scene, Delaney Bramlett is back with a little bit of everything on this album which is a tribute to all those who have worked with him on this and past projects. Rock & roll, country, ragtime and gospel harmonies are some of the moods expressed in this far-ranging musical effort. For AOR and top 40 airplay.



JUST MOLLIE AND ME . . . — David Lewis — Tiger Lily TL 14011 — Producer: Joe Long, Robby Adcock, Charlie Blocker and Keith Gravenhorst — List: 6.98

Lewis is a refreshing vocalist who operates in the higher ranges with a minimum of musical accompaniment on most tracks. But he can rock & roll too as he shows on "You Push Too Hard," "Witches Brew" and "Can't Say Goodbye." He's an artist you're sure to hear from an AOR, top 40 and MOR playlist.



SAFE IN THEIR HOMES — Hoodoo Rhythm Devils — World F-9522 — Producer: Jack Leahy — List: 6.98

This esoteric group reunited in 1975 to get this album together, and after the drought years that followed their early-70's underground appeal, appear to have a strong contender for more widespread support. They play a controlled and vocally inspired brand of rock, and the cameo appearances of Steve Miller, The Pointer Sisters, Link Wray and Ronnie Montrose can't hurt. For AOR playlists.

ROLLING STONE®

Rolling Stone
goes gold
26 times a year!
500,000 circulation
with 3 million readers.
The platinum
audience!

America's biweekly consumer guide to the rock culture ... **PEOPLE**
Rolling Stone, the newspaper for rock lovers ... **BOSTON EVENING GLOBE**

Unequaled in its influence over the rock scene. **MONTREAL STAR**

Probably the biggest and best known publication for musicians and people who are just interested in music. **BALTIMORE NEWS AMERICAN**

The music world reads it religiously in search of new trends and fresh talent ... the authoritative journal of rock ... **NEWSWEEK**

Throbbing to the beat of rock music news and criticism ... **L.A. TIMES**

The bible of rock. **TIME**

So that every kid that was interested in buying an album had to have Rolling Stone because Rolling Stone was basically an in-depth trade paper. And that's what it remains. **RECORD WORLD**

The Wall Street Journal of pop music. **MIAMI HERALD**
Rock music's best-known publication ... **OAKLAND TRIBUNE**
The most successful bi-weekly in the United States. **COLUMBIA JOURNALISM REVIEW**

We want you to know that — without your support — we wouldn't be the #1 magazine in music ... and we're very grateful. We hope we'll see you at NARM!



JOE ARMSTRONG



JACK FORD



DON WELSH



JEANNÉ THEIS



KENT BROWNIDGE



MARION BERNSTEIN

CASH BOX RADIO

Station Sales Top \$180 Million In '76

LOS ANGELES — A record of over \$180 million was spent in sales of 413 radio stations last year — more stations than have been sold in any other year during the last decade.

The number of stations sold last year was up from 363 in 1975, accounting for a gross dollar value increase of nearly \$50 million.

The record year for number of stations sold was 1964 in which 430 stations changed hands. However, the dollar value for those sales, \$52 million, amounted to less than one-third of last year's sales total.

Country Station Holds Leukemia Radiothon

LOS ANGELES — KLAC, Metromedia Radio in Los Angeles, last Saturday conducted a 14-hour Radiothon and Country Concert Jamboree at the Hollywood Palladium. The event, which benefited the Leukemia Society of America, included headliners Roger Miller, Hoyt Axton, Patti Page, Jimmy Wakely, Terry Stafford, Dorsey Burnett and the Palomino Riders featuring Ray Sanders. Master of ceremonies was KLAC's Art Nelson, who was joined by colleagues Dick Haynes, Harry Newman, Jay Lawrence, Sammy Jackson, Chuck Sullivan and Gene Price.

Hs. Speaker O'Neill To Address NAB ConFab

WASHINGTON — Speaker of the U.S. House of Representatives Thomas O'Neill (D-Mass.) will address television executives during the 55th annual convention of the National Association of Broadcasters. He will speak at the Tuesday (March 29) luncheon at the Washington Hilton Hotel.

Network Study Shows FM Radio Gaining On AM

NEW YORK — According to a recent survey, FM radio's share of the total listening audience is increasing for all time slots. In the evening, for example, FM listeners now nearly equal AM listeners; and in some time periods, most notably Sunday evening, FM radio attracts a larger audience than its AM counterpart.

The CBS Radio analysis of RADAR XIV Spring/Fall 1976 data shows FM's share of the nationwide radio audience at 41.5% (based on Monday through Sunday, total day, average quarter hour, persons 12 and

over). This is up from 39.6% during the preceding period RADAR XIII, Fall '75/Spring '76.

The FM share is greatest, and continues to increase, the report said, in the evening hours (from 7 p.m. to midnight, Monday through Sunday), where it reaches 49.6% of radio listeners. On Sunday evenings, in fact, FM radio accounts for 53.7% of the total radio audience.

RADAR, the ratings service on which the CBS report was based, is a joint effort by the major networks.

STATION BREAKS

C.C. Courtney has been officially named program director of **WNOE**, New Orleans.

Effective March 21, **Loren Owens** assumes the program director duties at **KIMN**, Denver. Owens comes from **WPEN**, Philadelphia and replaces **Hal Widsten** who has exited the station.

Ralph Barnes is the new general manager of **WLEE**, Richmond. Barnes has been with **WOKY** and **WZMF**, both Milwaukee, and replaces **John Piccidillo** who exits the station.

Denny Carpenter, formerly with **WZYQ**, Frederick, Maryland, joins the **KSTP**, St. Louis staff as assistant program director.

Dennis Boyle from **WFSU**, Tallahassee is the new PD at **WGLF**, also Tallahassee. Former program director **Bob Walker** remains with the station as morning air man.

Chris Bailey, former PD of **WIFE**, Indianapolis has left to assume the same position across town at **WNDE**. **J.J. Kennedy**, formerly with **WNDE**, is now doing the 2-6 pm air shift at **WIFI**, Philadelphia.

Rick Mayer has been promoted to general manager of **KNDE**, Sacramento. Mayer previously held the general sales

manager post and replaces **Scott Elrod** who continues as president of Mediacast, owner of the station.

New MD at **WFLI**, Chattanooga is **Max**
(continued on page 85)

MOST ADDED FM LPS

1. I Came To Dance — Nils Lofgren — A&M
2. Just Another Story From America — Elliott Murphy — Columbia
3. Harbors — America — WB
4. Freeways — Bachman-Turner Overdrive — Mercury
5. Songwriter — Justin Hayward — London
6. Amnesia — Pousette-Dart Band — Capitol
Bareback — Richard Tarrant — Capitol
Something Magic — Procol Harum — WB
In The Falling Dark — Bruce Cockburn — True North/Island
7. Nite City — 20th Century
Foreigner — Atlantic
You Get What You Play For — REO Speedwagon — Epic
8. No Goodbyes — Hall & Oates — Atlantic
Stay In Love — Minnie Riperton — Columbia
Queen Of The Neighborhood — Flame — RCA

MOST ACTIVE FM LPS

1. Rumours — Fleetwood Mac — Reprise
— Dreams/The Chain/Go Your Own Way
2. Hotel California — Eagles — Asylum
— Hotel California/Victim Of Love/Life In The Fast Lane
3. Animals — Pink Floyd — Columbia
— Dogs/Pigs
4. Night Moves — Bob Seger — Capitol
— Main St./Rock & Roll Never Forgets
5. Sleepwalker — The Kinks — Arista
— Sleepwalker/Jukebox Music
Year Of The Cat — Al Stewart — Janus
— Year Of The Cat/On The Border
6. Songs From The Wood — Jethro Tull — Chrysalis
— Songs From The Wood/Velvet Green
7. Wind & Wuthering — Genesis — Atco
— Your Own Special Way/11th Earl Of Mar
A Rock & Roll Alternative — Atlanta Rhythm Section — Polydor
— Sky High/So In To You
8. Boston — Epic
— Long Time/Let Me Take You Home
9. Next — Journey — Columbia
— Spaceman/People
Peter Gabriel — Atco
— Solsbury Hill/Waiting For The Big One
10. A New World Record — ELO — UA
— Do Ya/So Fine
Tejas — ZZ Top — London
— Arrested For Driving While Blind/EI Diablo
Songs In The Key Of Life — Stevie Wonder — Tamla
— Isn't She Lovely/Sir Duke
Leftoverture — Kansas — Kirsner
— Carry On Wayward Son/Miracles Out Of Nowhere
Carolina Dreams — Marshall Tucker Band — Capricorn
— I Heard It In A Love Song
11. Low — Bowle — RCA
— Sound & Vision
12. Stranger In The City — John Miles — London
— Remember Tomorrow
Sea Level — Capricorn
— Rain In Spain

Artists Visit Radio Stations



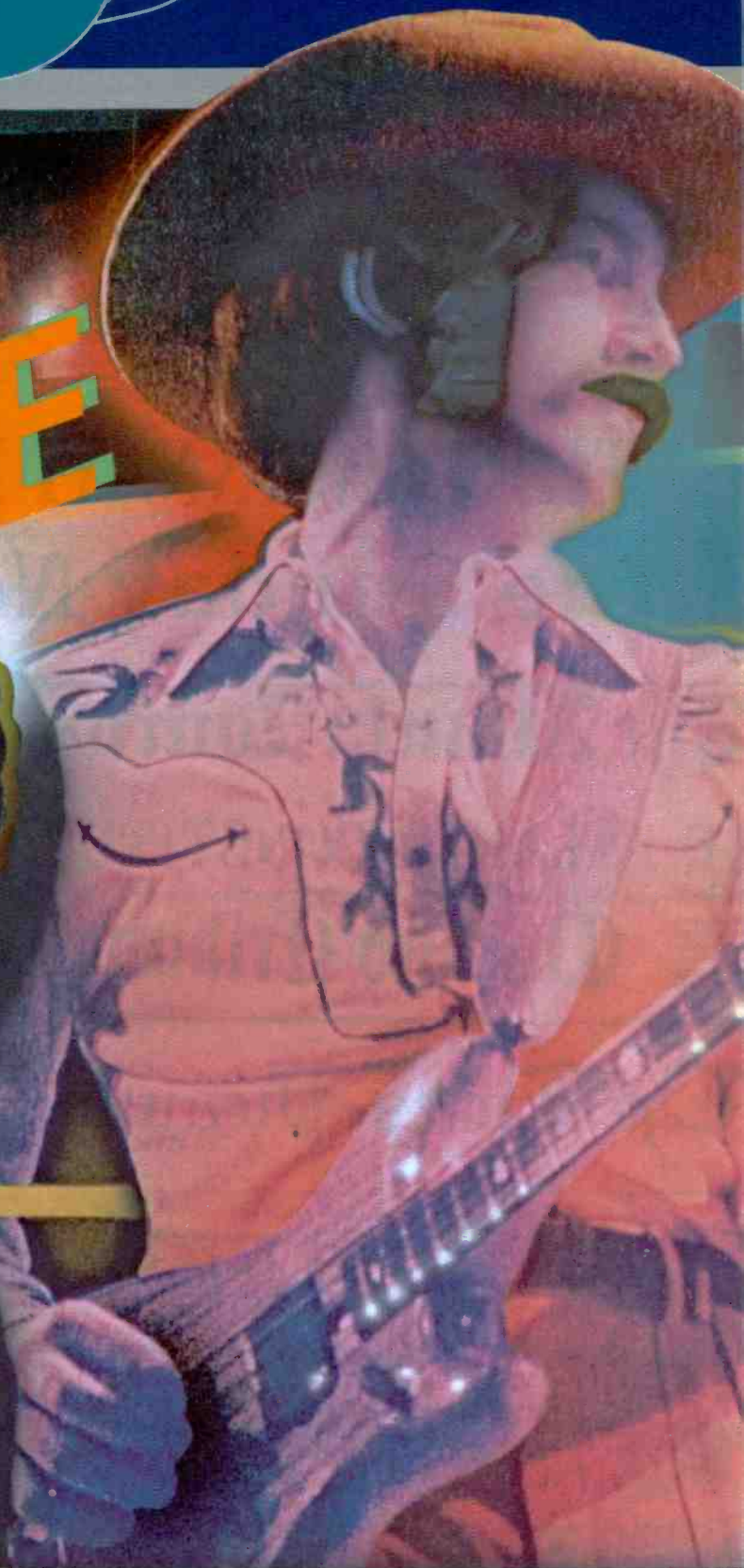
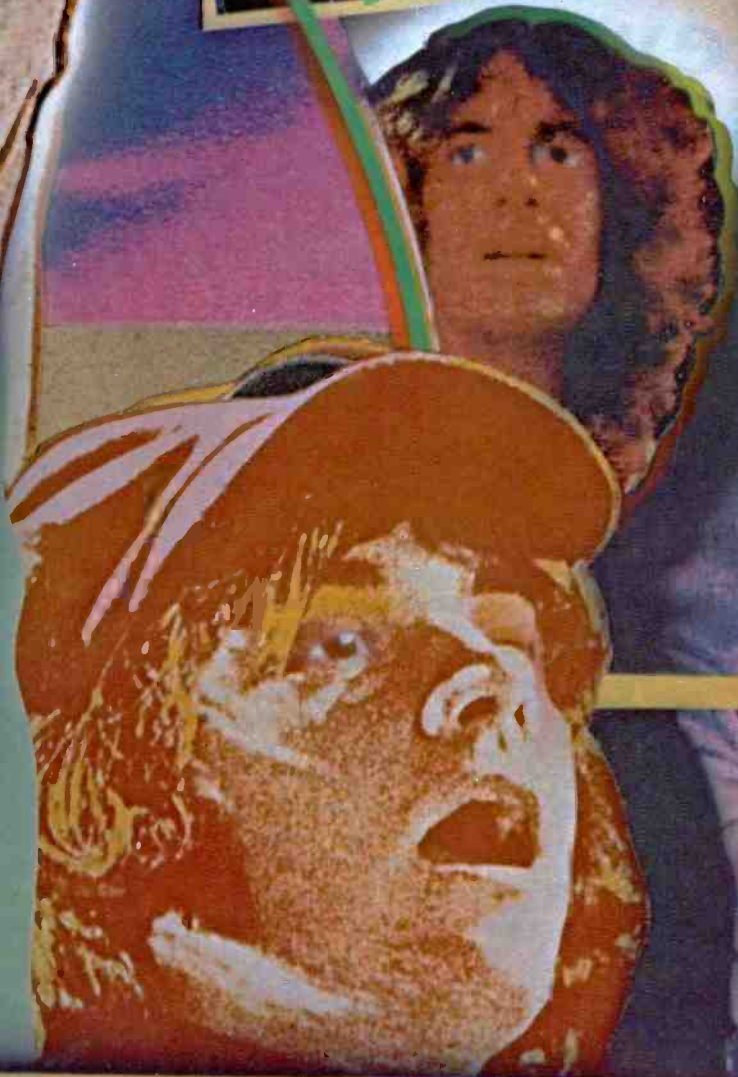
GENESIS ON TOUR — Atlantic Records recording artists Genesis, who recently played a sold-out concert at Madison Square Garden, stopped by WNEW-FW's studios during their New York visit. Pictured from left are Tunc Erim, national pop album promotion director; Phil Collins and Mike Rutherford of Genesis; and Scott Muni, WNEW program director.



PHONO PROMO — Phonodisc Inc. recently conducted a contest in Ft. Lauderdale in conjunction with WSRF-WSHE to promote the "Dinner At The Ritz" album by Mercury Records recording artists City Boy. A round trip ticket for two to Chicago's Ritz Carlton was the prize. Pictured at the presentation of appreciation plaques from Mercury to the radio stations are, from left: Gene Milner, general manager of WSRF and WSHE; Gary Granger, program director of WSRF; Joe Franklin, winner of the contest; Tommy Judge, program director of WSRF; Tim Monning, branch manager for Phonodisc; Joe Polidor, Jr., regional manager for Mercury Records, and Tommy Mazzetta, local promotion manager for Mercury Records.



LIVE



LET WHAT YOU PLAY FOR

WNEW-FM — NEW YORK — Tom Morrera

Most Active:
 Fleetwood Mac — Rumours — Reprise
 Justin Hayward — Songwriter — London
 Pink Floyd — Animals — Columbia
 Bruce Springsteen — Born To Run — Columbia
 Kenny Rankin — The Kenny Rankin Album — Little David
 Foreigner — Atlantic
 The Kinks — Sleepwalker — Arista
 Marshall Tucker Band — Carolina Dreams — Capricorn
 Dean Friedman — Lifesong
 Al Stewart — Year Of The Cat — Janus

Adds:
 Delaney Bramlett — Delaney & Friends — Prodigal Television — Marquee Moon — Elektra
 Dolly Parton — All I Can Do — RCA
 Elliott Murphy — Just Another Story From America — Columbia
 Country Joe McDonald — Goodbye Blues — Fantasy
 Bruce Cockburn — In The Falling Dark — True North
 Bachman-Turner Overdrive — Freeways — Mercury
 Chilliwack — Dreams, Dreams, Dreams — Mushroom
 Nite City — 20th Century
 Lone Star — Columbia

WPLJ-FM — NEW YORK — Corinne Baldassano

Most Active:
 Eagles — Hotel California — Asylum
 Pink Floyd — Animals — Columbia
 Stevie Wonder — Songs In The Key Of Life — Tamla
 Boston — Epic
 Fleetwood Mac — Rumours — Reprise
 Al Stewart — Year Of The Cat — Janus
 Bob Seger — Night Moves — Capitol
 Wings — Wings Over America — Capitol
 Jethro Tull — Songs From The Wood — Chrysalis
 David Bowie — Low — RCA

Adds:
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
WBAB-FM — LONG ISLAND — Bernie Bernard

Most Active:
 Fleetwood Mac — Rumours — Reprise
 — Dreams
 Jethro Tull — Songs From The Wood — Chrysalis
 — Velvet
 America — Harbors — WB
 — Brown Eyes
 Justin Hayward — Songwriter — London
 — Songwriter
 Pablo Cruise — A Place In The Sun — A&M
 — Tonight
 The Kinks — Sleepwalker — Arista
 — Sleepwalker
 Peter Gabriel — Atco
 — Salisbury
 Ace — No Strings — Anchor
 — All I Need
 Stanky Brown Group — If The Lights Don't Get You The Helots Will — Sire
 — Good To Me
 Eagles — Hotel California — Asylum
 Chilliwack — Dreams, Dreams, Dreams — Mushroom
 — Fly
 Marshall Tucker Band — Carolina Dreams — Capricorn
 — Love Song
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
 — Neon Nights
 John Miles — Stranger In The City — London
 — Remember Yesterday
 Henry Gross — Show Me To The Stage — Lifesong

Adds:
 Bachman-Turner Overdrive — Freeways — Mercury
 Nite City — 20th Century
 Minnie Riperton — Stay In Love — Columbia
 Elliott Murphy — Just Another Story From America — Columbia
 Nils Lofgren — I Came To Dance — A&M
 John Handy — Carnival — ABC
 Procol Harum — Something Magic — WB
 Foreigner — Atlantic
 Kate & Anna McGarrigle — Dancer With Bruised Knees — WB
 Mike Nesmith — From A Radio Engine To The Photon Wing — Island
 Bellamy Bros. — Plain & Fancy — WB

WLIR-FM — LONG ISLAND — Denis McNamara

Most Active:
 Fleetwood Mac — Rumours — Reprise
 — Second Hand/Don't Stop/Own Way
 Bob Seger — Night Moves — Capitol
 — Rock & Roll/Main St./Sunburst
 Peter Gabriel — Atco
 — Salisbury/Big One
 Pink Floyd — Animals — Columbia
 — Dogs/Pigs
 Winters Bros. Band — Atco
 — Love Songs/Stories/Shotgun
 Boston — Epic
 — Foreplay/Long Time/Peace Of Mind/Take You Home
 The Kinks — Sleepwalker — Arista
 — Sleepwalker/Jukebox/Stormy
 ZZ Top — Tejas — London
 — El Diabolo/Asleep/Only Love
 George Harrison — Thirty Three & 1/3 — Dark Horse
 — Value/Palace/True Love
 Gallagher & Lyle — Love On The Airwaves — A&M
 — Love On The Airwaves/Runaway/Head Talk
 Jackson Browne — The Pretender — Asylum
 — Fuse/Baby Blues/The Pretender
 ELO — A New World Record — UA
 — Tightrope/Do Ya
 Dean Friedman — Lifesong
 — Ariel/May Be Young/Woman
 Justin Hayward — Songwriter — London
 — Raised On Love/Songwriter/Tightrope
 Al Stewart — Year Of The Cat — Janus
 — Border Naturally/Year Of The Cat

Stanky Brown Group — If The Lights Don't Get You The Helots Will — Sire
 — Confident Man/Coal Town
Adds:
 Elliott Murphy — Just Another Story From America — Columbia
 Bachman-Turner Overdrive — Freeways — Mercury
 Bill Cosby — My Father Confused Me — Capitol
 Nite City — 20th Century
 Smokie Robinson — Deep In My Soul — Tamla
 Procol Harum — Something Magic — WB
 David Bromberg — Out Of The Blues — Columbia

WRNW-FM — WESTCHESTER COUNTY, NEW YORK — Meg Griffin

Most Active:
 Flame — Queen Of The Neighborhood — RCA
 — Beg Me/Darkness
 Todd Rundgren's Utopia — RA — WB
 — Eternal Love
 Patti Smith — Radio Ethiopia — Arista
 — Ask The Angels/Distant Finger
 Country Joe McDonald — Goodbye Blues — Fantasy
 — Blood On Ice/Primitive People
 Stanky Brown Group — If The Lights Don't Get You The Helots Will — Sire
 — Coal Town/Stop In The Name Of Love
 Pablo Cruise — A Place In The Sun — A&M
 — A Place In The Sun
 Steve Gibbons — Rollin' On — MCA
 — Rollin' On
 Martin Mull — I'm Everyone I've Ever Loved — ABC
 — I'm Everyone I've Ever Loved/Men
 Television — Marquee Moon — Elektra
 — Venus/Guiding Light

Adds:
 John Handy — Carnival — ABC
 Delbert McClinton — Love Rustlers — ABC
 Bruce Cockburn — In The Falling Dark — True North
 Joe Beck — Watch The Time — Polydor
 Elliott Murphy — Just A Story From America — Columbia
 Nite City — 20th Century
 Tangerine Dream — Stratosfear — Virgin
 James Talley — Blackjack Choir — Capitol
 Teruo Nakamura — Rising Sun — Polydor
 Streetwalker — Vicious But Fair — Vertigo
 Quincy Jones — Roots — A&M

WJCL-FM — CHICAGO — Tom Marker

Most Active:
 Peter Gabriel — Atco
 — Moribund/Salisbury/Waiting/Flood
 The Kinks — Sleepwalker — Arista
 — Life On The Road/Mr. Big/Sleepwalker
 Todd Rundgren's Utopia — RA — WB
 — Communion/Sunburst/Hiroshima
 Genesis — Wind & Wuthering — Atco
 City Boy — Dinner At The Ritz — Mercury
 — Narcissus/Dinner At The Ritz/State Secrets
 Journey — Next — Columbia
 — Spaceman/People/Next
 ZZ Top — Tejas — London
 Richard Torrance — Bareback — Capitol
 Corky Laing — Makin' It On The Street — Elektra
 — On My Way/Growing Old

Adds:
 Dean Friedman — Lifesong
 Richard Thompson — Live — Island
 Gene Clark — Two Sides To Every Story — RSO
 Eberhard Weber — The Following Morning — ECM
 Keith Jarrett — Hymns & Spheres — ECM
 Teruo Nakamura — Rising Sun — Polydor
 Joe Pass — Virtuoso #2 — Pablo
 Pousette-Dart Band — Amnesia — Capitol
 Bruce Cockburn — In The Falling Dark — True North
 Elliott Murphy — Just A Story From America — Columbia
 Blondie Chaplin — Elektra
 Cal Tjader — At Grace Cathedral — Milestone
 Television — Marquee Moon — Elektra
 Nite City — 20th Century
 Hydra — Rock The World — Polydor
 Valerie Carter — Just A Stone's Throw Away — Columbia

WXRT-FM — CHICAGO — Harvey Wells

Most Active:
 Fleetwood Mac — Rumours — Reprise
 — Gold Dust/Chain
 Pink Floyd — Animals — Columbia
 Bob Seger — Night Moves — Capitol
 — Rock & Roll/Main St.
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
 — Sky High/So In To You
 Genesis — Wind & Wuthering — Atco
 — Mouse's Night/11th Earl Of Mar
 Journey — Next — Columbia
 — Spaceman/People
 Eagles — Hotel California — Asylum
 — Hotel California/Try & Love
 The Kinks — Sleepwalker — Arista
 — Sleepwalker/Jukebox
 Sea Level — Capricorn
 — Rain In Spain/Country Reel
 Bill Quateman — Night After Night — RCA
 — Night After Night/Down To The Bone
 City Boy — Dinner At The Ritz — Mercury
 — Mama's Boy/Walk On Water
 Jethro Tull — Songs From The Wood — Chrysalis
 — Songs From The Wood/Cup Of Wonder
 Peter Gabriel — Atco
 — Dolce Vita/Salisbury
 Todd Rundgren's Utopia — RA — WB
 — Communion/Jealousy
 Martin Mull — I'm Everyone I've Ever Loved — ABC
 — Humming/I'm Everyone I've Ever Loved

Adds:
 Lancaster & Lumly — Mars Scape — RSO
 Teruo Nakamura — Rising Sun — Polydor
 Richard Thompson — Live — Island
 Bruce Cockburn — In The Falling Dark — True North
 Jonathan Edwards — Sailboat — WB
 Pablo Cruise — A Place In The Sun — A&M

Eberhard Weber — The Following Morning — ECM
 Keith Jarrett — Hymns & Spheres — ECM
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
 Woody Guthrie — WB
KLOS-FM — LOS ANGELES — Dabar Hoorelbeke

Most Active:
 Al Stewart — Year Of The Cat — Janus
 Queen — A Day At The Races — Elektra
 ELO — A New World Record — UA
 Pink Floyd — Animals — Columbia
 Fleetwood Mac — Rumours — Reprise

Adds:
 The Kinks — Sleepwalker — Arista
 Journey — Next — Columbia
 Starcastle — Fountains Of Light — Epic
KWST-FM — LOS ANGELES — Paul Sullivan

Most Active:
 Jethro Tull — Songs From The Wood — Chrysalis
 Pink Floyd — Animals — Columbia
 The Kinks — Sleepwalker — Arista
 Fleetwood Mac — Rumours — Reprise
 Chilliwack — Dreams, Dreams, Dreams — Mushroom
 Eagles — Hotel California — Asylum
 Marshall Tucker Band — Carolina Dreams — Capricorn
 Sea Level — Capricorn
 ELO — A New World Record — UA
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
 ZZ Top — Tejas — London
 Bob Seger — Night Moves — Capitol
 Racing Cars — Downtown Tonight — Chrysalis
 Journey — Next — Columbia
 Sammy Hagar — Capitol

Adds:
 Elliott Murphy — Just Another Story From America — Epic
 Jimmy Buffett — Changes In Latitudes — ABC
 REO Speedwagon/Live — You Get What You Play For — Epic
 Nils Lofgren — I Came To Dance — A&M

WYSP-FM — PHILADELPHIA — Sonny Fox

Most Active:
 Eagles — Hotel California — Asylum
 Fleetwood Mac — Rumours — Reprise
 Al Stewart — Year Of The Cat — Janus
 Bob Seger — Night Moves — Capitol
 Boston — Epic
 Kansas — Leftover — Kirshner
 Genesis — Wind & Wuthering — Atco
 Pink Floyd — Animals — Columbia
 Manfred Mann — Roaring Silence — WB
 Sammy Hagar — Capitol

Adds:
 Flame — Queen Of The Neighborhood — RCA
 Bruce Cockburn — In The Falling Dark — True North
 America — Harbors — WB
 Bachman-Turner Overdrive — Freeways — Mercury
 Dean Friedman — Lifesong

WABX-FM — DETROIT — Jim Owens

Most Active:
 Jethro Tull — Songs From The Wood — Chrysalis
 Bob Seger — Night Moves — Capitol
 ZZ Top — Tejas — London
 Fleetwood Mac — Rumours — Reprise
 ELO — A New World Record — UA
 Eagles — Hotel California — Asylum
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
 Pink Floyd — Animals — Columbia
 Chilliwack — Dreams, Dreams, Dreams — Mushroom
 Sammy Hagar — Capitol
 The Kinks — Sleepwalker — Arista
 Journey — Next — Columbia
 David Bowie — Low — RCA
 Genesis — Wind & Wuthering — Atlantic
 Blondie Chaplin — Elektra

Adds:
 Nils Lofgren — I Came To Dance — A&M
 Elliott Murphy — Just Another Story From America — Epic
 Bachman-Turner Overdrive — Freeways — Mercury
 Starz — Cherry Baby (45) — Capitol
 REO Speedwagon/Live — You Get What You Play For — Epic

WWW-FM — DETROIT — Jim Jensen

Most Active:
 Boston — Epic
 Eagles — Hotel California — Asylum
 Fleetwood Mac — Rumours — Reprise
 Genesis — Wind & Wuthering — Atco
 Bob Seger — Night Moves — Capitol
 Stevie Wonder — Songs In The Key Of Life — Tamla
 Gary Wright — The Light Of Smiles — WB
 ZZ Top — Tejas — London
 ELO — A New World Record — UA
 Wings — Wings Over America — Capitol

Adds:
 Pablo Cruise — A Place In The Sun — A&M
 Sea Level — Capricorn
 Ambrosia — Magical Mystery Tour (45) — 20th Century

KSAN-FM — SAN FRANCISCO — Don Potoczak

Most Active:
 Fleetwood Mac — Rumours — Reprise
 Todd Rundgren's Utopia — RA — WB
 Peter Gabriel — Atco
 The Kinks — Sleepwalker — Arista
 Bob Seger — Night Moves — Capitol
 Andy Fairweather Low — Be Bop 'N' Holla — A&M
 David Bowie — Low — RCA
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
 Sea Level — Capricorn
 Queen — A Day At The Races — Elektra
 Talking Heads — Love Goes To Building On Fire (45) — Sire

Adds:
 Nils Lofgren — I Came To Dance — A&M
 Pousette-Dart Band — Amnesia — Capitol
 Foreigner — Atlantic
 Joe Beck — Watch The Time — Polydor

Doug Kershaw — Flip Flop & Fly — WB
 Procol Harum — Something Magic — Chrysalis
 Patrice Rushen — Shout It Out — Prestige
 Hall & Oates — No Goodbyes — Atlantic
KYA-FM — SAN FRANCISCO — Jay Hansen

Most Active:
 America — Harbor — WB
 Boston — Epic
 Eagles — Hotel California — Asylum
 ELO — A New World Record — UA
 Fleetwood Mac — Rumour — Reprise
 George Harrison — Thirty-Three & 1/3 — Dark Horse
 Journey — Next — Columbia
 Manfred Mann — The Roaring Silence — WB
 Pablo Cruise — A Place In The Sun — A&M
 Pink Floyd — Animals — Columbia
 Bob Seger — Night Moves — Capitol
 Al Stewart — Year Of The Cat — Janus
 Stevie Wonder — Songs In The Key Of Life — Tamla
 Peter Gabriel — Atco
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
 Tom Petty & The Heartbreakers — Shelter

Adds:
 Nils Lofgren — I Came To Dance — A&M
 Richard Torrance — Bareback — Capitol
 Kenny Rankin — The Kenny Rankin Album — Little David
 Procol Harum — Something Magic — WB
 Tony Wilson — I Like Your Style — Bearsville
 Delaney Bramlett — Class Reunion — Prodigal
 Stallion — Casablanca

WHFS-FM — WASHINGTON, D.C. — Dave Einstein

Most Active:
 Sea Level — Capricorn
 David Allan Coe — Rides Again — Columbia
 John Lee & Gerry Brown — Still Can't Say Enough — Blue Note
 Fleetwood Mac — Rumours — Reprise
 Jimmy Buffett — Changes In Latitudes — ABC
 Gene Clark — Two Sides To Every Story — RSO
 Marshall Tucker Band — Carolina Dreams — Capricorn
 Pousette-Dart Band — Amnesia — Capitol
 Keith Jarrett — Hymns & Spheres — ECM
 James Talley — Blackjack Choir — Capitol

Adds:
 Kate & Anna McGarrigle — Dancer With Bruised Knees — WB
 Nils Lofgren — I Came To Dance — A&M
 Bruce Cockburn — In The Falling Dark — Island
 Flora Purim — Nothing Will Be As It Was — Tomorrow — WB
 Yvonne Elliman — Love Me — RSO

Adds:
 Hall & Oates — No Goodbyes — Atlantic
 Garland Jefferies — Ghost Writer — A&M
 Mickey Newbury — Rusty Tracks — ABC
 Richard Torrance — Bareback — Capitol
 White Bros. — Rounder

KFWD-FM — DALLAS — Tim Spencer

Most Active:
 Fleetwood Mac — Rumours — Reprise
 — Chain
 Eagles — Hotel California — Asylum
 Kansas — Leftover — Kirshner
 — Opus/Wind
 Pink Floyd — Animals — Columbia
 Bob Seger — Night Moves — Capitol
 — Main St./Papa/Rock & Roll
 Jethro Tull — Songs From The Wood — Chrysalis
 — Whistler/Songs From The Wood/Velvet
 George Benson — In Flight — WB
 — Valdez/Ghetto
 Al Stewart — Year Of The Cat — Janus
 — Year Of The Cat/Border
 Marshall Tucker — Carolina Dreams — Capricorn
 — Fly/Love Song
 Jimmy Buffett — Changes In Latitudes — ABC
 — Margaritaville/Tampico

Adds:
 Jennifer Warnes — Arista
 Vangelis — Albedo 0.39 — RCA
 Pablo Cruise — A Place In The Sun — A&M
 America — Harbors — WB
 Lenny White — Big City — Nemperor
 Tangerine Dream — Stratosfear — Virgin
 Phillip Glass — North Star — Virgin
 Nils Lofgren — I Came To Dance — A&M

KZEW-FM — DALLAS — Charlie Kendall

Most Active:
 Fleetwood Mac — Rumours — Reprise
 — You Make Loving Fun/Dreams
 Pink Floyd — Animals — Columbia
 — Dogs/Pigs
 Eagles — Hotel California — Asylum
 — Fast Lane/Victim/Hotel California
 Kansas — Leftover — Kirshner
 — On My Mind/Miracles/Carry On
 Bob Seger — Night Moves — Capitol
 — Come To Papa/Main St.
 George Benson — In Flight — WB
 — Gonna Love/Ghetto
 Jethro Tull — Songs From The Wood — Chrysalis
 — Songs From The Wood/Velvet
 Stevie Wonder — Songs In The Key Of Life — Tamla
 — Isn't She Lovely
 Boston — Epic
 — Take You Home/Long Time
 Jackson Browne — The Pretender — Asylum
 — Daddy's Tune/Fuse
 ZZ Top — Tejas — London
 — Arrested/Avalon/\$10 Man

Adds:
 America — Harbors — WB
 Peter Gabriel — Atco
 Nils Lofgren — I Came To Dance — A&M
 Mike Nesmith — From A Radio Engine To The Photon Wing — Island

KADI-FM — ST. LOUIS — Pete Parisi

Most Active:
 Eagles — Hotel California — Asylum
 — Victim/Life In The Fast Lane

(continued on page 42)

On It's Way To The Top!



Dionne Warwick's Exciting Single... from her Hit Musicor Album!

THE SINGLE: "Only Love Can Break A Heart" (MUS-6303)
 THE ALBUM: "Only Love Can Break A Heart" (MUS-2501)
 BOTH AVAILABLE ON MUSICOR RECORDS
 A PRODUCT OF SPRINGBOARD INTERNATIONAL, INC.
 Rahway, N. J. Elk Grove Village, Ill. Hollywood, Cal.
 (201) 574-1400 (312) 956-1150 (213) 654-6240

(continued from page 41)

Bob Seger — Night Moves — Capitol
 — Fire/Night Moves
 Fleetwood Mac — Rumours — Reprise
 — Dreams/Chain/Own Way
 Andrew Gold — What's Wrong With This Picture — Elektra
 — Lonely Boy
 Journey — Next — Columbia
 — Spaceman
 Barclay James Harvest — Octoberon — MCA
 — Rock & Roll Star
 Genesis — Wind & Wuthering — Atco
 — Special Way
 Angel — On Earth As It Is In Heaven — Casablanca
 — Telephone Exchange
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
 — So In To You/Sky High
 Climax Blues Band — Gold Plated — Sire
 — Get It Right

Adds:

REO Speedwagon/Live — You Get What You Play For — Epic
 America — Harbor — WB
 Nils Lofgren — I Came To Dance — A&M
 Rick Wakeman — White Rock — A&M
 Justin Hayward — Songwriter — London
 Foreigner — Atlantic

KSHE-FM — ST. LOUIS — Ted Habeck

Most Active:

Jethro Tull — Songs From The Wood — Chrysalis
 Marshall Tucker Band — Carolina Dreams — Capricorn
 Pink Floyd — Animals — Columbia
 Fleetwood Mac — Rumours — Reprise
 Eagles — Hotel California — Asylum
 Chilliwack — Dreams, Dreams, Dreams — Mushroom
 The Kinks — Sleepwalker — Arista
 Mama's Pride — Uptown & Lowdown — Atco
 ELO — A New World Record — UA
 Bob Seger — Night Moves — Capitol
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
 Sammy Hagar — Capitol
 ZZ Top — Tejas — London
 Bachman-Turner Overdrive — Freeways — Mercury
 Journey — Next — Columbia

Adds:

Elliott Murphy — Just Another Story From America — Epic
 Jimmy Buffett — Changes In Latitudes — ABC
 REO Speedwagon/Live — You Get What You Play For — Epic
 Nils Lofgren — I Came To Dance — A&M
 Renaissance — Novella — Sire
 Starz — Cherry Baby (45) — Capitol

WYDD-FM — PITTSBURGH — Steve Downes

Most Active:

Automatic Man — Island
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
 Boston — Epic
 Eagles — Hotel California — Asylum
 Fleetwood Mac — Rumours — Reprise
 Michael Franks — Sleeping Gypsies — WB
 Genesis — Wind & Wuthering — Atco
 Journey — Next — Columbia
 The Kinks — Sleepwalker — Arista
 ZZ Top — Tejas — London

Adds:

Elliott Randall — Elliott Randall's New York — Kirshner
 Bachman-Turner Overdrive — Freeways — Mercury
 America — Harbors — WB
 Andy Fairweatherlow — Be Bop 'N' Holla — A&M
 Minnie Riperton — Stay In Love — Epic
 Law — Breakin' It — MCA

KPFT-FM — HOUSTON — Bruce Litven

Most Active:

Gene Clark — Two Sides To Every Story — RSO
 Pat Martino — Joyous Lake — WB
 Garland Jeffreys — Ghostwriter — A&M
 Peter Gabriel — Atco
 Corky Laing — Makin' It On The Streets — Elektra
 Ron Carter — Pastels — Milestone
 The Kinks — Sleepwalker — Arista
 Joe Beck — Watch The Time — Polydor
 Elliott Murphy — Just Another Story From America — Columbia
 Ozo — Listen To The Buddha — Amherst
 George Benson — In Flight — WB
 Bat McGarth — From The Blue Angel — Amherst
 Richard Thompson Live — Island

Adds:

Philip Glass — North Star
 Tata Vega — Motown
 Nils Lofgren — I Came To Dance — A&M
 D.W. Stevens — Lost Breezes — WB
 Mighty Joe — Yours — Obese
 Elliott Murphy — Just Another Story From America — Columbia
 Delaney Bramlett — Delaney & Friends — Prodigal
 Booker T & The MG's — Universal Language — Asylum
 Players Assn. — Vanguard
 Michael Boozema — Taboo
 Justin Hayward — Songwriter — London
 Pousette-Dart Band — Amnesia — Capitol
 Mama's Pride — Uptown & Lowdown — Atco
 Todd Rundgren's Utopia — RA — WB

M105-FM — CLEVELAND — Eric Stevens

Most Active:

Eagles — Hotel California — Asylum
 — Hotel California/New Kid
 Pink Floyd — Animals — Columbia
 — Pigs/Sheep
 Fleetwood Mac — Rumours — Reprise
 — Own Way/Don't Stop/Dreams
 Ai Stewart — Year Of The Cat — Janus
 — Year Of The Cat/Border
 Bob Seger — Night Moves — Capitol
 — Night Moves/Main St.

Genesis — Wind & Wuthering — Atco
 — Special Way
 Kansas — Leftoverture — Kirshner
 — Carry On
 Wings — Wings Over America — Capitol
 ELO — A New World Record — UA
 — Do Ya/So Fine/Livin' Thing
 Gary Wright — The Light Of Smiles — WB
 — Phantom Writer/The Light Of Smiles

Adds:

Justin Hayward — Songwriter — London
 Foreigner — Atlantic
 Journey — Next — Columbia
 Pablo Cruise — A Place In The Sun — A&M
 Bachman-Turner Overdrive — Freeways — Mercury
 John Miles — Stranger In The City — London

WMMS-FM — CLEVELAND — Shelly Stile

Most Active:

Al Stewart — Year Of The Cat — Janus
 Fleetwood Mac — Rumours — Reprise
 Eagles — Hotel California — Asylum
 Bob Seger — Night Moves — Capitol
 Todd Rundgren's Utopia — RA — WB
 Genesis — Wind & Wuthering — Atco
 Bowie — Low — RCA
 Jethro Tull — Songs From The Wood — Chrysalis
 Peter Gabriel — Atco
 The Kinks — Sleepwalker — Arista

Adds:

Flame — Queen Of The Neighborhood — RCA
 Elliott Murphy — Just Another Story From America — Columbia
 Martin Mull — I'm Everyone I've Ever Loved — ABC
 Minnie Riperton — Stay In Love — Columbia
 Nils Lofgren — I Came To Dance — A&M
 John Miles — Stranger In The City — London
 Henry Gross — Show Me To The Stage — Lifesong

WKLS-FM — ATLANTA — Drew Murray

Most Active:

Fleetwood Mac — Rumours — Reprise
 Bob Seger — Night Moves — Capitol
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
 Eagles — Hotel California — Asylum
 ELO — A New World Record — UA
 Wings — Wings Over America — Capitol
 Boston — Epic
 Jackson Browne — The Pretender — Asylum
 Pink Floyd — Animals — Columbia
 A Star Is Born — Streisand & Kristofferson — Columbia

Adds:

Pousette-Dart Band — Amnesia — Capitol
 Justin Hayward — Songwriter — London
 Hydra — Rock The Word — Polydor

KEYZ-FM — ANAHEIM — Ron Burnstein

Most Active:

Barclay James Harvest — Octoberon — MCA
 Ai Stewart — Year Of The Cat — Janus
 The Kinks — Sleepwalker — Arista
 Frank Zappa — Zoot Allures — WB
 Graham Parker — Heat Treatment — Mercury
 Leon Redbone — Double Time — WB
 David Bowie — Low — RCA

Adds:

Molkie Cole — Janus
 Todd Rundgren's Utopia — RA — WB
 George Benson — In Flight — WB
 Martin Mull — I'm Everyone I've Ever Loved — ABC

KOME-FM — SAN JOSE — Dana Jang

Most Active:

Fleetwood Mac — Rumours — Reprise
 Jethro Tull — Songs From The Wood — Chrysalis
 The Kinks — Sleepwalker — Arista
 Jimmy Buffett — Changes In Latitudes — ABC
 Michael Franks — Sleeping Gypsy — WB
 Peter Gabriel — Atco
 Justin Hayward — Songwriter — London
 Kenny Rankin — The Kenny Rankin Album — Little David
 Sea Level — Capricorn
 Rick Wakeman — White Rock — A&M
 Pousette-Dart Band — Amnesia — Capitol
 Vangelis — Albedo 0.39 — RCA

Adds:

America — Harbor — WB
 Richard Torrance — Bareback — Capitol
 Bachman-Turner Overdrive — Freeways — Mercury
 Gene Clark — Two Sides To Every Story — RSO
 Flame — Queen Of The Neighborhood — RCA
 Steve Gibbons — Rollin' On — MCA
 Corky Laing — Makin' It On The Streets — Elektra
 Minnie Riperton — Stay In Love — Epic

KSJO-FM — SAN JOSE — Tawn Mestrey

Most Active:

The Kinks — Sleepwalker — Arista
 Eagles — Hotel California — Asylum
 Genesis — Wind & Wuthering — Atco
 Rick Derringer — Sweet Evil — Blue Sky
 Sammy Hagar — Capitol
 Marshall Tucker Band — Carolina Dreams — Capricorn
 Journey — Next — Columbia
 Pink Floyd — Animals — Columbia
 Queen — A Day At The Races — Elektra
 ZZ Top — Tejas — London
 Jethro Tull — Songs From The Wood — Chrysalis
 Peter Gabriel — Atco
 David Bowie — Low — RCA
 Todd Rundgren's Utopia — RA — WB
 Fleetwood Mac — Rumours — Reprise
 Spirit — Kahau Na Dreams — Mercury

Adds:

Procol Harum — Something Magic — WB
 Nils Lofgren — I Came To Dance — A&M
 Jimmy Buffett — Changes In Latitudes — ABC
 Peter Gabriel — Atco
 Richard Torrance — Bareback — Capitol
 Jethro Tull — Songs From The Wood — Chrysalis
 Television — Marquee Moon — Elektra
 America — Harbor — WB
 Molkie Cole — Janus

(continued on page 80)

N.A.A.R.M.*

FOR

N.A.A.R.M.

*NEW ARTISTRY IN RECORDED MUSIC.



PATRICE RUSHEN—Shout It Out (P-10101)
From the near-legendary young keyboardist comes *Shout It Out*—a spirited celebration of her abundant musical talents as composer, arranger, multi-keyboardist, and singer. Produced by Patrice Rushen, Reggie Andrews, and Tommy Vicari.



BILL SUMMERS—Feel the Heat (P-10102)
An incredibly powerful debut from percussionist Bill Summers, the featured percussionist and concertmaster on Quincy's *Roots* album. Produced by Skip Scarborough; notes by Quincy Jones.

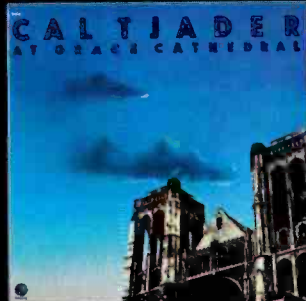


RON CARTER—Pastels (M-9073)
The world-renowned bassist chose his own musical setting for his first Milestone LP, including a 16-piece string orchestra conducted by Don Sebesky. *Pastels* is an instant classic. Produced by Ron Carter.

SONNY ROLLINS—The Way I Feel (M-9074)
An exciting contemporary musical statement from tenor sax giant Sonny Rollins. *The Way I Feel* confirms anew, in 1977, that Rollins is the master. (With Patrice Rushen, Billy Cobham, Lee Ritenour, Bill Summers.) Produced by Jrrin Keepnews.



CAL TJADER—At Grace Cathedral (F-9521)
A live benefit recording with plenty of emphasis on Cal's swinging, instantly recognizable vibe work. Dedicated to the memory of Vince Guaraldi, the LP includes a medley from *Black Orpheus*.



HOODOO RHYTHM DEVILS—Safe in Their Homes (F-9522)
Hot rock from a much-loved San Francisco band, the Hoodoos are safe in their new home at Fantasy. Produced for World Records by Jack Leahy; simultaneous release of single, "Safecracker."



COUNTRY JOE McDONALD—Goodbye Blues (F-9525)
A typically delightful and varied offering from original rocker Country Joe McDonald. *Goodbye Blues* includes cameo appearances from Marty Balin, David Bromberg, and Malvina Reynolds, among others. Produced by Bill Belmont.



PETE & SHEILA ESCOVEDO—Solo Two (F-9524)
Percussionist and former member of Santana and Azteca, Pete Escovedo and his daughter Sheila debut with *Solo Two*, a contemporary Latin LP encompassing both rock and funk. Produced by Billy Cobham.



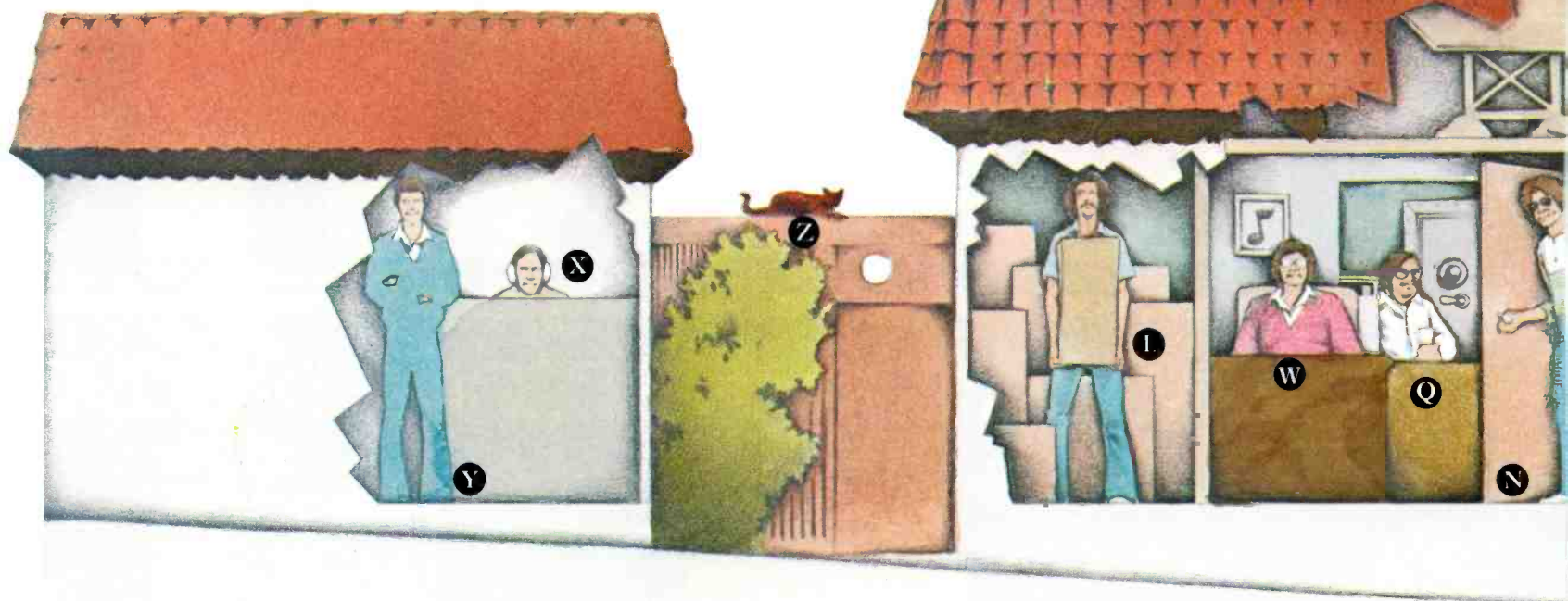
PLEASURE—Joyous (F-9526)
Firmly established soul/jazz band Pleasure does it again with *Joyous*, a tight, cooking LP, for your pleasure. Produced by Wayne Henderson for At-Home Productions.

FANTASY/PRESTIGE/MILESTONE RECORDS
AND GRT TAPES



Tenth and Parker, Berkeley, Calif. 94710

THE TWO MINUTE E.A.R.* GRAND TOUR



Two weeks ago, you read about the Elektra/Asylum Expansion Program. We told you how successful we are (80% of our albums on the charts... 20% Top Ten) and we told you how nice and small we are (only 30 "pop" albums released last year). We also described ourselves (with some justification) as warm, kind, stable and efficient. Our warm, kind, stable, and efficient Chairman, Joe Smith, asked you — the Cream of the Wandering Minstrels — to phone him in hopes that you might join our family.

So, while our desk-model switchboard plays Christmas tree, we'd like to invite you to open Elektra/Asylum's hardly-Danish modern glass doors and see for yourself: we may appear to be California chic but deep-down we're really plain old-fashioned folks. Sort of. Use our handy E/A Cutaway Tour Guide and see exactly...what's what, who's who, and maybe... why's why.

A. JoAnn, our receptionist. She says "Elektra/Asylum Records" more than anyone in this or any other Hemisphere. Over 657 times per day without getting hot under the collar. Better yet, JoAnn doesn't carry a pistol. She trusts you.

B. Mrs. Helms is Office Manager and Jacqueline-of-all-trades. Should the system ever fail (and it sometimes does) she welds us all together with her keen sense of common sense.

Mrs. Helms has four full-grown German Shepherds. She is desperately sane.

C. The Upstairs Kitchen. Perfect for Joe's mid-morning hot milk and burnt cinnamon toast.

D. Joe Smith. Or, Chairman Joe. He is well-known in the business as a spry combination incarnation of uptown Will Rogers, hip George Jessel, and a little Rickles for spice. If you don't laugh at his stories, your record won't make it. So learn to chuckle. Guffaws work even better.

E. Joe's John. If he ever uses it, we don't know about it. Real glass fixtures! Wow!

F. Keith Holzman. Production. He makes sure your records are made and made right. Keith flies airplanes because they're cheaper than shrinks. Yet another bastion of sanity in a Gold and Platinum world.

G. Tony Lane and his absolutely-not-T-square graphicohorts have eyes for you. The Art Department has a knack for turning important messages (like this one) into prize-winning advertisements. They'll also turn *you* into a package you can wear with pride.

H. Chuck Plotkin and The Golden E.A.R.s Gang. A&R for short. They sport dark blue studio circles under the eyes. They know how to produce AND listen. 24 hours a day

if necessary. Sometimes they even whistle a happy tune. In tune, of course.

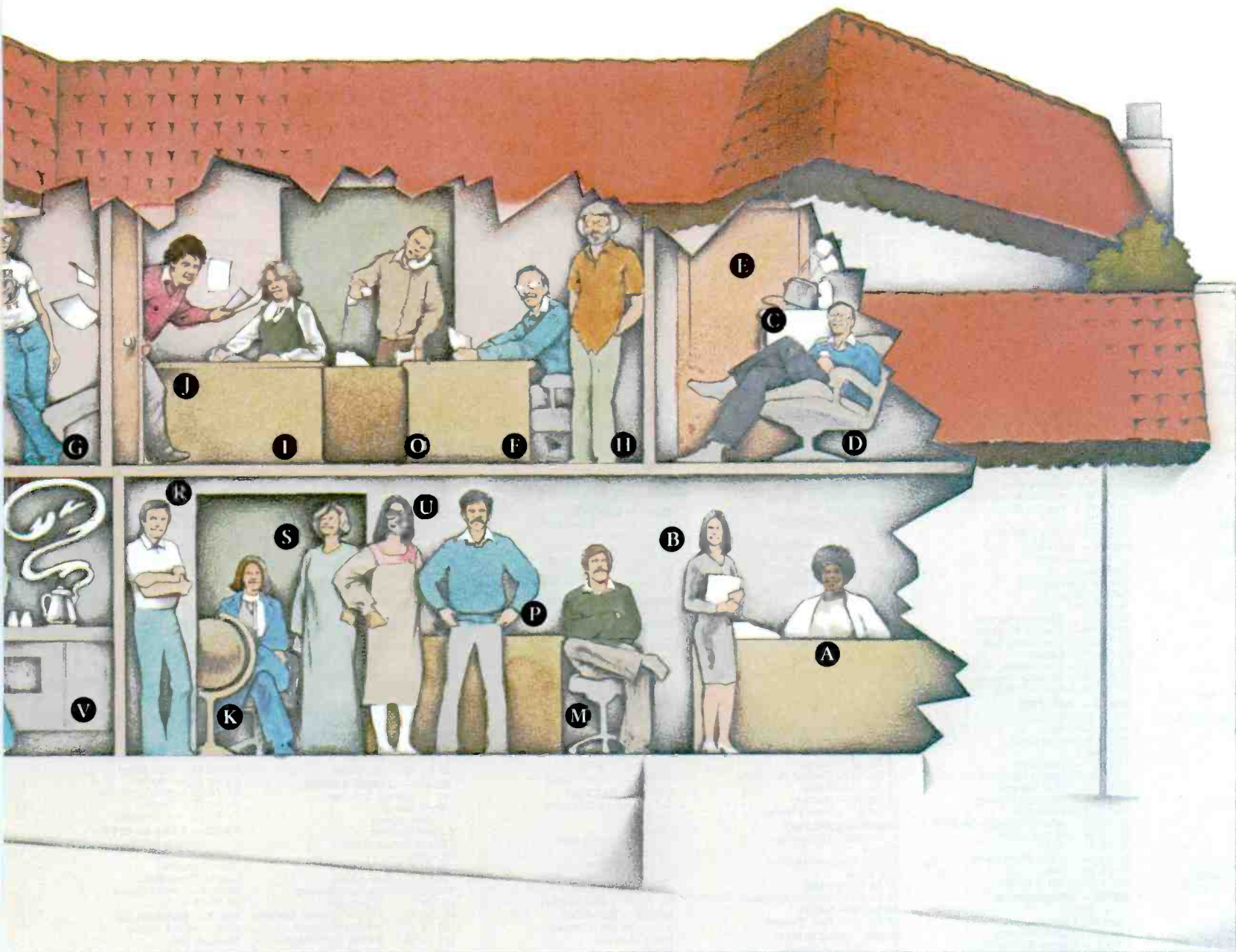
I. Susan Roberts. Business Affairs. You know — contracts with plenty of small print. Sue has a winning way with lawyers and other shrewd types. Don't be afraid. She'll also talk to you. Honest.

J. Tony Sidorski is everywhere in a flash. Among other things, he makes sure your LP gets into a package, out of the factory, onto a truck, and into the WEA branches. Without Tony, you'd be lost in Chicken Falls, Idaho. And Chicken Falls isn't even on the map.

K. Robin Loggie. International. Yes, we do sell records in Patagonia. Robin spends most of her time deciphering foreign telexes. E.G., "Please in 5,000 Jack Browne order in seven times for us thanking you." Get it...?

L. The Mailroom. First class. Go see Chris Miller if you want to know whether your record's going to make it big. The Mailroom is also a storeroom for albums. Learn to fake a requisition and you've got yourself quite a collection.

M. Kenny Buttice runs our legendary "one-on-one" Promotion Force. One promotion man for every artist on the label. He, Freddy DeMann and Burt Stein help account for our enormous amount of airplay and the laryngitis epidemic that hits the first floor every two weeks.



N. Big George Steele (“The Blur”) operates the Marketing Department behind dark glasses and a literal, lyrical mind. He knows the words to all the songs on all of our albums...so his campaigns reflect your honest intentions. Not just the old profit motive.

O. Stan Marshall coaches the Sales Team—always celebrating the longest winning streak in its history. Stan has a touch-tone permanently attached to his ear and he can read computer print-outs with his eyes closed. Try it some time.

P. Mel Posner. President. He started in the Mailroom and now poses for photographs whenever our artists go Platinum (which is often). As President, Mel is responsible for getting us where we’re going. Not only do we get there, but the ride is smooth. Even fun.

Q. Jack Reinstein. Official title: Treasurer. Function: to make sure we’re not spending too much money on Diet Pepsi (we do it, anyway). Jack also takes care of royalties, advances, and financial rewards. His door and his files are always open. You’ll like his numbers.

R. Jerry Sharell is Artist Development. More than the unpronounceable French wine you’ll find in your suite at the Holiday Inn, Farrell, Pa. Jerry converts artistry into

career. He could never be proud of a one-year flash-in-the-pan, so he sees you in terms of years. And lets you grow.

S. Susan Ostman. Advertising. She makes sure your ads, radio spots, and other commercial pauses go to the right place, at the right time, in the right way. Susan also has the coldest beer and pronouncable French wine in the whole place. She doesn’t even touch the stuff.

T. The Patio. On a nice, warm Southern California day, you can take your avocado and sprouts and have a picnic. The Patio offers a fine view of the Standard Station on Holloway.

U. Bryn Bridenthal is responsible for getting your name in print...if not in lights. Her methods are secret but not dangerous. Pick up a paper and you’ll find yourself shaking hands with Joe. Name spelled right and a proper smile to boot.

V. The Downstairs Kitchen. You can heat your own sandwich in the oven but the coffee’s not so hot. Big deal. Nobody’s perfect.

W. Steve Wax is our Executive Vice-President. He has a strategically-placed office right on the Boulevard so he can test new releases on unsuspecting pedestrians. Steve’s specialty is *perfect* understanding of your everyday needs as artist or manager. Simple!

X. Bruce Morgan controls the Elektra Sound Recorders Studio. It’s equipped with everything you need to make a record. Buttons, dials, knobs, red lights, blue lights, exotic switches, digital clocks, leather chairs, and one hundred rotating Bonsai trees.

Y. Accounting and... Bob Giovannettone. Say it fast, ten times. Bob Bob Bob Bob Bob ... He is the Controller which is to say he has something to do with money which is to say he has something to do with Payroll which is to say that Bob is VERY IMPORTANT!

Z. Sam, the Cat. Sam owns the block but he prefers to live here. We prefer it, too.

And there you have it. The Two Minute E.A.R. Grand Tour. We hope you’ve enjoyed yourself and please, come again. Stay awhile. Next time, you’ll meet some other nice folks. They’ll probably say, “hello,” even if they don’t recognize you. The same will be true when you visit our Chicago and New York offices. We make it a point to restrict our staff to human beings.

So, feel perfectly welcome anytime. Bring an agent. Bring a manager. Bring your friends. Incidentally, don’t forget to feed the meter outside. We’re a family. But we don’t validate.



*Elektra/Asylum Records

POP RADIO PLAYLIST HIGHLIGHTS

WCUE — AKRON

1-1 — Barbra Streisand
 *Stallion
 *Burton Cummings
 *Climax Blues Band
 *Rubinoos
 *Spinners
 8 To 4 — Kansas
 10 To 3 — David Soul
 27 To 21 — Atlanta Rhythm Section
 28 To 22 — Tom Jones
 30 To 26 — Rod Stewart
 34 To 29 — Elton John
 37 To 30 — Natalie Cole
 Ex To 31 — Glen Campbell
 Ex To 36 — Boz Scaggs
 Ex To 38 — Jennifer Warnes
 Ex To 39 — Leo Sayer
 Ex To 40 — William Bell

WPTR — ALBANY

1-1 — Barbra Streisand
 Eagles
 John Travolta
 Climax Blues Band
 Leo Sayer
 16 To 9 — Manfred Mann
 21 To 8 — Bob Seger
 23 To 17 — Wings
 27 To 22 — Tom Jones
 29 To 13 — David Soul
 30 To 20 — Olivia Newton-John
 Ex To 23 — Rod Stewart

KRKE — ALBUQUERQUE

4-1 — Mary Macgregor
 *Tom Jones
 *Atlanta Rhythm Section
 *ELO
 8 To 3 — Thelma Houston
 11 To 6 — 10cc
 14 To 9 — Hall & Oates
 18 To 10 — Abba
 Ex To 12 — David Soul
 Ex To 20 — Boston

WAEB — ALLENTOWN

2-1 — David Soul
 *Atlanta Rhythm Section
 *Rose Royce
 18 To 13 — Boston
 Ex To 24 — Hall & Oates
 Ex To 27 — John Travolta

KEZY — ANAHEIM

3-1 — Al Stewart
 No new additions
 10 To 5 — 10cc
 33 To 27 — Eagles
 34 To 29 — George Harrison
 35 To 28 — David Soul
 Ex To 32 — Thelma Houston
 Ex To 33 — Rose Royce
 Ex To 34 — Olivia Newton-John
 Ex To 35 — Boz Scaggs

WISE — ASHEVILLE

1-1 — Hall & Oates
 *Jennifer Warnes
 *Leo Sayer
 *Enchantment
 14 To 9 — George Harrison
 18 To 13 — Wings
 23 To 16 — Tom Jones
 Ex To 24 — David Soul
 Ex To 27 — Elton John
 Ex To 28 — Natalie Cole
 Ex To 29 — Helen Schneider
 Ex To 30 — Climax Blues Band

WRFC — ATHENS

1-1 — Barbra Streisand
 Boz Scaggs
 Mesa
 Target
 Leo Sayer
 18 To 13 — Latimore
 22 To 17 — David Soul
 25 To 19 — William Bell
 35 To 30 — Donna Summer

Z-93 — ATLANTA

1-1 — Barbra Streisand
 Natalie Cole
 Hall & Oates
 *Quincy Jones
 12 To 8 — Tom Jones
 17 To 13 — Atlanta Rhythm Section
 18 To 9 — William Bell
 19 To 11 — David Soul
 25 To 21 — ELO
 28 To 16 — Glen Campbell

WQXI — ATLANTA

3-1 — Abba
 Natalie Cole
 Wings
 Jennifer Warnes
 7 To 3 — 10cc
 18 To 9 — William Bell
 20 To 6 — Atlanta Rhythm Section
 22 To 17 — Hall & Oates
 23 To 18 — Jackson Browne
 25 To 12 — Kenny Nolan
 29 To 19 — ELO

WBBO — AUGUSTA

1-1 — Barbra Streisand
 *Climax Blues Band
 *Natalie Cole
 13 To 9 — Bee Gees
 19 To 14 — Jackson Browne
 21 To 16 — Atlanta Rhythm Section
 23 To 18 — Wings
 24 To 17 — David Soul
 25 To 20 — Tom Jones
 27 To 21 — Glen Campbell
 28 To 23 — William Bell
 Ex To 27 — Rod Stewart
 Ex To 28 — Eagles
 Ex To 29 — Leo Sayer
 Ex To 30 — Rufus

WAUG — AUGUSTA

1-1 — Barbra Streisand
 *Marshall Tucker Band
 *Jennifer Warnes
 10 To 4 — Kansas
 11 To 7 — Fleetwood Mac
 15 To 9 — Bee Gees
 17 To 11 — Boston
 18 To 14 — Jackson Browne
 21 To 15 — Thelma Houston
 22 To 18 — Wings
 24 To 19 — ELO
 Ex To 23 — David Soul
 Ex To 24 — William Bell
 Ex To 25 — Eagles

KERN — BAKERSFIELD

1-1 — Wonder — Lovely
 *Boz Scaggs
 *KC & Sunshine Band
 *Fleetwood Mac — Dreams
 12 To 5 — Barbra Streisand
 20 To 12 — Eagles
 21 To 16 — Atlanta Rhythm Section
 Ex To 20 — Tom Jones
 Ex To 24 — Jennifer Warnes
 Ex To 26 — Climax Blues Band

KAFY — BAKERSFIELD

3-1 — Hall & Oates
 *Jackson Browne
 *Tom Jones
 10 To 5 — Kansas
 16 To 6 — Barbra Streisand
 22 To 15 — David Soul

WCAO — BALTIMORE

1-1 — Hall & Oates
 *William Bell
 *Deniece Williams
 12 To 12 — George Harrison
 19 To 13 — Wings
 23 To 19 — Rufus
 28 To 22 — Tom Jones
 Ex To 27 — John Travolta
 Ex To 28 — Natalie Cole
 Ex To 29 — Jennifer Warnes
 Ex To 30 — Wonder — Lovely

WFBR — BALTIMORE

2-1 — Barbra Streisand
 Burton Cummings
 Eagles
 John Travolta
 Deniece Williams
 12 To 8 — Fleetwood Mac
 14 To 10 — Thelma Houston
 19 To 13 — Wings
 20 To 15 — David Soul
 21 To 16 — Tom Jones
 25 To 9 — Hall & Oates
 27 To 20 — Atlanta Rhythm Section
 30 To 19 — Natalie Cole
 33 To 28 — ELO
 35 To 29 — Glen Campbell

WGUY — BANGOR

4-1 — David Soul
 *Rubinoos
 *Climax Blues Band
 *William Bell
 *Leo Sayer
 15 To 10 — George Harrison
 24 To 20 — Thelma Houston
 28 To 22 — Glen Campbell
 Ex To 17 — Eagles
 Ex To 26 — Tom Jones
 Ex To 28 — Jennifer Warnes
 Ex To 30 — Kerry Chater

WHNN — BAY CITY

3-1 — Kenny Nolan
 *Glen Campbell
 *KC & Sunshine Band
 *Spinners
 11 To 7 — David Soul
 12 To 8 — Thelma Houston
 18 To 13 — Rod Stewart
 21 To 16 — Jackson Browne
 28 To 21 — Latimore
 29 To 22 — Atlanta Rhythm Section
 30 To 24 — William Bell
 Ex To 27 — ELO
 Ex To 28 — Little River Band
 Ex To 29 — Hot
 Ex To 30 — Jerry Butler

WERC — BIRMINGHAM

4-1 — 10cc
 *Jennifer Warnes
 *Atlanta Rhythm Section
 8 To 2 — Barbra Streisand
 13 To 5 — David Soul
 27 To 23 — Deniece Williams
 Ex To 26 — Glen Campbell
 Ex To 27 — Eagles
 Ex To 30 — William Bell
 Ex To 31 — Thelma Houston

WGSN — BIRMINGHAM

1-1 — David Soul
 *Eagles
 *Jennifer Warnes
 *Natalie Cole
 11 To 4 — Hall & Oates
 23 To 16 — Glen Campbell
 29 To 24 — Rod Stewart
 32 To 25 — ELO

KFYR — BISMARCK

1-1 — Eagles
 *Glen Campbell
 *Eagles
 *Rubinoos
 11 To 7 — 10cc
 19 To 14 — Jennifer Warnes
 Ex To 17 — David Soul

WRKO — BOSTON

3-1 — Thelma Houston
 Atlanta Rhythm Section
 Glen Campbell
 Boz Scaggs
 ELO
 17 To 10 — Hall & Oates
 20 To 16 — Wonder — Lovely
 21 To 17 — Kansas
 29 To 24 — Wings
 *WBGW — BOWLING GREEN
 1-1 — 10cc
 *Eagles
 *Orleans
 *Rose Royce
 27 To 21 — Glen Campbell
 28 To 23 — William Bell
 Ex To 27 — Rod Stewart
 Ex To 28 — Eagles
 Ex To 29 — Leo Sayer
 Ex To 30 — Rufus

WKWB — BUFFALO

1-1 — Barbra Streisand

Thelma Houston
 *Atlanta Rhythm Section
 10 To 4 — Kansas
 11 To 5 — 10cc
 16 To 6 — Barry Manilow
 19 To 9 — Hall & Oates
 23 To 16 — John Travolta
 25 To 20 — Fleetwood Mac
 27 To 23 — Smokie
 30 To 25 — Glen Campbell
 Ex To 18 — Eagles
 Ex To 30 — Genesis

WYSL — BUFFALO

2-1 — Barbra Streisand
 *George Harrison
 *Wilton Place Street Band
 *Starz — Cherry
 *Bachman-Turner Overdrive
 13 To 8 — Boston
 15 To 10 — Thelma Houston
 26 To 17 — Fleetwood Mac
 27 To 21 — John Travolta
 Ex To 16 — Eagles
 Ex To 26 — Elton John
 Ex To 28 — Tom Jones

WTMA — CHARLESTON

1-1 — Hall & Oates
 *Enchantment
 *Jennifer Warnes
 *Rod Stewart
 9 To 5 — Abba
 16 To 10 — 10cc
 20 To 13 — William Bell
 21 To 15 — Kansas
 24 To 12 — Fleetwood Mac
 25 To 20 — Natalie Cole
 26 To 16 — David Soul
 Ex To 24 — Deniece Williams
 Ex To 28 — Rufus
 Ex To 30 — Eagles

WBT — CHARLOTTE

1-1 — Barbra Streisand
 Quincy Jones
 Atlanta Rhythm Section
 Rod Stewart
 15 To 10 — Fleetwood Mac
 19 To 11 — David Soul

WAYS — CHARLOTTE

2-1 — Hall & Oates
 Eagles
 Glen Campbell
 Enchantment
 10 To 5 — Kansas
 21 To 9 — Tom Jones

WLS — CHICAGO

1-1 — Mary Macgregor
 Hall & Oates
 Wings
 4 To 3 — Bob Seger
 5 To 2 — Al Stewart
 10 To 5 — Barbra Streisand
 11 To 9 — Fleetwood Mac
 13 To 8 — Kansas
 16 To 12 — 10cc
 17 To 15 — George Harrison
 18 To 14 — Abba
 20 To 16 — Boston
 23 To 21 — Kenny Nolan

WMET — CHICAGO

1-1 — Mary Macgregor
 Eagles
 Atlanta Rhythm Section
 Leo Sayer
 17 To 11 — Abba
 22 To 18 — Thelma Houston
 24 To 19 — Wings
 26 To 22 — Rod Stewart

Q-102 — CINCINNATI

1-1 — Barbra Streisand
 No new additions
 8 To 2 — Al Stewart
 19 To 15 — Boston
 Ex To 24 — George Harrison
 Ex To 26 — Wings

WSAI — CINCINNATI

1-1 — Mary Macgregor
 Boston
 Eagles
 12 To 5 — Kansas
 17 To 13 — 10cc
 29 To 18 — Thelma Houston
 30 To 25 — John Travolta

WGCL — CLEVELAND

1-1 — Barbra Streisand
 Jackson Browne
 Glen Campbell
 O
 7 To 2 — Hall & Oates
 9 To 5 — 10cc
 15 To 9 — David Soul
 21 To 15 — Atlanta Rhythm Section
 23 To 16 — Wings
 24 To 20 — Rod Stewart

WCOL — COLUMBUS

1-1 — Barbra Streisand
 KC & Sunshine Band
 Wilton Place Street Band
 William Bell
 7 To 2 — David Soul
 10 To 6 — Hall & Oates
 24 To 18 — Wings
 33 To 26 — Rufus
 34 To 23 — Eagles
 40 To 32 — Natalie Cole

WNCI — COLUMBUS

1-1 — Barbra Streisand
 Eagles
 10 To 4 — Hall & Oates
 12 To 7 — Rufus
 21 To 9 — David Soul

KNUS — DALLAS

1-1 — Mary Macgregor
 10cc
 Hall & Oates
 10 To 5 — Fleetwood Mac
 21 To 16 — Abba
 22 To 18 — George Harrison
 28 To 24 — Eagles
 29 To 25 — KC & Sunshine Band

KLIF — DALLAS

1-1 — Barbra Streisand
 Boz Scaggs
 Glen Campbell
 Eagles
 Atlanta Rhythm Section
 14 To 10 — 10cc
 17 To 9 — Hall & Oates
 20 To 15 — Wonder — Lovely
 23 To 16 — Thelma Houston

WING — DAYTON

2-1 — Steve Miller
 Rose Royce
 Natalie Cole
 Gary Wright
 15 To 8 — 10cc
 20 To 13 — David Soul
 23 To 16 — Wings
 28 To 20 — Jackson Browne
 40 To 25 — Eagles
 42 To 33 — Glen Campbell
 43 To 31 — Leo Sayer
 45 To 37 — Climax Blues Band

WMFJ — DAYTONA BEACH

3-1 — Barbra Streisand
 *Eagles
 *James Darren
 *Rod Stewart
 *Boz Scaggs
 *Tom Jones
 7 To 3 — Thelma Houston
 10 To 6 — Mesa
 15 To 10 — Wings
 19 To 13 — Hot
 Ex To 22 — O
 Ex To 28 — Climax Blues Band
 Ex To 29 — KC & Sunshine Band
 Ex To 30 — Exile
 Ex To 31 — Natalie Cole

KTLC — DENVER

1-1 — Mary Macgregor
 Rod Stewart
 *Jennifer Warnes
 Glen Campbell
 *KC & Sunshine Band
 8 To 3 — Al Stewart
 22 To 14 — Hall & Oates
 30 To 21 — David Soul
 37 To 28 — 10cc
 39 To 31 — Thelma Houston
 40 To 34 — Gary Wright

KIMN — DENVER

1-1 — Barbra Streisand
 *Glen Campbell
 13 To 7 — Hall & Oates
 17 To 13 — David Soul
 Ex To 22 — Wings
 Ex To 25 — Jennifer Warnes

KIOA — DES MOINES

8-1 — Hall & Oates
 Eagles
 O
 Rod Stewart
 ELO
 Firefall
 Hot
 James Darren
 Henry Mancini
 Ambrosia
 John Travolta
 Climax Blues Band
 11 To 6 — 10cc
 23 To 10 — Wings
 26 To 16 — David Soul

CKLW — DETROIT

1-1 — Barbra Streisand
 David Soul
 *ELO
 12 To 7 — Steve Miller
 17 To 12 — Abba
 23 To 19 — Kansas
 Ex To 24 — Jerry Butler
 Ex To 25 — Latimore
 Ex To 29 — Boz Scaggs

WDRQ — DETROIT

5-1 — Barbra Streisand
 Barry Manilow
 Smokie
 Rod Stewart
 Champagne
 7 To 2 — Undisputed Truth
 24 To 18 — Kansas
 26 To 20 — William Bell

WXYZ — DETROIT

2-1 — Barbra Streisand
 Wings
 *WDBO — DUBUQUE
 5-1 — David Soul
 *Eagles
 *John Travolta
 *Thelma Houston
 *Wilton Place Street Band
 8 To 4 — 10cc
 19 To 8 — Glen Campbell
 20 To 16 — Kansas
 27 To 21 — Wings
 Ex To 25 — Jennifer Warnes

WEBC — DULUTH

6-1 — Fleetwood Mac
 *Leo Sayer
 *Stallion
 *Jennifer Warnes
 10 To 4 — Bob Seger
 15 To 10 — David Soul
 21 To 14 — George Harrison
 Ex To 23 — ELO
 Ex To 25 — John Travolta
 Ex To 26 — Thelma Houston

WEAQ — EAU CLAIRE

2-1 — Mary Macgregor
 Jennifer Warnes
 Mesa
 8 To 4 — Sylvers
 14 To 9 — Barbra Streisand
 18 To 13 — Steve Miller
 23 To 10 — Kansas
 24 To 16 — Tom Jones

KINT — EL PASO

2-1 — Barbra Streisand
 *Rod Stewart
 9 To 5 — Aerosmith
 11 To 7 — Kansas
 17 To 12 — 10cc
 18 To 11 — Kenny Nolan
 21 To 16 — George Harrison
 25 To 17 — Hall & Oates
 Ex To 20 — ELO

WJET — ERIE

3-1 — Al Stewart
 *Glen Campbell
 *Jennifer Warnes
 *Eagles
 16 To 8 — Hall & Oates
 23 To 16 — Olivia Newton-John
 25 To 15 — David Soul
 Ex To 26 — Tom Jones

14-RKO — EVERETT

5-1 — Heart
 *George Harrison
 *Rose Royce
 *Gordon Lightfoot
 *James Vincent
 *Boz Scaggs
 8 To 2 — Steve Miller
 9 To 3 — Glen Campbell
 17 To 11 — Ozark Mtn. Daredevils
 18 To 10 — 10cc
 20 To 14 — David Soul
 22 To 16 — Parker McGee
 28 To 18 — Jennifer Warnes
 29 To 19 — Jackson Browne
 30 To 25 — Burton Cummings
 Ex To 28 — Atlanta Rhythm Section
 Ex To 29 — Donna Summer
 Ex To 30 — Leo Sayer

KQWB — FARGO

1-1 — Barbra Streisand
 *Henry Mancini
 *Seals & Crofts
 *Neil Diamond
 *Gary Wright
 *Gordon Lightfoot
 *Stevie Wonder
 12 To 4 — 10cc
 15 To 10 — Elvis Presley
 16 To 9 — Al Stewart
 24 To 18 — Jackson Browne
 Ex To 13 — Leo Sayer
 Ex To 27 — Eagles
 Ex To 28 — Boston

KFJZ — FORTH WORTH

2-1 — Barbra Streisand
 No new additions
 Ex To 16 — 10cc

WVBF — FRAMINGHAM

2-1 — Barbra Streisand
 *Eagles
 *Olivia Newton-John
 *Natalie Cole
 *Deniece Williams
 10 To 7 — Fleetwood Mac
 Ex To 23 — Atlanta Rhythm Section
 Ex To 24 — ELO
 Ex To 25 — Tom Jones

KYNO — FRESNO

2-1 — Mary Macgregor
 *Glen Campbell
 *Eagles
 *Jackson Browne
 26 To 21 — Smokie
 Ex To 29 — ELO
 Ex To 30 — Rod Stewart

KKXL — GRAND FORKS

1-1 — David Soul
 Glen Campbell
 Wonder — Lovely
 Jackson Browne
 12 To 3 — Fleetwood Mac
 22 To 12 — Eagles
 23 To 16 — Kansas
 28 To 19 — Jacksons

WLAY — GRAND RAPIDS

1-1 — Barbra Streisand
 *Glen Campbell
 *Quincy Jones
 *John Travolta
 *Brass Construction
 *Eagles
 *William Bell
 11 To 7 — David Soul
 15 To 10 — Jackson Browne
 16 To 12 — Al Stewart
 19 To 10 — Atlanta Rhythm Section
 23 To 17 — Thelma Houston
 24 To 18 — Burton Cummings
 Ex To 26 — Natalie Cole
 Ex To 27 — Deniece Williams
 Ex To 28 — Orleans
 Ex To 29 — Leo Sayer

Z-96 — GRAND RAPIDS

1-1 — Mary Macgregor
 *Climax Blues Band
 *Kenny Nolan (re-add)
 14 To 4 — David Soul
 17 To 11 — Hall & Oates
 19 To 14 — Deniece Williams
 20 To 13 — Kansas
 22 To 17 — Steve Miller
 26 To 21 — Atlanta Rhythm Section
 30 To 23 — Orleans
 Ex To 19 — Thelma Houston
 Ex To 27 — ELO
 Ex To 30 — Glen Campbell

KEIN — GREAT FALLS

3-1 — Hall & Oates
 *Eagles
 *Jennifer Warnes
 *William Bell
 16 To 12 — Boston
 Ex To 19 — Ambrosia
 Ex To 20 — Atlanta Rhythm Section

WGSV — GUNTERSVILLE

1-1 — Barbra Streisand
 *Leo Sayer
 *Wilton Place Street Band
 *Deniece Williams
 8 To 4 — Wonder — Lovely
 20 To 16 — Mesa
 24 To 19 — Eagles
 27 To 21 — William Bell
 28 To 24 — Glen Campbell
 31 To 26 — Hot
 32 To 27 — Kerry Chater
 Ex To 30 — Jennifer Warnes
 Ex To 31 — Natalie Cole
 Ex To 32 — Ambrosia
 Ex To 33 — Orleans
 Ex To 34 — Rubinoos

WDRG — HARTFORD

1-1 — Mary Macgregor
 *Glen Campbell
 *Jennifer Warnes
 *Andrew Gold
 8 To 3 — Fleetwood Mac
 11 To 6 — Abba
 12 To 8 — 10cc
 16 To 10 — Thelma Houston
 25 To 19 — Kansas
 Ex To 29 — Wings
 Ex To 30 — David Soul

KILT — HOUSTON

3-1 — Mary Macgregor
 Kenny Rogers
 Olivia Newton-John
 *Leo Sayer
 *Climax Blues Band

11 To 6 — Bee Gees
 29 To 19 — Glen Campbell
 30 To 17 — David Soul
 36 To 27 — Jennifer Warnes
 38 To 29 — Wings
 39 To 32 — Rufus
 Ex To 34 — Eagles
 Ex To 37 — Bay City Rollers

KRBE — HOUSTON

3-1 — Kenny Nolan
 David Dundas
 David Soul
 *William Bell
 *Atlanta Rhythm Section
 15 To 9 — Hall & Oates
 Ex To 26 — Jackson Browne
 Ex To 29 — Wings



Trevor Burton



Bob Lamb



Bob Wilson



Steve Gibbons



Dave Carroll

The Steve Gibbons Band

presents a very special new album . . .

Rollin' On

MCA-2243

"A star is born"—Barbara Charone, Sounds

"Gibbons, this year's great white hope"—Davic Erown, Record Mirror

"I've seen them in clubs and major venues and every time they've been just so damned exciting that I haven't been able to stop trembling since, when they're on form which is almost always, they're unstoppable"

—Brian Harrigan, Melody Maker

"The dual lead attack is taken to the limit and the result is simply devastating, great concert Steve."—Barry Cain, Record Mirror

"A thrilling display of Rock 'n' Roll elegance my favorite song by anyone this year, Rollin' On, a brilliant number that's almost worth the price of the album alone and I'm left hungering for more."—Phil McNeil, N.M.E.



MCA RECORDS

POP RADIO PLAYLIST HIGHLIGHTS CONT.

(continued from page 46)

*Fleetwood Mac — Don't Stop
*Rose Royce
29 To 24 — Wings
33 To 23 — David Soul

KAAY — LITTLE ROCK

2-1 — Barbra Streisand
Jennifer Warnes
Jackson Browne
ELO
Eagles
8 To 4 — Bob Seger
15 To 10 — Kansas
17 To 11 — David Soul
20 To 15 — Glen Campbell
24 To 18 — Wings
26 To 19 — Atlanta Rhythm Section

WBLI — LONG ISLAND

1-1 — Eagles — New Kid
*Eagles — Hotel California
*Jennifer Warnes
*Atlanta Rhythm Section
7 To 2 — Kenny Nolan
Ex To 6 — Al Stewart
Ex To 9 — Abba

KHJ — LOS ANGELES

2-1 — Al Stewart
Natalie Cole
Atlanta Rhythm Section
Boz Scaggs
Rufus
13 To 9 — Barry Manilow
14 To 10 — David Soul
19 To 12 — Hall & Oates
21 To 15 — Thelma Houston
22 To 16 — Eagles
24 To 17 — 10cc
25 To 18 — Kansas

WAKY — LOUISVILLE

3-1 — Bob Seger
Eagles
Kiss
*Wilton Place Street Band
*KC & Sunshine Band
*Andrea True
*Leo Sayer
24 To 13 — David Soul
29 To 23 — Thelma Houston
30 To 24 — Wings
Ex To 29 — John Travolta

WKLO — LOUISVILLE

1-1 — Kenny Nolan
Natalie Cole
22 To 17 — David Soul
Ex To 22 — Jennifer Warnes
Ex To 23 — Thelma Houston
Ex To 24 — Eagles

WISM — MADISON

1-1 — Barbra Streisand
*Eagles
*Quincy Jones
*Jennifer Warnes
*William Bell
20 To 12 — Hall & Oates
26 To 20 — Wings
Ex To 29 — Climax Blues Band
Ex To 30 — Tom Jones

WFOM — MARIETTA

1-1 — Abba
Natalie Cole
*Eagles
*Mesa
9 To 3 — 10cc
10 To 6 — David Soul
11 To 7 — Atlanta Rhythm Section
13 To 8 — Bee Gees
14 To 9 — Hall & Oates
17 To 12 — Tom Jones
23 To 18 — Rod Stewart
24 To 20 — Jackson Browne
25 To 21 — Donna Summer
28 To 22 — William Bell
29 To 23 — John Travolta
Ex To 24 — Leo Sayer

Ex To 26 — Glen Campbell
Ex To 27 — Q
Ex To 30 — Hot

KRIB — MASON CITY

2-1 — Barbra Streisand
*Eagles
*Thelma Houston
*Yvonne Elliman — Hello Stranger
12 To 8 — David Soul
21 To 12 — Wings
23 To 17 — Jackson Browne
25 To 14 — ELO
Ex To 28 — Jennifer Warnes
Ex To 29 — Climax Blues Band
Ex To 30 — John Travolta

WMPS — MEMPHIS

1-1 — Barbra Streisand
*Andrea True
Deniece Williams
Leo Sayer
Wilton Place Street Band
10 To 3 — Eagles
18 To 13 — Kansas
19 To 15 — 10cc
21 To 17 — David Soul
25 To 14 — Tom Jones
29 To 23 — William Bell
30 To 24 — Glen Campbell

WHBO — MEMPHIS

2-1 — Barbra Streisand
Rose Royce
Wings
John Travolta
Atlanta Rhythm Section
14 To 9 — Bee Gees
17 To 12 — David Soul
20 To 14 — Kansas
21 To 15 — 10cc
22 To 16 — William Bell
28 To 22 — Thelma Houston

Y-100 — MIAMI

1-1 — Barbra Streisand
10cc
Kansas
Eagles
12 To 5 — Hall & Oates
13 To 9 — Al Stewart
14 To 8 — Bay City Rollers
20 To 15 — Abba
25 To 16 — David Soul
*WQAM — MIAMI
1-1 — Barbra Streisand
Atlanta Rhythm Section

Eagles
7 To 3 — Thelma Houston

15 To 11 — Hall & Oates
18 To 12 — Abba
20 To 16 — Kenny Nolan
23 To 19 — Enchantment

96X — MIAMI

1-1 — Rose Royce
Bay City Rollers
Hall & Oates
18 To 6 — Royce — Going Down
19 To 14 — Al Stewart
28 To 22 — KC & Sunshine Band
29 To 24 — Latimore
31 To 25 — Fleetwood Mac
42 To 26 — Aerosmith

KCRS — MIDLAND

2-1 — 10cc
*William Bell
*Deniece Williams
*Climax Blues Band
*Eagles
*Donna Summer
8 To 4 — Bee Gees
12 To 7 — Atlanta Rhythm Section
14 To 5 — David Soul
20 To 15 — Wings
26 To 19 — Hall & Oates
Ex To 26 — Jennifer Warnes
Ex To 27 — Jackson Browne
Ex To 28 — Glen Campbell
Ex To 29 — Wilton Place Street Band
Ex To 30 — Elton John

WOKY — MILWAUKEE

1-1 — Barbra Streisand
Rod Stewart
Leo Sayer
20 To 14 — Hall & Oates
22 To 17 — ELO

WZUU — MILWAUKEE

1-1 — Mary Macgregor
*Leo Sayer
*Gary Wright
12 To 7 — Hall & Oates
16 To 11 — George Harrison
17 To 13 — David Soul
Ex To 18 — ELO
Ex To 20 — Sanford Townsend

KDWB — MINNEAPOLIS

1-1 — Mary Macgregor
Ambrosia
9 To 3 — Hall & Oates
22 To 10 — Al Stewart
24 To 13 — Bob Seger
*WDGY — MINNEAPOLIS
3-1 — Hall & Oates
Eagles
Boston
Jackson Browne

KSTP — MINNEAPOLIS

1-1 — Hall & Oates
Jennifer Warnes
Tom Jones
*Queen
13 To 8 — Ambrosia
26 To 13 — Eagles
Ex To 27 — Mr. Big
*WABB — MOBILE
1-1 — Manfred Mann
*Jennifer Warnes
*Natalie Cole
*Climax Blues Band
20 To 15 — David Soul
Ex To 25 — Glen Campbell
Ex To 29 — William Bell
Ex To 30 — Wings

KFIV — MODESTO

1-1 — David Soul
Eagles
Leo Sayer
Boz Scaggs
Glen Campbell
20 To 13 — Rod Stewart
21 To 16 — George Harrison
30 To 25 — Jackson Browne
31 To 24 — Jennifer Warnes

KNOE — MONROE

1-1 — Al Stewart
Jennifer Warnes
William Bell
Eagles
*Mickey Honeycott
19 To 4 — Olivia Newton-John
21 To 16 — David Soul
36 To 31 — Hot

WHYY — MONTGOMERY

9-1 — Leo Sayer
*Jimmy Buffett
*Q
*Ambrosia
*William Bell
14 To 10 — Rod Stewart
23 To 15 — Glen Campbell
Ex To 21 — Eagles
Ex To 22 — Rufus
Ex To 23 — Kerry Chater
Ex To 24 — Thelma Houston

KVOX — MOORHEAD

1-1 — Barbra Streisand
*John Travolta
*Jennifer Warnes
*Stallion
10 To 5 — George Harrison
11 To 7 — Al Stewart
21 To 17 — Jackson Browne
25 To 18 — Wings
29 To 13 — Leo Sayer
30 To 23 — Ambrosia
Ex To 30 — Glen Campbell

WLAC — NASHVILLE

6-1 — Hall & Oates
*Thelma Houston
*Jackson Browne
*William Bell
19 To 10 — David Soul
23 To 19 — Tom Jones
27 To 22 — Eagles
28 To 20 — Wings
Ex To 23 — Glen Campbell
Ex To 28 — Rose Royce
Ex To 29 — Bee Gees

WMAK — NASHVILLE

2-1 — Hall & Oates
*Hot
*Thelma Houston
*Jackson Browne
*Mesa
7 To 3 — Abba

9 To 6 — 10cc

12 To 8 — Bee Gees
14 To 4 — Atlanta Rhythm Section
15 To 9 — Tom Jones
20 To 11 — David Soul
22 To 13 — Rod Stewart
27 To 20 — Glen Campbell
28 To 23 — William Bell
Ex To 30 — Eagles

WAVZ — NEW HAVEN

1-1 — Mary Macgregor
Rod Stewart
11 To 5 — Enchantment
12 To 6 — Rufus
19 To 10 — Natalie Cole
Ex To 21 — Eagles
Ex To 25 — Cameo

WNOE — NEW ORLEANS

1-1 — Barbra Streisand
Atlanta Rhythm Section
*Rufus
*Jennifer Warnes
*Donna Summer
7 To 4 — Steve Miller
11 To 6 — George Harrison
17 To 10 — 10cc
20 To 15 — Kansas
28 To 17 — Rod Stewart
29 To 19 — Boston
Ex To 7 — Wonder — Sir Duke
Ex To 18 — Fleetwood Mac
Ex To 23 — Thelma Houston
Ex To 26 — William Bell
Ex To 30 — Hot

WTIX — NEW ORLEANS

2-1 — Barbra Streisand
*Eagles
*ELO
*Glen Campbell
*Donna Summer
*Quincy Jones
*McCoo/Davis
18 To 14 — 10cc
20 To 15 — Boston
23 To 18 — Hall & Oates
Ex To 24 — Olivia Newton-John
Ex To 27 — Natalie Cole
Ex To 28 — Styx
Ex To 30 — Jackson Browne

WABC — NEW YORK

1-1 — Mary Macgregor
Kansas
7 To 5 — Barbra Streisand
9 To 6 — Abba
13 To 8 — Al Stewart
17 To 7 — Thelma Houston
*WPIX — NEW YORK
1-1 — Abba
No new additions

99X — NEW YORK

1-1 — Mary Macgregor
William Bell
Eagles
15 To 11 — Thelma Houston
18 To 14 — Bob Seger
25 To 22 — Hall & Oates
34 To 28 — ELO
35 To 27 — Kansas

WGH — NORFOLK

1-1 — Mary Macgregor
*Elton John
*Rod Stewart
Ex To 20 — Eagles
*WKY — OKLAHOMA CITY
1-1 — Barbra Streisand
*Eagles
*David Soul
18 To 13 — Wings
Ex To 18 — Thelma Houston
Ex To 20 — Tom Jones

KOMA — OKLAHOMA CITY

2-1 — Steve Miller
Tom Jones
Q
Rod Stewart
19 To 13 — Abba
29 To 20 — Hall & Oates

WOW — OMAHA

1-1 — Barbra Streisand
Jennifer Warnes
Eagles
Glen Campbell
14 To 9 — Fleetwood Mac
18 To 10 — Wings
19 To 11 — David Soul
20 To 15 — Climax Blues Band
Ex To 16 — ELO
Ex To 18 — Leon Redbone

WLOF — ORLANDO

1-1 — Barbra Streisand
*Glen Campbell
*Enchantment
*Tony Orlando
10 To 3 — Thelma Houston
18 To 13 — Boston
20 To 14 — David Soul
22 To 17 — Hot
23 To 16 — Atlanta Rhythm Section
24 To 19 — Tom Jones
Ex To 18 — George Harrison
Ex To 20 — Rod Stewart
Ex To 21 — Bay City Rollers
Ex To 27 — Boz Scaggs
Ex To 28 — William Bell
Ex To 29 — Jennifer Warnes

KACY — OXNARD

2-1 — Barbra Streisand
Atlanta Rhythm Section
Glen Campbell
Natalie Cole
Deniece Williams
John Denver

WBSR — PENSACOLA

4-1 — Abba
*Eagles
*Andrea True
*Hot
8 To 3 — Tom Jones
11 To 6 — Bee Gees
13 To 7 — Thelma Houston
15 To 10 — Kansas
16 To 11 — Olivia Newton-John
20 To 14 — Hall & Oates
24 To 19 — Atlanta Rhythm Section
26 To 21 — George Harrison
27 To 22 — Wings
28 To 20 — David Soul

30 To 25 — Elton John

33 To 27 — William Bell
34 To 29 — Rod Stewart
Ex To 32 — Natalie Cole
Ex To 35 — Jennifer Warnes
Ex To 38 — Leo Sayer
Ex To 40 — John Travolta

WIRL — PEORIA

2-1 — Abba
*Glen Campbell
20 To 11 — Hall & Oates
Ex To 20 — Thelma Houston
Ex To 21 — George Harrison
Ex To 24 — ELO

WFIL — PHILADELPHIA

2-1 — Manfred Mann
*McCoo/Davis
*Atlanta Rhythm Section
*Eagles
12 To 8 — Al Stewart
17 To 12 — 10cc
19 To 14 — Hall & Oates
20 To 15 — Wonder — Lovely
24 To 17 — David Soul
25 To 21 — Kansas
Ex To 22 — Deniece Williams
Ex To 24 — Tom Jones

WIFI — PHILADELPHIA

3-1 — Mary Macgregor
Leo Sayer (old — re-add)
Rose Royce (old — re-add)
9 To 2 — Kenny Nolan
19 To 11 — Thelma Houston
28 To 10 — Deniece Williams
Ex To 30 — Tom Jones

KOTN — PINE BLUFF

5-1 — David Soul
*Hot
*John Travolta
*Rose Royce
*Spinners
*Gallagher & Lyle
*Super Charge
15 To 4 — Hall & Oates
16 To 7 — George Harrison
23 To 17 — Wings
25 To 15 — Tom Jones
Ex To 25 — Eagles
Ex To 26 — William Bell
Ex To 27 — Jackson Browne
Ex To 28 — Glen Campbell

WPEZ — PITTSBURGH

1-1 — Manfred Mann
Rod Stewart
Kiss
David Soul
21 To 12 — Kenny Nolan
23 To 15 — Fleetwood Mac
31 To 24 — Eagles
35 To 30 — Tom Jones

130 — PITTSBURGH

1-1 — Hall & Oates
Enchantment
*Eagles
*Boz Scaggs
14 To 10 — Jacksons
18 To 14 — Deniece Williams
19 To 13 — Kenny Nolan
22 To 16 — Bob Seger
24 To 20 — Fleetwood Mac
Ex To 24 — 10cc
Ex To 27 — Wings

KGW — PORTLAND

1-1 — Barbra Streisand
*Jackson Browne
*Jennifer Warnes
6 To 2 — Hall & Oates
16 To 10 — Smokie
19 To 11 — Bee Gees
20 To 13 — David Soul
Ex To 20 — Glen Campbell
Ex To 28 — Atlanta Rhythm Section
Ex To 29 — ELO

KPAM — PORTLAND

1-1 — Barbra Streisand
Thelma Houston
Jennifer Warnes
Atlanta Rhythm Section
*Kim Carnes
28 To 23 — ELO
Ex To 27 — Eagles

WPRO — PROVIDENCE

1-1 — Barbra Streisand
Smokie
Rufus
*KC & Sunshine Band
*John Travolta
*John Denver
*Queen
*ELO
14 To 9 — Steve Miller
15 To 10 — George Harrison
22 To 11 — Kansas
23 To 15 — David Soul
Ex To 21 — Deniece Williams
Ex To 23 — Eagles

G-55 — PROVIDENCE

2-1 — Fleetwood Mac
ELO
Eagles
Jennifer Warnes
*Genesis
*Gary Wright
14 To 9 — Hall & Oates
15 To 10 — George Harrison
17 To 11 — Bob Seger
20 To 15 — Thelma Houston
23 To 12 — Kansas
24 To 18 — Rod Stewart
27 To 22 — David Soul
29 To 20 — Wings
30 To 24 — Boston

WKIX — RALEIGH

1-1 — Barbra Streisand
*Jennifer Warnes
*Eagles
7 To 3 — David Soul
12 To 6 — Fleetwood Mac
14 To 10 — Boston
21 To 16 — Natalie Cole
23 To 18 — William Bell
27 To 21 — George Harrison
Ex To 22 — Glen Campbell
Ex To 27 — Q

KKLS — RAPID CITY

3-1 — David Soul
*Rufus
*Glen Campbell
*Leo Sayer

*Mesa
11 To 2 — Atlanta Rhythm Section

13 To 8 — Fleetwood Mac
18 To 9 — 10cc
19 To 4 — George Harrison
21 To 13 — Olivia Newton-John
22 To 12 — Hall & Oates
28 To 18 — Thelma Houston
Ex To 20 — Eagles
Ex To 28 — Kansas
Ex To 29 — Climax Blues Band
Ex To 30 — Parker McGee

WLEE — RICHMOND

1-1 — Barbra Streisand
Jennifer Warnes
Wilton Place Street Band
*Leo Sayer
15 To 10 — Jackson Browne
17 To 12 — David Soul
27 To 18 — Hall & Oates
Ex To 25 — Eagles
Ex To 29 — Glen Campbell

Q-94 — RICHMOND

4-1 — Hall & Oates
*William Bell
*Leo Sayer
*Jennifer Warnes
10 To 6 — Barbra Streisand
11 To 7 — Jackson Browne
15 To 11 — Rod Stewart
20 To 16 — Atlanta Rhythm Section
23 To 18 — ELO
25 To 17 — David Soul
27 To 23 — Thelma Houston
Ex To 20 — Eagles
Ex To 25 — Natalie Cole
Ex To 31 — Glen Campbell

WBBF — ROCHESTER

3-1 — Barbra Streisand
Rod Stewart
Foghat
Gallagher & Lyle
Free Beer — RCA
9 To 2 — 10cc

WROK — ROCKFORD

3-1 — Mary Macgregor
*Kenny Nolan
*Gallagher & Lyle
*Jackson Browne
*Mr. Big
16 To 5 — Al Stewart
19 To 13 — Jacksons
27 To 23 — Kansas
32 To 16 — Boston
Ex To 33 — Rod Stewart
Ex To 34 — Climax Blues Band
Ex To 35 — Gary Wright

KNDK — SACRAMENTO

1-1 — Mary Macgregor
Deniece Williams
*George Harrison
*Atlanta Rhythm Section
*David Soul (re-add)
11 To 5 — Hall & Oates
Ex To 18 — Rod Stewart
Ex To 19 — Eagles

KROY — SACRAMENTO

1-1 — Mary Macgregor
Thelma Houston
Jennifer Warnes
14 To 9 — Hall & Oates
19 To 13 — Eagles
*WJON — ST. CLOUD
1-1 — Mary Macgregor
*Leo Sayer
*Climax Blues Band
13 To 7 — Hall & Oates
17 To 10 — 10cc
18 To 13 — Olivia Newton-John
Ex To 16 — Atlanta Rhythm Section
Ex To 17 — Wilton Place Street Band
Ex To 18 — Glen Campbell
Ex To 19 — Eagles
Ex To 20 — Elvis Presley
Ex To 21 — Kansas

KSLO — ST. LOUIS

1-1 — Mary Macgregor
Glen Campbell
Marshall Tucker Band
Leo Sayer
*Champagne
10 To 5 — Barbra Streisand
16 To 12 — 10cc
18 To 14 — Hall & Oates
23 To 19 — George Harrison
24 To 20 — Bee Gees
30 To 25 — Wings
33 To 27 — David Soul
Ex To 30 — Atlanta Rhythm Section
Ex To 35 — Wilton Place Street Band

KXOK — ST. LOUIS

4-1 — Abba
*Olivia Newton-John
9 To 5 — Kansas
10 To 3 — Barbra Streisand
14 To 10 — 10cc
Ex To 23 — Rod Stewart
Ex To 24 — Glen Campbell

KCPX — SALT LAKE CITY

1-1 — Barbra Streisand
*Kinks — Sleep Walker
12 To 7 — Kansas
22 To 17 — Rubinoos
24 To 19 — Ozark Mtn. Daredevils
27 To 22 — Stallion
28 To 23 — Atlanta Rhythm Section
Ex To 28 — Eagles
Ex To 29 — Tom Jones
Ex To 30 — ELO

KRSP — SALT LAKE CITY

1-1 — David Soul
*Jennifer Warnes
*Tom Jones
19 To 13 — Wings
23 To 12 — Rubinoos
23 To 17 — Bay City Rollers
28 To 19 — Eagles
Ex To 27 — Kiss
Ex To 28 — Glen Campbell
Ex To 29 — ELO
Ex To 30 — Thelma Houston

B-100 — SAN DIEGO

1-1 — Barbra Streisand
*Jackson Browne
*Boz Scaggs
11 To 5 — Kansas
28 To 22 — ELO
Ex To 29 — Rod Stewart
Ex To 30 — Eagles

KCBQ — SAN DIEGO

1-1 — Mary Macgregor
Eagles
*Boz Scaggs
*Ambrosia
*Champagne
21 To 12 — Hall & Oates
22 To 14 — Thelma Houston

KFRC — SAN FRANCISCO

1-1 — Steve Miller
Atlanta Rhythm Section
William Bell
14 To 11 — Eagles — Hotel California
17 To 14 — Barry Manilow
25 To 17 — George Harrison

KYA — SAN FRANCISCO

*Leo Sayer
*Jennifer Warnes
*Natalie Cole
10 To 6 — Thelma Houston
14 To 9 — Hall & Oates
15 To 10 — Bob Seger
22 To 18 — 10cc
25 To 20 — Kansas
Ex To 19 — ELO
Ex To 21 — Elton John

KLIV — SAN JOSE

6-1 — David Soul
*Jennifer Warnes
*Boz Scaggs
*Genesis
17 To 10 — Bob Seger
Ex To 16 — 10cc
Ex To 20 — Boston

KSly — SAN LUIS OBISPO

3-1 — Barbra Streisand
Atlanta Rhythm Section
Glen Campbell
Jennifer Warnes
Babys
8 To 3 — Hall & Oates
27 To 21 — Rubinoos
28 To 20 — Thelma Houston
29 To 24 — Tom Jones
30 To 26 — Hot

WSPA — SAVANNAH

1-1 — Barbra Streisand
Glen Campbell
Leo Sayer
Boz Scaggs
Rubinoos
*Marshall Tucker Band
12 To 5 — Kansas
18 To 11 — Tom Jones
19 To 15 — David Soul

KJR — SEATTLE

1-1 — Al Stewart
*Boston
*Jennifer Warnes
*Boz Scaggs
*Marshall Tucker Band
7 To 3 — Hall & Oates
18 To 10 — David Soul
Ex To 24 — Wings
Ex To 25 — Thelma Houston

KING — SEATTLE

1-1 — Barbra Streisand
*Smokie
*George Harrison
Jennifer Warnes
11 To 5 — 10cc
15 To 2 — Barry Manilow
17 To 7 — Fleetwood Mac
18 To 13 — Stephen Bishop
19 To 11 — Bob Seger
22 To 16 — David Soul
23 To 17 — Wings
Ex To 15 — Kansas
Ex To 21 — Boz Scaggs — What Can

KEEL — SHREVEPORT

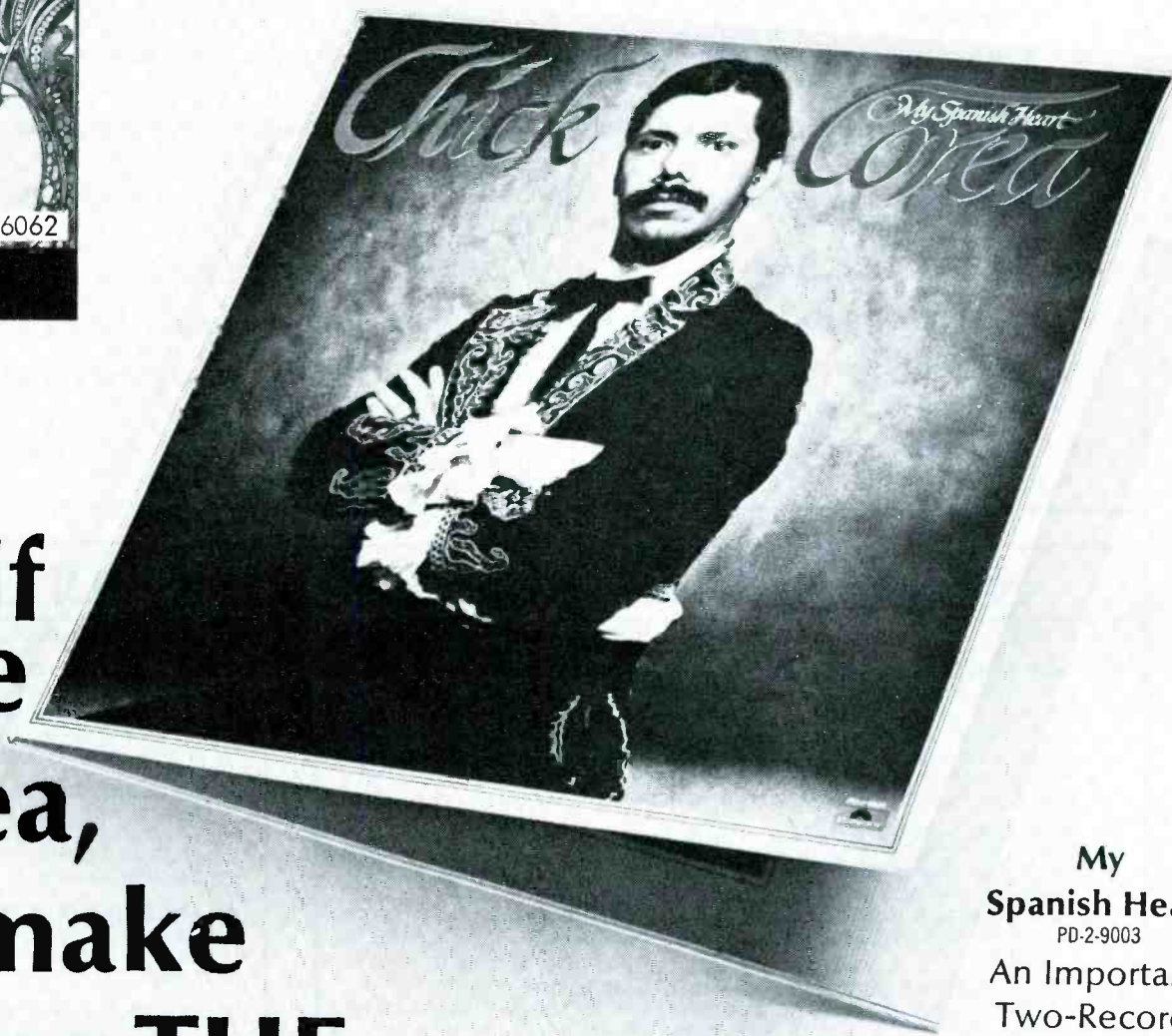
3-1 — Al Stewart
*Jackson Browne
*Rod Stewart

What do you do to follow up the Grammy Winning Artistic Achievement of 1976?



GRAMMYS

"Best Jazz Performance by a Group"
"Best Instrumental Arrangement"



My
Spanish Heart
PD-2-9003
An Important
Two-Record
Set

If
you're
Chick Corea,
you make
perhaps THE
Artistic Achievement
of 1977.



Where you raise your standard of listening

POLYDOR INCORPORATED

810 7th AVENUE, NEW YORK, N.Y. 10019/A POLYGRAM COMPANY/DIST. BY PHONODISC, INC.

Write or call your local Phonodisc Distributor Sales Office for displays or other promotional items.

CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS

	This Week	To Date
1. Hotel California — Eagles — Asylum	19%	62%
2. Right Time Of The Night — Jennifer Warnes — Arista	18%	44%
3. So In To You — A.R.S. — Polydor	16%	67%
4. Southern Nights — Glen Campbell — Capitol	16%	45%
5. The First Cut Is The Deepest — Rod Stewart — WB	10%	64%
6. Tryin' To Love Two — William Bell — Mercury	10%	32%
7. I've Got Love On My Mind — Natalie Cole — Capitol	10%	28%
8. When I Need You — Leo Sayer — WB	10%	18%
9. Lido Shuffle — Boz Scaggs — Columbia	9%	12%
10. Couldn't Get It Right — Climax Blues Band — Sire	7%	19%
11. Don't Give Up On Us — David Soul — Private Stock	6%	75%
12. Here Come Those Tears Again — Jackson Browne — Asylum	6%	51%
13. Do Ya — ELO — UA	5%	59%
14. Free — Deniece Williams — Columbia	5%	26%
15. Disco Lucy — Wilton Place Street Band — Island	5%	24%
16. I'm Your Boogie Man — K.C. & The Sunshine Band — TK	5%	9%

STATION ADDS THIS WEEK

WAYS, WSAI, WSGN, WMET, Y-100, WFIL, WQAM, WISM, WNCI, WJET, WOW, WKY, KIOA, WAKY, WFOM, 13Q, WDG, 99X, WVBF.

WDR, WOW, WORC, WQXI, KTLK, WISM, WLEE, WERC, KJRB, WSGN, KTAC, Q-94, KJR, WJET, WNOE, KYA, KSTP, KPAM.

WQAM, WFIL, WERC, WMET, WAPE, KNDE, KRBE, WRKO, KHJ, KFRC, KLIF, WHBQ, WKBW, WNOE, KPAM, WBT.

KSLQ, KLIF, WRKO, KBEQ, WNDE, WJET, WAYS, WSGA, WIRL, KTAC, WGCL, KTLK, WORC, WOW, WDR, KIMN.

KTLK, KIOA, WBBF, KEEL, WPEZ, WOKY, WAVZ, WDRQ, WBT, WGH.

WORC, WISM, WCAO, WCOL, WHHY, Q-94, WLAC, KRBE, KFRC, 99X.

WQXI, Z-93, WSGN, WFOM, WING, KHJ, WKLO, WVBF, KYA, WBBQ.

WAKY, WMPS, WLEE, WMET, WZUU, Q-94, WSGA, WOKY, KSLQ, KILT.

B-100, KJR, WSGA, WPGC, 13Q, WRKO, KHJ, KLIF, KCBQ.

KILT, KBEQ, KJOY, KJRB, WBBQ, Z-96, KIOA.

WPEZ, KRBE, WNDE, CKLW, WNOE, WKY.

WGCL, B-100, WLAC, KEEL, WDG, WMAK.

KJRB, KEEL, WRKO, CKLW, WPRO.

WMPS, WCAO, KNDE, KJOY, WVBF.

WAKY, WMPS, WLEE, WCOL, WAPE.

WAKY, KERN, KTLK, WCOL, WPRO.

RADIO ACTIVE SINGLES

- DON'T GIVE UP ON US — DAVID SOUL — PRIVATE STOCK**
WHBQ 17-12, WKLO 22-17, KSLQ 33-27, KIMN 17-13, KING 22-16, KILT 30-17, WBT 19-11, WJET 25-15, WFOM 10-6, WPGC 13-5, WMAK 20-11, KHJ 14-10, WAKY 24-13, KIOA 26-16, WDR 20-11, WMPS 21-17, WOW 19-11, WORC 13-9, WNCI 21-9, KTLK 30-21, WLEE 17-12, WGCL 15-9, WFIL 24-17, WERC 13-5, Y-100 25-16, WBBQ 24-17, Z-93 19-11, WCOL 7-2, WZUU 17-13, WAPE 29-20, Q-94 23-17, WLAC 19-10, KJR 18-10, WSGA 19-15.
- RICH GIRL — HALL & OATES — RCA**
WRKO 17-10, KHJ 19-12, KLIF 17-9, KBEQ 20-8, WOKY 20-14, KYA 14-9, KIMN 13-7, 99X 25-22, WKBW 19-9, KSLQ 18-14, KCBQ 21-12, WCOL 10-6, WZUU 12-7, KTAC 17-12, WIRL 20-11, WLAC 6-1, KDWB 9-3, KJR 7-3, WJET 14-9, KRBE 15-9, KIOA 8-1, WORC 22-14, WQXI 22-17, WNCI 10-4, WISM 20-12, WQAM 15-11, WLEE 27-18, WGCL 7-2, WFIL 19-14, Y-100 12-5, KJRB 15-10, WSGN 11-4.
- THE THINGS WE DO FOR LOVE — 10cc — MERCURY**
KHJ 24-17, KLIF 14-10, WHBQ 21-15, WKBW 11-5, KSLQ 16-12, WNOE 17-10, KYA 22-18, KING 11-5, WFOM 9-3, WNDE 26-12, 13Q ex-24, KBEQ 28-16, KIOA 11-6, WDR 12-8, WMPS 19-15, WQXI 7-3, KTLK 37-28, WGCL 9-5, WFIL 17-12, WLS 16-12, KXOK 14-10, WBBF 9-2, KTAC 18-13, WSAI 17-13.
- MAYBE I'M AMAZED — WINGS — CAPITOL**
KING 23-17, KILT 38-29, WAKY 30-24, KIOA 23-10, WDR 20-11, WKY 18-13, WOW 18-10, WORC 18-13, WISM 26-20, WGCL 23-16, WCAO 19-13, WMET 24-19, Q-102 ex-26, WBBQ 28-23, KJRB ex-25, WCOL 24-18, WLAC 28-20, KJR ex-24, KRBE ex-29, 13Q ex-27, WRKO 29-24, KSLQ 30-25, KIMN ex-22.
- HOTEL CALIFORNIA — EAGLES — ELEKTRA**
WPEZ 31-24, KNUS 28-24, WPGC 11-6, WING 40-25, WAVZ ex-21, KHJ 22-16, KFRC 14-11, WKBW ex-18, KLEO ex-24, KSTP 26-13, WMPS 10-13, WLEE ex-25, WERC ex-27, WCOL 34-23, WHHY ex-21, KNDE ex-19, Q-94 ex-20, WLAC 27-22, KEEL ex-24, KJOY 30-15, KPAM ex-27, KILT ex-24.
- DON'T LEAVE ME THIS WAY — THELMA HOUSTON — TAMLA**
WAKY 29-23, WDR 16-10, WKY ex-18, WQAM 7-3, WERC ex-31, WMET 22-18, KJRB ex-27, WHHY ex-24, Q-94 27-23, WIRL ex-20, WABC 17-7, KJR ex-25, WSAI 29-18, WNDE 30-23, KHJ 21-15, KLIF 23-16, 99X 15-11, WKLO ex-23, KCBQ 22-14, WNOE ex-23, KYA 10-6.
- CARRY ON WAYWARD SON — KANSAS — KIRSHNER**
WSAI 12-5, WAYS 10-5, WRKO 21-17, KHJ 25-18, 99X 35-27, WDRQ 24-18, KYA 25-20, WNOE 20-15, CKLW 23-19, WKBW 10-4, WHBQ 20-14, KING ex-15, WDR 25-19, WMPS 18-13, WORC 25-20, WLS 13-8, KXOK 9-5, B-100 11-5, WSGA 12-5.

SECONDARY RADIO ACTIVE

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

- WHEN I NEED YOU — LEO SAYER — WB** Adds: WJON, KKLS, WKWK, 98Q, WISE, KELI, WRFC, WPTR, WEBC, WGLF, KCRS, WGUY, WSPT, KFIV, WLCY, WGSV; Jumps: KVOX 29-13, WING 43-31, WTLB 30-24, KQWB ex-13, WCRO ex-19, 14-RKO ex-30, WAIR ex-27, WCUE ex-39, WTRY ex-35, WQPD ex-38, WFOM ex-24, WBSR ex-38.
- COULDN'T GET IT RIGHT — CLIMAX BLUES BAND — SIRE**
Adds: KAKC, WPTR, WJON, WABB, WCUE, WGUY; Jumps: WSPT 24-19, WOW 20-15, WRJZ 26-21, WING 45-37, KKLS ex-29, KRIB ex-29, 98Q ex-28, WISE ex-30, WROK ex-34, KELI ex-28, WISM ex-29, WTRY ex-34, WQPD ex-34, WMFJ ex-28.
- ANGEL IN YOUR EYES — HOT — ATLANTIC**
Adds: WGLF, WBSR, KOTN; Jumps: KVOL 20-15, KSLY 30-26, WAAY 18-14, WGSV 31-26, WLOF 22-17, WMFJ 19-13, KNOE 36-31, WHNN ex-29, WFOM ex-30.
- I THINK WE'RE ALONE NOW — RUBINOOS — BESERKLEY**
Adds: WQPD, WCUE, WCRO, KFVR, KVOL, WGUY; Jumps: KRSP 22-12, KSLY 27-21, WGSV ex-34.
- I WANNA GET NEXT TO YOU — ROSE ROYCE — MCA**
Adds: WORD, KENO, WBG, WING, WAEB, 14-RKO, KOTN; Jumps: WQPD 37-31, KVOL 27-22.
- GLORIA — ENCHANTMENT — UA**
Adds: 98Q, WISE, WLOF, WTMA; Jumps: WAVZ 11-5, WCRO ex-28, WKWK ex-30.
- SAILING SHIPS — MESA — ARIOLA AMERICA**
Adds: WRFC, WFOM, WEAQ, KKLS; Jumps: WMFJ 10-6, WGSV 20-16, WAIR ex-28, KVOL ex-39.
- LIDO SHUFFLE — BOZ SCAGGS — COLUMBIA**
Adds: WRFC, KFIV, WMFJ, 14-RKO; Jumps: WCUE ex-37, WLOF ex-27.
- PHANTOM WRITER — GARY WRIGHT — WB**
Adds: WTLB, KQWB, KENO, WING, G-55; Jumps: WROK ex-35.
- OLD FASHIONED BOY — STALLION — CASABLANCA**
Adds: WCUE, WEBC, WQPD, KVOX, WNDR.
- DANCIN' MAN — Q — EPIC**
Adds: WKIX, KOMA; Jumps: WAIR ex-29, WMFJ ex-22, WFOM ex-27.
- I'M YOUR BOOGIE MAN — KC & SUNSHINE BAND — TK**
Adds: WHNN, WORD, WCRO; Jumps: 96X 28-22, WMFJ ex-29.

THE SINGLES BULLETS

- #1 BARBRA STREISAND** — #1 power rotation at 45% of our reporters including majors CKLW, WDRQ, WOKY, WKBW, KLIF, WMPS, WHBQ, WORC, WNCI, WQAM, Q-102, WGCL, WCOL, WAPE, Y-100, WLEE, KCPX, WSGA. Top 5 airplay at 80% of our stations. Still jumping at WERC 8-2, KXOK 10-3, Q-94 10-6, WABC 7-5, KSLQ 10-5, WDRQ 5-1. #1 sales at Music Street/Seattle, Cavages/Buffalo, El Roy/L.I., Stark/Cleve., Bromo/Okla. City, Sieberts/Little Rock. Top 3 selling single at Tower/S.D., Music Plus/L.A., Peaches/Columbus/Denver, Peters/Boston, Richman Bros./Phila., Dicks/Boston, Win/N.Y., Giant/Va., Consolidated/Det., Prospect/Cleve., Poplar Tunes/Memphis, Franklin/Atl., United/Miami, Music Scene/Atl., Harmony House/Det.
- #5 ABBA** — Jumps at WQAM 18-12, Y-100 20-15, WMET 17-11, WLS 18-14, KNUS 21-16, WMAK 9-3, CKLW 17-12. Top 5 airplay at 40% of our reporters including WAKY-4, KIOA-2, WOW-5, WORC-3, WQXI-1, WNCI-5, WISM-5, WZUU-4, WFIL-5, KXOK-1, Z-93-3, WBBQ-3, WIRL-2, B-100-2, KDWB-4, WSGA-3, KEEL-2, 99X-5, KSTP-3, WKLO-2, WVBF-2, KIMN-4, WPGC-2, WPIX-2, WMAK-3, WDGY-4, WFOM-1, WING-5, WAYS-2. Top 5 sales at Tower/S.D., City One Stop, Music Plus/L.A., Peaches/Atl./Columbus/St. Louis/Delwood, Bee Gee/Albany, Central/Hartford, Waxie Maxie/D.C., Norman Cooper/Phila., El Roy/L.I., Win/N.Y., Giant/Va., Harmony House/Det., Franklin/Atl., Sieberts/Little Rock.
- #7 HALL AND OATES** — #2 most active single with 34 prime movers including KIOA 8-1, WQXI 22-17, WNCI 10-4, WQAM 15-11, WGCL 7-2, WFIL 19-14, Y-100 12-5, KJRB 15-10, WSGN 11-4. Top 5 airplay at KIOA-1, WMPS-5, WKY-5, WOW-2, WNCI-4, WGCL-2, Y-100-5, WHHY-4, KCPX-4, WCAO-1, WSGN-4, WLAC-1, KDWB-3, KJR-3, WSGA-2, WHBQ-4, KSTP-1, CKLW-4, WPGC-1, KJOY-5, KRSP-3, 13Q-1, WPEZ-2, WMAK-1, WAYS-1. Key adds at WLS, Z-93, KNUS. Top 5 selling single at Tower/S.D., World Wide/Seattle, Music Plus/L.A., Peaches/Maple Heights/Cleve./Denver, Waxie Maxie/D.C., Richman Bros./Phila., Double B/L.I., Giant/Va., Consolidated, Harmony House/Det., Stark, Prospect/Cleve., Central South/Nash.
- #8 KANSAS** — #7 most active single with 20 prime movers including WMPS 18-13, WLS 13-8, KXOK 9-5, WSAI 12-5, WAYS 10-5, WRKO 21-17, KHJ 25-18, WNOE 20-15, KYA 25-20, CKLW 23-19, WKBW 10-4, WHBQ 20-14. Added at Y-100. Top 5 rotation at WOW-4, WNCI-2, KXOK-5, WBBQ-5, WCAO-3, WERC-3, B-100-5, WSGA-5, WAYS-5, WKBW-4, WPGC-3, KRSP-4, WFOM-4, WING-4, WSAI-5. Top 10 sales at Peaches/Columbus/Delwood, Central/Hartford, Peters/Boston, Waxie Maxie/D.C., Moreys/Balt., Giant/Va., Singer/Chi., Sieberts/Little Rock, Southern/Miami, Win/N.Y., Music Plus/L.A., Bromo/Okla. City.
- #9 10cc** — #3 most active single with 24 big jumps including KIOA 11-6, WMPS 19-15, WQXI 7-3, KTLK 37-28, WGCL 9-5, WFIL 17-12, KXOK 14-10, WBBF 9-2, KTAC 18-13, WSAI 17-13. Added at Y-100, KNUS. Top 5 airplay at WAKY-2, WORC-4, WQXI-3, WGCL-5, WLEE-4, WBBF-2, KCPX-2, KJRB-4, Z-93-5, WERC-1, WBN-1, WRKO-2, WKLO-4, WMAK-5. Top 10 sales at Music Street/Seattle, Tower/S.F., World Wide/Seattle, Peaches/Maple Heights/Cleve., Bee Gee/Albany, Central/Hartford, Peters, Dicks/Boston, Waxie Maxie/D.C., New England Music City/Boston, Win/N.Y.
- #10 THELMA HOUSTON** — #6 most active single with 21 big jumps including WAKY 29-23, WQAM 7-3, WMET 22-18, WABC 17-7, KJR ex-25, WSAI 29-18, KHJ 21-15, KLIF 21-15, 99X 15-11, WNOE ex-23, KYA 10-6. New adds at WLAC, WMAK, WKBW, KPAM. Top 5 airplay at WORC-2, WQXI-2, WQAM-3, Z-93-2, WCAO-2, WRKO-1, KRBE-5. Top 10 sales at Tower/S.D., Peaches/Maple Heights/Ft. Laud./Atl., Rec. & Tape/Balt., Peters/Boston, Richman Bros./Phila., El Roy/L.I., New England Music City/Boston, Win/N.Y., Giant/Va., Stark/Cleve., Interstate/Miami, Franklin/Atl. (#8 on CB R&B singles chart).
- #11 DAVID SOUL** — #1 most active single with 34 big jumps including WAKY 24-13, WMPS 21-17, WNCI 21-9, WGCL 15-9, WFIL 24-17, Y-100 25-16, Z-93 19-11, WCOL 7-2, KJR 18-10, WHBQ 17-12, KSLQ 33-27, KHJ 14-10, KILT 30-17. Key adds at WPEZ, KRBE, CKLW, WNOE, WNDE, WKY. Top 5 airplay at Z-96-4, WCOL-2, WHHY-3, WBBF-3, KCPX-5, WERC-5, WSGN-1, WBN-5, WPGC-5, KJOY-4, KRSP-1, KBEQ-3. Strong sales at Tower/S.F., World Wide/Seattle, Music Plus/L.A., Peaches/Maple Heights/Columbus/Cleve./Delwood/Denver, Bee Gee/Albany, Waxie Maxie/D.C., Cavages/Buffalo, King Karol/N.Y., Dicks/Boston, Win/N.Y., Giant/Va., Stark, Prospect/Cleve., West. Merch./Amarillo, Franklin/Atl., Central South/Nash., Music Scene/Atl.
- #13 BOSTON** — Added at WDGY, WSAI, KJR. Jumped at Q-102 19-15. Strong sales at Tower/S.F./Sac., City One Stop, Music Plus/L.A., Peaches/Columbus/Delwood, Bee Gee/Albany, Central/Hartford, Peters Dicks/Boston, Waxie Maxie/D.C., Double B/L.I., Win/N.Y., Giant/Va., Singer, Galgano/Chi., Stark, Prospect/Cleve., West. Merch./Amarillo.
- #16 WINGS** — #4 most active single with 23 big jumps including WGLC 23-16, WCAO 19-13, WMET 24-19, Q-102 ex-26, KJR ex-24, KRBE ex-29, 13Q ex-27, WRKO 29-24, KSLQ 30-25, KILT 38-29. Heavy adds at WLS, WHBQ, WQXI. Strong sales at City One Stop, Music Plus/L.A., Peaches/Maple Heights/Atl./Delwood, Rec. & Tape/Balt., Peters/Boston, Double B/L.I., King Karol/N.Y., Moreys/Balt., Win/N.Y., Singer/Chi., Stark, Prospect/Cleve., Central South/Nash.
- #17 ARS** — #3 most added single with 16 new stations including WFIL, WQAM, WMET, KRBE, WRKO, KHJ, KFRC, KILF, WHBQ, WKBW, WNOE, WBT, KPAM, KNDE, WAPE. Jumps at WQXI 20-6, WGCL 21-15, Z-93 17-13, WPGC 24-16, WVBF ex-23, KJOY 27-20, KTAC ex-27, WBBQ 21-16. Strong sales at Tower/S.D., Music Plus, Wallichs/L.A., Peaches/Ft. Laud./Cleve., Rec. & Tape/Balt., Peters/Boston, Waxie Maxie/D.C., Richman Bros./Phila., New England Music City, Dicks/Boston, Singer, Galgano/Chi., Harmony House/Det., Stark, Prospect/Cleve., Interstate/Miami, West. Merch./Amarillo, Franklin/Atl., Central South/Nash., Southern/Miami.
- #18 GEORGE HARRISON** — Added at KING, KBEQ, KEEL, KNDE. Jumps at WORC 15-10, WCAO 16-12, Q-102 ex-24, WLS 17-15, WZUU 16-11, WIRL ex-21, KNUS 22-18, KFRC 25-17, KSLQ 23-19, WNOE 11-6. Good sales at Tower/S.F./Sac./S.D., Peaches/Delwood/Columbus/St. Louis/Denver, Central/Hartford, Waxie Maxie/D.C., Double B/L.I., King Karol/N.Y., New England Music City/Boston, Win/N.Y., Giant/Va., Singer, Galgano/Chi., Stark, Prospect/Cleve., West. Merch./Amarillo, Central South/Nash., Southern/Miami, Music Scene/Atl.
- #19 TOM JONES** — Added at WPGC, KSTP. Jumps at Z-93 12-8, WPEZ 35-30, WAYS 21-9, WMAK 15-9, KEEL ex-29, KTAC ex-26, WBBQ 25-20, WVBF ex-25, WISM ex-30, WJET ex-26. Strong sales at Peaches/Ft. Laud./Columbus/Dallas/Cleve., Peters, Dicks, New England Music City/Boston, Double B/L.I., Giant/Va., Galgano/Chi., Consolidated/Det., Stark, Prospect/Cleve., Bromo/Okla. City, West. Merch./Amarillo, Franklin/Atl., Sieberts/Little Rock, Music Scene/Atl.
- #20 ELO** — Heavy adds at CKLW, WRKO, WPRO, KEEL, KJRB. Jumps at WQXI 29-19, 99X 34-28, KPAM 28-23, WVBF ex-24, KYA ex-19, WOKY 22-17, WIRL ex-24, WSGN 32-25. Good sales at Tower/S.F./S.D., City One Stop/L.A., Peaches/Columbus/Dallas/Delwood, Rec. & Tape/Balt., Central/Hartford, Peters, New England Music City/Boston, Waxie Maxie/D.C., Double B/L.I., King Karol/N.Y., Win/N.Y., Galgano/Chi., Harmony House/Det., Prospect/Cleve., Bromo/Okla. City, West. Merch./Amarillo, Franklin/Atl., Central South/Nash.
- #21 ROD STEWART** — #5 most added single with 10 new stations including WPEZ, KTLK, WGH, WBT, WDRQ, WAVZ, WOKY, KEEL, WBBF, KIOA. Jumped at WMET 26-22, KXOK ex-23, WSGN 29-24, WHHY 14-10, Q-94 15-11, KJOY 17-8, WNOE 28-17. Good sales at Tower/Sac./S.D., World Wide/Seattle, Peaches/Delwood, Bee Gee/Albany, Rec. & Tape/Balt., Peters, New England Music City/Boston, Waxie Maxie/D.C., Norman Cooper/Phila., El Roy/L.I., King Karol/N.Y., Giant/Va., Singer/Chi., Consolidated/Det., Prospect, Northern/Cleve., Franklin/Atl.
- #24 DENIECE WILLIAMS** — Added at WMPS, WCAO, WVBF, KJOY, KNDE. Last week added at WFIL. Jumps at WERC 27-23, WFIL ex-22, KEEL ex-25, 13Q 18-14, WPRO ex-21. Sales at Peaches/Maple Heights/Ft. Laud./Cleve., Central/Hartford, Richman Bros., Norman Cooper/Phila., King Karol/N.Y., Moreys/Balt., Singer, Galgano/Chi., Interstate/Miami, Franklin/Atl., Specs/Fla.
- #25 JACKSON BROWNE** — Added at WGCL, B-100, WLAC, KEEL, WDGY, WMAK. Jumps at WORC 21-16, WQXI 23-18, WLEE 15-10, Q-94 11-7, KRBE ex-26. Sales at Music Street/Seattle, Tower/Sac., Peaches/Denver, Central/Hartford, Cavages/Buffalo, Double B/L.I., King Karol/N.Y., Moreys/Balt., Win/N.Y., Singer/Chi., Bromo/Okla. City, Interstate/Miami, Franklin/Atl., Central South/Nash., Music Scene/Atl.
- #26 NATALIE COLE** — #7 most added single with 10 new stations including WQXI, Z-93, KHJ, KYA, WVBF, WKLO, WING, WFOM, WSGN, WBBQ. Jumps at WCAO ex-28, WCOL 40-32, Q-94 ex-25, WPGC 25-20, WAVZ 19-10. Sales at Music Street/Seattle, Tower/S.F., Peaches/Maple Heights/Ft. Laud./Atl./St. Louis/Dallas, Rec. & Tape/Balt., Peters/Boston, Cavages/Buffalo, Richman Bros./Phila., Double B, El Roy/L.I., King Karol/N.Y., New England Music City/Boston, Moreys/Balt. (#1 on CB R&B singles chart for the second week in a row).
- #28 WILTON PLACE STREET BAND** — Added at WMPS, WAKY, WLEE, WCOL, WAPE. Last week added at WOKY, KSLQ, WDRQ. Strong sales at Tower/S.D., City One Stop, Music Plus/L.A., Peaches/Ft. Laud./Dallas/Delwood, Rec. & Tape/Balt., Peters/Boston, Richman Bros./Phila., El Roy/L.I., King Karol, Win/N.Y., Galgano/Chi., Consolidated/Det., Northern/Cleve., Central South/Nash.
- #29 WILLIAM BELL** — #6 most added single with 10 new stations including 99X, KFRC, KRBE, WLAC, Q-94, WHHY, WCOL, WCAO, WISM, WORC. Jumps at WMPS 29-23, WQXI 18-9, WERC ex-30, WBBQ 28-23, Z-93 18-9, KEEL ex-23, KJOY 28-16, WMAK 28-23, WHBQ 22-16, WNOE ex-26, WDRQ 26-20. Strong sales at Music Plus/L.A., Peaches/Atl., Waxie Maxie/D.C., Richman Bros./Phila., Double B/L.I., King Karol/N.Y., Moreys/Balt., Singer/Chi., Consolidated/Det., Northern/Cleve., Interstate, Southern/Miami, Franklin/Atl. (#7 bullet on CB R&B singles chart).
- #31 JENNIFER WARNES** — #2 most added single with 18 new stations including WQXI, KTLK, KJR, WNOE, KYA, KSTP, KPAM, WORC, WOW, WLEE, WERC, WISM. Jumps at WCAO ex-29, WKLO ex-22, KIMN ex-25, KILT 36-27. Strong sales at Tower/S.F./Sac., Waxie Maxie/D.C., Double B/L.I., King Karol/N.Y., Moreys/Balt., Dicks/Boston, Win/N.Y., Giant/Va., Prospect/Cleve., Southern/Miami.
- #32 GLEN CAMPBELL** — #4 most added single with 16 new stations including KSLQ, KLIF, WRKO, KBEQ, WNDE, WJET, WAYS, WIRL, KTAC, WGCL, KTLK, WORC, WOW. Jumps at WMPS 30-24, WLEE ex-29, WERC ex-26, Z-93 28-16, KXOK ex-24, WSGN 23-16, Q-94 ex-31, WLAC ex-23, WING 42-33, WMAK 27-10, WKBW 30-25. Sales at Peaches/Ft. Laud./Columbus, Peters/Boston, Waxie Maxie/D.C., Double B/L.I., Prospect, Northern/Cleve., Sieberts/Little Rock.
- #33 JOHN TRAVOLTA** — Added at WHBQ, WPRO, KIOA. Last week added at WPGC, WSAI, WMAK, WCAO. Jumps at WAKY ex-29, WCAO ex-27, KEEL ex-27, WSAI 30-25, WKBW 23-16. Sales at Bee Gee/Albany, Cavages/Buffalo, King Karol, Win/N.Y., Stark, Prospect/Cleve., Interstate/Miami, Franklin/Atl., Central South/Nash.
- #34 RUFUS** — Added at KHJ, WNOE, WPRO, KJOY. Last week added at WBBQ, WFOM, WISM. Jumped at WNCI 12-7, WCAO 23-19, WBBQ ex-30, WCOL 33-26, WHHY ex-22, WAVZ 12-6. Sales at Music Street/Seattle, Peaches/Maple Heights/Ft. Laud./Atl./Columbus/Dallas, Rec. & Tape/Balt., Waxie Maxie/D.C., Richman Bros./Phila., Double B, El Roy/L.I., King Karol/N.Y., Moreys/Balt., Win/N.Y., Giant/Va., Stark/Cleve., Interstate/Miami. (#5 bullet on CB R&B singles chart).
- #37 EAGLES** — #1 most added single this week with 19 new stations including WAYS, WSAI, WMET, Y-100, WFIL, WQAM, WNCI, 13Q, WDGY, 99X, WVBF, WFOM, WAKY, KIOA, WSGN. #5 most active single with 23 big jumps including WPEZ 31-24, KNUS 28-24, KHJ 22-16, KFRC 14-11, WMPS 10-3, WLEE ex-25, WCOL 34-23, KEEL ex-24, KJOY 30-15, WLAC 27-22, KILT ex-21. Good sales at Music Plus, Wallichs/L.A., Peaches/Maple Heights, Rec. & Tape/Balt., Waxie Maxie/D.C., El Roy/L.I., King Karol/N.Y., Moreys/Balt., Dicks/Boston, Prospect/Cleve., Bromo/Okla. City, Music Scene/Atl.
- #41 OLIVIA NEWTON-JOHN** — Added at KXOK, KILT, WVBF. Last week added at WPIX, WGCL. Jumps at KEEL ex-28, WJET 23-16. Good sales at Bee Gee/Albany, Peters/Boston, Waxie Maxie/D.C., Moreys/Balt., Win/N.Y., Giant/Va., Galgano/Chi., Harmony House/Det., Stark, Prospect/Cleve., Interstate/Miami, Music Scene/Atl.
- #54 ENCHANTMENT** — Added at WAYS, WPGC, 13Q. Jumped at WQAM 23-19, WAVZ 11-5. Sales at Tower/S.D., City One Stop/L.A., Peaches/Maple Heights/Ft. Laud., Rec. & Tape/Balt., Richman Bros./Phila., Double B/L.I., Singer/Chi., Consolidated, Harmony House/Det., Franklin/Atl., Southern/Miami. (#2 bullet on CB R&B singles chart).
- #57 CLIMAX BLUES BAND** — #10 most added single with 7 new stations including KIOA, Z-96, WBBQ, KJOY, KBEQ, KILT. Jumps at WOW 20-15, WISM ex-29, WING 45-37. #2 most active single on the secondary level with movement at 98Q, WTRY, KKRS. Sales at Cavages/Buffalo, Win/N.Y., Giant/Va., Interstate/Miami.
- #60 LEO SAYER** — #8 most added single with new stations at WAKY, WMPS, WLEE, WMET, WZUU, WSGA, WOKY, KSLQ, KILT. Jumps at WHHY 9-1, WING 43-31. #1 most active single on the secondary level with movement at WISE, WGUY, WSPT, WCRO, WCUE. Early sales at Music Street/Seattle, Bee Gee/Albany, Peters/Boston, King Karol, Win/N.Y., Singer/Chi., Northern, Prospect/Cleve., United/Miami.

(continued on page 84)

REGIONAL ALBUM ACTION

NORTH CENTRAL

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

1. KISS (DESTROYER)
2. BARRY MANILOW (TRYIN')
3. CHICAGO X
4. DAVID SOUL
5. BREAD (BEST OF)
6. GEORGE BENSON (BREEZIN')
7. NEIL DIAMOND (MCA)
8. THELMA HOUSTON
9. HAYES & WARWICK
10. MICKEY MOUSE CLUB

MIDWEST

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

1. UTOPIA
2. THELMA HOUSTON
3. DAVID SOUL
4. ANGEL
5. DIANA ROSS
6. KENNY RANKIN
7. JUSTIN HAYWOOD
8. LENNY WHITE
9. BACHMAN-TURNER OVERDRIVE
10. TELEVISION

NORTHEAST

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

1. TRAMMPS
2. HALL & OATES (RCA)
3. THELMA HOUSTON
4. RENAISSANCE
5. DIANA ROSS
6. DAVID SOUL
7. SEA LEVEL
8. JUSTIN HAYWOOD
9. JOURNEY
10. TOM JONES
11. POUSETTE-DART BAND
12. BACHMAN-TURNER OVERDRIVE
13. SAMMY HAGAR
14. JOHNNIE TAYLOR
15. TANGERINE DREAM

WEST

(California, Seattle, Portland)

1. JUSTIN HAYWOOD
2. HALL & OATES (RCA)
3. GEORGE BENSON (BREEZIN')
4. KENNY RANKIN
5. PABLO CRUISE
6. SEA LEVEL
7. SMOKEY ROBINSON
8. JOURNEY
9. MICHAEL FRANKS
10. RENAISSANCE
11. BACHMAN-TURNER OVERDRIVE
12. POUSETTE-DART BAND
13. DRAMATICS
14. BARCLAY JAMES HARVEST
15. MICHAEL HENDERSON

NATIONAL BREAKOUTS

- | | |
|-------------------------|---------------------------|
| 1. NATALIE COLE | 8. ATLANTA RHYTHM SECTION |
| 2. JOHN DENVER | 9. KINKS |
| 3. JETHRO TULL | 10. MARSHALL TUCKER BAND |
| 4. MARY MACGREGOR | 11. AMERICA |
| 5. QUINCY JONES (ROOTS) | 12. PETER GABRIEL |
| 6. JIMMY BUFFETT | |
| 7. BOOTSY'S RUBBER BAND | |

BALTIMORE/WASHINGTON

1. RICK WAKEMAN
2. JEAN CARN
3. ANTHONY PHILLIPS
4. RENAISSANCE
5. BACHMAN-TURNER OVERDRIVE
6. MANHATTANS
7. HALL & OATES (RCA)
8. YVONNE ELLIMAN
9. GENTLE GIANT
10. KALYAN

DENVER/PHOENIX

1. JUSTIN HAYWOOD
2. JENNIFER WARNES
3. RENAISSANCE
4. TOM JONES
5. HAYES & WARWICK
6. TELEVISION
7. REO
8. JOHN MILES
9. YVONNE ELLIMAN
10. COUNTRY JOE

SOUTH CENTRAL

(Dallas, Houston, New Orleans, Little Rock)

1. SEA LEVEL
2. UTOPIA
3. MAZE
4. THELMA HOUSTON
5. RENAISSANCE
6. RICK WAKEMAN
7. LENNY WHITE
8. JOHNNIE TAYLOR
9. MICHAEL FRANKS
10. JOE ELY

SOUTHEAST

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

1. SEA LEVEL
2. THELMA HOUSTON
3. HAYES & WARWICK
4. TOM JONES
5. TELEVISION
6. JEAN CARN
7. HENRY GROSS
8. JOHNNIE TAYLOR
9. DIANA ROSS
10. JOAN ARMATRADE

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

REGIONAL ALBUM ACTION is compiled from sales information from the following national, regional and local wholesalers and retailers: **NATIONAL ACCOUNTS:** ABC Record & Tape Sales, Disc Records, 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, 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 Millennium/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, 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 Unlimited/Chicago, Sound Warehouse/Houston-Dallas, Southern/Miami, Spec's/Miami, Stark-Camelot/Midwest, Strawberrys/Boston, Streetside/St. Louis, Swallows/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 Sales/L.A., Western Merchandisers/Southwest, Warehouse/California, Wide World/Seattle, Wilcox/Okla. City, Wln One Stop/N.Y., Zebra/Austin.

Merchandisers And Retailers Tell Of Problems At NARM

(continued from page 9)

of the marketplace, correct itself." He also said he thinks any price decisions will be made more by the public than as a result of anything revealed at NARM. "No matter how we feel about it, the marketplace is going to dictate whether the public is going to accept what they are being dished up in terms of price-value relationships."

In response to recent attacks on NARM, Solomon commented, "The fact that NARM, or the RIAA, is maligned is a dreadful thing. Of all the groups in the world NARM, specifically, upon the advice of its legal counsel, has done nothing except to keep people from doing 'bad things,' or trying to, whatever the 'bad things' are."

Music Plus

Louis Fogelman, president of the 15-store Music Plus chain in Southern California, said he thinks pricing will be the domi-

nant topic of discussion at NARM.

"I can't imagine anything overtaking price," he said. "I've noticed that there seem to be fewer seminars than in the past, so maybe there will be more free time, or more one-on-one meetings."

"There are a lot of things to discuss," Fogelman said, "but there is still nothing more up-in-the-air than price."

Handleman Co.

John Kaplan, executive vice-president of the Handleman Co., said, "I think the major issue will be the spread, or at the least the potential, of three-tier pricing and the ability of the rack jobber's customer to compete with the retailer of several outlets."

"The industry has to recognize the fact that they must make the rack jobber's customer more competitive before it's too late."

Kaplan said the subject has been discussed at past NARM conventions, but he thinks this will be the year "something will happen, or at least begin to happen, although I don't know how significant it may be."

Nehi Records

The Marin Music suit, bar coding, mass merchandising and the \$7.98 list price are the issues Frank Miko, vice-president of Nehi Records, thinks will be most significant at the NARM convention.

The Marin Music case, which asks for an injunction as well as \$500,000 in damages, names several large record companies and charges two retailers with "knowingly inducing or receiving discriminations in prices, services and allowances" (**Cash Box**, Feb. 26).

In the area of merchandising, Miko said, "most retailers are going to become mass merchandisers. When they expand, they

are going to open larger stores.

"It doesn't make sense to open a small store anymore, because the business is out there for larger operations. If some rack jobbers are losing ground, retailers will be there to pick it up."

He said the issue with the \$7.98 price will be one of "how fast the changeover will take place."

Ira Heilicher, vice-president of Heilicher Bros. Inc., said a problem he thinks is often overlooked by the industry is that of the relationship of the media and the merchandising segment of the record business.

"They (mass media) are not that dependent on record sales, but we are dependent on what they expose and we have to be cognizant of that."

"Unfortunately, the merchandisers usually don't make that an issue. But it is an issue, because the media is the showcase

(continued on page 85)

**JOHN
DENVER'S
GREATEST
HITS
VOL. 2**

JOHN DENVER'S GREATEST HITS VOL. 2

The album of the year deserves the campaign of the year. And here are a few of the highlights:

A rotating pool of TV spots.

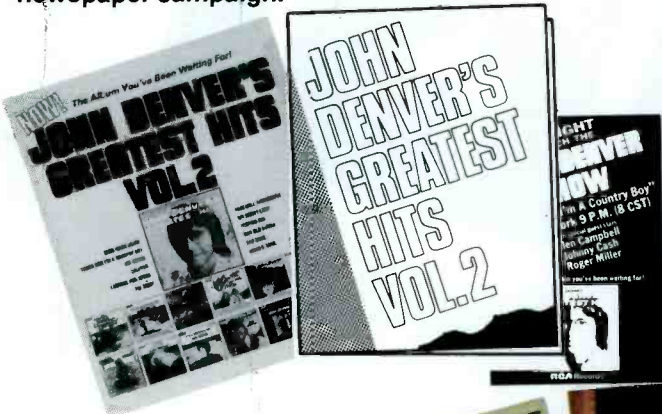


10 and 60 second radio spots for maximum impact.

4 color poster and streamer announcing album and television special March 2nd.



Selling kit containing minnies, bios etc., trade insert and local newspaper campaign.



TV Guide ad.



5 billboards on Sunset Strip and many, many more features.



WATCH THE JOHN DENVER TV SPECIAL MARCH 2 9P.M. (8 C.S.T.) ON ABC-TV. STOCK UP NOW.

RCA Records

ANNIE'S SONG • WELCOME TO MY MORNING (Farewell Andromeda) • FLY AWAY • LIKE A SAD SONG • LOOKING FOR SPACE • THANK GOD I'M A COUNTRY BOY

GRANDMA'S FEATHER BED • CALYPSO • I'VE SCRRY

VOLUME 2

MY SWEET LADY • BACK HOME AGAIN • THIS OLD GUITAR

JOHN DENVER'S GREATEST HITS



Jerry Weintraub
Management III

Produced by: Milt Okun
Assistant Producer: Kris O'Connor

RCA Records

JOHN DENVER

Order Form MARCH 1977

ACCOUNT

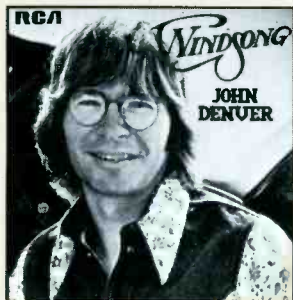
DATE

STREET

ORDER No.

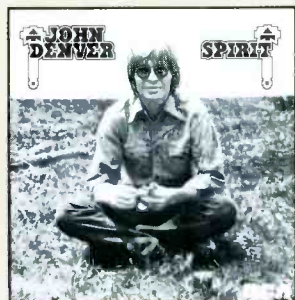
CITY-STATE-ZIP CODE

JOHN DENVER'S GREATEST HITS VOL. 2	Prod. Stereo LP	Album No. CPL1-2195	\$7.98	Qty. _____
	Stereo 8	CPS1-2195	\$7.98	
	Cassette	CPK1-2195	\$7.98	



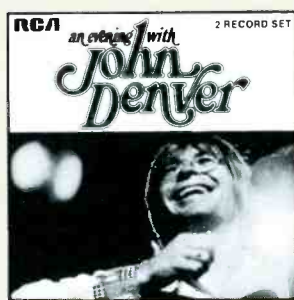
WINDSONG

Prod.	Album No.	Price	Qty.
Stereo LP	APL1-1183	\$6.98*	_____
Stereo 8	APS1-1183	7.95*	_____
Cassette	APK1-1183	7.95*	_____



SPIRIT

Prod.	Album No.	Price	Qty.
Stereo LP	APL1-1694	\$6.98*	_____
Stereo 8	APS1-1694	7.95*	_____
Cassette	APK1-1694	7.95*	_____



**AN EVENING WITH
JOHN DENVER**

Prod.	Album No.	Price	Qty.
Stereo LP	CPL2-0764	\$12.98	_____
Stereo 8	CPS2-0764	13.95	_____
Cassette	CPK2-0764	13.95	_____



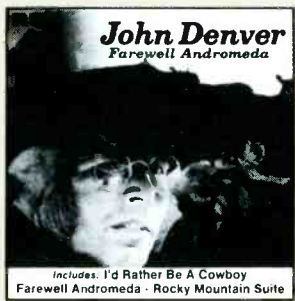
BACK HOME AGAIN

Prod.	Album No.	Price	Qty.
Stereo LP	CPL1-0548	\$6.98	_____
Stereo 8	CPS1-0548	7.95	_____
Cassette	CPK1-0548	7.95	_____



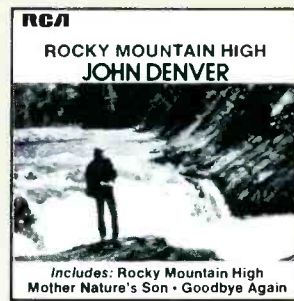
JOHN DENVER'S GREATEST HITS

Prod.	Album No.	Price	Qty.
Stereo LP	CPL1-0374	\$6.98	_____
Stereo 8	CPS1-0374	7.95	_____
Cassette	CPK1-0374	7.95	_____



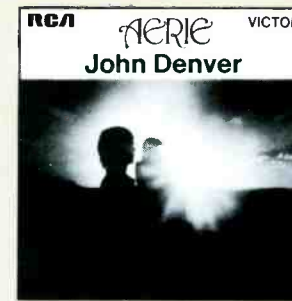
FAREWELL ANDROMEDA

Prod.	Album No.	Price	Qty.
L.P.	APL1-0101	\$6.98*	_____
S. 8	APS1-0101	7.95*	_____
Cass.	APK1-0101	7.95*	_____



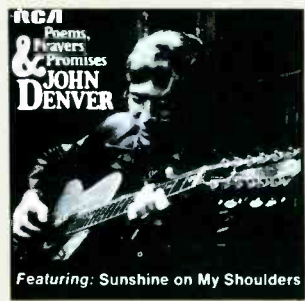
ROCKY MOUNTAIN HIGH

Prod.	Album No.	Price	Qty.
L.P.	LSP-4731	\$6.98*	_____
S. 8	P8S-1972	7.95*	_____
Cass.	PK-1972	7.95*	_____



AERIE

Prod.	Album No.	Price	Qty.
L.P.	LSP-4607	\$6.98*	_____
S. 8	P8S-1834	7.95*	_____
Cass.	PK-1834	7.95*	_____



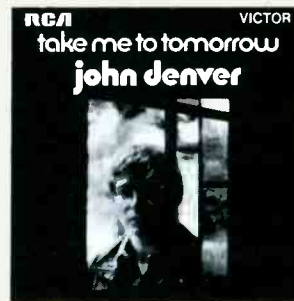
**POEMS, PRAYERS AND
PROMISES**

Prod.	Album No.	Price	Qty.
L.P.	LSP-4499	\$6.98*	_____
S. 8	P8S-1711	7.95*	_____
Q8	PQ8-1711	7.95*	_____
Cass.	PK-1711	7.95*	_____



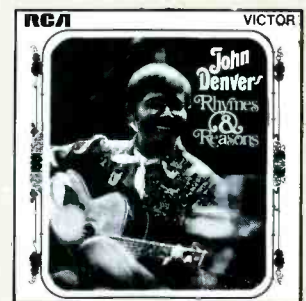
WHOSE GARDEN WAS THIS

Prod.	Album No.	Price	Qty.
L.P.	LSP-4414	\$6.98*	_____
S. 8	P8S-1686	7.95*	_____
Cass.	PK-1686	7.95*	_____



TAKE ME TO TOMORROW

Prod.	Album No.	Price	Qty.
L.P.	LSP-4278	\$6.98*	_____
S. 8	P8S-1564	7.95*	_____
Cass.	PK-1564	7.95*	_____



RHYMES & REASONS

Prod.	Album No.	Price	Qty.
L.P.	LSP-4207	\$6.98*	_____
S. 8	P8S-1531	7.95*	_____
Cass.	PK-1531	7.95*	_____

This Order Is Subject to Acceptance

*List Category

Authorized Approver

ALBUM CHART ANALYSIS

#2★ FLEETWOOD MAC

At number 2 bullet on the **CB** Top 200 LP chart, it appears Fleetwood Mac will have their first number 1 LP. On a national level, Record Bar reports Fleetwood Mac number 2, while J.L. Marsh reports "Rumours" number 4. Regionally, number 1 reports come from King Karol, Harvard Coop, Sam Goody/Phila., Alexander's, Strawberries, Norman Cooper, Richman Bros. and Peter's in the Northeast; Record & Tape Coll., Record Masters and Waxie Maxie in the Balt.-Wash. Region; Franklin, Peaches/Atlanta, Giant, Interstate and Central South in the Southeast Region; Sound Warehouse, Bromo, Cactus, Inner Sanctum and Wilcox in the South Central Region; 1812, Father's & Sun's, Wax Museum, Peaches/Maple Heights/St. Louis/Delwood and Northern in the Midwest Region; and Tower/San Diego, Banana, Music Street, All Records, Dan Jay, Music Millennium, Peaches/Denver, Independent, Rolling Stone and Mile High in the West/Denver-Phoenix Region. Fleetwood Mac's last effort sold in excess of triple platinum, and sales on "Rumours" is just shy of platinum. Another hit single should bring sales to that of their last effort and should sell for months to come.

#12★ KANSAS

"Leftoverture," Kansas' biggest LP to date is approaching platinum status. With the addition of "Carry On Wayward Son" (9 bullet on the **CB** Top 100 Singles chart) to WABC in New York, Northeast sales have already begun to match their powerhouse sales throughout the rest of the country. Top thirty reporters thus far in the Northeast Region are Sam Goody (N.Y. & Phila.), Cavages, N.E. Music City, Harmony House, Central, Norman Cooper, Richman Bros., Peter's, Dick's and Disco. Major accounts reporting the LP are Record Bar (3) and Korvettes (7) on a national level as well as Record Dept. Merch., Western Merch., National Record Mart, Camelot, Music Plus, Warehouse, Everybody's, Odyssey, Sounds Unltd., City One Stop and World Wide. In totality, over 33% of our reporting accounts report Kansas top ten or better. At the rack level, J.L. Marsh shows top thirty sales and continuous growth.

#13★ GEORGE BENSON

The Grammy award winner of the "Best Song of the Year" has generated significant sales on "In Flight" as well as renewing interest on his latest LP "Breezin'." With the Record Bar reporting Benson at number 11 this week, all regions appear to be moving significant volume. Major accounts in virtually every region include "In Flight" among their best selling top thirty including Sam Goody, Win One Stop, Alexander's, Record Dept. Merch., National Record Mart, Camelot, Music Plus, Everybody's, Tower/S.F., City One Stop and World Wide. J.L. Marsh confirms upward movement, with a jump of 91-73 on the computer run. More interesting is the retail and racked account reports on the "Breezin'" LP. The album containing the award winning tune "This Masquerade," experienced strongest reports in the West Region while the J.L. Marsh computer run displayed movement of 65-40.

#17★ NEIL DIAMOND

Diamond's incredible track record as well as large scale television exposure have propelled the sales of this live package in literally every region. Major accounts throughout the country experiencing top thirty sales are Record Bar and Korvettes (5) on a national level as well as King Karol, Western Merch., National Record Mart, Music Plus (4), Warehouse (5), Everybody's (7), Tower/S.F. (7), Win one stop and City One Stop. Other accounts reporting top five sales or better are Franklin, Peaches/Atlanta/Maple Heights/Delwood/Denver, Wilcox, Caper's Corner, Harmony House, Wallich's and Central South. With the effect that television performances have on rack sales coupled with Diamond's unusual success at the racked accounts has been clearly displayed by a jump of 117-12 on the J.L. Marsh computer run.

#27★ NATALIE COLE

While maintaining the number 1 position on the **CB** R&B Singles chart for the second week, Natalie's single "I've Got Love On My Mind" continues to make headway on the **CB** Top 100 Singles chart, this week at number 26 bullet. The Grammy Award winning vocalist's sales appear to be strongest at racked accounts, while retail accounts are experiencing solid sales. Reported at the Record Bar at number 17, Korvettes also finds Natalie to be among their best sellers. This week's number 1 National Breakout also obtained reports from accounts including Sam Goody, King Karol, National Record Mart Camelot, Music Plus, Tower/S.F., and World Wide. The most outstanding movement was reported by J.L. Marsh (computer run), displaying a jump of 232-25.

#29★ JOHN DENVER

This greatest hits package is showing strong sales and should be bolstered by Denver's upcoming television special. Strongest regions include the Northeast with reports from Sam Goody, King Karol, Alexanders, TSS/Record World, Bee Gee, Double B, Vornado, Central, Norman Cooper, Richman Bros. and Dick's; the South Central Region with reports from Western Merch. (5), Inner Sanctum (5), Cactus (6) and Bromo. Major reporters in the West Region are Tower/S.F., Odyssey and City One Stop as well as Peaches/L.A. and Music Street, and in the Denver-Phoenix Region Dan Jay, Peaches/Denver, Mile High and Associated all report top thirty action. Denver continues to be traditionally strong at the rack level with a debut on the J.L. Marsh computer run of 66.

#30★ JETHRO TULL

This week's number 3 National Breakout has the makings for a top 10 LP, as retail, one-stop, and racked accounts report overwhelming initial action. The Midwest Region reports high light Tull's retail success with reports including National Record Mart, 1812, Caper's Corner, Father's & Sun's, Swallen's, Wax Museum, Harmony House, Peaches/Columbus/St. Louis/Maple Heights/Delwood, Northern, Consolidated and Ambat. The West Region reports are equally impressive, top 30 mention coming from Music Plus (1), Everybody's (2), Odyssey (3), Warehouse, City One Stop, World Wide, Tower/San Diego, Peaches/L.A., DJ's Sound City, Banana and Music Street, Korvettes reports strong initial action on "Songs From The Wood," and J.L. Marsh reports debut action at number 38 on the computer print-out.

#31★ MARY MACGREGOR

This LP is still receiving strong sales on both country and pop levels. It's presently 7 bullet on the **CB** Top Country LP chart while the single "Torn Between Two Lovers" presently occupies the number 2 position on the **CB** Top 100 Singles chart and is at 6 bullet on the **CB** Top 100 Country Singles chart. Reports are strong in the Northeast Region with Sam Goody, King Karol, Win One Stop, Cavages, Bee Gee, Norman Cooper and Disco all showing top thirty strength. The Southeast and South Central Regions show strong sales with Record Dept. Merch. (4), Western Merch., Poplar, Music Scene, Record Shack, Bromo and Peaches/Dallas. Other major accounts report Macgregor are National Record Mart, Camelot, Everybody's and City One Stop. The major rack jobbers continue to show strong steady sales.

#33★ "ROOTS" — QUINCY JONES

Mass exposure has initiated sales in every market earning this LP the number 5 position on the **CB** National Breakout chart. Presently, the strongest region is the Northeast with top thirty reports from Sam Goody (N.Y. & Phila.), Win One Stop, Alexanders, Jimmy's, TSS/Record World, Jerry's, Double B, Vornado and Peter's. The Southeast and South Central Regions show strong acceptance with reports from Franklin, Gary's, Poplar, Music Scene, Western Merch., Tape City, Cactus and Central South. Also helping the LP is the single "Roots" medley which debuted on the **CB** Top 100 R&B Singles chart at 80 bullet while the LP jumped from 57-38 bullet on the **CB** R&B LP chart. On a national level Record Bar reports strong sell through and Korvettes feels top ten sales. "Roots" shows extraordinary growth at the major racks as indicated by a jump of 243-84 on the J.L. Marsh computer run.

#40★ JIMMY BUFFETT

Each Buffett LP is stronger than his previous efforts and "Changes In Latitudes" is proof positive of the pattern. It is this week's number 6 national breakout with its strongest regions being the Southeast and South Central Regions. Reporters are Spec's, Franklin, Gary's, Peaches/Ft. Lauderdale/Atlanta, Record Shack and Giant in the Southeast while in the South Central Western Merch., Mushroom, Peaches/Dallas, Cactus, Record Hole, Inner Sanctum and Zebra all report top thirty action. Major reporters in other markets are Camelot, Everybody's, Tower/S.F. and Odyssey while 86% of our Denver-Phoenix reporters are experiencing top thirty sales. On a national level, Record Bar shows top 15 sales and growth continues at the major racks.

#46★ BOOTSY'S RUBBER BAND

Bootsy's second LP shows well proportioned sales throughout the country, earning the number 7 position on the National Breakout chart. The single "The Pinocchio Theory" which debuted this week on the **CB** Top 100 R&B Singles chart at 86 bullet should boost LP sales. Strongest sales this week were felt in the Midwest Region with National Record Mart, Camelot (8), Radio Drs., Peaches/Maple Heights/Columbus/St. Louis and Northern all reporting top thirty action. Reports from Sam Goody and World Wide show action on both coasts while top 15 action at the Record Bar chain indicates national acceptance.

#47★ ATLANTA RHYTHM SECTION

ARS makes its debut on the National Breakout chart this week at number 8. The explosive action on the single "So In To You" at number 17 bullet on the **CB** Top 100 Singles chart, has been the factor in the resultant album sales. The Northeast, Balt.-Wash., and Southeast Regions display strongest action this week, with reports from Sam Goody/Phila., Double B, Vornado, Central, Norman Cooper, Peter's and Disco in the Northeast Region; Record Masters, Record & Tape Coll., Morey's and Waxie Maxie in the Balt.-Wash. Region; and Record Dept. Merch., Franklin, Gary's, Peaches/Atlanta, Music Scene, Record Shack and Giant in the Southeast. Initial top thirty action in the West Region includes reports from Music Plus, Odyssey and Tower/San Diego. ARS has the appeal needed to launch this album to national prominence.

#49★ KINKS

This week's number 9 National Breakout, the Kinks' "Sleepwalker" LP has exploded on a retail level. With the exposure gained on "Saturday Night Live," the Kinks have resecured their old fans while gaining a new audience. The Northeast and the West Regions are powerhouses, reports coming from King Karol, Harvard Coop, Sam Goody/Phila., TSS/Record World, Strawberries, N.E. Music City, Harmony House, Jerry's, Alwiik, Double B, Norman Cooper, Peter's and Dick's. In the West Region accounts reporting are Music Plus, Warehouse, Everybody's, Tower/S.F., Odyssey, City One Stop, Peaches/L.A., Banana and Tower/San Diego. Korvettes reports strong initial sales, and while the racked accounts have tended to be light on Kinks product, the retail response could be the motivating factor for the major rack jobbers.

#51★ MARSHALL TUCKER BAND

Number 10 on the National Breakout chart this week, "Carolina Dreams" displays strongest sales in the Southeast, Midwest, West and Denver-Phoenix Regions. Franklin, Gary's, Peaches/Atlanta, Poplar, Record Shack and Central South are among the reporters in the Southeast Region, while National Record Mart, 1812, Radio Dr., Caper's Corner, Father's & Sun's, Wax Museum, Peaches/Columbus/St. Louis/Delwood and Consolidated report top 30 action in the Midwest Region. In the Denver-Phoenix Region accounts reporting include Dan Jay, Peaches/Denver, Independent, Rolling Stone and Mile High. The Record Bar reports Tucker at number 9 this week, while the J.L. Marsh computer run displays a debut of 233. "Heard It In A Love Song" is the first single from the LP, this week at number 81 bullet on the **CB** Top 100 Singles chart and could be the formula to take Marshall Tucker to gold status.

#77★ SEA LEVEL

With three former members of the Allman Bros. band joining forces, strongest sales come from markets where the Allman's did well. Sea Level has earned the number 1 position in the Southeast and South Central Regions on the Regional Breakout chart with reports from Record Shack, Spec's, Gary's, Poplar, Peaches/Ft. Lauderdale & Atlanta and Franklin in the Southeast, and Inner Sanctum, Mushroom, Record Hole, Bromo, Wilcox and Peaches/Dallas in the South Central. With reports from Odyssey, Everybody's and Banana, in the West Region, and King Karol, Peter's, Record Masters and Waxie Maxie in the Northeast/Balt.-Wash. Region, it appears that Sea Level may pick up where the Allman Bros. left off.

#79★ AMERICA

America's 69 week run on their "Greatest Hits" package is an indication of their saleability. "Harbor" this week's number 11 National Breakout shows strongest initial sales in the West and Midwest Region. Accounts in the West Region include Tower/S.F., Odyssey, Music Plus, City One Stop and Peaches/L.A. while Midwest Region accounts include Radio Dr., Father's & Sun's, Sounds Unltd. and Peaches/Cleveland/Delwood/Maple Heights. The Denver-Phoenix Region is worthy of mention with reports from Dan Jay, Independent, Mile High and Peaches/Denver.

#111★ PETER GABRIEL

This debut LP by the former lead singer of Genesis is rapidly infiltrating all major markets. Greatest sales strength is seen in the West Region with reports from Music Plus, Odyssey, Banana, Peaches/L.A. and Music Millennium while in the Denver-Phoenix Region strong sales are being reported from Dan Jay, Rolling Stone, Mile High and Independent. The Midwest region shows sales from Caper's Corner (6), 1812, Peaches/Cleveland/Columbus and Northern and in the South Central Region Zebra, Cactus and Mushroom report top thirty sales or better.

#146★ JUSTIN HAYWOOD

This is the first solo LP by this ex-Moody Blue and the initial reaction is strong especially at the major accounts. Those reporting Haywood in their top thirty best sellers are Tower/S.F., Everybody's, Music Plus, City One Stop, Dan Jay and King Karol. Other accounts showing strong sales are Peaches/Dallas/Cleveland, Alwiik, Harmony House (N.J.), Mile High and Father's & Sun's.

EXECUTIVES ON THE MOVE

(continued from page 20)

Stiles To Soultastic — Jackie Stiles has been named director of administration for Soultastic's Hopewell Music, Inc. (BMI) and Cool Springs Publishing, Inc. (ASCAP) companies. Stiles was formerly head of administration for East Memphis Publishing, affiliated with Stax.

Bell Promoted At S.A.S. — Gloria Bell, with S.A.S., Inc. for over three years, has been promoted to full-fledged manager with responsibilities in all areas relating to all S.A.S. clients. She formerly co-managed the Chambers Brothers and worked with Kevin Eggers at Poppy Records and Jon Podell at BMF Productions.

Shaw To Word — Word Records, Inc., of Waco, Texas, has appointed Charlie Shaw, formerly with Tower Records, as a sales representative. He will specialize in secular retail outlets in the Los Angeles area.

Mundy Re-Joins Forest — Greg Mundy has re-joined The David Forest Company as executive vice-president. He was previously with Forest as senior vice-president and was with the company from its inception in 1973 until September 1976.

Staple Named At Soundmixers — Bruce Staple has been named general manager of Soundmixers Studios. Most recently executive director of Electric Lady Studios, he had previously owned and operated Allegro Sound Studios in Manhattan.

Rhodes Joins ICM — Terry Rhodes, former vice president and west coast topper of the Paragon Agency, has joined International Creative Management as an executive in the concert department.

Silverstein At BMI — Clara E. Silverstein has been named director of special projects for the Broadcast Music Inc. in the Nashville office. She will be primarily responsible for press and publicity contacts with area based publications.

Jennings Named At Miller — Tommy Jennings has been appointed as director of creative development and artist relations of Roger Miller's Music Organization. He was affiliated with Paragon Records and he owned his own publishing company/talent agency.

Jurnovoy To CAM — Joyce Jurnovoy has been named director of artist relations/promotion for CAM Productions/Publishing. She recently has worked as a freelance journalist/publicist and public relations director for Kelly, Nason Advertising Agency.

Hurwitz To Korvettes — Israel Hurwitz has been appointed vice president of merchandise planning and control for Korvettes Department Stores. He joined the chain last year as director of merchandise planning and was previously with Giant Food, Inc. as vice president.

Kenny Elected At Jefferson — David H. Kenny has been elected president of the Miami-based Jefferson Store chain, a wholly-owned subsidiary of Montgomery Ward. Since 1972 Kenny has served as president and chief executive officer of Ayr-Way Stores, Inc., a 28-store discount merchandising chain headquartered in Indianapolis.

Urband To Amerama — Robert M. Urband has been appointed general counsel and elected secretary of Amerama Records. He is presently a member of the firm of Panoff, Witchell, Urband and Panoff.

Page At Northridge — Kathy Page has been appointed administrative director for Northridge Music, Inc. and its associated music publishing companies, announced Henry Mancini, president of the parent company. Northridge Music is headquartered in the Sunset-Vine Tower, 6290 Sunset Blvd., Hollywood.

Addition At Dewitt — DeWitt Public Relations has announced the addition of N.Y. headquarters. Marilyn Surgil has been retained to run the office. The address is 21 East 62nd St., New York, N.Y. 10021.

Angel Promotes Wilson — Alex Wilson, an employee of Capitol Records for the past four years, has been named classical regional manager for the midwest. He joined Capitol in 1972 as a customer service representative in the Los Angeles branch office where he has spent the last three-and-a-half years as a salesman.

Cross Named ASCAP Rep — Eden Cross has been appointed a membership representative at the American Society of Composers, Authors and Publishers. She comes to ASCAP from Free Flow Productions, where she was administrative assistant to the president and vice president.

Seitz At QCA — Chuck Seitz, a recording engineer for 25 years, the last 14 years as senior engineer at the RCA Victor studio in Nashville, has joined Edward R. Rosken's QCA Records, Inc., here to head up the company's engineering department.

UA Names Warner — Alan Warner has been named general manager, international repertoire, for the International Division of United Artists Music and Records Group. He has relocated to UA's Los Angeles headquarters from the firm's London office, where he was formerly head of the popular music department.



GARTH LIVES — Martin Mull's *Mary Hartman* TV character Garth Gimbel was spared to death by a Christmas tree, but Mull himself is alive and signing autographs on Long Island, which may not be much different. In any case, the singer-comedian has a new album on ABC Records entitled "I'm Everyone I've Ever Loved." Mull will also be back on *Mary Hartman* soon as Garth's twin brother Barth.

Kemp Mills \$2.99 Ad Specials Appear in D.C. Area Market

(continued from page 9)

Roger Spidell, buyer for Discount Record and Book Shop, a two-store firm that is opening a third unit next week, said Kemp Mill was making a big mistake selling front-line LPs below cost. Spidell noted that no matter how cheap Kemp Mill picked up those albums, it must be losing money at \$2.99.

"I'm not worried about it, they (Kemp Mill) are nowhere near any of my stores," said Spidell. "In any case, we don't intend to lower our prices anymore." Discount held a \$3.83 all-label sale in January and has sold current albums as low as \$3.79. Other D.C. area retailers, including Rainbow Tree and Korvettes, have advertised as low as \$3.89, citing stiff competition stemming from a glut of record stores in the market.

A spokesman at Waxie Maxie, with 15 D.C. area stores, said while there was "concern" among larger retailers over Kemp Mill's sale, there was no reason to believe it was more than a "one-shot, super-deal."

"It is something we should look out for," the source asserted. "They (Kemp Mill) are an up-and-coming outfit. But, for example, we're a catalog store, a record store. They deal a lot in 'top 100' product. We consider them more of a department store."

Other retail developments this week included:

- the opening of a 20th Jimmy's outlet in New York and an end, after several weeks, to the \$3.74 all-label sale at Sam Goody;

- continued visibility of mass merchandisers;

- an increased number of ads for the latest Barry Manilow LP and catalog, tied to his TV special;

- a Cleveland multi-dealer ad with a specific price included.

20th Jimmy's Store

The fast-growing Jimmy's Music World chain opened its 20th store last week in Yonkers, N.Y., where among other retailers, it will compete with a Sam Goody outlet. A 21st Jimmy's store, in Hackensack, N.J., has been announced but has not yet opened.

Jimmy's, which deals primarily in top 100 and cutout product, and sells front-line albums from \$2.99 to \$3.99, plans continued expansion in New York and other markets (**Cash Box**, Feb. 26).

In a related development in the New York retail price war, Sam Goody's metropolitan New York stores, which comprise the majority of the chain's 27 units, returned to advertising its established \$3.99 multi-label sale in Sunday's *New York Times* after a four-week-long \$3.74 all-label sale price. In addition, Goody upped its price on "Super Picks" from \$2.99 to the previously advertised price of \$3.49 (**Cash Box**, Feb. 12).

George Levy, president of Goody's, had said the \$3.74 all-label sale was a response to "market conditions," although he has often lamented that it is hard to make money at those prices. At the time the sale was instituted, he indicated he didn't know how long those low prices would last.

Discounters Remain Visible

Meanwhile, mass merchandisers around the country, which have been most severely squeezed by lowballers, continued advertising prominently in Sunday newspapers.

Two Guys in Philadelphia advertised all CBS releases for \$3.77 in Sunday's *Philadelphia Bulletin*, although a store spokesman said only about 12 LPs were involved.

Gaylord's in Cleveland promoted several \$7.98 list LPs, including the latest albums by Pink Floyd and David Bowie for \$4.99, as well as other top 100 releases, while Gold Circle in the same city advertised 18 current LPs for \$3.99. Other mass merchandisers promoting current or budget LPs this week were Woolworth, Sears, Super X, Treasure

City and Target.

Manilow Ads Observed

Approaching the date of Barry Manilow's televised special March 2, Arista ads for the latest LP by Manilow and the rest of the Manilow catalog, tied to the concert, appeared in eight markets surveyed by **Cash Box**.

Rick Dobbis, vice president of artist development for Arista, said the advertising and promotional campaign, the largest in the company's history, would end March 11. Ads tagging the TV show were planned for most major television markets over the March 4-6 weekend, Dobbis said, following last weekend's massive TV campaign. Radio spots tagged to the televised concert have also appeared in over 30 major markets, Dobbis added, supplemented by in-store promotions featuring a specially designed sticker.

In related developments, ads for Neil Diamond's "Love At The Greek" release were observed in several major Sunday newspapers a week after his televised concert. CBS officials said the television show has been a "key element" in rising sales of the two-record set.

Also, ads for the latest LP by John Denver and the rest of the Denver catalog, tied to his upcoming television special, were observed in numerous Sunday newspapers this week. **Multi-Dealer Tag**

For the second time in three months, an ad appeared in the Cleveland *Plain Dealer* offering several LPs tagged to several small retailers, and including a price (**Cash Box**, Dec. 11).

This week's ad promoted eight Warner Bros. albums, including the latest LPs by Brian Auger and Alice Coltrane for \$3.99, and the latest album by George Benson (\$7.98 list) for \$4.99. Tagged in the ad were seven small retailers specializing in R&B, including Tower Records, Sound Center, Woody's Music Hut, Jerry's Record Factory, Fillmore East, and Music Shack #1 and #2. Like last December's multi-dealer ad on 24 CBS releases, this week's ad was handled through Northern Record Sales, a one-stop belonging to Transcontinent Record Sales.

Dave Spaulding, general manager of Northern, explained that the \$3.99 and \$4.99 prices had been chosen because "they are the normal, going prices in that market." According to Spaulding, Transcontinent, which does a strong R&B business, called all seven stores and asked them if it would be okay to run the ad at those prices. Spaulding said if any of the seven had wanted a higher or lower price, and the other six would not agree to the change, the distributor would have no choice (under the law) but to advertise without a price.

Not Restraint Of Trade

Spaulding said the ad didn't constitute restraint of trade because the seven retailers are spread out around the city and suburbs, and are not in "direct competition." Even in the case of Woody's Music Hut and Tower Records, which are about 10 blocks apart, Spaulding said they were not considered to be geographical competitors.

Danny Connors, manager of Tower Records, said he and other small retailers were glad to get any ad dollars, and that price consideration was secondary. Connors noted sadly, however, that the ad was a "stiff" that brought no business either on the \$6.98 releases or on the Benson LP.

A spokesman at Sound Center said the ad had spurred some sales of the Benson album, but not the others.

Imperials Join Word

WACO, TEXAS — The Imperials have inked a contract with the record division of World, Inc., of Waco.

Specialty Classical Outlets Flourish In Cultural Centers

by Ken Terry

NEW YORK — Record retailers who have been in business since the days of 78s can remember a time when classical albums constituted fully one-third of the industry. Today, it is estimated, classical LP sales account for only 5-10% of industry-wide record volume. Even full-line "catalog" stores rarely do more than 25% of their sales in the classical field. However, there are still a number of stores across the country that specialize in classical product.

What kinds of market conditions are required to make a classical specialty store commercially viable? How do they compete with chains that can make up for a relatively small margin on classical LPs by selling rock and pop albums in large quantities? How important are the low-priced, high-profit budget lines to these specialty shops?

In order to get answers to these questions, **Cash Box** examined the operations of classical specialty stores in three very different markets: New York, San Francisco and Ann Arbor, Michigan.

Budgets Vs. Full Line

Barnes and Noble, a bookstore on Fifth Ave. in Manhattan, has a highly successful bargain book annex on its ground floor. Last November, a record concession which stocks only classical LPs and tapes was moved from the store's second floor into a 2,000 square foot space in the annex.

Before the relocation, according to Debby Doreflein, the concession's record buyer, the outlet had been losing money. Last Christmas, however, after the move to the annex, business was "two to three times what we had anticipated," she said.

Doreflein noted that the vastly increased visibility of the record department (facilitated by street-level windows) has had a great deal to do with the turnaround. An even larger factor, though, in her opinion, is the fact that the concession has cut its shelf prices and changed its buying practices.

Whereas a major portion of the outlet's

stock in pre-move days consisted of full-line LPs, Doreflein explained, the concession's inventory is now "heavy budget catering to the bulk buyer." She added that budget classical lines comprise 70-80% of the department's inventory (as compared with a 30% average city-wide). The only reason, she said, why the outlet has not yet met that target is that the record companies offer very good deals on full-line albums right after Christmas.

Normally, the buyer emphasized, the concession would only stock the complete

(continued on page 65)

Classical Clips

HNH Records, a small classical label based in Evanston, Illinois, will issue its first domestically pressed release in April at \$7.98 list. Among the artists to be featured on these albums are **Carlo Bergonzi**, the **English Chamber Orchestra**, **Sir Adrian Boult** and the **London Philharmonic Orchestra**, **Teresa Berganza**, the **Glemencic Concert** and the **Deller Consort**.

Until recently, HNH imported releases on various European labels. Now it has exclusive licensing agreements with several companies, including Lyrita of England, Harmonia Mundi of France, Bis of Sweden and Ensayo of Spain. None of the licensed material is duplicated in the catalogs of domestic classical labels and 90% of it is not listed in the Schwann catalog.

According to Harvey Neil Hunt, owner of HNH, and Leo Hofbert, formerly in charge of London imports, who is handling marketing and product development for HNH, attention to all aspects of production has been thorough. Using the European master tapes, HNH has its own master records produced at Masterdisk; Wakefield Manufacturing presses the label's releases. Packaging is similar to that used for London's import L'Oiseau-Lyre line, with which Hofbert was once associated.

(continued on page 74)

Classical Album Reviews

VERDI: La Forza Del Destino, Price, Domingo, Milnes, Gialotti, London Symphony, James Lovline, conductor. RCA ARL 4-1864. List: \$31.98.

In her second recorded portrayal of Leonore, that star-crossed maiden of Seville, Leontyne Price creates several unforgettable moments. Placido Domingo is characteristically ardent as Don Alvaro, and Sherrill Milnes depicts an implacable Carlo. All are in fine voice, and Levine's propulsive conducting keeps the adrenalin level high in this uncut version of "Forza."

BEETHOVEN: Complete Sonatas For Cello and Piano. Daniel Shafran, cello; Anton Ginzburg, piano. Columbia Odyssey/Melodiya Y2 34645. List: \$7.98

It is not every day that one encounters a new recording which features one of the world's premier cellists on a budget label. But here it is, a double album containing luminous, beautifully recorded performances of all five of Beethoven's cello-and-piano sonatas. Shafran's glowing tone and impeccable technique illuminate those works from the inside; and pianist Ginzburg plays his part with grace and feeling.

CHOPIN: Scherzos; Nocturne in D-flat major. Jeanne-Marie Darre, piano. Vanguard VCS 10122. List: \$3.98

This reissue of a recording made in 1968 (which also included Chopin's waltzes, re-released on VCS 10115) shows Ms. Darre at her electrifying best. Switching from tenderness to fiery drama in the blink of an eye, the pianist is always in control of her material, which includes some of the most whimsical and mercurial music Chopin ever wrote. Ms. Darre's thoughtful, patrician style is especially effective in the moody third Scherzo and the evocative Nocturne.



TOP FORTY CLASSICAL ALBUMS

		Weeks On Chart
1	HOLST: The Planets Tomita RCA ARL 1-1919 (7.98/1 LP)	12
2	BOLLING: Suite For Flute & Jazz Piano Rampal, Bolling Columbia M33233 (6.98/1 LP)	16
3	MEYERBEER: Le Prophete Horne, McCracken, Scotto, Hines, Royal Philharmonic Orchestra (Lewis) Columbia M4-34340 (27.92/4 LPs)	8
4	CONCERT OF THE CENTURY: Various Artists Members of N.Y. Philharmonic (Bernstein) Columbia M2X 34256 (15.98/2 LPs)	16
5	GERSHWIN: Rhapsody In Blue Gershwin, Columbia Jazz Band (Thomas) GERSHWIN: An American In Paris New York Philharmonic Orchestra (Thomas) Columbia (X)M 34205 (special low-priced album)	16
6	CARUSO: A Legendary Performer RCA Red Seal CRM 1-1749 (7.98/1 LP)	16
7	PACHELBEL KANON: Two Suites FASCH: Two Sinfonias and Concerto In D For Trumpet Andre, Pierlot, Chambon, Paillard Chamber Orchestra (Paillard) RCA FRL 1-5468 (7.98/1 LP)	5
8	SIBELIUS: Symphony No. 1: Finlandia Boston Symphony Orchestra (Davis) Philips 9500.140 (7.98/1 LP)	8
9	BOLLING: Concerto For Classic Guitar & Jazz Piano Bolling, Lagoya RCA FRL 1-0149 (7.98/1 LP)	16
10	FREDERICA VON STADE: French Opera Arias London Philharmonic Orchestra (Pritchard) Columbia M34206 (6.98/1 LP)	14
11	PARKENING AND THE GUITAR: Music of Two Centuries Angel S36053 (6.98/1 LP)	12
12	MASSENET: Le Cid Domingo, Bumbry, Plishka, Opera Orchestra of N.Y. (Queler) Columbia M3 34211 (20.94/3 LPs)	16
13	VERDI: La Forza del Destino Price, Domingo, Milnes, London Symphony Orchestra (Levine) RCA ARL 4-1864 (31.98/4 LPs)	5
14	WAGNER: Die Meistersinger Fischer-Dieskau, Domingo, Deutsche Opera (Jochum) DG 27 13 011 (39.90/5 LPs)	14
15	STOKOWSKI CONDUCTS BIZET National Philharmonic Orchestra Columbia XM 34503 (1 LP/No List Price)	5
16	BEETHOVEN: The Nine Symphonies Cleveland Orchestra (Szell) Columbia M7X 30281 (27.92/7 LPs)	10
17	MASSENET: Esclarmonde Sutherland, National Philharmonic Orchestra (Bonyng) London OSA 13118 (20.94/3 LPs)	16
18	MASSENET: Thais Sills, Milnes, New Philharmonia (Maazel) Angel S3832 (22.98/3 LPs)	16
19	GERSHWIN: Porgy & Bess Mitchell, White, Cleveland Orchestra & Chorus (Maazel) London OSA 13116 (20.94/3 LPs)	16
20	CHARPENTIER: Louise Cotrubas, Domingo, Bacquier (Pretre) Columbia M3-34207 (20.94/3 LPs)	16
21	VERDI: Macbeth Verrett, Cappucilli, Domingo, Ghiaurov, La Scala Chorus & Orchestra (Abbado) DG 2709.062 (23.94/3 LPs)	16
22	CHOPIN: Polonaises Pollini DG 2530 (7.98/1 LP)	16
23	THE HOROWITZ CONCERTS 1975/1976 RCA Red Seal ARL 1-1766 (7.98/1 LP)	16
24	BEETHOVEN: The Nine Symphonies London Philharmonic Orchestra (Haitink) Philips 6747.307 (39.90/7 LPs)	9
25	DONIZETTI: Gemma Di Vergy Caballe, Plishka, Quilico, Opera Orchestra Of New York (Queler) Columbia M3 34575 (20.94/3 LPs)	5
26	SHUBERT: "Trout" Quintet Tashi, Silverstein, Neidlinger RCA ARL 1-1882 (7.98/1 LP)	3
27	HOLST: The Planets Philadelphia Orchestra (Ormandy) RCA ARL 1-1797 (7.98/1 LP)	16
28	E. POWER BIGGS PLAYS BACH: The Six Organ Concerto Sinfonias Gewandhaus Orchestra of Leipzig (Rotzsch) Columbia M34272 (6.98/1 LP)	12
29	WILD ABOUT EUBIE Morris, Bolcomb, Eubie Blake Columbia 34504 (6.98/1 LP)	5
30	WOLF-FERRARI: The Secret Of Susanna Chiara, Weiki, Orchestra Of The Royal Opera House, Covent Garden (Gardelli) London OSA 1169 (6.98/1 LP)	3
31	BACH: Brandenburg Concertos Stuttgart Chamber Orchestra (Munchinger) London STS 15336/7 (7.96/2 LPs)	3
32	BEVERLY SILLS SINGS OPERA ARIAS Angel S37255 (7.98/1 LP)	1
33	DVORAK: Symphony No. 7 Concertgebouw Orchestra (Davis) Philips 9500.132 (7.98/1 LP)	5
34	VERDI: Macbeth Milnes, Fiorenza, Cossotto, The New Philharmonia (Muti) Angel SCLX-3833 (24.98/3 LPs)	1
35	WAGNER: Die Meistersinger Bailey, Weiki, Kollo, Bode, Vienna Philharmonic Orchestra (Solti) London OSA 1512 (34.90/5 LPs)	13
36	HANDEL: Messiah Ameling, Reynolds, Langridge, Howell, Chorus & Orchestra Of The Academy Of St. Martin In The Fields (Marriner) Argo D18D-3 (20.94/3 LPs)	14
37	IMPROVISATIONS: West Meets East Vol. 3 Shankar, Menuhin, Rampal Angel SFO 37200 (7.98/1 LP)	1
38	VAUDEVILLE: Songs Of The Great Ladies Of The Musical Stage Morris, Bolcom Nonesuch H-71330 (3.96/1 LP)	1
39	PAVAROTTI: O Holy Night National Philharmonic Orchestra (Adler) London OS 26473 (6.98/1 LP)	16
40	BEETHOVEN: Symphony No. 7 London Symphony Orchestra (Davis) Philips 9500.219 (7.98/1 LP)	1

RETAIL LP SELLING PRICES

Atlanta

No ads appeared in the Sunday *Atlanta Journal and Constitution*.

Baltimore

At **Korvettes** (4 locations), these features: multi-label sale (including RCA, ABC, MCA, UA and Polydor) for \$3.99/\$5.79 tape; the latest LP by Barry Manilow and the Manilow catalog for \$3.99, tied to his upcoming television special; the latest release by Neil Diamond (2 LPs/\$11.98 list) for \$6.99/\$8.99 tape and three Diamond catalog LPs on Columbia for \$3.99/\$5.79; the latest LP by John Denver (\$7.98 list) for \$4.99/\$5.79 tape and 11 Denver catalog LPs for \$3.99, tied to upcoming TV special, and Stevie Wonder's "Songs In The Key Of Life" (2 LPs/\$13.98 list) for \$7.98. At **For The Record**, the latest release by Minnie Riperton for \$3.99. At **Record and Tape Collector** (5), the latest release by Neil Diamond (2 LPs/\$11.98 list) for \$7.16/\$8.99 tape and two Diamond catalog albums on Columbia for \$3.94/\$5.69 tape. At **Musciand** these features: seven CBS releases, including the latest LPs by the Jacksons, Janis Ian and Kansas for \$3.99 each; the latest release 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; and the latest release by Neil Diamond (2 LPs/\$11.98 list) for \$6.66/\$9.99 tape. At **Woolworth** stores, assorted cutout LPs at three for \$5, cutout tapes at two for \$5. (Sunday *Baltimore Sun*).

Boston

At **Music City** (3 locations), these features over three pages: 20 releases, including the latest LPs by Larry Coryell, the Winters Bros., Barry Manilow, Jethro Tull, the Kinks, and Airtro for \$3.89/\$5.59 tape; and the latest LPs by Fleetwood Mac and America (\$7.98 list) for \$4.89/\$5.59 tape. At the **Coop** (3), these features over seven pages: 24 CBS releases, including the latest albums by Valerie Carter, Tina Charles, Jean Carn, Teddy Pendergrass, Muddy Waters and Kansas for \$3.89; the latest LP by Pink Floyd (\$7.98 list) for \$4.89; the latest release by Neil Diamond (2 LPs/\$11.98 list) for \$6.49; eight WEA releases, including the latest LPs by Sea Level and Genesis for \$3.89; the latest LPs by Fleetwood Mac and Marshall Tucker (\$7.98 list) for \$4.89; and six RSO catalog releases, including "Fresh Cream" and "Blind Faith" for \$3.89.

At **Musicsmith** (13), the Natalie Cole catalog, price not included. At **Strawberries** (4), these features: six releases, including the latest LPs by Joe Beck, Muddy Waters and the Kinks for \$3.89; the latest LPs by David Bowie, Pink Floyd, Fleetwood Mac, John Denver and George Benson (all \$7.98 list) for \$4.89; and the latest LP by Isaac Hayes and Dionne Warwick (2 LPs/\$8.98 list) for \$6.49. Ad promoting the latest LP by Jade and Sarsaparilla, price not included, tagged to the Coop, Strawberries, New Words and Music City. Ad promoting the latest LP by Split Enz for \$3.89, tied to in-store appearance at Strawberries. **Milestone Records** ad promoting the latest LP by McCoy Tyner for \$3.89 and the rest of the Tyner catalog, price not included, available at Strawberries. **WB** ad promoting the latest LP by Leon Redbone for \$3.89 tied to WEA contest, available at the Coop. At **Jordan Marsh** stores, the latest LP by John Denver (\$7.98 list) for \$4.99 and five Denver catalog LPs for \$3.99 (Sunday *Boston Globe* and *The Real Paper*, March 1).

Chicago

At **Sears** stores, the latest release by Barry Manilow and the Manilow catalog for \$4.44/\$5.44 tape, tied to his upcoming television special. (Sunday *Chicago Tribune*).

Cincinnati

At **Swallens** (3 locations), the latest LP by

Labelle, price not included. At **Woolworth** stores, same ad with the identical features and prices that appeared in Baltimore. At **Super X** stores, assorted "Top Hits" (budget LPs) for \$3.99/\$4.99 tape. Ad promoting the latest LP by Barry Manilow and the Manilow catalog, price not included, at **Neumark's, Song Shop, Globe Records** and **Music World**. (Sunday *Cincinnati Enquirer*).

Cleveland

At **J.P. Snodgrass** (13 locations), all-label sale (including \$5.98 list LPs) for \$3.99. At **Uncle Bill's** (11), these features: 10 CBS releases, including the latest LPs by Lynn Anderson, Johnny Cash and Charlie Rich (all \$5.98 list) for \$3.95/\$4.95 tape; the latest LPs by Bob Seger and Brick for \$3.95; the latest release by David Bowie (\$7.98 list) for \$5.25/\$5.95 tape; Jefferson Airplane's "Flight Log" (2 LPs/\$10.98 list) for \$6.95/\$7.95 tape; and the latest release by Neil Diamond (2 LPs/\$11.98 list) for \$7.45/\$7.95 tape. At **Gold Circle** (7), these features: 18 releases, including the latest albums by the Eagles, Gary Wright, Santana, Jackson Browne, Steve Miller, Kiss and Bob Seger for \$3.99; the latest release by AWB (2 LPs/\$9.98 list) for \$7.73; and "Wings Over America" (3 LPs/\$13.98 list) for \$9.97. At **Gaylords** (7), these features: the soundtrack to "A Star Is Born" (\$8.98 list) for \$5.99 per LP or tape; the latest LPs by John Denver, Pink Floyd and David Bowie (all \$7.98 list) for \$4.99 per LP or tape; the soundtrack to "Roots" for \$3.99/\$4.99 tape; and the latest release by Neil Diamond (2 LPs/\$11.98 list) for \$8.99 per LP or tape. **WB** ad promoting eight releases including the latest albums by Alice Coltrane and Brian Auger for \$3.99 and the latest LP by George Benson (\$7.98 list) for \$4.99, tagged to Tower Records, Sound Center, Woody's Music Hut, Jerry's Record Factory, Music Shack #1, Music Shack #2 and Fillmore East. Arista ad promoting the latest LP by Barry Manilow and the Manilow catalog, price not included, tagged to Camelot Music, Clarkin's Record and Tape Departments, Recordland, Record Rendezvous, Record Carnival, Records Unlimited, Newberry's in Great Lakes Mall, John Wade Records and The Shoppe. At **Music Madness**, all-label sale for \$3.99. At **Woolworth** stores, same ad with the identical features and prices that appeared in Baltimore. (*Cleveland Plain Dealer*, February 25 and 27).

Dallas

At **Sound Warehouse** (4 locations), the latest LP by Minnie Riperton for \$3.95/\$4.95 tape. At **Treasure City** stores, assorted budget and cutout LPs for \$2.99-\$3.99; cutout tapes for \$2.99; and assorted children's LPs for \$1.29. At **Target** stores, seven releases, including the latest LPs by the Eagles, Aerosmith and Santana for \$4.44; and the latest LPs by David Bowie, Pink Floyd and Santana (\$7.98 list) for \$5.55. (Sunday *Dallas Times Herald* and *Dallas Morning News*, February 25 and 27).

Denver

No ads appeared in the Sunday *Denver Post*.

Detroit

At **Korvettes** (5 locations), these features: multi-label sale (including RCA, ABC, Chrysalis, Midsong International, RSO, UA and Arista) for \$3.99/\$5.79 tape; the latest LP by John Denver (\$7.98 list) for \$4.99/\$5.79 tape, tied to his upcoming television special; the latest release by Rush (2 LPs/\$7.98 list) for \$4.99; the latest release by Neil Diamond (2 LPs/\$11.98 list) for \$6.99/\$8.99 tape, and the Diamond catalog on Columbia for \$3.99/\$5.99 tape. At **Woolworth** stores, same ad with the identical features and prices that appeared in Baltimore. (Sunday *Detroit News*).

Houston

At **Cactus Records and Tapes**, the latest LP by John Denver (\$7.98 list) for \$4.99, tied to upcoming TV special. At **Sound**

Warehouse (2 locations), eight Columbia releases, including the latest LPs by David Allan Coe, Marty Robbins and Lynn Anderson (all \$5.98 list) for \$2.99/\$3.99 tape. At **The Record Rack**, the latest LP by Labelle for \$3.99/\$4.99 tape. A&M Records ad promoting the soundtrack to "Roots," price not included, tagged to Grove Record Shop, H&H Music Co., Home Entertainment, Record Rack, R&M Records, Evolution Tapes and Records, Record Factory, Tower Records, Sound Warehouse, Rose's Records, Soul Train, Helen's Discount Records, Teddy's Party Time, Mr. Music, Britts Record Departments, Sage Record Departments and Music Box Unlimited. (Sunday *Houston Chronicle*).

Kansas City

At **Musciand** (3 locations), same ad with the identical features and prices that appeared in Baltimore. (Sunday *Kansas City Star*).

Los Angeles

At **The Warehouse** (24 locations), sale featuring selected artists on RCA, A&M, MCA, Columbia, ABC and Motown for \$3.96/\$4.77 tape; John Denver's "Greatest Hits" LP (\$7.98 list) for \$4.77 album or tape; the soundtrack to "A Star Is Born" (\$8.98 list) for \$5.39; Neil Diamond's "Love At The Greek Theater" (\$11.98 list) for \$7.19 LP or tape; sale on all Angel Classics for \$3.96; Seraphim Classics catalog sale (\$3.98 list) for \$2.33; the latest release by Barry Manilow for \$3.96/\$4.77 tape, and three Barry Manilow catalog LPs on Arista, price not included, tied to television special; and five London releases, including "The Best Of Savoy Brown," "The Story Of Them," "John Mayall Primal Solos," "Tom Jones Greatest Hits" and "Thin Lizzy Rocker (1971-1974)," for \$3.95 per disc. At **Music Plus** (15), various Columbia classical releases, including "Gershwin: Rhapsody In Blue," "Lazar Berman Plays Beethoven" and "Wild About Eubie," for \$3.96; "The Concert Of The Century" featuring Bernstein, Fischer-Dieskau, Horowitz, Menuhin, Rostropovich, Stern and the New York Philharmonic (2 LPs/\$15.98 list), for \$9.99; "Leopold Stokowski Conducts Bizet" for \$2.99; and all Odyssey LPs for \$1.99 per disc. At **Licorice Pizza** (18), the latest release by the Kinks on Arista and Henry Gross' "Show Me To The Stage" for \$3.69 per disc. At **VIP** (16), the latest release by Minnie Riperton, no price included. Capricorn Records ad promoting the debut album by Sea Level tied to upcoming Roxy appearance, no price included. Festival Records ad no-store tie-in, no price included, for "America's Musical Roots". (Sunday *Los Angeles Times*).

Miami

No ads appeared in the Sunday *Miami Herald*.

New Orleans

At **New Attitude Records and Tapes**, four "features of the week," including the latest LPs by Harold Melvin, Gato Barbieri, Al Stewart and Journey for \$2.99. At **Gaylords**, assorted cutout LPs for \$.99. (Sunday *New Orleans Times-Picayune*).

New York

At **Sam Goody** (27 locations), these features over three pages: multi-label sale (including RCA and A&M) for \$3.99/\$5.79 tape; 10 "Super Picks," including the latest LPs by Joan Armatrading, Brick, Stephen Bishop, Natalie Cole, Love Unlimited, Manfred Mann, Carol Douglas, Brass Construction, Bill Quateman and Blondie for \$3.49/\$4.99 tape; Kiss' "Alive" (2 LPs/\$9.98 list) for \$5.18/\$6.59 tape, and the rest of the Kiss catalog for \$3.99/\$4.99 tape; nine releases, including the latest LPs by the Kinks, Mary MacGregor, Henry Gross, Roy Ayers and Yvonne Elliman for \$3.99/\$4.99 tape; seven DG releases, including Lazar Berman's "Prokofiev and Rachmaninoff" (all \$7.98 list) for \$4.79 per disc; the latest release by Chick Corea (2 LPs/\$9.98 list)

for \$5.18/\$6.59 tape; six CBS releases, including Kris Kristofferson's "Me And Bobby McGee" and Barbra Streisand's "Greatest Hits" for \$3.74/\$4.99 tape; and the soundtrack to "A Star Is Born" (\$8.98 list) for \$5.59/\$5.79 tape. At **Korvettes** (32), these features over two pages: multi-label sale (including RCA, E/A, MCA, Arista, RSO, Polydor, UA, Midsong International and Chrysalis) for \$3.99/\$5.79 tape; the latest release by Angel (\$7.98 list) for \$4.99; the latest release by Isaac Hayes and Dionne Warwick (2 LPs/\$8.98 list) for \$5.99; the latest release by Neil Diamond (2 LPs/\$11.98 list) for \$6.99/\$8.99 tape and the Diamond catalog on Columbia for \$3.99/\$5.79 tape; six Casablanca releases, including the latest LPs by Angel and Stallion for \$3.99; the latest LP by John Denver (\$7.98 list) for \$4.99/\$5.79 tape, tied to upcoming television special; 12 "Super Specials," including the latest LPs by Wild Cherry, Abba, ELO, ZZ Top, Parliament, Donald Byrd, Manfred Mann, EWF, Kiss and Genesis (all \$6.98 list), "Nadia's Theme" on A&M and the Beatles' "Let It Be" (both \$5.98 list) all for \$2.99; the latest release by Barry Manilow and the Manilow catalog for \$3.99/\$5.79 tape, tied to upcoming television special; Puccini's "Tosca" on Philips (2 LPs/\$15.98 list) for \$9.98; three Savoy jazz releases, including Charlie Parker's "Encores" for \$3.99; four Savoy releases, including Errol Garner's "The Elf" (all 2 LPs/\$7.98 list) for \$4.99; and the latest releases by Erica Von Stade and Jose Carreras on Philips (\$7.98 list) for \$4.99 per disc. At **Record Hunter** (2), these features: all-label sale for \$3.87; Donizetti's "Gemma Di Vergy" (3 LPs/\$20.99 list) for \$10.99; "Pierre Boulez Conducts Dukas' La Peri" for \$3.69/\$4.99 tape; and "The Budapest Quartet Plays Mendelssohn" (\$3.98 list) for \$1.99. At **Jimmy's Music World** (20), 10 "Best Sellers," including the latest LPs by the Kinks, the Mighty Clouds of Joy, Brainstorm, Parliament, Crown Heights Affair, Brick, Rufus, McCoo/Davis and Thelma Houston and the soundtrack to "Roots" for \$2.99; and the latest LP by the Miracles for \$3.99. At **Alexander's** (13), the latest LP by Johnnie Taylor for \$3.94. At **Woolworth** stores, same ad with the identical features and prices that appeared in Baltimore. (Sunday *New York Times* and the Sunday *New York Daily News*).

Philadelphia

At **Korvettes** (5 locations), these features: multi-label sale (including RCA, ABC, MCA, Midsong International, Chrysalis, Arista and MGM) for \$3.99/\$5.79 tape; the latest LP by John Denver (\$7.98 list) for \$4.99 and 11 Denver catalog releases for \$3.99, tied to his upcoming television special; the latest LP by Barry Manilow and the Manilow catalog for \$3.99, tied to his upcoming television special; the latest release by Keith Jarrett (2 LPs/\$9.98 list) for \$5.88; and the latest release by Neil Diamond (2 LPs/\$11.98 list) for \$6.99/\$8.99 tape and the Diamond catalog on Columbia for \$3.99/\$5.79 tape. At **Sam Goody** (10), these features: multi-label sale (including RCA, A&M and Midsong International) for \$3.99/\$5.79 tape; the ELO catalog for \$3.99/\$5.49 tape; and the soundtrack to "Roots" for \$3.99/\$5.49 tape. At **Two Guys** stores, all CBS releases for \$3.77; the soundtrack to "A Star Is Born" (\$8.98 list) for \$6.99; and Neil Diamond's "Love At The Greek" (2 LPs/\$11.98 list) for \$7.14. At **Wall-To-Wall Sound** (13), the latest LPs by Neil Diamond (2 LPs/\$11.98 list) for \$6.98/\$7.99 tape. (Sunday *Philadelphia Bulletin*).

Pittsburgh

At **National Record Mart** stores, 19 CBS "Soul Sauce '77" releases, including the latest LPs by Phoebe Snow, the Emotions, Lou Rawls, Bill Withers, Billy Paul and Santana for \$5.89/\$6.97 tape. At **Gee Bee** stores, assorted cutout tapes for \$2.99. At **Woolworth** stores, same ad with the identical

(continued on page 79)

CB Top 100 Analysis Shows 31 Current R&B Crossovers

by Cookie Amerson

LOS ANGELES — The **Cash Box** Top 100 Singles Chart currently features 31 titles that are black oriented product. Of these, 26 are also featured on the **CB** Top 100 R&B Singles, with titles crossing from R&B to the Top 100 generally being from the first 25 titles on the R&B chart. R&B titles on the Top 100 chart seem to generally be distributed throughout the chart, with the only pattern of crossover having some slight concentration in the area from 75 to 100 as the titles enter the chart after having gathered substantial R&B airplay and store reports from black oriented stores.

Artists Represented

Artists basically considered pop that are on the R&B charts are the Bee Gees, Hall and Oates, Steve Miller and Leo Sayer, the latter two making their first appearance on the R&B charts. Other pop artists receiving scattered R&B airplay but which have not yet reached R&B chart status are: Bob Seger, "Q," Wings, Silvette, Elton John, Orleans, Atlanta Rhythm Section, Al Stewart, Sons Of Champlin and Barbra

Streisand. "Your Love" by McCoo & Davis and "Roots Medley" by Quincy Jones were songs that were on the Top 100 before they crossed to the R&B chart, even though the last songs the artists had were initially R&B hits before crossing pop. The group Hot has garnered more pop stations and gained pop status faster than R&B, though the initial feeling was that it would start black.

On the R&B chart, in the top 25 titles where the crossover pattern initiates itself, only eight titles were not on the Top 100. They were: James Brown, who does not frequently cross pop; The O'Jays, who, though they are one of the biggest acts in the country, do not always cross pop; Brass Construction, whose last single did very well across the board is having some difficulty; The Blackbyrds, The Bar-Kays, LTD, and Joe Tex are gathering some pop action in secondary markets, but have not yet garnered enough action for Top 100 status and having peaked on the R&B chart, The Four Tops at this point will probably not receive significant pop action.



COLE DOES BENEFIT — Capitol recording artist Natalie Cole recently performed a benefit concert at the Masonic Temple in Detroit with all proceeds going to the Lewis Business College. Pictured after the show (l-r) are Bobby and Vivian Fant, R&B promotion representatives for Capitol in Detroit; Marvin Yancy, Natalie's husband and producer; Natalie; Jemy Cheers, regional R&B promotion; LaDonna Cheers, Jemy's wife and Larry Krutsinger, Detroit area district manager.

Ralph MacDonald Influential Force On Cash Box Charts

By Cookie Amerson

LOS ANGELES — Having recently made his debut as a solo performer, percussionist/songwriter Ralph MacDonald has several merits to his favor at this early stage of his career. Having been recognized by *People* magazine, and being one of few relatively unknown artists to have his initial solo performance this past November sold out before opening night, MacDonald is starting in a different area well above the norm. Having remained in the background for several years, MacDonald stated, "My associates constantly told me I should strike out on my own, and I simply felt that this was the opportune time to do just that."

Chart Force

Being very sought after for his percussion expertise whether it be on stage or in the studio, his efforts are more widely spread than one would realize. MacDonald's percussions currently appear on 10 out of 40 titles on the **Cash Box** Jazz

Album Chart, with five of those titles being in the top ten, including, George Benson's "In Flight," Grover Washington's "Secret Place," George Benson's "Breezin'," Chuck Mangione's "Main Squeeze," and Gato Barbieri's "Caliente." MacDonald also appeared on five albums nominated for Grammy Awards, including three that won, by The Starland Vocal Band, Paul Simon and George Benson. His percussions have appeared on countless million sellers including Roberta Flack's "Killing Me Softly" and "Feel Like Makin' Love." Co-writing with his partner William Salter a tune called "Where Is The Love," that was later recorded by Roberta Flack and Donnie Hathaway, was the upward turning point in his career. MacDonald chose this particular song, to launch his own solo career as an artist on Marlin Records, and he is currently enjoying chart success in his own right. MacDonald has lent his talents to several upcoming albums, including work

(continued on page 79)

TOP 75 R&B ALBUMS

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

CASH BOX TOP 100 R&B

March 12, 1977

	Weeks On Chart	3/5
1 I'VE GOT LOVE ON MY MIND NATALIE COLE (Capitol 4360)	1	8
2 GLORIA ENCHANTMENT (United Artists XW 912)	4	13
3 BE MY GIRL DRAMATICS (ABC 12235)	3	13
4 SOMETHIN' 'BOUT 'CHA LATIMORE (Glades/TK 1739)	5	15
5 AT MIDNIGHT (MY LOVE WILL LIFT YOU UP) RUFUS FEATURING CHAKA KHAN (ABC 12239)	7	7
6 SOMETIMES FACTS OF LIFE (Kayvette/TK 5128)	9	11
7 TRYIN' TO LOVE TWO WILLIAM BELL (Mercury 73839)	8	13
8 DON'T LEAVE ME THIS WAY THELMA HOUSTON (Tamil/Motown T54278F)	2	13
9 LOOK INTO YOUR HEART ARETHA FRANKLIN (Atlantic 3373)	12	9
10 REACHING FOR THE WORLD HAROLD MELVIN & THE BLUE NOTES (ABC 12240)	14	8
11 I WISH STEVIE WONDER (Tamil/Motown T54272F)	6	14
12 FREE DENIECE WILLIAMS (Columbia 3-10429)	11	19
13 LOVE IS BETTER IN THE A.M. PART 1 JOHNNIE TAYLOR (Columbia 3-10478)	22	5
14 HA CHA CHA (FUNKTION) BRASS CONSTRUCTION (UA XW 921)	10	12
15 BODY HEAT (PART 1) JAMES BROWN (Polydor 14360)	18	14
16 DARLIN' DARLIN' BABY (SWEET, TENDER LOVE) O'JAYS (Phila. Intl./Epic ZS8-3610)	13	17
17 FANCY DANCER COMMODORES (Motown 1408)	15	24
18 TIME IS MOVIN' BLACKBYRDS (Fantasy F787)	25	6
19 TOO HOT TO STOP BAR-KAYS (Mercury 73888)	30	7
20 CAR WASH ROSE ROYCE (MCA 40615)	16	25
21 ENJOY YOURSELF THE JACKSONS (Epic 8-50289)	17	22
22 DISCO LUCY (I LOVE LUCY THEME) WILTON PLACE STREET BAND (Island 078)	24	9
23 LOVE TO THE WORLD LTD (A&M 1897)	28	8
24 FEEL FREE FOUR TOPS (ABC 12236)	26	16
25 AIN'T GONNA BUMP NO MORE (WITH NO BIG FAT WOMAN) JOE TEX (Epic 8-50313)	31	7
26 DANCIN' CROWN HEIGHTS AFFAIR (DeLite 1588)	35	8
27 ISN'T IT A SHAME LABELLE (Epic 8-50513)	19	13
28 BLESSED IS THE WOMAN SHIRLEY BROWN (Arista 231)	38	5
29 THERE WILL COME A DAY SMOKEY ROBINSON (Tamil/Motown T54279F)	42	5
30 I WANNA GET NEXT TO YOU ROSE ROYCE (MCA 40662)	49	4
31 DAZZ BRICK (Bang 727)	20	23
32 SATURDAY NIGHT EARTH, WIND & FIRE (Columbia 3-10439)	21	17
33 FEELINGS WALTER JACKSON (UA XW 908Y)	23	18
34 JUST ANOTHER DAY PEABO BRYSON (Bullet 02)	34	9
35 I LIKE TO DO IT KC & THE SUNSHINE BAND (TK 1020)	29	15
36 I TRIED TO TELL MYSELF AL GREEN (Hi/London 5N-2322)	43	5

	Weeks On Chart	3/5
37 BOOGIE CHILD BEE GEES (RSO/Polydor 867)	33	7
38 WINTER MELODY DONNA SUMMER (Casablanca NB 874)	45	6
39 COMIN' ROUND THE MOUNTAIN FUNKADELIC (WB 8309)	41	7
40 MY LOVE IS FREE DOUBLE EXPOSURE (Salsoul 2012)	51	4
41 STICK TOGETHER MINNIE RIPERTON (Epic 8-50337)	47	4
42 BE MY GIRL MICHAEL HENDERSON (Buddah 552)	27	13
43 WHEN LOVE IS NEW ARTHUR PRYSOCK (Old Town 1000)	32	19
44 LET'S STEAL AWAY TO THE HIDEAWAY LUTHER INGRAM (Koko K0724)	57	5
45 THEME FROM KING KONG PART ONE LOVE UNLIMITED ORCHESTRA (20th Century TC 2325)	48	7
46 SPACE AGE JIMMY CASTOR BUNCH (Atlantic 3375)	55	8
47 SWEETER THAN THE SWEET THE STAPLES (WB 8317)	52	5
48 HOT LINE SYLVERS (Capitol 4336)	36	21
49 I'M YOUR BOOGIE MAN K.C. & THE SUNSHINE BAND (TK 1022)	64	3
50 THE WAY YOU MAKE ME FEEL MELBA MOORE (Buddah 562)	61	4
51 I'M QUALIFIED TO SATISFY YOU BARRY WHITE (20th Century TC 2328)	63	3
52 DO WHAT YOU WANT BILLY PRESTON (A&M 1892)	56	6
53 RICH GIRL HALL & OATES (RCA PB 10860)	53	6
54 I WANNA DO IT TO YOU JERRY BUTLER (Motown M1414F)	70	3
55 RIGOR MORTIS CAMEO (Chocolate City/Casablanca 005)	62	4
56 SPY FOR BROTHERHOOD THE MIRACLES (Columbia 3-10464)	44	8
57 LOVE IN C MINOR (PART 1) CERRONE (Cotillion/Atlantic 33120)	69	3
58 YOU GOTTA BELIEVE POINTER SISTERS (ABC/Blue Thumb 271)	37	16
59 DISCO INFERNO TRAMMPS (Atlantic 3389)	88	2
60 SUMMER SNOW BLUE MAGIC (WMOT/Atlantic 4003)	39	14
61 A DREAMER OF A DREAM CANDI STATON (Warner Bros. WBS 8320)	75	3
62 THERE'S LOVE IN THE WORLD (TELL THE LONELY PEOPLE) MIGHTY CLOUDS (ABC 12241)	73	5
63 BOOGIE BOPPER SUN (Capitol 4382)	66	4
64 I CAN'T SAY GOODBYE MILLIE JACKSON (Spring/Polydor 170)	67	4
65 DR. FUNKENSTEIN PARLIAMENT (Casablanca 875)	68	4
66 DO IT TO MY MIND JOHNNY BRISTOL (Atlantic 3360)	40	21
67 THE PRIDE (PART 1) THE ISLEY BROTHERS (T-Neck ZS 8-2262)	—	1
68 LOVE IN C MINOR THE HEART AND SOUL ORCHESTRA (Casablanca 876)	74	3
69 SAY YOU LOVE ME PATTI AUSTIN (CTI 33)	71	6
70 FREE LOVE JEAN CARN (Phila. Intl./Epic ZS8 3614)	85	2
71 WAKE UP AND BE SOMEBODY BRAINSTORM (Tabu/RCA QB 10811)	80	4

	Weeks On Chart	3/5
72 LAYING BESIDE YOU EUGENE RECORD (Warner Bros. WB 8322)	87	2
73 HOW GOOD IS YOUR GAME BILLY PAUL (Phila. Intl./Epic ZS 8-3613)	83	2
74 YOU'RE THROWING A GOOD LOVE AWAY SPINNERS (Atlantic 3382)	—	1
75 CLOUDY AVERAGE WHITE BAND (Atlantic 3388)	89	3
76 FEEL THE BEAT (EVERYBODY DISCO) OHIO PLAYERS (Mercury 73881)	46	8
77 SPRING AFFAIR DONNA SUMMER (Oasis/Casablanca 872)	50	24
78 I WANT YOU BABY ARTHUR PRYSOCK (Old Town 1001)	—	1
79 DOUBLE DUTCH FATBACK BAND (Spring/Polydor 171)	91	2
80 "ROOTS" MEDLEY QUINCY JONES (A&M 1909)	—	1
81 YOU MAKE ME FEEL LIKE DANCING LEO SAYER (Warner Bros. WBS 8283)	54	10
82 WE SHOULD REALLY BE IN LOVE DOROTHY MOORE & EDDIE FLOYD (Malaco/TK M1040)	78	4
83 BY THE TIME I GET TO PHOENIX/SAY A LITTLE PRAYER ISAAC HAYES & DIONNE WARWICK (ABC AB 12253)	—	1
84 WELCOME TO OUR WORLD MASS PRODUCTION (Atlantic 44213)	84	6
85 FLY LIKE AN EAGLE STEVE MILLER (Capitol 4372)	—	1
86 THE PINOCCHIO THEORY BOOTSIE'S RUBBER BAND (Warner Bros. WBS 8328)	—	1
87 YOU TURNED ME ON TO LOVE JOHNNY BRISTOL (Atlantic 3391)	—	1
88 SPRING RAIN SILVETTI (Salsoul SZ 2014)	96	2
89 MY PEARL AUTOMATIC MAN (Island 063)	93	5
90 GOOD THING MAN FRANK LUCAS (ICA 001)	—	1
91 STANDING IN THE SAFETY ZONE BOBBY WOMACK & BROTHERHOOD (Columbia 3-10493)	—	1
92 THE COFFEE SONG OSIBISA (Island IS 080)	94	4
93 PARTY PART ONE SILK (Prelude PRL 71084)	80	4
94 CHANGES RALPH GRAHAM (RCA PB 10883)	95	3
95 LIFE GOES ON FAITH, HOPE & CHARITY (RCA PB 10865)	98	5
96 DO WHAT YOU WANT BE WHAT YOU ARE LEW KIRTON (Marlin/TK 3311)	—	1
97 STRAIGHTEN IT OUT ANGLO-SAXON BROWN (Atlantic 3376)	97	2
98 LET THE CHILDREN PLAY SANTANA (Columbia 3-10481)	99	2
99 I'M HIS WIFE ANN SEXTON (Sound Stage/Monument 2504)	86	4
100 STAY AWHILE WITH ME DONNIE GERRARD (Greedy G109)	90	7

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

A Dreamer (Warner Tamerlane/Marsaint — BMI) 61	Feel Free (ABC-Dunhill/Rail — BMI) 24	Life Goes (V. McCoy/Warner Tamerlane — BMI) 95	Straighten It Out (Sacred Pen — BMI) 97
Ain't Gonna Bump No More (Tree 3MI) 25	Feel The Beat (Play One — BMI) 76	Look Into Your (Warner Tamerlane — BMI) 9	Summer Snow (WMOT/Friday's Child — BMI) 60
Be My Girl (Electrocord — ASCAP) 5	Feelings (Fermata Intl. Melodies — ASCAP) 33	Love in C (Welbeck — ASCAP) 57,68	Sweeter Than The Sweet (Mayfield — BMI) 47
At Midnight (Amer. B'casting/Etainae — BMI) 3	Fly Like An Eagle (Sailor — ASCAP) 85	Love Is Better (Groovesville — BMI/Conquistador — ASCAP) 13	The Coffee Song (Cromwell — ASCAP) 92
Blessed Is The Woman (Dejano — BMI) 28	Free (Kee/Drick — BMI) 12	Love To The World (Alruby — ASCAP) 23	Theme From King Kong (Ensign — BMI) 45
Body Heat (Dynatone/Belinda/Unichappell — BMI) 15	Free Love (Mighty Three — BMI) 70	My Love Is Free (Lucky Tree/Top Bound/Mighty Three — BMI) 40	The Pinocchio (Rubber Band — BMI) 86
Boogie Bopper (Glenwood/Osmosis — ASCAP) 63	Gloria (Desert Moon/Willow Girl — BMI) 2	My Pearl (Island/Automatic Man — BMI) 89	The Pride (Bovina — ASCAP) 67
Boogie Child (Stigwood/Unichappell — BMI) 37	Good Thing 90	Party (Ocarina/Loo — BMI) 93	There's Love (Traco/Screen Gems-EMI — BMI/Jobete — ASCAP) 62
By The Time (EMP — BMI/Mills — ASCAP) 83	Ha Cha Cha (Desert Moon/Jeffmar — BMI) 14	Reaching For The World (Simi — BMI) 10	There Will Come (Jobete — ASCAP/Stone Diamond — BMI) 29
Car Wash (Duchess — BMI) 20	Hot Line (Bull Pen — BMI/Perren Vibes — ASCAP) 48	Rich Girl (Unichappell/Hot Cha — BMI) 53	The Way You Make (Charles Kipps — BMI) 50
Chance (Mir — BMI) 94	How Good (Mighty Three — BMI) 73	Rigor Mortis (Better Days — BMI) 55	Time Is Moving (Blackbyrd — BMI) 18
Clou (Je Music — ASCAP) 75	I Can't Say (Gaucho/Bill-Lee — BMI) 64	"Roots" (Rashida/Smenya — ASCAP) 80	Too Hot To (Bar Kay/Dunbar — BMI) 19
Com: The Mountain (Malbiz — BMI) 39	I Like To Do (Sherlyn/Harrick — BMI) 35	Saturday Night (Saggitfire — BMI) 32	Tryin' To Love (Bell-Kat/Unichappell — BMI) 7
Dancin' (Lightful/Cabrini — BMI) 26	I'm His Wife (Cape May — BMI) 99	Say You Love Me (Antisia — ASCAP) 69	Wake Up And Be (Interior — BMI) 71
Darlin' (Mighty Three — BMI) 16	I'm Qualified (Sa-Vette/January — BMI) 51	Something (Sherlynn — BMI) 4	Welcome To Our (Pepper — ASCAP) 84
Dazz (Silver Cloud/Trolley — ASCAP) 31	I'm Your Boogie (Sherlyn/Harrick — BMI) 49	Sometimes (Stallion — BMI) 6	We Should Really (East Memphis — BMI) 82
Disco Inferno (Six Strings/Golden Fleece — BMI) 59	Isn't It A Shame (Hastings — BMI) 27	Space Age (Jimerie — BMI) 46	When Love Is (Mighty Three — BMI) 43
Disco Lucy (Desilu — ASCAP) 22	I Tried To Tell (Jec/AI Green — BMI) 36	Spring Affair (Ricks — BMI) 77	Winter Melody (Rick's Music — BMI) 38
Do It To My Mind (Bushka — ASCAP) 66	I've Got Love (Jay's Ent./Chappell — ASCAP) 1	Spring Rain (Barnegar — BMI) 88	You Gotta Believe (Duchess — BMI) 58
Don't Leave Me (Mighty Three — BMI) 8	I Wanna Do (Jobete/Butler — ASCAP) 54	Spy For (Crimora — ASCAP) 56	You Make Me (Brintree — BMI/Longmanor-Chrysalis — ASCAP) 81
Double Dutch (Clita — BMI) 79	I Wanna Get Next (Duchess — BMI) 30	Standing In The (Bobby Womack/Unart — BMI) 91	You're Throwing (Mighty Three — BMI) 74
Do What You (Unichappell — BMI) 52	I Want You (Mighty Three — BMI) 78	Stay AwHile (Warner Tamerlane/Interior/Van McCoy — BMI) 100	You Turned Me (Bushka — ASCAP) 87
Do What You Want (Unichappell/Hotcha — BMI) 96	I Wish (Jobete/Black Bull — ASCAP) 11	Stick Together (Dickie Bird/Jobete/Black Bull — ASCAP) 41	
Dr. Funkenstein (Rick's/Malbiz — BMI) 65	Just Another (Web IV — BMI) 34		
Enjoy Yourself (Mighty Three — BMI) 21	Laying Beside You (Angelsheff — BMI) 72		
Fancy (Jobete/Commodores Ent. — ASCAP) 17	Let's Steal Away (Klondike — BMI) 44		
	Let The Children Play (Light — BMI) 98		

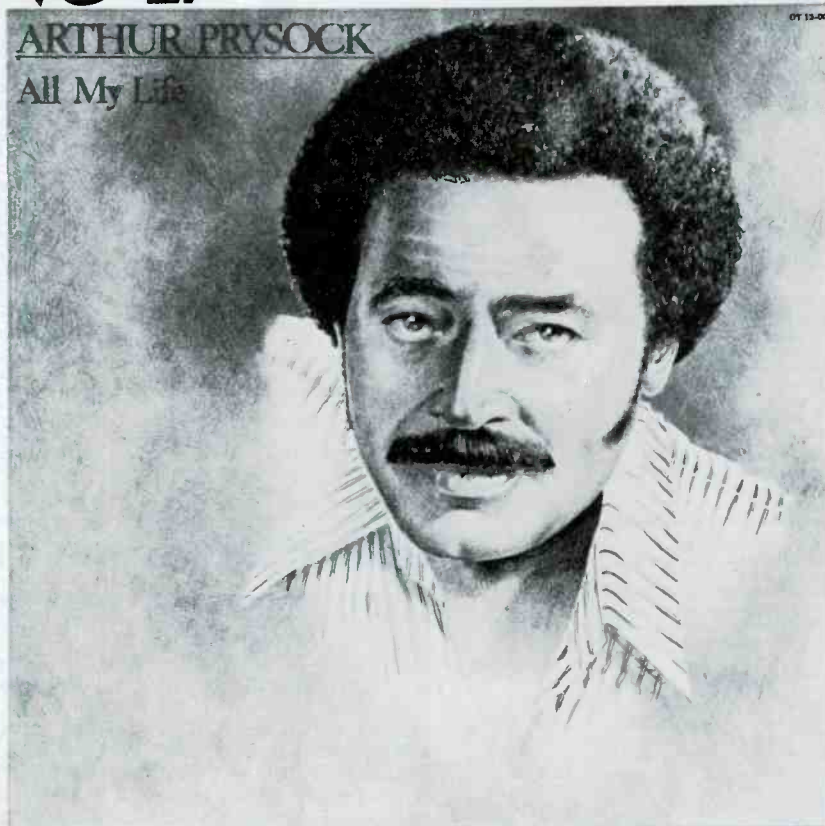
FROM ARTHUR PRYSOCK'S NEW BEST SELLING LP

"ALL MY LIFE" OT-12004

Contains Hit Disco Version of
"WHEN LOVE IS NEW"

Also contains a New Hit Single
"I WANTCHA BABY"
CT-1001
B/W: "ONE BROKEN HEART"

Produced, Arranged & Conducted by: JOHN DAVIS
Executive Producer: SAM WEISS
Music by: THE MONSTER ORCHESTRA
(courtesy SAM Records)
Also Available on OLD TOWN Music Tapes.



OLD TOWN RECORD CORP., 41-43 39th Street, Long Island City, N.Y. 11104 (212) 786-7667 TELEX: 235976

THE FABULOUS MONSTER ORCHESTRA STRIKES AGAIN

WITH A NEW
SMASH 12-INCH DISCO
"UP JUMPED THE DEVIL"
B/W "YOU GOT TO GIVE IT UP"
SAM-12452 TIME: 5:42; 6:00

ALREADY BUSTING LOOSE
AS A 45 HIT SINGLE
SAM-5005 TIME: 3:22 TIME: 3:23

Produced, Directed & Arranged by
JOHN DAVIS

Executive Producer: SAM WEISS
Music by: THE MONSTER ORCHESTRA

SAM

SAM RECORDS, INC., 41-43 39th Street Long Island City, N.Y. 11104 (212) 786-7667 TELEX: 235976



ADDITIONS TO R&B PLAYLISTS

WAOK — ATLANTA — Frank Barrow
#1 — I've Got Love On My Mind — Natalie Cole
Dance & Shake — Universal Robot — Redd Gregg
My Love Is Free — Double Exposure — Salsoul
Ex To 18 — How Good Is Your Game — Bill Paul
Ex To 21 — Winter Melody — Donna Summer
Ex To 22 — Cloudy — Average White Band
19 To 14 — Ain't Gonna Bump — Joe Tex
22 To 16 — I'm Your Boogie Man — K.C. & The Sunshine Band
23 To 17 — Disco Inferno — Trammps
#1 LP — Rufus
New LPs — Ritchie Family, Teddy Pendergrass, Quincy Jones, Natalie Cole

WIGO — ATLANTA — Rick Fly
#1 — At Midnight — Rufus
I'm Your Boogie Man — KC & The Sunshine Band — TK
The Pride — Isley Brothers — T-Neck
Disco Inferno — Trammps — Atlantic
Free Love — Jean Carn — Phila. Intl.
I Wanna Do It To You — Jerry Butler — Motown

WWIN — BALTIMORE — Don Brooks
#1 — Sometimes — Facts Of Life
The Way You Make Me Feel — Melba Moore — Buddha
Let's Steal Away To The Hideaway — Luther Ingram — Koko
I'm Your Boogie Man — KC & The Sunshine Band — TK
Ex To 17 — Disco Lucy — Wilton Place Street Band
Ex To 29 — A Dreamer Of A Dream — Candi Staton
#1 LP — Stevie Wonder

WBUL — BIRMINGHAM — Shelley Pope
#1 — I've Got Love On My Mind — Natalie Cole
Cloudy — Average White Band — Atlantic
Let Yourself Go — Supremes — Motown
Boogie Child — Bee Gees — RSO
Don't Touch Me — Shebba Deane — Casino
18 To 5 — I Wanna Get Next To You — Rose Royce
30 To 24 — I Wanna Do It For You — Jerry Butler
New LPs — Diana Ross, AWB

WUFO — BUFFALO — Harold Lewis
#1 — I've Got Love On My Mind — Natalie Cole
The Pride — Isleys Brothers — T-Neck
#1 LP — Bootsy Collins
New LPs — Michael Walden, Charlie Rosey Band

WGIV — CHARLOTTE — Manny Clark
#1 — I've Got Love On My Mind — Natalie Cole
Party — Silk — Prelude
I Can't Say Goodbye — Millie Jackson — Spring
It Feels So Good — Manhattans — Columbia
Throwing A Good Love Away — Spinners — Atlantic
Let's Steal Away To The Hideaway — Luther Ingram — Koko
Roots Melody — Quincy Jones — A&M
Love In C Minor — Cerrone — Cotillion
Time Is Movin' — Blackbyrds — Fantasy
48 To 4 — Pinocchio Theory — Bootsy Collins
38 To 14 — There Will Come A Day — Smokey Robinson
33 To 17 — Just Another Day — Peabo Bryson
47 To 27 — The Pride — Isley
New LP — Ntiro

WBXM — CHICAGO — Ernest James
Additions:
You're Throwing A Good Love Away — Spinners — Atlantic
Ain't Gonna Bump — Joe Tex — Epic
Space Age — Jimmy Castor Bunch — Atlantic
Rigor Mortis — Cameo — Chocolate City
New LPs — James Brown, Maza, Billy Paul

WJPC — CHICAGO — Richard Steel
#1 — Sometimes — Facts Of Life
Tryin' To Love Two — William Bell — Mercury
Keep That Same Old Feeling — Side Effect — Fantasy
I Wanna Do It To You — Jerry Butler — Motown
Laying Beside You — Eugene Record — WB
I Wanna Get Next To You — Rose Royce — MCA
Goody Good Times — Syl Johnson — Shama
Throwing A Good Love Away — Spinners — Atlantic
Ex To 2 — Be My Girl — Dramatics
12 To 4 — Gloria — Enchantment
16 To 5 — Body Heat — James Brown
33 To 6 — Fly Like An Eagle — Steve Miller Band
28 To 22 — There Will Come A Day — Smokey Robinson
34 To 23 — Welcome To Our World — Mass
Production
#1 LP — George Benson
New LP — Brainstorm

WYON — CHICAGO — E. Rodney Jones
#1 — I've Got Love On My Mind — Natalie Cole
Rigor Mortis — Cameo — Chocolate City
Windy City Theme — Carl Davis — Chi-Sound
Keep That Same Old Feeling — Side Effect — Fantasy
Do What You Want — Lew Kirtan — Marling
I Wanna Do It To You — Jerry Butler — Motown
So Satisfied — Ashford & Simpson — Warner Brothers
Disco Inferno — Trammps — Atlantic
10 To 1 — I've Got Love On My Mind — Natalie Cole
#1LP — Blackbyrds
New LPs — Tribe, Billy Preston, Smokey, Harold Melvin & The Blue Notes, Steve Miller Band, Melba Moore, Fatback Band

WCIN — CINCINNATI — Bob Long
#1 — I've Got Love On My Mind — Natalie Cole
I Wanna Do It To You — Jerry Butler — Motown
Throwing A Good Love Away — Spinners — Atlantic
You're What's Missing In My Life — G.C. Cameron — Motown
18 To 7 — I Can't Say Goodbye — Millie Jackson
WJMO — CLEVELAND — Lynn Tolliver
#1 — I've Got Love On My Mind — Natalie Cole
The Pride — Isley Brothers — T-Neck
Throwing A Good Love Away — Spinners — Atlantic
Pinocchio Theory — Bootsy Collins — WB
Rigor Mortis — Cameo — Chocolate City
Fly Like An Eagle — Steve Miller Band — Capitol
Reach — Orleans — Asylum
11 To 5 — I'm Your Boogie Man — KC & The Sunshine Band
24 To 15 — Just Another Day Peabo Bryson
26 To 17 — Qualified To Satisfy — Barry White
23 To 18 — Reaching For The World — Harold Melvin & The Blue Notes
27 To 19 — Dancing Man — "Q"
28 To 21 — Cloudy — AWB
#1 LP — AWB
New LPs — Undisputed Truth, Johnnie Taylor, Rhythm Heritage, Donald Byrd, Booker T & The MG's

WVKK — COLUMBUS — Keith Willis
#1 — I've Got Love On My Mind — Natalie Cole
Evil Ways — Stanley Turrentine — Fantasy
The Pride — Isley Brothers — T-Neck
Throwing A Good Love Away — Spinners — Atlantic
Phoenix — Aquarian Dream — Buddha
17 To 12 — Life Goes On — Faith, Hope & Charity
19 To 13 — I Can't Say Goodbye — Millie Jackson
20 To 14 — I Wanna Get Next To You — Rose Royce
21 To 15 — Rigor Mortis — Cameo

22 To 17 — Boogie Bopper — Sun
26 To 18 — Love Is Better In The A.M. — Johnnie Taylor
New LPs — Nytro, Natalie Cole
KKDA — DALLAS — Chuck Smith
#1 — Sometimes — Facts Of Life
Welcome To Our World — Mass Production — Atlantic
Ride The Ship — Gospel Keynotes — Nashboro
I've Got Love On My Mind — Natalie Cole — Capitol
Where Is Your Woman Tonight — Soul Children — Epic
I'm Your Boogie Man — K.C. & The Sunshine Band — TK
#1 LP — Rufus

KNOK — DALLAS/FT. WORTH — Nat Jackson
#1 — Feel The Beat — Ohio Players
We Don't Cry Out Loud — Moments — Stang
Comin' Round The Mountain — Funkadelic — WB
I'm Your Boogie Man — K.C. & The Sunshine Band — TK
30 To 21 — Reaching For The World — Harold Melvin
28 To 20 — At Midnight — Rufus
22 To 13 — I Wanna Get Next To You — Rose Royce
11 To 7 — Sometimes — Facts Of Life
#1 LP — Rufus
New LPs — Nytro, Marlena Shaw, Eugene Record

WDAO — DAYTON — Dwayne Hoard
#1 — Sometimes — Facts Of Life
Winter Melody — Donna Summer — Oasis
Rigor Mortis — Cameo — Chocolate City
Disco Lucy — Wilton Place Street Band — Island
WCHB — DETROIT — Wade Briggs
#1 — Tryin' To Love Two — William Bell
Dr. Funkenstein — Parliament — Casablanca
Searchin' — Roy Ayers — Polydor
I Gotta Keep Dancing — Carie Lucas — Soul Train
Small Talk — Five Special — Mercury
Super Band — Kool & The Gang — DeLite
You Take My Heart Away — Laura Greene — Epic
Pinocchio Theory — Bootsy Collins — WB
Only Love Can Mend A Broken Heart — General Johnson — Arista
Everybody's Gotta Go — Atlanta Rhythm Section — Polydor
Sure Feels Good — Confunkshun — Mercury
By The Time/Say A Little — Isaac Hayes/Dionne Warwick — ABC
Spring Rain — Sylvetti — Salsoul

Roots Medley — Quincy Jones — A&M
What Would I Have — Stevens & Foster — Jerri
We Can Work It Out — Sam & Dave — Contemp
Don't Touch Me — Shebba Deane — Casino
Can't Wait — Brick — Bang
Party — Silk — Prelude
Funk Machine — Funk Machine — Drive
Disco Weekend — Miami — Drive
Love In C Minor — Heart & Soul — Casablanca
7 To 2 — Body Heat — James Brown
8 To 3 — Stay Awhile With Me — Donnie Gerrard
14 To 10 — Ain't Gonna Bump No More — Joe Tex
#1 LP — Natalie Cole
New LPs — Marlena Shaw, Teddy Pendergrass, Johnnie Taylor, Miracles

WRBD — FT. LAUDERDALE — Crown Prince
#1 — I've Got Love On My Mind — Natalie Cole
You're Throwing A Good Love Away — Spinners — Atlantic
Make Me Yours — Jackie Moore — Kayvette
Can't Wait — Brick — Bang
Whose Watching The Baby — R.B. Greaves — Bareback
It Feels So Good — Manhattans — Columbia
You Turned Me On To Love — Johnny Bristol — Atlantic
Superband — Kool & The Gang
#1 LP — Marlena Shaw, Rufus
New LPs — Quincy Jones, Donnie Gerrard, Smokey Robinson, Cerrone

WTLC — INDIANAPOLIS — Roger Holloway
#1 — Trying To Love Two — William Bell
Boogie Booper — Sun — Capitol
Cloudy — Average White Band — Atlantic
17 To 1 — Trying To Love Two — William Bell
14 To 11 — Time Is Movin' — Blackbyrds
WOKJ — JACKSON — Dick Dawkins
#1 — Good Thing Man — Frank Lucas
Your Real Good Thing — Paulette Reaves — Blue Candle
Just One Step — Little Milton — Glades
Blessed Is The Woman — Shirley Brown — Arista
The Pride — Isley Brothers — T-Neck
I'm Your Boogie Man — KC & The Sunshine Band — TK
Stay Awhile With Me — Donnie Gerrard — Greedy
27 To 7 — At Midnight — Rufus
17 To 9 — Too Hot To Stop — Bar-Kays

MOST PROGRAMMED NEW SINGLES

1. **YOU'RE THROWING A GOOD LOVE AWAY — SPINNERS — ATLANTIC**
WORLD, WJMO, WLOU, WVKK, WJPC, KALO, WANT, WRBD, WBLS, WGIV, WCIN, WBXM, WDMA, WGIV.
2. **THE PRIDE — ISLEY BROTHERS — T-NECK**
WVWL, WAMM, WUFO, KOKY, WJMO, WOKJ, WVKK, WIGO, WENZ, WCKO, WWRL.
3. **I WANT TO DO IT TO YOU — JERRY BUTLER — MOTOWN**
KDKO, WESL, WIGO, WJPC, WVON, WCIN, WDMA, WOL.
4. **DISCO INFERNO — TRAMMPS — ATLANTIC**
WAMM, KGFJ, WVON, WJMO, WSO, KALO.

MOST PROGRAMMED NEW LP'S

1. **TEDDY PENDERGRASS — TEDDY PENDERGRASS — PHILA. INTL.**
KJLH, WORL, WANM, WIBB, WANT, WCKO, WAOK, WDMA, WAMM.
2. **RATED EXTRAORDINAIRE — JOHNNIE TAYLOR — COLUMBIA**
WAMM, WANT, WENZ, KDAY, WJMO, WANM, WIBB, WEDR, WSOK.
3. **THE MIRACLES LOVE CRAZY — MIRACLES — COLUMBIA**
WCHB, WANM, WEDR, WCKO, WDMA, KDKO, WSO, WSO.
4. **STAY IN LOVE — MINNIE RIPERTON — EPIC**
KJLH, WVOL, WANM, WSOK, KDAY, WORL.

Love Hit Me — Maxine Nightengale — UA
Good Thing Man — Frank Lucas — ICA
15 To 8 — There Will Come A Day — Smokey Robinson
17 To 10 — At Midnight — Rufus
23 To 12 — Blessed Is The Woman — Shirley Brown
#1 LP — Bootsy Collins
New LPs — Bootsy Collins, Tyrone Davis, Miracles

WJLB — DETROIT — Al Perkins
#1 — Tryin' To Love Two — William Bell
My Love Is Free — Double Exposure — Salsoul
Shame & Scandal — Stylics — H&L
Dance Little Lady — Tina Charles — Epic
Two On A Cloud — Curt Darrin — Buddha
I'm Your Boogie Man — K.C. & The Sunshine Band — TK
12 To 6 — I Wanna Do It To You — Jerry Butler
13 To 11 — There Will Come A Day — Smokey Robinson
30 To 20 — Real Love — Al Hutson
#1 LP — Billy Paul

KDKO — DENVER — Bob Moore
#1 — I've Got Love On My Mind — Natalie Cole
I Want To Do It To You — Jerry Butler — Motown
I'm Your Boogie Man — K.C. & The Sunshine Band — TK
That's What It's All About — Brick — Bang
I Only Wanted To Love You — Sass — 20th Century
Let's Steal Away To The Hideaway — Luther Ingram — Koko
On Your Face — EW&F — Columbia
Shame & Scandal — Stylics — H&L
I Caught Your Act — Hues Corporation — WB
9 To 5 — Ain't Gonna Bump — Joe Tex
19 To 9 — Love Is Better In The A.M. — Johnnie Taylor
19 To 11 — Sometimes — Facts Of Life
24 To 14 — I Wanna Get Next To You — Rose Royce #1LP — Natalie Cole
New LPs — Mighty Clouds, Johnnie Taylor, Booker T & The MG's, Formula Five, Miracles

WAMM — FLINT — Donny Brooks
#1 — Tryin' To Love Two — William Bell
Disco Inferno — Trammps — Atlantic
There's Love In The World — Mighty Clouds Of Joy — ABC
The Pride — Isley Brothers — T-Neck
Double Dutch — The Fatback Band — Spring
Love In C Minor — Heart & Soul Orchestra — Casablanca
Rigor Mortis — Cameo — Chocolate City
Super Band — Kool & The Gang — DeLite
Rocky — Rhythm Heritage — ABC
High School Dance — Sylvers — Capitol
Do What You Want — Billy Preston — A&M
35 To 1 — Tryin' To Love Two — William Bell
16 To 3 — At Midnight — Rufus
13 To 8 — Look Into Your Heart — Aretha Franklin
21 To 10 — Too Hot To Stop — Bar-Kays
Ex To 21 — Blessed Is The Woman — Shirley Brown
29 To 17 — I Tried To Tell Myself — Al Green
#1 LP — Marlena Shaw
New LPs — Johnnie Taylor, George Benson, Teddy Pendergrass

WCKO — FT. LAUDERDALE — Joe Fisher
#1 — I've Got Love On My Mind — Natalie Cole
Ask Me — Garland Greene — RCA

15 To 10 — Mr. Boogie Man — Avalanche
25 To 13 — Angel In Your Arms — Hot
#1 LP — Manhattans
New LPs — Eugene Record, Brainstorm

KALO — LITTLE ROCK — Barry Mayo
#1 — Good Thing Man — Frank Lucas
Life Goes On — Faith, Hope & Charity — RCA
Spy For Brotherhood — Miracles — Columbia
Boogie Child — Bee Gees — RSO
Uptown Festival — Shalamar — Soul Train
I Gotta Get Dancin' — Carie Lucas — Soul Train
Love In C Minor — Cerrone — Cotillion
Phoenix — Aquarian Dream — Buddha
Throwing A Good Love Away — Spinners — Atlantic
Disco Inferno — Trammps — Atlantic
Stay Awhile With Me — Donnie Gerrard — Greedy
Hots:
There Will Come A Day — Smokey Robinson
Look Into Your Heart — Aretha Franklin
I Tried To Tell Myself — Al Green
Reaching For The World — Harold Melvin & The Blue Notes

Time Is Movin' — Blackbyrds
Ain't Gonna Bump No More — Joe Tex
#1 LP — Natalie Cole
New LPs — Santana, Natalie Cole, Manhattans
KOKY — LITTLE ROCK — J.D. Black
#1 — I've Got Love On My Mind — Natalie Cole
The Pride — Isley Brothers — T-Neck
I'll Turn Your Way — Chi-Lites — Mercury
We Should Really Be In Love — Dorothy Moore/Eddie Floyd — Malaco
#1 LP — Rufus
New LPs — Mystic, Confunkshun, Sylvers

KDAY — LOS ANGELES — Jim Maddox
#1 — I've Got Love On My Mind — Natalie Cole
Gloria — Enchantment — UA
Trying To Love Two — William Bell — Mercury
Qualified To Satisfy — Barry White — 20th Century
There's Love In The World — Mighty Clouds — ABC
Pinocchio Theory — Bootsy Collins — WB
The Way You Make Me Feel — Melba Moore — Buddha
#1 LP — Rufus
New LPs — Johnnie Taylor, Minner Riperton, B.B. King

KGFJ — LOS ANGELES — Lucky Pierre
#1 — I've Got Love On My Mind — Natalie Cole
Disco Inferno — Trammps — Atlantic
Qualified To Satisfy — Barry White — 20th Century
Dancin' — Crown Heights Affair — DeLite
Your Love — McCoo & Davis — ABC
Winter Melody — Donna Summer — Casablanca
There's Love In The World — Mighty Clouds Of Joy — ABC
8 To 3 — Don't Leave Me This Way — Thelma Houston

KJLH — LOS ANGELES — Rod McGrew
Additions:
In The Mood — Glen Miller Orchestra — Buddha
Autumn Leaves — Bobby Scott — Columbia
It's Gotta Be This Way — Philly Deaton — Columbia
Peace, Love & Happiness — Peave, Love & Happiness
Orch. — Abab Intl.

Here Is Where Your Love Belongs — Sons Of Champlin — Ariola
Do What You Want — Lew Kirtan — Marlin
New LPs — Jerry Butler, Kenny Rankin, Junior Walker, Originals, Minnie Riperton, Teddy Pendergrass, Isaac Hayes/Dionne Warwick, Etta Jones

KUTE — LOS ANGELES — LUCKY PIERRE
#1 LP — Rufus
New LPs — Trammps, Originals, Quincy Jones, Manhattans

WLOU — LOUISVILLE — Neal O'Rea
#1 — I've Got Love On My Mind — Natalie Cole
Dr. Funkenstein — Parliament — Casablanca
Let's Steal Away To The Hideaway — Luther Ingram — Koko
Throwing A Good Love Away — Spinners — Atlantic
Blessed Is The Woman — Shirley Brown — Arista
Stone To The Bone/Flip — Timmie Thomas — Glades
8 To 3 — At Midnight — Rufus
12 To 7 — Qualified To Satisfy — Barry White
15 To 9 — Going Down To The Disco — Undisputed Truth
17 To 13 — Love Is Better In The A.M. — Johnnie Taylor
20 To 15 — Magic Mountain — War
#1 LP — George Benson

WIBB — MACON — Hamp Swain
#1 — Good Thing Man — Frank Lucas — ICA
23 To 14 — Look Into Your Heart — Aretha Franklin
#1 LP — Bootsy Collins

WDIA — MEMPHIS — Maxx Fortune
#1 — Trying To Love Two — William Bell
I Wanna Do It To You — Jerry Butler — Motown
Qualified To Satisfy — Barry White — 20th Century
My Love Is Free — Double Exposure — Salsoul
Throwing A Good Love Away — Spinners — Atlantic
Don't Touch Me — Shebba Deane — Casino
Angel In My Arms — Hot — Big Tree
13 To 8 — I Wanna Get Next To You — Rose Royce
22 To 18 — Time Is Movin' — Blackbyrds
26 To 19 — Reaching For The World — Harold Melvin & The Blue Notes
28 To 20 — We Should Really Be In Love — Dorothy Moore/Eddie Moore
29 To 15 — Pinocchio Theory — Bootsy Collins
30 To 17 — The Pride — Isley Brothers
#1 LP — Stevie Wonder
New LPs — Spinners, Teddy Pendergrass, Miracles, Smokey Robinson

WEDR — MIAMI — Jerry Rushlan
#1 — Close To You — Tyrone Davis
Bring It Down Front — Chambers Brothers — Chelsea
Just Another Day — Peabo Bryson — Bullet
Body Language — C.F. & Friends — Monument
9 To 4 — Love Is Better In The A.M. — Johnnie Taylor
16 To 7 — Betcha By Golly Wow — Norman Connors
#1 LP — Bootsy Collins
New LPs — Johnnie Taylor, Miracles

WVOL — NASHVILLE — David Lombard
#1 — Isn't It A Shame — Lavelle
I Tried To Tell Myself — Al Green — Hi
Qualified To Satisfy — Barry White — 20th Century
The Pride — The Isley Brothers — T-Neck
The Pinocchio Theory — Bootsy Collins — WB
18 To 12 — Too Hot To Stop — Bar-Kays
14 To 6 — Ain't Gonna Bump — Joe Tex
#1 LP — Stevie Wonder/Rufus/Bootsy Collins
New LPs — Hall & Oates, Minnie Riperton, Sylvers

WWRL — NEW YORK — Sonny Taylor
#1 — I've Got Love On My Mind — Natalie Cole
Too Hot To Stop — Bar-Kays — Mercury
Time Is Moving — Blackbyrds — Fantasy
Freedom To Express Yourself — Denise Lasalle — ABC
I Wanna Get Next To You — Rose Royce — MCA
Qualified To Satisfy — Barry White — 20th Century
The Pride — Isley Brothers — T-Neck
Blessed Is The Woman — Shirley Brown — Arista
16 To 11 — Double Dutch — Fatback Band
18 To 13 — Trying To Love Two — William Bell
20 To 15 — Free Love — Jean Carn
#1 LP — George Benson
New LP — Ashford & Simpson

WBLS — NEW YORK — Wanda Rlamos
#1 — Wake Up And Be Somebody — Brainstorm
Phoenix — Aquarian Dream — Buddha
Throwing A Good Love Away — Spinners — Atlantic
What Would The World Be — Mystics — Curtom
Uptown Festival — Shalamar — Soul Train
#1 LP — Jacksons

KOWH — OMAHA — Mike Jones
#1 — I've Got Love On My Mind — Natalie Cole
While I'm Alone — Maze — Capitol
You're What's Missing In My Life — G.C. Cameron — Motown
13 To 8 — Too Hot To Stop — Bar-Kays
#1 LP — Rufus

WORL — ORLANDO — Steve Crumley
#1 — I've Got Love On My Mind — Natalie Cole
Throwing A Good Love Away — Spinners — Atlantic
Get Happy — Jimmie Bohorn — Alston
It Feels So Good — Manhattans — Columbia
You're What's Missing In My Life — G.C. Cameron — Motown
Rigor Mortis — Cameo — Chocolate City
Love In C Minor — Cerrone — Atlantic
Angel In Your Arms — Hot — Atlantic
9 To 5 — Love Is Better In The A.M. — Johnnie Taylor
15 To 10 — I Tried To Tell Myself — Al Green
28 To 15 — Pinocchio Theory — Bootsy Collins
31 To 17 — I'm Your Boogie Man — KC & Sunshine Band
#1 LP — Bootsy Collins
New LPs — Teddy Pendergrass, Johnnie Taylor, Marlena Shaw, Maze, Minnie Riperton

WAMO — PITTSBURGH — Matt Leadbetter
#1 — I've Got Love On My Mind — Natalie Cole
Trying To Love Two — William Bell — Mercury
Love To The World — LTD — A&M
My Love Is Free — Double Exposure — Salsoul
Disco Lucy — Wilton Place Street Band — Island
Angel In Your Arms — Hot — Big Tree
Dancin' Man — Q — Epic
16 To 7 — Reaching For The World — Harold Melvin & The Blue Notes
24 To 10 — Free Love — Jean Carn
#1 LP — Stevie Wonder

WENZ — RICHMOND — Mikey Arnold
#1 — Trying To Love Two — William Bell
Nobody But You — Jackie Wilson — Brunswick
The Pride — Isley Brothers — T-Neck
Disco Lucy — Wilton Place Street Band — Island
10 To 6 — Love Is Better In The A.M. — Johnnie Taylor
11 To 9 — You're Only As Good — Whispers — Soul Train
#1 LP — Stevie Wonder
New LPs — Johnnie Taylor, Leon Haywood, Blackbyrds, John Handy, Art Webb

(continued on page 80)

Classics Selling In Cultural Centers

(continued from page 59)

Columbia catalog of full-line albums "because they have Odyssey (a budget line) and they offer pretty consistent deals. So, if we can't afford to buy something now, we can wait two months, because we know there will be a deal. On the others (labels that have full-priced \$6.98 and \$7.98 list lines), we keep maybe the top 100 numbers or so."

The major exception to this rule, Doreflein indicated, was during sales, when the outlet will buy two of an entire full-line catalog, "to give the customer a good spread." At the same time, she stated, "We try to keep a full line on all the major budget labels. Right now we're sitting on too much full-line product, where the profit margin is much less than it is on budget lines."

Everyday prices on all \$6.98 list LPs at



BIG TREE GETS HOT ACT — Big Tree Records recently signed the group Hot. Pictured at the signing (l-r) are: Juanita Curiel of Hot; Cathy Carson of Hot; Terry Woodford, producer and Mardi Nehrbass, general manager of Big Tree Records. Seated is Hot's manager, Ed Sherman.

Pop Radio Playlists

(continued from page 48)

24 To 19 — Climax Blues Band
25 To 20 — Rod Stewart
26 To 21 — Wings
29 To 24 — Gallagher & Lytle
Ex To 22 — Hall & Oates
Ex To 27 — Glen Campbell
Ex To 29 — Ambrosia
KJOY — STOCKTON
1-1 — Barbra Streisand
Deniece Williams
Climax Blues Band
Rufus
Orleans
17 To 8 — Rod Stewart
27 To 20 — Atlanta Rhythm Section
28 To 16 — William Bell
30 To 15 — Eagles
WNDR — SYRACUSE
1-1 — Kenny Nolan
Atlanta Rhythm Section
Wings
Stallion
10 To 5 — Tom Jones
14 To 9 — Al Stewart
15 To 11 — 10cc
WOLF — SYRACUSE
4-1 — Kenny Nolan
Bee Gees
Rod Stewart
9 To 5 — Al Stewart
14 To 9 — Fleetwood Mac

KTAC — TACOMA
2-1 — Kenny Nolan
*Jennifer Warnes
*Glen Campbell
12 To 7 — Jacksons
15 To 10 — Fleetwood Mac
17 To 12 — Hall & Oates
18 To 13 — 10cc
Ex To 26 — Tom Jones
Ex To 27 — Atlanta Rhythm Section
WGLF — TALLAHASSEE
3-1 — 10cc
*Eagles
*Quincy Jones
*Leo Sayer
*Hot
21 To 17 — William Bell
23 To 19 — Olivia Newton-John
24 To 20 — ELO
25 To 21 — Wings
28 To 23 — Thelma Houston
Ex To 28 — Jennifer Warnes
Ex To 29 — John Travolta
Ex To 30 — Rufus

WLCY — TAMPA
1-1 — Barbra Streisand
*Atlanta Rhythm Section
*Leo Sayer
*Eagles
11 To 7 — Hall & Oates
16 To 9 — Bee Gees
19 To 13 — Thelma Houston
20 To 16 — George Harrison
24 To 17 — Jackson Browne
25 To 19 — Kansas
26 To 21 — Wings
27 To 14 — David Soul
29 To 22 — John Travolta
Ex To 29 — Olivia Newton-John
Ex To 30 — Rod Stewart

KEWI — TOPEKA
3-1 — David Soul
No new additions
12 To 8 — Al Stewart
13 To 4 — Jacksons
28 To 16 — Smokie
29 To 25 — Jackson Browne
Ex To 29 — Tom Jones
Ex To 30 — Wings
WTRY — TROY
1-1 — Barbra Streisand
*Natalie Cole
*William Bell
*David Bowie
9 To 5 — Bob Seger
11 To 7 — Kansas
24 To 17 — ELO
28 To 13 — David Soul
31 To 23 — Thelma Houston
34 To 25 — George Harrison
35 To 27 — Glen Campbell
Ex To 29 — Eagles
Ex To 30 — Atlanta Rhythm Section
Ex To 32 — Wilton Place Street Band
Ex To 33 — Jennifer Warnes
Ex To 34 — Climax Blues Band
Ex To 35 — Leo Sayer

KAKC — TULSA
1-1 — Manfred Mann
*Glen Campbell
*Climax Blues Band
*John Travolta
15 To 6 — David Soul
19 To 15 — 10cc
23 To 16 — Hall & Oates
29 To 23 — Wings
33 To 28 — Stephen Bishop
Ex To 37 — Ray Stevens
Ex To 38 — Orleans
Ex To 40 — Eagles
KELI — TULSA
1-1 — David Soul
*Eagles
*William Bell
*Natalie Cole
*Leo Sayer
*Wonder — Lovely
8 To 4 — 10cc
16 To 11 — Wings
Ex To 24 — Glen Campbell
Ex To 28 — Climax Blues Band
Ex To 29 — Enchantment
Ex To 30 — John Travolta

WTLB — UTICA
2-1 — Barbra Streisand
*Gary Wright
*Natalie Cole
*William Bell
9 To 5 — Kansas
12 To 7 — 10cc
17 To 10 — Hall & Oates
21 To 16 — George Harrison
24 To 14 — David Soul
27 To 21 — Thelma Houston
28 To 23 — Tom Jones
30 To 24 — Leo Sayer
Ex To 28 — Glen Campbell
Ex To 30 — Jennifer Warnes
98Q + VIDALIA
3-1 — Hall & Oates
*Leo Sayer
*Jennifer Warnes

*Enchantment
7 To 3 — Kansas
22 To 16 — Eagles
25 To 20 — William Bell
Ex To 28 — Climax Blues Band
Ex To 34 — Glen Campbell
Ex To 37 — David Bowie
WPGC — WASHINGTON
1-1 — Hall & Oates
McCool/Davis
Boz Scaggs
Tom Jones
*Enchantment
11 To 6 — Eagles
17 To 5 — David Soul
24 To 16 — Atlanta Rhythm Section
25 To 20 — Natalie Cole
Ex To 23 — Kiss
WKWK — WHEELING
2-1 — Bob Seger
*Leo Sayer
*Eagles
*Jennifer Warnes
8 To 3 — Abba
15 To 5 — Hall & Oates
17 To 12 — David Soul
27 To 22 — Rod Stewart
Ex To 28 — Rufus
Ex To 29 — John Travolta
Ex To 30 — Enchantment

KLEO — WICHITA
1-1 — Hall & Oates
Eagles
KC & Sunshine Band
Atlanta Rhythm Section
13 To 7 — David Soul
16 To 11 — Olivia Newton-John
20 To 9 — Kris Kristofferson
23 To 17 — 10cc
27 To 21 — George Harrison
29 To 23 — Glen Campbell
WAIR — WINSTON/SALEM
2-1 — 10cc
*Deniece Williams
*Hues Corp.
*Kiss — Calling Dr. Love
*John Travolta
*Burton Cummings
23 To 17 — David Soul
30 To 24 — Eagles
Ex To 27 — Leo Sayer
Ex To 28 — Mesa
Ex To 29 — Q
Ex To 30 — Natalie Cole

WORC — WORCESTER
1-1 — Barbra Streisand
*William Bell
*Jennifer Warnes
*Glen Campbell
13 To 8 — David Soul
14 To 9 — Bee Gees
15 To 10 — George Harrison
16 To 12 — Copeland & Hall
18 To 13 — Wings
21 To 16 — Jackson Browne
22 To 14 — Hall & Oates
23 To 18 — Orleans
25 To 20 — Kansas
Ex To 26 — D. White
Ex To 29 — Ambrosia
Ex To 30 — Cory

Sales Managers Discuss Use, Methods, Opinions Of BPIs

(continued from page 12)

they won't sell that much in that area.

"On the other hand," London continued, "if it's a new Elton John record, you know they will probably sell more than their BPI, so you don't want to refuse to ship the extra amount just because it is a 6-point market."

Because actual sales of a particular product can vary greatly from the BPI estimate, some company executives said they also take into consideration the individual artist before automatically shipping each release exactly according to BPI.

At Capitol, Lee explained, "we know when we are doing well on a particular product in a given market or nationally, and that's what is important. You may have an album that is doing well in six markets, but not doing so well in seven or eight markets. You can't flog a guy to make his BPI; maybe there hasn't been any airplay."

Miller London pointed out a recent case for Motown where sales were far off the BPI for the area. "Los Angeles basically accounts for 13 to 15% of our product. But we had an album recently, Smokey Robinson's 'Quiet Storm,' which sold 30% of its total sales here (in Los Angeles). BPIs just help us see how close to expectations various areas are performing."

Some companies update their figures annually based on the previous year's sales percentages in each market.

Dick Sherman, vice president of marketing and sales for Casablanca Record and FilmWorks, said, "We review the previous year to see what percentage of total sales is accounted for by each distributor."

Markets Not Changing

Of the 24 markets Casablanca uses for BPIs, Sherman said "None are changing significantly. But Memphis, for example, used to be stronger than it is now because two of the accounts in that area were absorbed by the Handleman Company."

"But if Korvettes in New York City decided they want to buy from Minneapolis, it would affect our BPI somewhat, but not enough to drastically change it."

Part of the reason Ed Richardson said BPIs can be misleading is because of national accounts that are serviced from a regional branch.

"First of all," Richardson said, "I have many accounts in the Los Angeles market that ship all over the United States. Nehi is a perfect example with the Peaches stores."

'Blows The Whole Thing'

"A large account like that, or a Soul City (one-stop) that ships out of Los Angeles into Seattle and other markets where they have separate BPI figures, blows the whole thing out of proportion. The sales go on our Los Angeles figure, yet the product doesn't."

"That's why I am not too sure that BPI is really a worthwhile thing, other than being something to look at and say, 'We are doing 100% of what we are supposed to be doing' or 'We are only doing 60% and we should be doing more.'"

Walter Lee expanded on Richardson's point, saying "You have to look to see why the various figures are out of proportion. You have to analyze the situation."

"Let's go back about two years and look at one of our competitors," the Capitol executive said. "ZZ Top was incredible in Texas. Maybe they are selling their share of platinum down there, for example."

Bob Seger In Detroit

"The same thing happened for us with Bob Seger out of Detroit. Should we expect every other branch to come up and meet a comparable figure with that of Detroit, even though they haven't had the airplay, the concert touring and the other ingredients that made Detroit sell that much?"

Because of these elements affecting individual artists, Lee said, "We look at each

piece of product very closely.

"Our people know even before I call them if they have enough Sammy Hagar out in Philadelphia."

"We know how many records it takes to have good exposure in the various markets. But, once again, what if it is a group that has San Francisco appeal? That market is going to sell more," Lee said.

"We look at the sheets and if a figure is way down we may talk with an individual and say, 'Hey, you are a little low on such-and-such' and discuss it to find out what the problem is."

Dick Sherman made a statement that coincided with the opinion of most other sales managers relative to how much BPIs vary from company to company.

"I don't think they vary a great deal. I think you will find that over the course of the year most of the companies are very close in the BPI ratings."

Uses BPIs In Advertising

Miller London mentioned a use for BPIs not brought up by any other sales managers. "They can also be used in the promotion area. If, for instance, you know you have a \$100,000 budget, BPIs can help you determine where to spend your advertising dollars."

But even though each company devises its own BPI ratings, they come to an almost uniform city-by-city percentage distribution.

As Walter Lee explained, "If you look at the big centers of population, you will find that every company will have those as their top markets."

Casablanca's breakdown is typical of other companies in their BPI ratings: New York City is a 12-point market; Los Angeles and San Francisco are combined for a single 13½-point market; Minneapolis is an 8½-point market; the Hartford/Boston area is a combined 7½-point market; Chicago has a 7-point BPI and Seattle is a 6½-point region.

Sherman qualified Casablanca's BPIs saying, "The only difference I think you will find is when different companies judge a market by different areas," such as their Los Angeles/San Francisco combination.

BPIs Not Ironclad

Although much research goes into BPIs and computers produce page after page of BPI information to record companies daily, Miller London, in a comment representative of several other sales managers, said he doesn't consider them ironclad statistics to be followed with strict obedience.

"I know some people who eat, sleep and drink BPIs," he said. "But they are just a guideline, so I don't worry about them too much."



HOLD THE ALBUM A LITTLE LOWER PLEASE — Bill Quateman has been on the road promoting his latest RCA album "Night After Night." Quateman is flanked here in front of Disc Records in the Woodfield Mall outside of Chicago by Armand Chianti, program director of WJKL-FM in Elgin, Illinois and his girlfriend.

Sylvers/Bill Cosby at Las Vegas Hilton

LAS VEGAS HILTON — Bill Cosby was relaxed and in superb form to open a three week stand at the Hilton with a Las Vegas show that allowed him considerably more freedom on stage than he is afforded on television, and an intimacy unavailable on his recorded work. Touching on a variety of subjects, Cosby showed the audience how a polished comedian can even perform scatological material in good taste.

At this point in his career, Cosby is so well-prepared that it is nearly impossible to tell where his prepared monologue begins; and the spontaneous material interjects. Such was the case on opening night when Cosby brought up on stage a young and unafraid adolescent to lecture him on dental care and also when he spotted an elderly couple celebrating their anniversary. When he found that the seniors were childless, he used the opportunity to launch into a diatribe on the trials and tribulations of childbirth, giving a highly personal and uproarious account of his own experience

Don Ellis Orchestra

THE IMPROVISATION CAFE, LOS ANGELES — Don Ellis, the veteran jazz composer, performer, and arranger with 14 albums behind him, again demonstrated his ability to hold an audience spellbound. His Don Ellis Orchestra, playing to a packed house of jazz and big band cognoscenti at the "Improv," performed a standout set of widely divergent musical flavors. Leading off with the tasty "Chain Reaction," Ellis built the soft French horn intro into an assortment of moods and tempos that met with immediate favor.

"Sweet Shirley MacLaine," A Wild Spinoff of "Sweet Georgia Brown," was another effective vehicle for the Ellis touch. Developed in a fine fugue-type form, the brassy statement was followed by a standing ovation. Art Pepper on sax drew deservedly heavy applause for his solo. "Proteus" and "Loneliness," a programmatic showcase for the Ellis woodwinds, were also followed by enthusiastic response. "Sporting Dance," featuring Ellis and Harvey Coonin on trombone, was an amusing piece of musical fun, a friendly duel of the top-notch.

Perhaps the biggest response was for Art Pepper, who time and again exhibited uniformly precise work over a variety of moods. His solo on "Invincible" was as tender as the instrument will allow. Dave Crigger, on drums, also appeared invincible, effortlessly interchanging powerful strokes with delicate nuances and complicated percussion subtleties. The audience was repeatedly amazed by the smiling young man who will undoubtedly take a place among the jazz greats. There is only one word for him: astonishing!

As good as the soloists were, the sum of the parts was greater. Ellis has taken musicians from a broad assortment of lifestyles and ages and formed a cohesive vehicle for an ever-changing and challenging repertoire.

mike falcon

Mac Davis/Dolly Parton

ANAHEIM CONVENTION CENTER — Mac Davis illustrated competently what can be done when you expand the standard country format to include additional doses of rock for spice, and mellow the stew with some down-home country chatter that is risqué enough to titillate the ladies, but not sinful enough to offend the pious. If there has been some doubt about the authenticity of Davis' country roots, he dispelled those suspicions by displaying his competence on spoons, Jew's harp, harmonica and as a hambone musician extraordinaire on "Poor Boy Boogie," an audience involvement tune that required such thigh-slapping hand coordination that Davis quipped, "Tom Jones will never be able to do this without seriously hurting himself."

Though it was a relaxed set, full of comic

with Camille and their five children.

The Sylvers opened the show with a flashy and tastefully choreographed stage act that overcame the usual opening night technical difficulties resulting from the lack of volume in the sound mix. Exhibiting their professionalism, the Sylvers gave the extra effort required and sung and danced their way into the hearts and ears of the Blue Room dinner crowd.

Though Olympia is currently away from the group to take care of her maternal chores (and perhaps to groom the next member of the group) the Sylvers are such a balanced act that no particular individual's absence takes away from the show. Everyone shared the spotlight at least once during this particular show and the group effort was especially noteworthy on the Sylvers' interpretation of "The Wiz," a colorful and visually entertaining medley of song and dance numbers from the Broadway show.

Chuck Comstock

Ned Doheny/Rick Podell

ROXY, LOS ANGELES — Exhibiting all the confidence of a poised musician in pursuit of a dedicated musical future. Columbia recording artist Ned Doheny brought his own comfortable fusion of jazz, rock and blues to the Roxy stage last week as he performed selections from his latest album, "Hard Candy."

Overtones of this artist's previous work with jazz saxophonist Charles Lloyd were evident in his musical interpretations, as Doheny worked smoothly along with his backup group consisting of two guitars, keyboards and percussion. Although Doheny's uptempo material was performed in a rockish sounding MOR style, his ballads were predominantly punctuated with both emotion and feeling that seemed to assert a more clear lyrical interpretation than the faster tunes. Doheny's work on two tunes in particular — a pulsating song called "On The Swing Shift" and "A Love Of Your Own" (which he co-wrote with AWB's Stuart Hamish) — stood heads above the rest.

For the most part, Doheny's was a nicely gauged mixture of accomplished vocal and guitar work, with a few solo interludes being offered by his backup group. Although instrumental and vocal flaws were at a minimum in the 70 minute set, two problems that crept up included an over-modulated overall sound backing the artist's vocals as well as uncomfortable pauses between some of the set's tunes. All in all, though, the effort Doheny and his group put together provided an entertaining evening from an artist that will undoubtedly be heard from much more in the future.

Comedian Rick Podell opened for Doheny and suffered a weak start, but grew increasingly stronger as he gained momentum from an audience that picked up on his material about halfway through his monologue.

j.b. carmicle

patter and songs that produced an audio collage of moods. Davis performed only 13 songs in a 60-minute set that made him appear anxious to get home. The brevity of the show as well as its conversational tone both suggested a Las Vegas lounge more than a large concert hall which admittedly demands a greater effort and a higher energy level to produce the same effect. Though he was a successful television performer/host, concert-goers pay to see more of a show than Davis offered, which is not to criticize the performance itself, merely its length which did not include a single encore.

The material that Davis did perform was a pleasant blend of rock-influenced country music that was ably supported by a

(continued on page 72)

(continued from page 30)

fee and donuts . . . **Brian and Brenda Russell** have begun recording their second album for **Rocket Records** . . . **Flip Wilson** has begun a stint as host and official spokesperson for "Festival '77," public television's third annual fund-raising campaign . . . **NRBQ** have signed with a new record label based in New York State, **Red Rooster Records** . . . For air-date March 12, **Don Kirshner's Rock Concert** features **Vicki Sue Robinson, Candi Staton, Andrea True, Elaine Boosler and Gary Muledeer** . . . **Manhattan Transfer** will become one of the few groups ever to play Poland with two dates now scheduled . . . **Passport Records** has signed Chicago-based **Pezband**, with an album due in March . . . **Harry Nilsson** in London recording his fourteenth album for RCA Records, with engineer **Robin Calde** . . . **Lou Rawls** will perform at the T.J. Martell Memorial Foundation dinner on March 26 at the Americana Hotel, where **Bruce Lundvall**, president of CBS Records, will receive the Foundation's 1977 Humanitarian Award . . . **Jefferson Starship** bassist/keyboardsist **Peter Sears** continues to endanger his own life and the future of the band with assorted Evel Knievel like stunts of daring. It's nice to see rock superstars pitching in on their own promotion, but Sears made the ultimate effort this past Valentine's Day when he climbed into the cockpit of a vintage biplane for the Starship. He and a co-pilot towed a banner bearing the message "Jefferson Airplane Loves You — Flight Log" over the greater San Francisco area . . . At press time, it was still uncertain whether **Bob Seger** and the **Silver Bullet Band** would be ready for their Palladium gig on Sunday, March 6. The band was hurriedly breaking in **Jaime Oldaker** (of the **Eric Clapton** group) as a temporary replacement for the injured **Charlie Allen Martin**.

phl dilmauro

POINTS WEST — **Sara Dylan** has filed suit in Santa Monica Superior Court to end her 11-year marriage to **Bob Dylan**, after the couple separated last month. Citing irreconcilable differences, she was awarded temporary custody of the five children, aged 6 to 15, and use of their Malibu home . . . Guitarist and singer **Shawn Phillips** returns to the Troubadour March 8 to perform for the first time. Huh? Yes, his engagement will be a first as a performer but he spent many nights at the Troc when he was 15. In those days, however he swept the stage and washed the dishes. Times have changed . . . **Pure Prairie League** fans must be the most loyal anywhere. The latest tale involves **Michael** and **Anita Piccolo** of Titusville, Florida who had saved up for a yearly vacation whose choices included a week in Aspen, a Caribbean cruise or a week in Puerto Vallarta. Instead, the pair jumped in their van and followed PPL on their tour through Florida. When the group met the van fans they decided to make it an annual reunion in the Florida sun . . . Speaking of sun, **Pablo Cruise** has a novel idea to promote their album "A Place In The Sun." They will soon begin marketing a line of beach towels and summer products, including suntan lotion developed by group members, **Cory Lerious** and **Stephen Price**.

ROCK 'N' ROLL PHAROAH — **Todd Rundgren's Utopia** has begun a 60-city 10-week tour of the U.S. bringing with him to each venue one of the most elaborately staged shows conceived in rock. Featuring an Egyptian motif, the \$150,000 set includes a fourteen foot high gold sphinx with a laser-lit third eye and smoke-producing nostrils. Besides working fountains and elaborate light sequences, at center stage is a 24-foot high pyramid, which Rundgren scales at a climactic point in the show. Synthesist **Roger Powell** has developed a portable keyboard with a six-voice polyphonic synthesizer that outclasses other portables of its ilk, since others have only one or two voice capability. Amps have been hidden or built into the set and the show will open with a 30 minute videotape transferred to film which features music by Utopia, special video synthesizer effects and individual group member solos. The film will be shown in place of an opening act . . . As staging becomes more popular, **Enchantment** will feature a bit of magic in their March shows in California. Their opening features the band with backs to the audience, heads hidden behind high collars and capes and when they do turn around, they reach into the "empty" air to conjure top hats and canes. **Enchantment** plays the L.A. Starwood Mar. 10 through 12.

A FLAIR FOR ERROR — **Rick Cohen**, WEA marketing coordinator/Los Angeles branch has won a case of **Dom Perignon** by eyeing 39 out of the 43 intentional mistakes on the cover of **Andrew Gold's** latest album, "What's Wrong With This Picture." But just to show that things are not as well planned as we sometimes think, only thirty-three mistakes were originally set up for the photo session by Gold, manager **Norman Epstein** and photographer **Ethan Russell**. However, contestants noted ten others which were accepted by the judges . . . **Dick Clark** received a Congressional tribute by Rep. **Barry Goldwater, Jr.** recently just after the anniversary of Clark's 25th year of "American Bandstand." Complimenting Clark's high standards, Rep. Goldwater stated, "Dick's name has been synonymous with the music of our young people, and with the image they presented on his show: fun-loving, wholesome and very America." . . . Kudos to **Bob Widener**, musician, documentary filmmaker and environmental and office systems expert for his determination to bring jazz back to L.A.'s **Improvisational Theatre**. The series has seen a few packed houses, including back to back SRO's the same night for **Don Ellis** . . . **Blue Note Records** helped **Horace Silver** celebrate his 25th anniversary with the label at a UA party hosted by label chief **George Butler**. Silver was presented a certificate by L.A. Mayor **Tom Bradley's** office proclaiming February, "Horace Silver Month in the city of Los Angeles." **Blue Note** gave the artist a specially designed award recognizing his "25 years as a sound investment."

VIDEO VIGNETTES — **Denny Green**, one of **Sha Na Na's** lead singers, has had to postpone the opening of his off-Broadway play, "Harlem Rendezvous" due to the taping of the **Sha Na Na** television series to be aired this summer. He plans to open the play later this year on both coasts, directing and starring in the production . . . "The **Bing Crosby Special**," which airs on CBS March 20, will be a 90-minute spectacular featuring **Bette Midler, Bob Hope, Paul Anka, Joey Buskin, The Mills Bros., Anson Williams, Hank Sims, Donald O'Connor, Phil Harris, Alice Faye, Sandy Duncan, Pearl Bailey, Martha Raye, Cliff White, Frank Capra** and Crosby's wife and family . . . **B.B. King** will make a special guest appearance in the final episode of **Sanford and Son** before the show moves from NBC to ABC. The artist will play himself in a segment entitled "Redd Foxx Sings The Blues," which will air March 18 . . . **Al Kooper** will be **Tom Snyder's** guest on the **Tomorrow Show** March 9, where Kooper will discuss his book, "Backstage Passes — Rock 'N' Roll Life In The Sixties."

SYLVERS 7, TOOTH DECAY 0 — It may be a coincidence but **The Sylvers** are currently at the Las Vegas Hilton opening for **Bill Cosby**, who does a ten minute monologue on dentists. After a week or so of hearing Cosby's monologue the Sylvers flew in their gum specialist, **Dr. Sheldon Benjamin** and their orthodontist, **Dr. Raymond Weinschenker** to work on their teeth. Smile gang! . . . After an extended illness, **Cash Box** is proud to welcome back **J.B. "Yellow Peril" Carmicle** who returns to us completely recovered (we hope!) from a recent bout with hepatitis . . . **Thelma Houston** may visit Britain more often after her warm reception on a recent European tour. **Elton John** dropped in on an awards dinner to remind Thelma that he was her piano player on a **Tops** of the **Pops** TV show in 1969, and to say that her "Don't Leave Me This Way" is his mother's favorite song. **Paul and Linda McCartney** extended a lunch invitation and **Leo Sayer** invited her to sing on his upcoming album. She also learned that her first single, "Baby Mine," is being bootlegged around London for \$25 a copy. Her ego satiated, Thelma returned to the States to begin work on another album for Motown.

chuck comstock

Four National Geographic LPs To Be Produced In Nashville

by Lola Scobey

NASHVILLE — The National Geographic Society's record division has contracted with Arjuna Productions here to produce four concept albums for their American Adventure Series in Nashville this year, according to Russ Miller, associate director of the Geographic's record division.

Noting that the society has recorded in Los Angeles, New York and Munich, Miller said, "We feel that Nashville is the best place to produce this particular series. The energies are here and Nashville certainly has capabilities beyond just country music."

"I have always had great belief in Nashville," Miller added, stating that in his former position as vice president of Elektra Records in Los Angeles he had been responsible for the opening of an Elektra office in Nashville.

Associate producer with Miller on the

series is Randy Hillman, a partner in Arjuna Productions, an independent production company formed here about a year ago.

American Adventure Series

The American Adventure Series, dealing with four motifs from turn of the century America, represents a break from the traditional ethnic or folk records the society has issued in the past, and is a move into entertainment-oriented records. "Originally the record division issued albums such as the music of Tonga, or the music of Scotland, all performed in a traditional manner," Miller explained. "This series is an evolution of that concept into a broader format that is entertaining while still being educational."

The first album in the series, "The Wabash Cannonball," consisting of songs about trains, is complete. Currently under production is "Westward Ho," with "Barbershop Days" and "The American

(continued on page 79)

Ann-Margret/Campbell TV Special Filmed By Opryland Productions

by Lola Scobey

NASHVILLE — "Rhinestone Cowgirl," a television special starring Ann-Margret and filmed here February 21-23, was the first use of Opryland production facilities by the international independent production company Smith and Hemion, according to Roy Smith, general manager of Opryland Productions.

"We knew they were going to do the Ann-Margret special as well as other specials," Smith said, "so we contacted them last September and asked them to come look us over. Between September and January of this year there were extensive phone calls which firmed up the idea of building

the show around Ann-Margret as the Rhinestone Cowgirl. Naturally, Nashville was the place to produce such a show."

Smith and Hemion, owned by co-producers Gary Smith and Dwight Hemion, has filmed throughout the world, including specials in London as well as the Kraft Music Hall in the U.S.A. Their only previous projects in Nashville were the production of several CMA Award Shows filmed in the old Ryman Auditorium.

Talent Used

Nashville-based talent used on the show included Minnie Pearl and Chet Atkins, and session musicians. "Minnie plays a big part, singing, dancing, and telling jokes with

(continued on page 80)

MOST ADDED SINGLES

- SOME BROKEN HEARTS NEVER MEND — DON WILLIAMS — ABC/DOT**
KEBC, WSUN, KIKK, WIVK, KENR, KHAK, KXOL, WINN, KFOX, KKYX, WHK, KNUZ, KERE, KHEY, WUBE, WXCL, KCKN, KSON, WAME, KCUB
- JUST A LITTLE THING — BILLY "CRASH" CRADDOCK — ABC/DOT**
WAME, WTSO, KERE, WVOJ, WHK, WONE, KFOX, WINN, KHAK, KENR, KGA, KTCR, WWOK, KIKK, WCMS
- YESTERDAY'S GONE — VERN GOSDIN — ELEKTRA**
KCKN, KDJW, KERE, WHK, WPOC, WWVA, KLAC, WWOL, KRMD, WYDE, WMC
- I'VE GOT YOU (TO COME HOME TO) — DON KING — CON BRIO**
KNIX, KCUB, WTSO, KHEY, WDEE, WPOC, KRMD, WYDE, KTCR, KLAKE, KWJJ
- SUGAR COATED LOVE/THE RAINS CAME — FREDDY FENDER — ABC/DOT**
WBAM, KCKN, KCKC, KKYX, KFOX, WWOK, KRAK, WWOL, WKDA, WIRE, KNIX

MOST ACTIVE SINGLES

- LUCILLE — KENNY ROGERS — UA**
KXLR 10-4, WMC 15-9, KWJJ 17-10, WCOP 26-20, WWOK 28-15, KGA 14-8, WIVK 7-1, KTCR 17-8, KHAK 17-10, WINN 8-2, WHOO 19-11, WWOL 14-9, KFOX 27-18, KLAC 27-14, WWVA 29-17, WONE 15-8, KKYX 10-3, WJJD 23-20, WPOC 23-10, WHK 22-13, WVOJ 10-4, WDEE 27-13, WPLO 13-4, KNEW 26-15, KERE 21-17, WXCL 14-8, KDJW 11-7, KCKN 16-3, WIRE 17-10, WAME 16-8
- SHE'S PULLING ME BACK AGAIN — MICKEY GILLEY — PLAYBOY**
KXLR 33-26, KWJJ 40-34, KIKK 40-22, WWOK ex-23, WSLC 39-20, KGA ex-26, KRAK 40-28, WDAF ex-16, WIVK ex-30, KLAKE ex-29, KTCR ex-28, KENR 26-19, WINN 26-13, WWOL 44-35, KFOX 24-14, WPOC ex-34, WHK 31-25, WVOJ 27-23, WDEE ex-35, WSLR 28-18, KNEW ex-28, KHEY ex-40, WXCL ex-31, KCKN 28-19, WIRE 42-33, WUBE 26-15, WAME ex-26, KMPS ex-26
- IT COULDN'T HAVE BEEN ANY BETTER — JOHNNY DUNCAN — COLUMBIA**
KXLR 14-8, WCMS 40-29, WCOP 29-22, KIKK 28-12, KGA 22-17, KRAK 27-22, WDAF 16-11, KLAKE 25-16, KTCR 22-17, KENR 20-8, KHAK 26-18, WWOL 21-15, KLAC 26-19, WONE 28-17, WPOC 35-22, WHK 24-14, WKDA 25-15, WDEE 25-17, WSLR 20-12, WXCL 29-19, KDJW 25-11, WBAM 16-10, WUBE 12-7, WAME 20-13, KCUB 21-15, KNIX 25-13
- SHE'S GOT YOU — LORETTA LYNN — MCA**
KWJJ ex-40, WSUN ex-26, KIKK ex-33, KRAK 42-33, KLAKE ex-30, KENR ex-34, KHAK ex-35, WINN 20-10, WWOL 30-23, KFOX 22-10, WONE 45-32, WJJD ex-29, WPOC ex-23, KNUZ 34-21, WVOJ ex-32, WDEE ex-38, WPLO ex-27, KNEW 20-10, KCKC 10-5, KCKN ex-27, WBAM ex-37, WIRE ex-34, WUBE 23-12, KSON 33-24, WAME ex-29, KMPS ex-28

Top 50 Country Albums

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



WYNETTE RECEPTION — Epic Records recently hosted a reception at the Atlanta Hilton in honor of songstress Tammy Wynette following her engagement at The Civic Center. Pictured greeting Tammy upon her arrival at the reception are, left to right: Bruce Sullivan, sales, CBS Records, Atlanta; Zell Miller, Lieutenant Governor of Georgia; Tammy; Tim Pritchett, sales, CBS Records, Atlanta; and Don Miller, regional promotion marketing manager, CBS Records.

Additions to Country Playlists

WLSR — AKRON

7-1 — Charley Pride
Rob Redmond
David Allan Coe
C.W. McCall
Moe Bandy
Kenny Dale
Freddy Weller
Margo Smith
Bobby Bare
Ace Cannon
Ruby Falls
7 To 1 — Charley Pride
6 To 2 — Glen Campbell
19 To 7 — Dave & Sugar
20 To 12 — Johnny Duncan
28 To 18 — Mickey Gilley
25 To 20 — Jennifer Warnes
33 To 23 — Larry Gatlin
38 To 26 — Emmylou Harris
34 To 28 — Jeanne Pruett
36 To 29 — Don King
Ex To 27 — Conway Twitty
Ex To 30 — T.G. Sheppard
Ex To 32 — Narvel Felts
Ex To 34 — Vern Gosdin
Ex To 35 — Johnny Cash
Ex To 36 — Jerry Reed
Ex To 37 — Mike Lunsford
Ex To 38 — Olivia Newton-John
Ex To 40 — Eddy Arnold
KDJW — AMARILLO
5-1 — Mary Macgregor
David Allan Coe
Jerry Jaye
Eddy Arnold
Mel Street
Vern Gosdin
Dickey Lee
Moe Bandy
8 To 3 — Charley Pride
13 To 6 — Sonny James
11 To 7 — Kenny Rogers
25 To 11 — Johnny Duncan
19 To 13 — Billie Jo Spears
22 To 16 — Ray Stevens
33 To 25 — Charlie Rich — Epic
49 To 32 — Kenny Dale
47 To 34 — Larry Gatlin
46 To 36 — Jeanne Pruett
Ex To 39 — Kenny Seratt
Ex To 45 — Paula Kay Evans
Ex To 47 — T.G. Sheppard
Ex To 49 — Dale McBride
Ex To 50 — John Denver

WPLO — ATLANTA

8-1 — Mary Macgregor
10 To 3 — Charley Pride
13 To 4 — Kenny Rogers
12 To 7 — David Rogers
18 To 12 — Glen Campbell
Ex To 27 — Loretta Lynn
Ex To 28 — Jacky Ward
Ex To 29 — Conway Twitty
Ex To 30 — Jennifer Warnes
KVET — AUSTIN
4-1 — Charley Pride
Cristy Lane
Bobby Bare
Stella Parton
Don Gibson
Red Steagall
Carl Smith
Buck Owens
New Riders
12 To 7 — Gene Watson
19 To 8 — Johnny Paycheck
23 To 9 — Mickey Gilley
25 To 18 — Jacky Ward
29 To 19 — Don King
38 To 21 — Larry Gatlin
39 To 22 — Narvel Felts
Ex To 31 — Kenny Dale
Ex To 32 — Dale McBride
Ex To 33 — Emmylou Harris
Ex To 34 — Eddy Arnold
Ex To 35 — Statler Brothers
Ex To 36 — Ben Reese
Ex To 37 — T.G. Sheppard
Ex To 38 — Jerry Reed
Ex To 39 — David Allan Coe

WPOC — BALTIMORE

3-1 — Tom Jones
Eddy Arnold
Vern Gosdin
Margo Smith
Don King
Freddy Weller
Johnny Cash
Living Next Door To Alice
— Johnny Carver
14 To 8 — Charley Pride
18 To 9 — Glen Campbell
23 To 10 — Kenny Rogers
21 To 13 — Olivia Newton-John
20 To 14 — David Rogers
22 To 16 — Sonny James
29 To 17 — Billie Jo Spears
28 To 18 — Jennifer Warnes
27 To 19 — Charlie Rich
35 To 22 — Johnny Duncan
32 To 25 — Dave & Sugar
33 To 27 — Marty Robbins
34 To 28 — Eagles
36 To 30 — Johnny Paycheck
38 To 31 — Kenny Starr
Ex To 23 — Loretta Lynn
Ex To 32 — Emmylou Harris
Ex To 34 — Mickey Gilley
Ex To 35 — Conway Twitty
Ex To 36 — Larry Gatlin
Ex To 38 — Gene Watson
Ex To 39 — T.G. Sheppard
Ex To 40 — Jeanne Pruett
WYDE — BIRMINGHAM
5-1 — Johnny Duncan
Vern Gosdin
Brenda Lee
Don King
Cates
Mel McDaniels
Terry Stafford
30 To 20 — Glen Campbell
39 To 30 — Donna Fargo — WB
44 To 32 — Larry Gatlin
Ex To 39 — Moe Bandy
Ex To 38 — Eddy Arnold
Ex To 40 — Don Williams
Ex To 43 — Don Gibson
WCOP — BOSTON
4-1 — Tom Jones

Gene Watson

Donna Fargo — WB
Mickey Gilley
David Rogers
Sammi Smith
Loretta Lynn
16 To 9 — Glen Campbell
17 To 13 — Statler Brothers
26 To 20 — Kenny Rogers
29 To 22 — Johnny Duncan
30 To 24 — Billie Jo Spears
Ex To 27 — Cal Smith
Ex To 28 — Lynn Anderson
Ex To 29 — Emmylou Harris
Ex To 30 — Sweet City Woman
— Johnny Carver

WWOL — BUFFALO

3-1 — Mary Macgregor
44 Margo Smith
45 Vern Gosdin
46 Johnny Cash
47 Jeanne Pruett
48 C.W. McCall
49 The Rains Came — Freddy Fender
50 Bobby Bare
11 To 3 — Charley Pride
12 To 4 — Glen Campbell
14 To 9 — Kenny Rogers
19 To 10 — Marty Robbins
16 To 11 — Lynn Anderson
21 To 15 — Johnny Duncan
22 To 17 — Charlie Rich — Epic
26 To 19 — Dave & Sugar
28 To 21 — Little David Wilkins
35 To 22 — Donna Fargo — WB
30 To 23 — Loretta Lynn
29 To 24 — Gene Watson
36 To 26 — Conway Twitty
38 To 30 — Emmylou Harris
37 To 31 — Johnny Paycheck
42 To 32 — T.G. Sheppard
43 To 34 — Narvel Felts
44 To 35 — Mickey Gilley
45 To 38 — Larry Gatlin
47 To 39 — Billy "Crash" Craddock
48 To 40 — Don Williams
49 To 41 — Sammi Smith
50 To 42 — David Allan Coe

KHAK — CEDAR RAPIDS

3-1 — Tommy Overstreet
Donna Fargo — WB
Don Williams
Billy "Crash" Craddock
Margo Smith
Brenda Lee
Bobby Bare
David Allan Coe
Cristy Lane
10 To 5 — Glen Campbell
14 To 8 — Elvis Presley
17 To 10 — Kenny Rogers
22 To 14 — Tom Jones
26 To 18 — Johnny Duncan
34 To 26 — Charley Pride
Ex To 35 — Loretta Lynn
Ex To 37 — Gene Watson
Ex To 38 — Larry Gatlin
Ex To 39 — Sammi Smith
Ex To 40 — Eagles

WAME — CHARLOTTE

3-1 — Mary Macgregor
Kentucky Woman — Randy Barlow
John Denver
Tammy Wynette
Moe Bandy
Mike Lunsford
Eddy Arnold
Billy "Crash" Craddock
T.G. Sheppard
Don Williams
Jeanne Pruett
Johnny Cash
10 To 5 — Charley Pride
12 To 6 — Eagles
16 To 8 — Kenny Rogers
14 To 9 — Tommy Overstreet
17 To 10 — Sonny James
22 To 11 — David Rogers
21 To 12 — Lynn Anderson
20 To 13 — Johnny Duncan
27 To 14 — Cal Smith
24 To 18 — Billie Jo Spears
26 To 19 — Little David Wilkins
25 To 20 — Dave & Sugar
Ex To 23 — Gene Watson
Ex To 24 — Charlie Rich — Epic
Ex To 26 — Mickey Gilley
Ex To 27 — Emmylou Harris
Ex To 28 — Conway Twitty
Ex To 29 — Loretta Lynn
Ex To 30 — Vern Gosdin

WJJD — CHICAGO

2-1 — Tom Jones
Gene Watson
Larry Gatlin
Johnny Paycheck
Little David Wilkins
9 To 4 — Mel Tillis
11 To 6 — Charley Pride
14 To 9 — Glen Campbell
23 To 20 — Kenny Rogers
30 To 24 — Eagles
Ex To 26 — Conway Twitty
Ex To 27 — Charlie Rich — RCA
Ex To 28 — Dave & Sugar
Ex To 29 — Loretta Lynn
Ex To 30 — Donna Fargo — WB

WMAQ — CHICAGO

4-1 — Mary Macgregor
31 Kenny Rogers
32 Gene Watson
33 Conway Twitty
34 Loretta Lynn
13 To 8 — Glen Campbell
WUBE — CINCINNATI
1-1 — Charley Pride
Don Williams
Lynn Anderson
Moe Bandy
Emmylou Harris
10 To 5 — Mel Tillis
12 To 7 — Johnny Duncan
15 To 10 — Roy Clark
23 To 12 — Loretta Lynn
26 To 15 — Mickey Gilley
31 To 18 — Conway Twitty
30 To 25 — Dave & Sugar
33 To 28 — Jennifer Warnes
Ex To 31 — Donna Fargo — WB
Ex To 33 — Living Next Door To Alice —

Johnny Carver

Ex To 34 — Margo Smith
Ex To 35 — Michael Murphey
WHK — CLEVELAND
2-1 — Mary Macgregor
Donna Fargo — WB
Narvel Felts
Don Williams
Ray Stevens
Billy "Crash" Craddock
Vern Gosdin
Jerry Reed
Margo Smith
Lois Johnson
Loretta Lynn
Conway Twitty
Johnny Paycheck
Jeanne Pruett
22 To 13 — Kenny Rogers
24 To 14 — Johnny Duncan
25 To 15 — Marty Robbins
21 To 16 — Lynn Anderson
28 To 23 — David Rogers
29 To 24 — Billie Jo Spears
31 To 25 — Mickey Gilley
32 To 27 — My Sweet Lady — John Denver
Ex To 28 — T.G. Sheppard
Ex To 29 — Larry Gatlin
Ex To 30 — Gene Watson

WONE — DAYTON

3-1 — Mel Tillis
Dickey Lee
Billy "Crash" Craddock
Ava Barber
30 To 23 — Loretta Lynn
29 To 24 — Gene Watson
Brenda Lee
10 To 5 — Charley Pride
15 To 8 — Kenny Rogers
16 To 11 — Sonny James
28 To 17 — Johnny Duncan
31 To 26 — Little David Wilkins
35 To 30 — Sammi Smith
36 To 31 — Mary Lou Turner
45 To 32 — Loretta Lynn
46 To 33 — Emmylou Harris
40 To 35 — Larry Gatlin
Ex To 39 — Don King
Ex To 46 — T.G. Sheppard
Ex To 47 — Vern Gosdin
Ex To 48 — Jerry Reed
Ex To 49 — Moe Bandy
Ex To 50 — Don Williams

KERE — DENVER

3-1 — Glen Campbell
Jerry Reed
Johnny Cash
David Rogers
John Denver
Billy "Crash" Craddock
Tammy Wynette
Don Williams
Margo Smith
Little David Wilkins
Anne Murray
Vern Gosdin
Freddy Weller
Larry Gatlin
Barbara Fairchild
Mickey Gilley
Chuck Price
Bobby Goldsboro
Living Next Door To Alice — Johnny Carver
Eddy Arnold
T.G. Sheppard
17 To 12 — Ray Stevens
22 To 15 — Charlie Rich — RCA
28 To 19 — Donna Fargo — WB
21 To 17 — Kenny Rogers
Ex To 30 — Susan Raye

KLAK — DENVER

4-1 — Mel Tillis
Don King
Charly McClain
Jerry Reed
Steven Fromm
T.G. Sheppard
Pure Prairie League
21 To 14 — Charlie Rich — Epic
25 To 16 — Johnny Duncan
24 To 17 — Jennifer Warnes
32 To 26 — Emmylou Harris
Ex To 29 — Mickey Gilley
Ex To 30 — Loretta Lynn
Ex To 34 — Jacky Ward
Ex To 35 — Larry Gatlin

WDEE — DETROIT

2-1 — Tom Jones
Larry Gatlin
Jeanne Pruett
Don King
Emmylou Harris
Conway Twitty
Narvel Felts
13 To 4 — Charley Pride
11 To 5 — Johnny Rodriguez
16 To 7 — Glen Campbell
18 To 8 — Jones/Wynette
17 To 11 — Statler
27 To 13 — Kenny Rogers
26 To 15 — Sonny James
25 To 17 — Johnny Duncan
29 To 22 — Marty Robbins
30 To 23 — Billie Jo Spears
31 To 24 — Gene Watson
37 To 29 — Dave & Sugar
35 To 30 — Lois Johnson
39 To 31 — Donna Fargo — WB
Ex To 34 — Johnny Paycheck
Ex To 35 — Mickey Gilley
Ex To 36 — Sammi Smith
Ex To 37 — Olivia Newton-John
Ex To 38 — Loretta Lynn
Ex To 39 — Mary Lou Turner
Ex To 40 — Mel McDaniels

KHEY — EL PASO

1-1 — Tom Jones
Don King
Gene Watson
Don Williams
Kenny Dale
Margo Smith
Dale McBride
Kathy Barnes
20 To 10 — Mary Macgregor
15 To 13 — Mel Tillis
30 To 25 — Rebecca Lynn
Ex To 40 — Mickey Gilley
KXOL — FORT WORTH
2-1 — Linda Ronstadt

Jeanne Pruett

Don Williams
Stella Parton
Darrell McCall & Willie Nelson
John Denver
8 To 3 — Mel Tillis
17 To 7 — Johnny Rodriguez
28 To 19 — Glen Campbell
45 To 38 — Narvel Felts
45 To 39 — Bobby G. Rice
53 To 41 — Johnny Paycheck
53 To 46 — Larry Gatlin
Ex To 48 — Joni Lee
Ex To 49 — Olivia Newton-John
Ex To 50 — Susan Raye
Ex To 51 — Wendel Adkins
Ex To 52 — Randy Cornor
Ex To 53 — Charly McClain
Ex To 54 — T.G. Sheppard
Ex To 55 — Emmylou Harris

KENR — HOUSTON

3-1 — Glen Campbell
Eddy Arnold
Brenda Lee
Mary Lou Turner
Don Williams
Red Steagall
Billy "Crash" Craddock
Mundo Earwood
20 To 8 — Johnny Duncan
22 To 9 — Sammi Smith
26 To 19 — Mickey Gilley
27 To 20 — Charlie Rich — Epic
29 To 22 — Jacky Ward
40 To 23 — Emmylou Harris
34 To 24 — Bobby Borchers
35 To 25 — Johnny Paycheck
31 To 27 — Marty Robbins
Ex To 33 — Cal Smith
Ex To 34 — Loretta Lynn
Ex To 38 — Conway Twitty
Ex To 39 — Donna Fargo — WB
Ex To 40 — Cristy Lane

KIKK — HOUSTON

2-1 — Glen Campbell
Living Next Door To Alice — Johnny Carver
Billy "Crash" Craddock
Don Williams
Red Steagall
Mel Street
Mundo Earwood
20 To 8 — Billy Parker
28 To 12 — Johnny Duncan
28 To 19 — Charlie Rich
40 To 22 — Mickey Gilley
Ex To 29 — Emmylou Harris
Ex To 33 — Loretta Lynn
Ex To 39 — Sweet City Woman — Johnny Carver
Ex To 40 — Conway Twitty

KNUZ — HOUSTON

1-1 — Glen Campbell
Tammy Wynette
Tina Rainford
Don Williams
Jerry Reed
Kenny Fulton
23 To 10 — Marty Robbins
30 To 20 — Johnny Paycheck
34 To 21 — Loretta Lynn
38 To 22 — Emmylou Harris
Ex To 27 — David Allan Coe
Ex To 38 — John Wesley Ryles
Ex To 39 — Billy "Crash" Craddock

WIRE — INDIANAPOLIS

1-1 — Tom Jones
Eddy Arnold
Moe Bandy
Don Gibson
O.B. McClinton
Ray Price — Columbia
Connie Smith
Margo Smith
Tammy Wynette
The Rains Came — Freddy Fender
11 To 3 — Mary Macgregor
14 To 5 — Glen Campbell
17 To 10 — Kenny Rogers
19 To 13 — Sonny James
21 To 16 — Lynn Anderson
27 To 18 — Marty Robbins
33 To 25 — Dave & Sugar
42 To 33 — Mickey Gilley
Ex To 34 — Loretta Lynn
Ex To 37 — Sammi Smith
Ex To 38 — Larry Gatlin
Ex To 40 — Jacky Ward
Ex To 42 — Conway Twitty
Ex To 43 — Emmylou Harris
Ex To 44 — Mary Lou Turner

WVOJ — JACKSONVILLE

5-1 — Glen Campbell
Dickey Lee
T.G. Sheppard
Billy "Crash" Craddock
Living Next Door To Alice — Johnny Carver
C.W. McCall
Mike Lunsford
Johnny Cash
10 To 4 — Kenny Rogers
18 To 9 — Dave & Sugar
23 To 11 — Donna Fargo — WB
22 To 12 — Sonny James
27 To 14 — Johnny Paycheck
26 To 16 — Marty Robbins
29 To 17 — Little David Wilkins
37 To 23 — Mickey Gilley
34 To 26 — Gene Watson
36 To 31 — Jeanne Pruett
Ex To 32 — Loretta Lynn
Ex To 35 — Emmylou Harris
Ex To 39 — Conway Twitty
Ex To 40 — David Allan Coe

KCKN — KANSAS CITY

4-1 — Glen Campbell
Conway Twitty
Vern Gosdin
Cates
Jerry Reed
Sugar Coated Love — Freddy Fender
Don Williams
16 To 3 — Kenny Rogers
28 To 19 — Mickey Gilley
Ex To 12 — Emmylou Harris
Ex To 15 — Moe Bandy
Ex To 20 — Mary Lou Turner
Ex To 21 — Dave & Sugar
Ex To 27 — Loretta Lynn
Ex To 29 — T.G. Sheppard

WDAF — KANSAS CITY

7-1 — Glen Campbell
Johnny Paycheck
David Rogers
16 To 11 — Johnny Duncan
23 To 15 — Emmylou Harris
Ex To 16 — Mickey Gilley
Ex To 22 — Little David Wilkins
Ex To 25 — Lois Johnson
Ex To 28 — Dave & Sugar
Ex To 30 — Sammi Smith

WIVK — KNOXVILLE

7-1 — Kenny Rogers
Don Williams
21 To 17 — Glen Campbell
27 To 19 — Johnny Paycheck
29 To 21 — Donna Fargo — WB
Ex To 29 — David Allan Coe
Ex To 30 — Mickey Gilley
KXLR — LITTLE ROCK
1 — Mary Macgregor
10 To 4 — Kenny Rogers
14 To 8 — Johnny Duncan
20 To 15 — Sonny James
16 To 16 — Glen Campbell
34 To 18 — Dave & Sugar
33 To 26 — Mickey Gilley
37 To 29 — Kenny Starr
Ex To 38 — Emmylou Harris
Ex To 39 — Narvel Felts
Ex To 41 — Conway Twitty
Ex To 43 — Don King
Ex To 44 — Vern Gosdin
Ex To 45 — T.G. Sheppard

KFOJ — LONG BEACH

3-1 — Mary Macgregor
Vivian Bell
Moe Bandy
Don Williams
Jennifer Warnes
Billy "Crash" Craddock
Sugar Coated Love — Freddy Fender
22 To 10 — Loretta Lynn
24 To 14 — Mickey Gilley
27 To 18 — Kenny Rogers
28 To 21 — Dave & Sugar
29 To 22 — Johnny Paycheck
34 To 24 — Conway Twitty
40 To 27 — Emmylou Harris
37 To 28 — Ava Barber
38 To 30 — Donna Fargo — WB
Ex To 33 — Charlie Rich — Epic
Ex To 34 — T.G. Sheppard
Ex To 37 — Narvel Felts
Ex To 38 — Lynn Anderson
Ex To 39 — Rob Redmond
Ex To 40 — Eddy Arnold

KLAC — LOS ANGELES

2-1 — Mary Macgregor
53 Conway Twitty
54 Vern Gosdin
55 Eddy Arnold
56 Jerry Reed
57 Moe Bandy
15 To 6 — Charley Pride
27 To 14 — Kenny Rogers
26 To 19 — Johnny Duncan
34 To 22 — Dave & Sugar
35 To 25 — Donna Fargo — WB
42 To 29 — Gene Watson

WINN — LOUISVILLE

1-1 — Mary Macgregor
Don Williams
31 Bobby Bare
32 Billy "Crash" Craddock
33 T.G. Sheppard
34 Darrell McCall & Willie Nelson
35 Billy Swan
36 Pal Rakes
37 Asleep At The Wheel
38 Bobby Goldsboro
39 Joni Lee
40 Brenda Lee
8 To 2 — Kenny Rogers
5 To 3 — Johnny Paycheck
18 To 5 — Conway Twitty
21 To 8 — Gene Watson
20 To 10 — Loretta Lynn
26 To 13 — Mickey Gilley

WTSO — MADISON

3-1 — Mary Macgregor
Billy "Crash" Craddock
Freddy Weller
Kathy & Larry Barnes
Don King
Cristy Lane
Dickey Lee
Tammy Wynette
22 To 17 — Donna Fargo — WB
26 To 21 — Emmylou Harris
36 To 31 — Kenny Starr
43 To 38 — David Allan Coe
Ex To 42 — Margo Smith
Ex To 43 — Kenny Seratt
Ex To 44 — Moe Bandy
Ex To 45 — Mel Street

WMC — MEMPHIS

1-1 — Tom Jones
Jacky Ward
Bucky Owens
Vern Gosdin
Eddy Arnold
T.G. Sheppard
14 To 7 — Charley Pride
15 To 9 — Kenny Rogers
30 To 20 — Little David Wilkins
34 To 28 — Donna Fargo — WB
Ex To 32 — Conway Twitty
Ex To 35 — Narvel Felts
Ex To 36 — Emmylou Harris

WWOK — MIAMI

2-1 — Elvis Presley
Billy "Crash" Craddock
Sugar Coated Love — Freddy Fender
Tammy Wynette
Donna Fargo — WB
Cal Smith
15 To 3 — Glen Campbell
12 To 7 — Dave & Sugar
22 To 12 — Emmylou Harris
28 To 15 — Kenny Rogers
25 To 17 — Gene Watson
Ex To 20 — Conway Twitty
Ex To 22 — Billie Jo Spears
Ex To 23 — Mickey Gilley
Ex To 25 — Larry Gatlin
KTCR — MINNEAPOLIS
3-1 — Tom Jones
Conway Twitty

Darrell McCall & Willie Nelson

David Allan Coe
Narvel Felts
Cristy Lane
Don King
Kenny Starr
Jacky Ward
Billy "Crash" Craddock
17 To 8 — Kenny Rogers
18 To 9 — Sonny James
23 To 10 — Marty Robbins
22 To 17 — Johnny Duncan
Ex To 5 — Charley Pride
Ex To 21 — Lois Johnson
Ex To 22 — Dave & Sugar
Ex To 28 — Mickey Gilley
Ex To 30 — Moe Bandy

WBAM — MONTGOMERY

4-1 — Kenny Rogers
Paula Kay Evans
Dickey Lee
Stella Parton
Sugar Coated Love — Freddy Fender
16 To 10 — Johnny Duncan
24 To 14 — Gene Watson
28 To 20 — Johnny Paycheck
34 To 28 — Don King
Ex To 32 — Conway Twitty
Ex To 35 — Vern Gosdin
Ex To 37 — Loretta Lynn
Ex To 40 — T.G. Sheppard

WKDA — NASHVILLE

1-1 — Kenny Rogers
Conway Twitty
The Rains Came — Freddy Fender
Ray Price — Columbia
Jacky Ward
10 To 2 — Glen Campbell
14 To 10 — Charlie Rich — RCA
25 To 15 — Johnny Duncan
29 To 19 — Marty Robbins
31 To 22 — Gene Watson
Ex To 25 — Johnny Paycheck
Ex To 28 — Donna Fargo — WB
Ex To 29 — Emmylou Harris
Ex To 30 — Larry Gatlin

WHN — NEW YORK

2-1 — Elvis Presley
Cal Smith
Loretta Lynn
Emmylou Harris
Donna Fargo — WB
Charlie Rich — Epic
10 To 3 — Glen Campbell
17 To 10 — Joe Stampley
Ex To 13 — Mel Tillis
Ex To 14 — Charley Pride

WCMS — NORFOLK

1-1 — Tom Jones
Billy "Crash" Craddock
18 To 5 — Glen Campbell
16 To 8 — Tommy Overstreet
22 To 9 — Charley Pride
20 To 29 — Johnny Duncan
51 To 38 — Johnny Paycheck
60 To 40 — Emmylou Harris
Ex To 55 — Don Williams
Ex To 58 — Barbara Fairchild
Ex To 59 — Living Next Door To Alice — Johnny Carver
Ex To 60 — Margo Smith

KNEW — OAKLAND

5-1 — Elvis Presley
Conway Twitty
Sammi Smith
Johnny Cash
Narvel Felts
13 To 6 — Glen Campbell
20 To 10 — Loretta Lynn
22 To 14 — Dave & Sugar
26 To 15 — Kenny Rogers
30 To 17 — Billie Jo Spears
27 To 18 — Gene Watson
24 To 19 — Johnny Paycheck
Ex To 20 — Lois Johnson
Ex To 28 — Mickey Gilley
Ex To 29 — Emmylou Harris
Ex To 30 — Charlie Rich — Epic

KEBC — OKLAHOMA CITY

4-1 — Jody Miller
Don Gibson
Brenda Lee
Mel Street
Moe Bandy
Red Steagall
Don Williams
Darrell McCall & Willie Nelson
Ex To 57 — Lynn Anderson
Ex To 58 — George Kent
Ex To 59 — Ben Reese
Ex To 60 — Larry Gatlin
KEBC — OKLAHOMA CITY
4-1 — Jody Miller
Don Gibson
Brenda Lee
Mel Street
Moe Bandy
Red Steagall
Don Williams
Darrell McCall & Willie Nelson
Ex To 57 — Lynn Anderson
Ex To 58 — George Kent
Ex To 59 — Ben Reese
Ex To 60 — Larry Gatlin

WHOO — ORLANDO

2-1 — Mel Tillis
41 Don Gibson
42 Emmylou Harris
43 David Allan Coe
47 Brenda Lee
9 To 4 — Glen Campbell
13 To 7 — Dave & Sugar
15 To 9 — Charley Pride
19 To 11 — Kenny Rogers
32 To 26 — Donna Fargo — WB
37 To 32 — Johnny Paycheck
39 To 33 — Gene Watson
40 To 35 — Kenny Starr

WXCL — PEORIA

3-1 — Mary Macgregor
Don Williams
T.G. Sheppard
Johnny Cash
Living Next Door To Alice — Johnny Carver
Jerry Reed
9 To 3 — Charley Pride
10 To 4 — Glen Campbell

(continued on page 79)

Broadcast Students Excel Thanks To CRS' Ongoing Scholarship Program

NASHVILLE — The Country Radio Seminar, Inc. has awarded \$8,000 in broadcast scholarships nationwide, according to president Tom McEntee. Each \$2,000 grant, based on grade point average and other standards of excellence, went to a deserving junior year broadcasting major. The students may use up to \$500 of the scholarship money per semester as they see fit.

The CRS board of trustees has asked Dr. Harold Baker, director of broadcasting at Middle Tennessee State University, to help implement and coordinate the scholarship program. In appreciation for his services, two scholarships have been awarded on a continuing basis to Middle Tennessee State. Additional awards went to Seton Hall University, South Orange, N.J.; Texas Tech, Lubbock; and the University of Nebraska at Lincoln.

David England, who is currently completing his studies at Middle Tennessee State, was the first recipient of a CRS scholarship. The latest award went to Donna Brake, a senior from Triune, Tenn.

"Mr. England and Miss Brake have brilliant futures in broadcasting, thanks in

large part to the help and encouragement furnished by the Country Radio Seminar scholarships," said Dr. Baker, who is overseeing the training and development of the scholarship recipients.



RECIPIENT — Scholarship recipient Donna Brake, flanked by seminar founders Charlie Monk (left) and Tom McEntee.

Celebrity Management Announces New 'Total Career Development' Plan

NASHVILLE — A new concept in artist management was announced recently with the formation of Celebrity Management, Inc. CMI is designed to give an artist the option of total career development, including personal management, booking, publicity and promotion, financial consultation and publishing.

City Of Hope Honors Country Star Roy Clark

NASHVILLE — Roy Clark will receive the prestigious Spirit of Life Award from the City of Hope Medical Center March 22 at a testimonial dinner in Tulsa.

Clark was selected by the City of Hope's national board of directors because of his various humanitarian endeavors, including support of the Children's Medical Center of Tulsa which receives proceeds from the annual Roy Clark Celebrity Golf Classic.

A permanent plaque honoring Clark will be placed in the main lobby of the City of Hope in Duarte, Calif., a Los Angeles suburb.

Monies raised from the dinner and from area contributions will go toward establishing The Roy Clark Research Fellowship at City of Hope. Clark will be given the honor of choosing the specific medial research project to benefit.

It will be the first time the City of Hope has made such an award in Tulsa. Previous recipients at ceremonies held in various cities include Bob Hope, Leon Jaworski and Dr. Denton Cooley, famed heart surgeon.

The world-renowned City of Hope National Medical Center, begun in 1913, is dedicated to patient care, research and medical education in catastrophic diseases. A staff of physicians and scientists work on a full-time basis in the ultra-modern complex of hospitals and laboratories housed in over forty buildings on ninety acres.

Fender Re-Ups With Music Enterprises, Inc.

LOS ANGELES — Music Enterprises, Inc. has re-signed ABC/Dot recording artist Freddy Fender to a production and management contract, announced company president Huey P. Meaux. Meaux said that Fender is currently breaking into a number of new areas, including his first acting role in the feature film "Short Eyes."

President of the Nashville-based firm is Bob Bray, formerly associated with Top Billing, one of the industry's leading country music booking agencies. Happy Shahan of Bracketville, Texas is vice-president.

Bray has a background in banking, and at age 30 he was the youngest bank president in the state of Georgia. He holds a degree in accounting from the University of Georgia, and was elected as an Outstanding Young Man of America in 1968.

Shahan, six-term mayor of Bracketville and owner of Alamo Village, a major tourist attraction in southwest Texas, is well known in music, motion picture and television circles. During his career he has also helped to develop, promote and train singers and entertainers such as Johnny Rodriguez, Dotts and others.

A.L. Tipton, certified public accountant and a member of the American Society of CPAs and the Georgia Association of CPAs, will serve as a consultant to the firm.

Candy Brar, former associate of House of Bryant Publications and Hubert Long International, will administer the publishing arm of the company, Alamo Village Music. Ms. Brar will also serve as office manager.

Fan Fair Set For Nashville In June

NASHVILLE — Nashville's annual Fan Fair has been scheduled for June 6-12 at Nashville's Municipal Auditorium. The Fan Fair includes more than 25 hours of live entertainment featuring top country music artists, a bluegrass concert, an old-time fiddlin' contest, picture taking and autograph sessions with the stars, a large fan club and record label exhibition, tickets to Opryland USA and the Country Music Hall of Fame, and three lunches.

Deaton To Head NATD

NASHVILLE — At its last monthly meeting, the Nashville Association of Talent Directors elected Billy Deaton its president for 1977. Deaton heads his own agency, Billy Deaton Talent.

NATD member agencies include Top Billing, Inc., The Lavender-Blake Agency, Chardon, Inc., Buddy Lee Attractions, Al Embry International, Century II Promotions, One Niters, The Wilhite Agency and Music Park Talent as well as the Deaton agency.

One thing that is certain in the wake of *Armadillo East's* March 24 opening in Nashville is that Tennesseans will dance when given the chance. The club, dubbed "a little bit of Texas in Tennessee," debuted with a press party just as final construction materials were being cleared. **Alexander Harvey** and **Preshus** performed original numbers with a beat that brought folks to their feet and on the floor to shuffle. Harvey's three night engagement was shared with Nashvillians **Bobby James Bourgojn** and **Jerry McEwen** Thursday and Saturday nights and special guest, Californian **Michael Conrad** on Friday.

The fourth in the series of *Writer's Nights at the Exit/In* offered glimpses of new and established talent Monday, Feb. 28. Conducted in 15 minute talent segments likened to the Grand Ole Opry format, the writer's night, produced by **Hugh Bennett**, **Stoney Stonebreaker** and **Billy Saurel**, provided continuous entertainment from 8:00 pm to midnight. Among the highlights were **Townes Van Zandt** singing three originals, including "Poncho and Lefty," recorded by **Emmylou Harris**; **Tracey Nelson** singing her classic "Down So Low," and "Nothin' I Can't Handle" and **Dick Feller** plucking out the humorous "You Get Nothin' For A Nickel, Twice As Much For A Dime," in addition to inspired performances by many local songwriters.

Neil Diamond may be recording his next album in Nashville with **Billy Sherrill** of Columbia producing.

Dharma Artist Agency is booking **Eldridge Cleaver** for speaking engagements in conjunction with the **Harry Walker Agency** in New York.

Asleep At The Wheel are preparing for a month long European tour with **Emmylou Harris**. The group will leave from Washington following their performance at the Smithsonian Institute March 22.

The Cerebral Palsy Telethon held March 6 for the fourth consecutive year in Corpus Christi, Texas featured **Johnny Rodriguez**, **Dolly Parton**, **Ronnie Milsap**, **Tom T. Hall**, **Willie Nelson** and others working to raise money for Cerebral Palsy and Muscular Dystrophy research at the Johnny Rodriguez Life Enrichment Center, dedicated in November, 1976.

February 12 was an eventful day for **Mel Tillis**. While appearing in Leslie, Georgia, (located 30 miles from Plains, home of Jimmy Carter) he was invited by Billy Carter to visit with the President and his family. Mel, his daughter **Pam** and brother **Richard** spent about an hour chatting in the first family's living room.

Bill Anderson and **Mary Lou Turner** recently taped a "Hee Haw" segment to be aired in March. This marked the first time Bill and Mary Lou have appeared on the show together since they were voted the top duo of the year by the trade magazines. Each have hit singles — "Cheatin' Overtime," produced by Snuffy Miller for Mary Lou, and "Liar's One, Believers Zero" for Bill.

Steve Young and producer **Roy Dea** are recording at Jack Clement Recording Studios March 2 & 4. They are collaborating on Young's second album for RCA.

More than 2,000 people turned out February 20 to pay tribute to the late **Keith Coleman**, lead fiddler for many years with **Bob Wills' Texas Playboys**. **Asleep At The Wheel** led off the five-hour concert at the Tulsa Municipal Theatre, followed by **Hank Thompson** and his **Brazos Valley Boys**, **Red Steagall** and the **Coleman County Cowboys**, **Roy Ferguson** and **Candy Noe**. The concert raised more than \$11,500.

KTOW-AM and **KGOW-FM** in Tulsa will present their fifth annual show March 18 at the Oral Roberts University Mabee Center. **Roy Clark** will headline the show, which has been a sell-out for the past five years. **Hank Thompson**, **Sherry Bryce** and **Buck Trent** will round out the program.

Buck Owens performed February 20 in concert with the United States Air Force Band and Singing Sergeants. Past guests of the Air Force Band at the annual Constitution Hall concert include **Walter Cronkite**, **Arthur Fiedler** and **Meredith Wilson**. Owens is the first country artist to perform with the band. He was also at the White House February 21 to welcome Prime Minister **Pierre Trudeau** of Canada, who was meeting with President Carter on an official state visit. Buck and the Prime Minister have known each other since Buck paid a visit to Ottawa a few years ago.

Written thirty years ago by **Kermit Goell** and **Francis Craig**, "Near You" was the first recorded hit from Nashville, and in essence became the city's music industry dating stone. "Near You" is now the second release from the **George Jones** and **Tammy Wynette** duet album, "Golden Ring." In 1947, the song remained #1 on the Hit Parade for more than six consecutive months.

Moe Bandy's performance during the Professional Rodeo Cowboy Association's Denver Convention brought a surprise. Eighty-five rodeo clowns from throughout the U.S. signed and presented Bandy with a copy of his "Bandy, The Rodeo Clown" LP, thanking him on behalf of the Rodeo Clowns of America for his help in publicizing their profession.

Bobby Goldsboro signed a recording contract with Epic Records. Bobby's initial self-produced release for the label is entitled "Me and the Elephants."



FRIZZELL TUNES UP — Allen Frizzell, youngest member of the singing Frizzell family, picks out a tune for three ABC/Dot Records executives prior to signing a recording contract with the label. With Frizzell are (l to r): Larry Baunach, vice president in charge of promotion; Ron Chancey; Frizzell; and B.J. McElwee, vice president of sales.

Country Singles & Reviews - Album Reviews

JOHNNY CASH — The Last Gunfighter Ballad — Columbia KC 34314 — Producers: Johnny Cash, Charlie Bragg, Don Davis — List Price: 5.98.

Absolutely one of the best albums that Johnny Cash has ever recorded and released! "The Last Gunfighter Ballad" consists of ten cuts, each of which could be programmed as a single and each of which is exceptional. From the tempo change included in "I Will Dance With You" to the programming quality of "Ridin' On The Cotton Belt," this Cash offering (which was co-produced by Charlie Bragg) is a totally entertaining album.



SONNY JAMES — You're Free To Go — Columbia KC 34472 — Producer: George Richey — List Price: 5.98

Another in a remarkable collection of Sonny James material, "You're Free To Go" typifies why the Southern Gentleman is still one of the most programmed country artists of all time. The album's best tune, "The Day's Not Over Yet," is a sweet, mellow ballad done in great style, while "I'm A' Goin' Toward The Rising Sun" has some exceptional surprise female vocals and reverb effects. This George Richey-produced LP is a winner in every way. "Beautiful Isle" should be programmed carefully by country programmers because of its gospel origin.



MICKEY NEWBERRY — Rusty Tracks — ABC/Hickory AH 44002 — Producers: Bobby Bare, Ronnie Gant

With a salute to some of the best mood music heard here, Mickey gives us a tailor-made package of easy listeners designed to please both pop and country devotees. Selections include "Leavin' Kentucky," "Makes Me Wonder If I Ever Said Goodbye," "Bless Us All," "Hand Me Another Of Those," "People Are Talking," "Tell Him Boys," "Shennandoah," "That Lucky Old Sun," "Danny Boy" and "In The Pines."



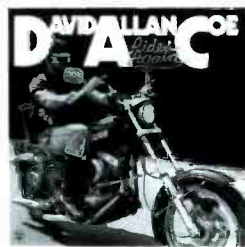
GENE WATSON — Paper Rosie — Capitol ST 11597 — Producer: Russ Reeder-Bob Webster

Making the title of his current hit single "Paper Rosie" the theme of his third LP, Gene projects a magnetic warmth through his delivery of these solid country bands. Selections include "You Gave Me A Mountain," "Tennessee Sunshine," "Desperation," "Til' You Can Make It On Your Own," "Most Of All Why," "Just At Dawn," "That Tone Of Voice" and "I'd Settle For Just Crossing Her Mind."



DAVID ALLAN COE — Rides Again — Columbia KC 34310 — Producers: Ron Bledsoe & David Allan Coe — List Price: 5.98.

The most noticeable thing about Coe's latest album, other than its superb instrumentation and vocals, is the continuous segue effects evident on both sides of the LP. Programmers will have to track each cut carefully in order to avoid any chance of a slipped cut. "The House We've Been Calling A Home" features great female vocals, while "If That Ain't Country" should be watched for its lyrical content. The mysterious Rhinestone Cowboy has a super album, and without a doubt, it is the strongest programming entry of the week.



DON EVERLY — Brother Jukebox — ABC/Hickory AH 44003 — Producer: Wesley Rose

Opening with the title song, Don Everly moves comfortably into a cross-over bag. A mixture of soft, moody music, hard hitting rock and progressive country/folk ballads, with a choice of many of his own penned tunes, makes this an excellent offering. Selections include: "Love At Last Sight," "So Sad (To Watch Good Love Go Bad)," "Lettin' Go," "Since You Broke My Heart," "Deep Water," "Yesterday Just Passed My Way Again," "Oh, I'd Like To Go Away," "Oh, What A Feeling" and "Turn The Memories Loose Again."



BOB LUMAN — Alive And Well! — Epic KE 34445 — Producer: Johnny Cash — List Price: 5.98.

Luman's latest album, produced by Johnny Cash, contains three tracks that were laid down in typical Cash style, "Get Rhythm," "Big River" and "Hey Porter." Although Luman does an exceptional job on the Cash material, the other tunes provide a great musical offering from this seasoned country veteran. "Blond Haired Woman" has a funky, up-tempo beat with a strong beginning and "Sweet Dreams" contains very well done female vocal backup work. The album, which also contains Luman's latest single, "He's Got A Way With Women," will be picked up by programmers very quickly.



DELBERT McCLINTON — Love Rustler — ABC AB-991 — Producer: Chip Young — List: None Listed

For those country programmers looking for something different, there is Delbert McClinton. Although some of this LP's cuts may seem a bit strong for a country format — the cuts are a mixture of country, rock, southern white rock and even R&B — programmers would do well to screen the entire album at a single sitting. "Love Rustler" is strong stuff, and its varied offerings, coupled with McClinton's able vocals and strong instrumentation, should make it an album many will be talking about very soon.



BOBBY BARE (RCA JB 10902)

Look Who I'm Cheating On Tonight (3:35) Hall-Clement Pub. — BMI (Bob McDill)

An excellent pick from the LP "Me And McDill." This solid country 'cheatin' song' set to a slow musical backing will bring top box and chart action.

DON WILLIAMS (ABC/Dot DOA 17683)

Some Broken Hearts Never Mend (2:43) Maplehill Music/Vogue Music — BMI (W. Holyfield)

A soft swing on this smooth and easy self-produced ballad. From the LP "Visions," it's a natural for the #1 slot.

RED STEAGALL (ABC/Dot DOA 17684)

I Left My Heart In San Francisco (1:52) General Music Pub. Co. — ASCAP (D. Cross/G. Cory)

An up-tempo Texas swing gives this classic number a tasteful twist from the LP "Texas Red." Produced by Glenn Sutton for top plays.

MARGO SMITH (Warner Brothers WBS 8339)

Love's Explosion (2:43) Al Gallico Music/Jidobi Music — BMI (Norris D. Wilson/Margo Smith)

Reaching far into the pop bag, Margo harmonizes with herself on this bouncy tune produced by Norris Wilson. Sounds like a good bet for both pop and country programming.

BILLY "CRASH" CRADDOCK (ABC/Dot DOA 17682)

Just A Little Thing (2:16) Ray Stevens Music — BMI (L. Martine, Jr.)

Fast-moving, heavy rock-a-billy with a jazzy instrumental track from the "Crash" LP, should be big for Craddock. Produced by Ron Chancey.

DON GIBSON (ABC/Hickory AH 54010)

Fan The Flame, Feed The Fire (2:31) Milene Music — ASCAP (E. Raven)

Up-tempo cajun country with some good guitar, harmonica and steel licks penned by Eddie Raven and produced by Wesley Rose for easy box and chart action.

JOHNNY CARVER (ABC/Dot DOA 17685)

Living Next Door To Alice (3:22) Chinnichap Pub./Island Music — BMI (M. Chinn/M. Chapman)

Johnny Carver gives a progressive country flavor to this familiar pop hit produced by Ron Chancey. Sounds like a sure bet for chart action.

MEL STREET (GRT 116)

Rodeo Bum (3:03) Andromeda Music — ASCAP/Heavy Music — BMI (D. Heard, S. Vaughn)

A slow, solid country ballad carrying a south of the border instrumentation produced by Dick Heard for plenty of spins.

EAGLES (Asylum E 45386)

Hotel California (6:08) (Don Felder/Don Henley/Glenn Frey)

Reminiscent of a Roger McGuinn/Rickenbacker lead building into a large progressive production by Bill Szymczk. This number makes for excellent FM listening.

DON KING (Con Brio 116)

I've Got You (To Come Home To) (2:31) Wiljex Pub. — ASCAP (Don King-Dave Woodward)

Already receiving heavy airplay, this Bill Walker production has an up-tempo happy beat aimed straight at the boxes.

LINDA HARGROVE (Capitol P 4390)

Down To My Pride (2:02) Beechwood Music/Window Music — BMI (L. Hargrove-P. Drake)

From the LP "Just Like Me" comes this up-tempo, solid country tune given full vocal support by Linda. Produced by Pete Drake, it's a sure box bet.

CARL SMITH (ABC/Hickory AH 54009)

Show Me A Brick Wall (2:30) Milene Music — ASCAP (S. Collom)

Produced by Wesley Rose, this upbeat toe-tapper with a pure country track sounds like a good charter for Carl.

JERRY MAX LANE (ABC/Dot DOA 17681)

I Wish I Had A Bottle Of The Way I Feel Tonight (2:32) Cross Keys Pub. — ASCAP (D. Cook)

Jerry Max is shaking it up on this honky-tonk 'bottle' tune aimed straight at the boxes. A hard-hitting heavy production by Ron Chancey.

KATHY AND LARRY (Republic IRDA R369)

If We Can't Do It Right (2:43) Ben Peters Music — BMI (Ben Peters)

This Ben Peters penned tune contains an easy up-tempo swing for progressive listening. Produced by Dave Burgess.

RUTH BUZZI (United Artists UA-XW951-Y)

You Oughta Hear The Song (3:20) Brougham Music — BMI/Warhawk Music — ASCAP (R. Bowling/J. Emerson)

Ruth Buzzi is on the scene with this slow-beat solid country number produced by Roger Bowling for added box plays.

DIANE JORDAN (Columbia 3-10498)

The Way I Loved You Best (2:57) Mariposa Music — BMI (M. Robbins)

Diane gives an excellent delivery on this laid back solid country love ballad penned and produced by Marty Robbins. A best bet.

VIVIAN BELL (GRT 118)

The Angel In Your Arms (2:46) Song Tailors Music — BMI/I Got The Music Company — ASCAP (T. Woodford, T. Brasfield, C. Ivey)

With heavy emphasis on the progressive instrumental track, this slow-beat love ballad, produced by Nelson Larkin, is a sure bet for FM listening.

PAL RAKES (Warner Brothers WBS 8340)

That's When The Lyin' Stops (And The Lovin' Starts) (3:04) Easy Listening Music — ASCAP/Dusty Roads Pub. — BMI (Norris D. Wilson/Pal Rakes/Russ Faith)

Heavy bass, it's the story of lovin' and lyin' given a progressive up-tempo flavor, produced by Norro Wilson.

SEAN NIELSSEN (Scorpion SC 0526)

Sweet Affection (2:42) Christy Lane Music — ASCAP (Daniel)

A stout performance given on this soulful gospel flavored number done up in a hand-clapping jubilant style. Produced by Harrison Tyner.

LLOYD GREEN (October ORI 1009)

Feelings (3:08) Fermata International Melodies — ASCAP (M. Albert)

This familiar pop favorite done up in a solid country instrumental makes for plus FM listening produced by Henry Strzelecki.

CASH BOX TOP 100 COUNTRY

March 12, 1977

	Weeks On Chart	3/5		Weeks On Chart	3/5		Weeks On Chart	3/5
1 SAY YOU'LL STAY UNTIL TOMORROW TOM JONES (Epic 8-50308)	2	11	36 A MANSION ON A HILL RAY PRICE (ABC/Dot DOA 17666)	26	14	70 RIGHT TIME OF THE NIGHT JENNIFER WARNES (Arista 0223)	79	4
2 HEART HEALER MEL TILLIS (MCA 40667)	3	9	37 SAM OLIVIA NEWTON-JOHN (MCA 40670)	40	7	71 EVERY BEAT OF MY HEART PEGGY SUE (Door Knob DK 6021)	65	8
3 SHE'S JUST AN OLD LOVE TURNED MEMORY CHARLEY PRIDE (RCA PB10875)	8	7	38 RIDIN' RAINBOWS TANYA TUCKER (MCA 40550)	23	17	72 I NEED YOU ALL THE TIME EDDY ARNOLD (RCA PB 10899)	88	2
4 CRAZY LINDA RONSTADT (Asylum 4536)	4	13	39 (YOU NEVER CAN TELL) C'EST LA VIE EMMYLOU HARRIS (Warner Bros. 8239)	50	3	73 THE LAST GUNFIGHTER BALLAD JOHNNY CASH (Columbia 3-10483)	87	2
5 MOODY BLUE ELVIS PRESLEY (RCA PB10857)	1	12	40 MIDNIGHT ANGEL BARBARA MANDRELL (ABC/Dot DOA 17668)	32	13	74 SEMOLITA JERRY REED (RCA PB 10893)	86	3
6 TORN BETWEEN TWO LOVERS MARY MACGREGOR (Ariola America/Capitol 7638)	9	9	41 ANYTHING BUT LEAVIN' LARRY GATLIN (Monument 212)	52	4	75 OUT OF MY MIND CATES (Caprice 2030)	80	4
7 IF LOVE WAS A BOTTLE OF WINE TOMMY OVERSTREET (ABC/Dot DOA 17672)	7	11	42 NEW KID IN TOWN EAGLES (Asylum 45373)	44	9	76 SUGAR COATED LOVE/THE RAINS CAME FREDDY FENDER (ABC/Dot DO 17686)	—	1
8 SOUTHERN NIGHTS GLEN CAMPBELL (Capitol 4376)	13	6	43 PLAY, GUITAR PLAY CONWAY TWITTY (MCA 40682)	55	3	77 LOVE DOESN'T LIVE HERE ANYMORE RANDY CORNOR (ABC/Dot DOA 17676)	81	5
9 DESPERADO JOHNNY RODRIGUEZ (Mercury 73878)	14	8	44 SAYING HELLO, SAYING I LOVE YOU, SAYING GOODBYE JIM ED BROWN & HELEN CORNELIUS (RCA PB10822)	33	17	78 DADDY, THEY'RE PLAYIN' A SONG ABOUT YOU KENNY SERATT (Hitsville/Motown 6049F)	83	4
10 LUCILLE KENNY ROGERS (United Artists UA XW 929Y)	17	6	45 WHY LOVERS TURN TO STRANGERS FREDDIE HART & THE HEARTBEATS (Capitol 4363)	35	15	79 LOOK WHO I'M CHEATING ON TONIGHT BOBBY BARE (RCA PB 10902)	93	2
11 THERE SHE GOES AGAIN JOE STAMPLEY (Epic 8-50316)	12	10	46 CHEATIN' OVERTIME MARY LOU TURNER (MCA 40674)	48	7	80 (LET'S GET TOGETHER) ONE LAST TIME TAMMY WYNETTE (Epic 8-50349)	—	1
12 UNCLOUDY DAY WILLIE NELSON (Columbia 3-10453)	5	10	47 SWEET CITY WOMAN JOHNNY CARVER (ABC/Dot DOA 17675)	49	6	81 LAY SOMETHING ON MY BED BESIDES A BLANKET CHARLY McCLAIN (Epic 8-50338)	84	4
13 THE MOVIES THE STATLER BROTHERS (Mercury 73877)	15	8	48 AFTER THE LOVIN' ENGELBERT HUMPERDINCK (Epic 8-50270)	36	12	82 IF YOU GOTTA MAKE A FOOL OF SOMEBODY DICKEY LEE (RCA PB 10914)	—	1
14 HE'LL PLAY THE MUSIC, BUT YOU CAN'T MAKE HIM DANCE LITTLE DAVID WILKINS (MCA 40668)	18	8	49 GOOD OLD FASHIONED SATURDAY NIGHT BARROOM BRAWLS VERNON OXFORD (RCA PB10872)	51	8	83 LIVING NEXT DOOR TO ALICE JOHNNY CARVER (ABC/Dot DO 17685)	—	1
15 NEAR YOU GEORGE JONES & TAMMY WYNETTE (Epic 8-50314)	6	10	50 TEXAS ANGEL JACKY WARD (Mercury 73880)	57	6	84 LET ME LOVE YOU ONCE BEFORE YOU GO BARBARA FAIRCHILD (Columbia 3-10485)	85	3
16 YOU'RE FREE TO GO SONNY JAMES (Columbia 3-10466)	20	7	51 CHEROKEE FIDDLE MICHAEL MURPHEY (Epic 8-50319)	53	7	85 MY SWEET LADY JOHN DENVER (RCA PB10911)	—	1
17 DON'T THROW IT ALL AWAY DAVE & SUGAR (RCA PB 10876)	31	5	52 SUNDAY SCHOOL TO BROADWAY ANNE MURRAY (Capitol 4375)	54	6	86 TRYIN' TO FORGET ABOUT YOU CHRISTY LANE (GRT 110)	—	1
18 I JUST CAME HOME TO COUNT THE MEMORIES CAL SMITH (MCA 40671)	22	8	53 SOME BROKEN HEARTS NEVER MEND DON WILLIAMS (ABC/Cot DO 17683)	73	2	87 RODEO BUM MEL STREET (GRT 116)	90	2
19 I'M GONNA LOVE YOU RIGHT OUT OF THE WORLD DAVID ROGERS (Republic 343)	21	7	54 ME & THE ELEPHANT KENNY STARR (MCA 40672)	62	6	88 STRAWBERRY CURLS FREDDY WELLES (Columbia 3-10482)	91	3
20 WRAP YOUR LOVE AROUND YOUR MAN LYNN ANDERSON (Columbia 3-10467)	24	3	55 ALL THE SWEET MEL McDANIELS (Capitol 4373)	56	7	89 I LEFT MY HEART IN SAN FRANCISCO RED STEAGALL (ABC/Dot DO 17684)	—	1
21 MY MOUNTAIN DEW CHARLIE RICH (RCA PB10859)	16	13	56 THE FEELIN'S RIGHT NARVEL FELTS (ABC/Dot DOA 17680)	63	4	90 LILY DALE DARRELL McCALL & WILLIE NELSON (Lone Star/Columbia 3-10480)	94	2
22 YOUR PRETTY ROSES CAME TOO LATE LOIS JOHNSON (Polydor 14371)	25	3	57 LOVIN' ON T. G. SHEPPARD (Hitsville/Motown 6053F)	68	3	91 WAITIN' AT THE END OF YOUR RUN AVA BARBER (Ranwood 1071)	92	3
23 ADIOS AMIGO MARTY ROBBINS (Columbia 3-10472)	28	3	58 WIGGLE WIGGLE RONNIE SESSIONS (MCA 40624)	38	17	92 RUBY'S LOUNGE BRENDA LEE (MCA 40683)	—	1
24 I'M NOT EASY BILLIE JO SPEARS (United Artists UA XW 935Y)	27	7	59 YESTERDAY'S GONE VERN GOSDIN (Elektra 45353)	67	3	93 FAN THE FLAME, FEED THE FIRE DON GIBSON (ABC/Hickory AH 54010)	—	1
25 PAPER ROSIE GENE WATSON (Capitol 4378)	29	8	60 I'M LIVING A LIE JEANNE PRUETT (MCA 40678)	70	4	94 BLUEST HEARTACHE OF THE YEAR KENNY DALE (Capitol 4389)	95	2
26 IT COULDN'T HAVE BEEN ANY BETTER JOHNNY DUNCAN (Columbia 3-10474)	30	5	61 LET MY LOVE BE YOUR PILLOW RONNIE MILSAP (RCA PB 10843)	41	16	95 DO THE BUCK DANCE RUBY FALLS (Fifty States FS 50)	96	2
27 WHISPERS BOBBY BORCHERS (Playboy 6092)	11	14	62 LOVE'S EXPLOSION MARGO SMITH (Warner Bros. 8339)	77	2	96 GET CRAZY WITH ME RAY STEVENS (Warner Bros. 8318)	97	2
28 LIARS ONE, BELIEVERS ZERO BILL ANDERSON (MCA 40661)	10	15	63 AUDUBON C.W. McCALL (Polydor 14377)	66	4	97 I'M SAVIN' UP SUNSHINE DALE McBRIDE (Con Brio CBK 117)	—	1
29 EASY LOOK CHARLIE RICH (Epic 8-50328)	34	5	64 JUST A LITTLE THING BILLY "CRASH" CRADDOCK (ABC/Dot DO 17682)	89	2	98 BLUE EYES CRYING IN THE RAIN ACE CANNON (Hi/London 2313)	99	2
30 TWO LESS LONELY PEOPLE REX ALLEN JR. (Warner Bros. 8297)	19	3	65 TWO DOLLARS IN THE JUKEBOX EDDIE RABBITT (Elektra 45357)	45	19	99 IT'S NOT SUPPOSED TO BE THAT WAY STEVE YOUNG (RCA PB 10868)	76	8
31 MOCKINGBIRD HILL DONNA FARGO (Warner Bros. 8305)	37	5	66 I'VE GOT YOU (TO COME HOME TO) DON KING (Con Brio 116)	82	2	100 MR. HEARTACHE SUSAN RAY (United Artists UA XW 934Y)	—	1
32 LOVING ARMS SAMMI SMITH (Elektra 45374)	39	6	67 I'M SORRY FOR YOU, MY FRIEND MOE BANDY (Columbia 3-10487)	78	3			
33 SHE'S PULLING ME BACK AGAIN MICKEY GILLEY (Playboy 6100)	46	4	68 LORD IF I MAKE IT TO HEAVEN (CAN I BRING MY OWN ANGEL ALONG) BILLY PARKER (SCR SC 136)	69	7			
34 SHE'S GOT YOU LORETTA LYNN (MCA 40679)	47	4	69 LATELY I'VE BEEN THINKIN' TOO MUCH LATELY DAVID ALLAN COE (Columbia 3-10475)	75	4			
35 SLIDE OFF YOUR SATIN SHEETS JOHNNY PAYCHECK (Epic 8-50334)	43	5						

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Adios (Al Gallico/Algee — BMI)	23	Just (Contention — SESAC)	18	Me & The Elephant (Youngun — BMI)	54	Some Broken (Maplehill/Vogue — BMI)	53
After The Lovin' (Silver Blue — ASCAP)	—	I Left (General — ASCAP)	89	Midnight (Music City — ASCAP)	40	Southern Nights (Warner Tamerlane/Marsaint — BMI)	8
Oceans Blue (BMI)	48	I Need You (House of Bryant — BMI)	72	Mockingbird Hill (Southern — ASCAP)	31	Strawberry Curls (United Artists — ASCAP)	88
All The Sweet (Combine — BMI/Music City — ASCAP)	55	I'm Living (Vogue/Maple Hill — BMI)	19	Moody Blue (Screen Gems-Col./Sweet Glory — BMI)	5	Sugar Coated (Excelsior/Crazy Cajun — BMI)	76
Mansion On The Hill (Milene — ASCAP)	36	I'm Not Easy (Hotei — ASCAP)	24	Mr. Heartache (Pi-Jem — BMI)	100	Sunday School (Mandy — ASCAP)	52
Anything But (First Generation — BMI)	41	I'm Savin' (Wiljex — ASCAP)	97	My Mountain (Charles Rich — BMI)	21	Sweet City (Covered Wagon — ASCAP)	47
Audubon (Amer. Gramophone — SESAC)	63	I'm Sorry For You (Fred Rose — BMI)	67	My Sweet (Cherry Lane — ASCAP)	85	Texas Angel (Jack & Bill — ASCAP)	50
Blue Eyes Crying (Milene — ASCAP)	98	I've Got You (Wiljex — ASCAP)	66	Near You (Supreme — ASCAP)	15	The Last Gunfighter (Sunbury — ASCAP)	73
Bluest Heartache (Publicare — ASCAP)	94	It Couldn't Have Been (Blue Echo — ASCAP)	26	New Kid	42	The Movies (American Cowboy — BMI)	13
Cheatin' Overtime (Hello Darlin' — SESAC)	46	It's Not (Willie Nelson — BMI)	99	Out Of My Mind (Sound — ASCAP)	75	The Feelin's (Jack & Bill — ASCAP)	56
Cherokee (Mystery — BMI)	51	Just A Little (Ray Stevens — BMI)	64	Paper Rosie (Double Play/Quality — BMI)	25	There She (Gallico — BMI)	11
Crazy (Tree — BMI)	4	Lately I've Been (Show For — BMI)	69	Play Guitar (Twitty Bird — BMI)	43	Torn Between (Muscle Shoals — BMI/Silver Dawn — ASCAP)	6
Daddy, They're (Welbeck — ASCAP/ATV — BMI)	78	Lay Something (Julep/Partner — BMI)	81	Ridin' A Paddle (Whee — ASCAP/Dick James — BMI)	38	Tryin' To Forget (House of Bryant — BMI)	86
Desperado (WB/Kicking Bear — ASCAP)	9	Let Me Love (Almo — ASCAP/Pesco — BMI)	84	Right Time (Amer. Broadcasting — ASCAP)	70	Two Dollars In (Briar Patch — BMI)	65
Do The Buck Dance (Music Craft)	—	Let My Love (Chess — ASCAP)	61	Rodeo Bum (Heavy — BMI/Andromeda — ASCAP)	87	Two Less Lonely (Maplehill/Vogue — BMI)	30
Shop/Sandburn — ASCAP)	95	Lets' Get Together (Algee — BMI)	80	Ruby's Lounge (Hobby Horse — BMI)	92	Uncoloudy Day (Willie Nelson — BMI)	12
Don't Throw It (Famous — ASCAP)	17	Liars One (Tree — BMI)	28	Sam (John Farrar/Blue Gum/Dejemus — BMI/ASCAP)	37	Waitin' At The End (Jack & Bill — ASCAP)	91
Easy Look (Tree — BMI)	29	Lilly Dale (Four Star — BMI)	90	Saying Hello (Don Kirshner — BMI/Kirsner Songs — ASCAP)	44	Whispers (Chappell — ASCAP)	27
Every Beat (Fort Knox — BMI)	71	Living Next Door (Chinnichap/Island — BMI)	83	Say You'll (Dick James — BMI)	1	Why Lovers (Hartline — BMI)	45
Fan The Flame (Milene — ASCAP)	93	Lord Who (Hall-Clement/Vogue — BMI)	79	Semolita (September — ASCAP)	74	Wiggle (Anah — BMI)	58
Get Crazy (Ray Stevens — BMI)	96	Lord If I (Tommy Overstreet — SESAC)	68	She's Got You (Tree — BMI)	34	Wrap Your Love (Starship — ASCAP)	20
Good Old (Sweet Dreams/Arabella — BMI)	48	Love Doesn't Live Here (Blue Echo — ASCAP)	77	She's Just You (Tree — BMI)	34	Yesterday's Gone (Pax House — BMI)	59
Heart Healer (Sawgrass — BMI)	2	Love's Expulsion (Jidobi — BMI)	62	She's Just (Chess — ASCAP)	3	You Never Can (ARC — BMI)	39
He'll Play (Ash Valley/Forest Hills — BMI)	14	Loving Arms (Almo — ASCAP)	32	She's Pulling (Jack & Bill — ASCAP)	33	You're Free (Intersong/USA — ASCAP)	16
Love (Tree — BMI)	7	Lovin' Or (Ben Peters — BMI)	57	Slide Off (Rose Bridge — BMI)	35	Your Pretty (Jack & Bill — ASCAP)	22
You Gotta (God Songs — BMI)	82	Lucille (Bramhall/Andite — BMI)	10				

Don Kirshner's Projects

(continued from page 14)

The television series, which is being done in collaboration with Norman Lear, features Greg Evigan and Paul Shaffer as music company singer/songwriters who work for the devil's son, who is company president. Evigan and Shaffer are, according to Kirshner, the prototype personalities for his new productions.

"Longevity is the name of the game," observed Kirshner, "and towards this end I try and find artists who have depth. Ideally, the artists I work with are triple threat ballplayers who can trade on entertainment as a whole, and specifically as actors and musicians."

The third "Rock Music Awards" show, which will move from CBS to NBC this year, is a pet project of Kirshner's. "Initially," Kirshner explained, "people were very skeptical about a rock awards program, but then again there are people who have been skeptical of a lot of new things." Past performers on the awards show include Peter Frampton, Diana Ross, and Alice Cooper.

"I'm trying for a diversified label," stated Kirshner. "Towards that end I'm working to establish a variety of artists who will have longevity and substance. Kansas, with a large number of musical inputs and expressions, fits the requirements pretty closely."



BRAXTON WINS GRAND PRIX — Anthony Braxton recently won the "Grand Prix du Disc Oscar 1977" for his Arista album "Creative Orchestra Music." The award, voted by the French Academie du Jazz, is presented to the most important jazz album of the year. Pictured accepting the award are from left: Michael Cuscuna, co-producer of the album; Braxton; and Steve Backer, independent producer for Arista.

Cutouts, Overruns Subject Of Pointed Discussion By Retail Accounts Questioned About Prevailing Industry Policies And Practices

(continued from page 32)

buyer for the same company added, "Three years ago, you'd have a better chance at getting any cutouts (or overruns) you wanted. But at this time, there's just a few limited people to talk to, because everything else is tied up (by exclusive contracts with manufacturers)."

A buyer for a larger chain explained, "To my knowledge, they (a cutout dealer) send their catalogs out to everybody." He admitted, however, that "they give me first crack" on some new dumps. Recently, for example, someone from that distributor called him up to tell him about a new batch of overruns. "It's first-come, first-serve, and he just called me up because I'm one of their larger customers." The buyer pointed out that someone else could have bought these albums by now, since he hadn't placed an order yet. On the other hand, he noted that "they have 50-60,000 pieces of some of these things, so I'm not going to sweat it out too badly."

When questioned about possible discrimination against smaller dealers, a big west coast retailer did not deny that personal contacts are very important in the surplus business. However, he asserted that "no dealer is ever being cheated or

kept away from anything. I mean, good God, every retailer, be he small or large, has got to seek out his own sources of supply. If you want to be in the cutout business at the retail level, you gotta go find your stuff. It's up to you."

According to a couple of sources, cutout wholesalers do not require minimum purchases of prime overrun titles. "I've never been pressured into buying a certain number to get anything," stated one buyer. "Usually we get back the other way. If we buy a certain number, what kind of a deal will you give us?"

Since quantities of high-quality titles are usually very limited, though, cutout dealers can be fairly inflexible when it comes to overrun prices, which range from \$1.25 up to \$2.50 or even higher on certain scarce items. "On these overstock things they kind of have the retailer up against the wall," commented a source. "They say if you want it, fine; if you don't want it, fine. They know they're going to sell it, anyway. The stuff is too good to pass up."

With so many retailers and rack jobbers buying overruns, either selectively or in pre-packs, the potential for abuse at the retail counter exists. However, every retailer contacted by **Cash Box** denied that he sold overruns for regular shelf or sale prices. Instead, several of them said, they simultaneously display units of the same album at two different prices: the marked units are retailed within a price range that is roughly equivalent to prices for budget albums.

Most of the dealers maintained that the double pricing causes no problems with customers. If a shopper were to discover the same album in both the regular merchandise area and the cutout bin, they say they would simply give the album to the customer for the lower price. Moreover, some dealers actually encourage their clerks to steer customers toward the lower-priced items. "I call it 'cutout consciousness,'" said one retailer.

In another effort to deal with this situation, an eastern retailer said, "We've changed our method of merchandising so that we're putting all the merchandise in one bin. If the record is available both ways, we remove the higher priced item and don't carry it anymore." In the past, he said, the record was placed in two different places at different prices, but it created some customer relations problems.

"I'd try to get the clerk to tell the customer to take the lower-priced record. The profit margin was roughly the same on the \$5.79 shelf price and the \$3 overrun price."

As far as returning higher-priced albums, the retailer noted, "We only do that if we find the others are available constantly. We would sell the cheaper one until we ran out of it and then go back to selling the other at the higher price."

Ordering overruns and cutouts is a tricky business for retailers. "We deal with 15 companies all over the country," one dealer explained, "and they call us constantly and give us lists constantly. Now they're going to call you and say this record is a hot item just off the charts that the company dumped. How many do you order, first of all? Do you order 100, 500, or 1,000? And then the problem is that they may offer it to you at \$2.00, and half an hour later you get a call from another cutout company that has it for \$1.25. Prices in cutouts are really varied, and that's something you have to be on top of."

Another retailer pointed out that "it's a perilous business. Because you may overbuy and get stuck with a lot of (expletive deleted)."

If he buys mostly "ultra-cheap" stuff, the dealer continued, he rarely gets much quality merchandise. And if he went to the cutout supplier's warehouse to cherry-pick

the goods, he'd have to pay a much higher price for them.

The same source indicated that if he was "lucky enough to get really good titles" which are still in the catalog, he would put them on sale in the same bin with regular LPs.

The source further explained that while "legitimate overruns spilling out into the market as overstock" don't bother him, he is concerned with "records of musical validity being cut out of the catalog willy-nilly." While honest companies tend to come to terms with their artists on overruns, he added, "Artists can get screwed on cutout royalties (see accompanying story)."

Still other retailers who have been offered "questionable" overruns (consisting partly of front-line product) at very low prices attribute the trend to the widespread practice of "trade-offs."

While there is apparently nothing illegal about the practice, it is considered by at least two sources queried by **Cash Box** to be a primary factor in low over-the-counter record prices. And the preponderance of highly visible lowballers in several markets is said to be one factor prompting the Los Angeles grand jury probe.

"The cutout dealer gets front-line products by trading off his cutouts with a retailer, a distributor, or a rack jobber. Or with a company that owns all three," according to one midwest retailer. "He gives, say, three or four cutouts that he got for 40¢ to 50¢ in exchange for a front-line (\$3.98 wholesale) album. This is done in great volume, and with it, the cutout dealer can whip together a 25-LP pre-pack with at least 4 or 5 charted items. Plus," added the source, "the cutout supplier can get rid of the garbage that's been lying around his warehouse for months."

The retailer noted that not only does this provide volume for the cutout dealer, but it saves considerably in paperwork, and means he doesn't have to go out shopping for catalog product. In addition, getting the \$3.38 LP is equivalent to straight cash in hand, without delayed payments.

"This is an old story," he said. "People in our (midwest) market may bitch and moan about it, but it doesn't really affect us. The goods (catalog) end up in New York where they sell for \$2.99. That's where the biggest cutout dealers are. Or else the LPs are shipped out at a low price."

By trading with the cutout dealer in this manner, the rack jobber or retailer may get four cutouts that would normally cost \$4 for the price of an LP for which he only paid \$3.38-\$3.45.

Summing up, the retailer noted, "How can the industry police its customers when you're trying to get volume every day?"

A.A./Wonderland Files Dual Suit

NEW YORK — A.A./Wonderland Records, distributors of Golden Records, has filed a suit against Western Publishing Company and Walt Disney Productions alleging that the two firms have conspired to monopolize interstate and foreign trade. The suit also claims that the firms propagated rumors that A.A./Wonderland was withdrawing from the market in children's books, phonograph records and tapes.

Amherst Opens Office

LOS ANGELES — Amherst Records has opened a west coast office here at 9229 Sunset Blvd. Ron Kramer, newly appointed vice president and general manager of Amherst's publishing divisions, Harlem Music and Halwill Music, will run the office.

Mac Davis/Dolly Parton

(continued from page 66)

tight-knit group of back-up musicians and the effective vocal harmonies of his trio of background vocalists, "Strut." Ranging from such playful tunes as "She Was A Naughty Girl," and "Plastic Saddles," to the affecting "In The Ghetto," and "Watching Scotty Grow," Davis gave a polished and friendly performance that was well-received by the near-capacity crowd.

Dolly Parton opened the show with a more standard country song selection that was almost a musical autobiography of a woman who will never forget and probably always acknowledge her humble past, which, like many country performers included a dearth of money but an abundance of love and human kindness. Though she performed several songs from her new album which indicates a move in the direction of more pop-oriented material, country fans will nonetheless be encouraged to find that in concert Miss Dolly is just as humble and gracious as the hills of Tennessee. And she probably is one of a few country performers that could pull off a C&W arrangement of the R&B song, "My Girl," redone as "My Love," and capable of being as well-received in Nashville as Detroit. c.c.

MCA Profits Down

(continued from page 10)

Overall profit for MCA totalled \$150 million on \$802 million in sales during 1976. Both figures were down from 1975, profit being 18.2% less than 1975's \$183 million and sales down 1.1% from the \$811 million of 1975.

Lew Wasserman, chairman of the board of MCA, noted an outstanding year for the company's television operations. Revenues and operating income for the record division, he said, decreased in 1976 from the all-time high levels achieved in 1975.

Grahm Parker EP Issued By Mercury

(continued from page 10)

According to Abramson, was chosen "to highlight the fact that Graham Parker is a potential force within the industry," and because of its "bargain value to consumers."

After the initial 20,000 pink copies, Abramson said "The Pink Parker" will be pressed on regular black vinyl. He added that Phonogram/Mercury Records had no plans for any future double-single 45s.

New England Market Conditions Analyzed

(continued from page 9)

agree more. In fact, Burger has scheduled the opening of a fourth Strawberries in the Framingham suburb for March 15, primarily because "you don't have to give stuff away."

A New Era In 1975

That isn't always the case in the city. While Boston has had competitive and low pricing in the past, the opening of Strawberries in December, 1975 inaugurated a new era of lowballing and price wars in the city's retail market structure.

Previously, the average album sale price was \$3.99, with infrequent dips to \$3.69. Strawberries opened with a sale price of \$3.69, which brought on a general price war that took sale prices to \$3.49 last fall, and finally to \$2.99 during Christmas last year. Most recently, album sale prices have stabilized at \$3.99.

Throughout the price war, Strawberries, the Harvard Coop, and New England Music City emerged as the most aggressive and successful record merchandisers in Boston. The Coop, whose albums are currently on sale for \$3.89 from a \$4.99 shelf price, is a non-profit enterprise, but it takes the record business very seriously. Located in Harvard Square, the Coop's floor space alone, which covers approximately 3800 square feet, makes it a major factor in the market.

Pricing makes the Coop a dominant factor. Stellingner has described the marketplace as "volatile" and, at times, "pretty cut-throat," but she's prepared to price as low as necessary to meet the competition. "There isn't anything that somebody else is doing," Stellingner asserted, "that we're not doing."

New England Music City

New England Music City, in fact, whose current sale price is \$3.89, from a shelf price of \$5.68, has done just about everything. Last fall, Ring instituted a coupon promotion whereby a customer was given a coupon book with each purchase, and with subsequent purchases, coupons could be redeemed for anywhere from 35¢ to \$1 off the price of albums.

For week-to-week pricing, Ring indicated that he "tries to match Strawberries as close as possible." But the real pricing problem, Ring believes, "is not the abstract sales price, but the amount of items that fall into that category."

Ring explained, "If I had six items on sale at \$3.49, that wouldn't bother me as much as selling 150 items a week at \$3.99, which might constitute 30 to 40% of your business and you make no money."

While Ring dismissed the rest of Boston's retailers except the Coop as serious competition, he admitted Strawberries hurt his business on Boylston St. The reason, he said, was primarily one of "location, because they moved half a mile up the street and drew traffic away."

'Strawberries Woke People Up'

Strawberries' presence in the Boston market has meant more than just some lost traffic to the city's other retailers, however, Jim Lawson, president of Sound Sellers, which services Boston's Record Mart stores, currently charging \$3.99 for new releases and a \$4.88 shelf price, summed up the prevailing sentiment. "Strawberries came in and woke people up," he said. "They are the factor in equating the price war here. People are after Strawberries in this market."

"I was the chief instigator of the price war in Boston, that is very true," Burger exclaimed. "I felt there was a definite void in Boston; the retailing was very staid. I felt there should be a new kind of strategy and a new kind of market approach to Boston."

Burger, whose sale price is currently \$3.89, from a shelf price of \$4.49, attributed much of his successful strategy to getting people to identify with the name of the store. "We spent a lot of money getting the name established," he said, "and that's the

key thing. The quickest, most effective way to create an image is to have the lowest prices, and for awhile, we had the lowest prices in town.

"Now that I've got the image," Burger continued, "I don't need the lowest prices. We still meet competition, though, and we're as low as anyone else." But two areas where the competition has not been able to meet Strawberries are the cut-out and R&B markets.

Even Stellingner conceded the R&B market to Strawberries, saying, "They have it sewn up." Burger, of course, was happy to agree and elaborate.

'R&B Market Was Ignored'

"Before we came in," Burger said, "the R&B market in Boston was totally ignored. We concentrated on it, did successful in-store appearances, and quickly became associated with it. Now, I think we got the R&B lock, stock and barrel." As for cut-outs, Burger added, "We do a tremendous amount of cut-outs, and in two of our stores, one floor is nothing but cut-outs."

Burger noted that he "goes after the hard-core record fanatic." These consumers, Burger is convinced, are the basis of his. the Coop's and Music City's economic support. Although Boston also has large general merchandisers who have entered the price war, Burger declared, "The department stores are not my competition. We don't share customers."

Gail Smith, manager of a suburban Musicland mall store, espoused a similar claim. Musicland, a national 194-unit chain, has five suburban mall stores in Boston which charge a sale price of \$3.99 from a shelf price of \$5.99. Smith also shrugged off the merchandising giants, and asserted that she "doesn't consider the department stores any great competition."

Strong Exception

But Boston's mass merchandisers took strong exception to such claims.

David Banker, president of the five-unit Lechmere Sales chain of hard-line appliance centers, with four stores in Boston, offers records on sale for \$3.89 from a shelf price of \$4.88 and he was especially adamant. "We certainly are a factor in the record business here," Banker emphasized. "We compete with everybody."

In terms of pricing new hit product, Banker's statement has been dramatically illustrated. As recently as early February, Lechmere's sale price had been \$3.49. In the beginning of the year, the chain sold the \$13.98 "Wings Over America" 3-LP set for \$5.14, which is below cost. Some observers felt the low-balling price was meant as a warning to Strawberries. Banker wouldn't comment on that, but a Lechmere store manager said, "We went below cost and everybody freaked out. We even had dealers coming in and buying."



ARIOLA INKS MESA — Ariola America Records has signed the group Mesa to a recording contract. Pictured after the signing (l to r) are: Ed Sherman, attorney for Mesa; Carmine Notaro and Roger Paglia of Mesa; Jay Lasker, president of Ariola America; Ed Rekers and Jeff DecEntants, both of Mesa.



CARTER COMES TO NARM — One of the visitors at last year's NARM Convention was then presidential aspirant Jimmy Carter. Seen with President Carter (top row, from left) are Walter Yetnikoff, president of the CBS Records/Group, and Carter with Jay Jacobs, president of the Knox Record Rack. (Bottom row) John Reid and Jules Malamud with Carter, and Carter with David Lieberman, president of Lieberman Enterprises.



Between Boston's two other large mass merchandising operations, Caldor and Jordan Marsh, the 46-unit Caldor chain, with seven stores in Boston, was considered the stronger force in the market, according to Boston retail executives surveyed by **Cash Box**.

Jordan Marsh, in fact, was perceived by some retailers to be falling behind the rest of the pack. Caldor store manager Bob Simpson, whose own store is currently charging an occasional \$3.69 sale price, along with a \$4.99 shelf price, volunteered the opinion that "Jordan does not respond to the fluctuations of the market fast enough." Musicsmith's Perisano, who offers a \$3.99 sale price and \$5.49 shelf price, charged that "Jordan Marsh is not so much a factor anymore. They're not so aggressive in advertising or merchandising."

Marsh Responds

"I'm kind of surprised," Jordan Marsh buyer William Everett responded. "We ran as much ad lineage last Christmas as any other." The buyer for the upper-class image department store, which currently has a sale price of \$3.89 and a shelf price of \$3.99, added, "The bulk of our business is middle-of-the-road. The rest of them are heavy into rock, but we go into bird calls and steam whistles. Anybody can give something away, but we've been in the soup of things since 1959."

Boston's two youth-oriented weeklies, *The Real Paper* and *The Phoenix*, haven't been around nearly that long. They began publishing in the late sixties, but already

they have a stranglehold on print record advertising, as well as a significant portion of the total retail record ad dollar.

Ironically, the fact that the two weekly papers do carry so many ads has become a problem. More than one retailer agreed with Record Mart's Lawson, who said that "all the record ads confuse the readers."

Ring went further, complaining that "a record supplement with 30 ads is obviously going to motivate a record buying public, but on a store-by-store basis I don't think it does the individual store a great deal of good."

Stellingner, however, wasn't as concerned. "I don't really care who advertises new records," she said, "as long as they're advertised so people are aware of what the new product is."

Radio Advertising

FM radio advertising of record and tape retailers in Boston is currently dominated by two outlets, WBCN and WCOZ. These and other FM stations are primarily supported by urban, college-oriented retailers. These retailers spend approximately 50% of their ad budgets on FM radio. For the suburban-oriented stores, radio ad budgets generally exceed 50% of total available advertising funds. The key medium for this segment of retailers, however, is AM radio in general and WRKO in particular.

A simple explanation for the suburban retailers' dependence on WRKO was given by Discout Records' Steinmetz, who said, "You get a record on RKO and it's going to sell. Period." Other retailers mentioned that the station's high advertising rates were often "prohibitive," but no one challenged the marketing effectiveness of the station.

ABC Records In N.Y. Relocates Its Office

NEW YORK — ABC Records has relocated its east coast offices to 1414 Avenue of the Americas, New York 10019.

ABC Records personnel affected by the move include Mark Meyerson, vice president and head of eastern operations; Marylou Capes, head of the eastern press office; Barbara Harris, east coast director of artist relations; and Earlean Fisher, regional r&b promotion director.

Briar/Sierra Records Open New L.A. Offices

LOS ANGELES — Briar Records and Sierra Records have opened new offices at 7460 Melrose Ave. here.



RCA "PORGY" UNDER WAY — RCA Records will soon be releasing a complete recording of the Sherwin M. Goldman/Houston Grand Opera production of Gershwin's opera, "Porgy and Bess." Shown here is the recording stage during a taping session.

Classical Clips

(continued from page 59)

Currently, HNH is negotiating with independent distributors around the country, and with some European companies for further licensing agreements.

ROLLS-ROYCE RAFFLE — Anne Baxter and Efrem Zimbalist, Jr. will serve as auctioneers when the **Chamber Symphony Society of California** stages its fourth annual auction and boutique on March 26 in Pacific Palisades, California. The purpose of the auction is to raise money to support the society's free "Concerts For Youth" program, which has brought classical concerts to schools and other youth-oriented organizations since 1958.

The crowning event of the auction will be a raffle drawing to determine the winner of a Rolls-Royce Silver Wraith, as well as \$5,000 donated by a local Rolls-Royce dealer for "service to your prize." In order to qualify for the drawing, recipients of a letter from

the society are being asked to donate \$100 each.

WEISBERG HONORED — The American Society of Composers, Authors and Publishers (ASCAP) has awarded its special Performers Plaque to the **Contemporary Chamber Ensemble** and its conductor, **Arthur Weisberg**. According to **Stanley Adams**, president of ASCAP, the award honors "the outstanding efforts of the Ensemble to champion contemporary music and its creators . . . Philips has signed **Neville Marriner** and the **Academy of St. Martin-in-the-Fields** to an exclusive contract. Although Marriner will continue his affiliation with the academy for both concerts and recordings, Philips has also scheduled recording sessions with other ensembles . . . According to **Harold Shaw**, who signed a booking agreement last July for sales representation of all Hurok artists and conductors, 99% of those on the Hurok roster have confirmed that they will remain with Shaw Concerts, Inc. for full management. This reaffirmation of confidence in the firm came after the Hurok management recently released all artists and conductors.

Classical Outlets Flourish In Cultural Centers

(continued from page 65)

The rest of its stock consists of MOR and soundtrack albums, which, like classical LPs, appeal to an adult consumer.

Liberty Music has been operated as a classical specialty store since 1939. Over the past decade, according to Tom Allen, Liberty's manager, its sales have been increasing every year. Why has Ann Arbor proved to be such a good location for this kind of business? "Mostly it is due to the fact that the music school here is so good," Allen replied. "The biggest plus is not just that it's a college town, but that it's a very good musical town."

Allen admitted that he had strong competition in Ann Arbor. Among the other retailers which have a decent selection of classical LPs are a Musicland unit, two Discount Record stores and an Aurasound outlet. However, Allen claimed that, despite the small size of his store, it has a broader selection of classics than any of its competitors.

"We go for more spread than depth," Allen commented, explaining that normally he doesn't stock more than two or three copies of a given title. At most, he will buy five to 10 copies of a really big seller like Tomita's version of "The Planets." Imports comprise only five percent of Liberty's stock. (although that percentage has been increasing), and budget lines constitute between five and 10 percent of the total.

Liberty's shelf prices are as follows: \$5.87 for \$6.98 list albums; \$6.44 for \$7.98 list and \$3.27 for budget LPs.

The store never runs a sale. "We're a rare breed," Allen pointed out. "We find that when you advertise (a sale price), it's not going to do you a damn bit of good, because Joe next door is going to be a penny cheaper, and we just don't want to get into that."

Discount Records is the only one of Liberty's competitors that advertises sales

on a regular basis. However, Aurasound has been running an in-store sale on top-sellers since November, and Musicland also has occasional sales. Shelf prices among these retailers vary from \$5.47 to \$5.87; sale prices range from \$3.99 to \$4.97.

Education Counts

Odyssey Records, a chain of nine stores in northern California and Utah, began its operations eight years ago with a simple premise: to fill a need that no one else seemed to be filling in the classical record field. "It's been known for some time that the above-30 group has been drifting away from records," explained Larry Holmes, classical music director for Odyssey. Concentrating on classical records, he continued, "is one attempt to get them back into the record market. Older people are probably more inclined to buy classics (than rock)."

As a result of this philosophy, Odyssey's 10,000 square foot store in San Francisco, the largest of the chain's units, does 65-70% of its sales in classical LPs and tapes. The average ratio of classical sales to overall volume in Odyssey's other stores, Holmes said, is about 40-50%.

Asked to define the conditions that favor classical specialty stores, Holmes replied, "Usually what causes a strong classical market is either proximity to a university or to a state capital." As an example, he pointed out that in Salt Lake City, capital of Utah, there are many state employees, who tend to be well-educated. And, according to Holmes, "it tends to be people with more education who buy classical music."

Depth On New Releases

Holmes noted that the composition of the inventory in each of Odyssey's stores varies considerably, depending on its location. In the San Francisco store, for instance, imported LPs form 29% of classical stock; while they are only 1-2% of the classical

records in the Salinas, California unit. Similarly, while budget releases comprise about 30% "on the average" of classical product in the chain, the percentage in each shop increases with proximity to a university market.

In general, Odyssey stores stock more copies of new and "hot" titles than of catalog titles. But, whereas the San Francisco unit carries "the bulk of all the major catalog," according to Holmes, outlying stores "emphasize new releases and not catalog — Beethoven's Fifth, 'Sleeping Beauty' and so on." In addition, Odyssey tries to minimize the number of titles in stock, thus increasing turnover, by running what Holmes called "an extremely efficient special-order operation."

Odyssey retails \$6.98 list albums for \$4.99, or \$3.88 on sale; shelf and sale prices for \$7.98 list LPs are, respectively, \$5.99 and \$4.88; and the same figures for record albums are \$2.50 and \$1.99. Holmes stated that "we always have something on sale." Major labels sales occur about once every two months. In Holmes' opinion, advertising record prices is very important.

Other major retailers that offer a good selection of classical releases in northern California include Tower Records and Discount Records. Tower's shelf and sale prices for \$6.98 list albums are \$5.49 and \$4.19, while Discount's corresponding figures are \$4.98 and \$3.85. These figures support Holmes' contention that Odyssey's prices are "very competitive."

Especially in San Francisco, Holmes said, Odyssey has "a tremendous amount of regular clientele." Outside the city, the chain has been trying to build more crossover traffic. "We've been trying to develop an interest in classical music among people whose main interest is rock. I think we get a very broad spread of customers."

PEOPLE AND EVENTS — Roger Wagner and 30 members of his chorale have begun a concert tour of eastern cities which will culminate in New York on April 2, when Wagner conducts the **Prague Chamber Orchestra** at Carnegie Hall . . . **Peter Pears**, the English tenor, will sing the role of the Evangelist in Bach's St. John Passion with the **Oratorio Society of New York** at Carnegie Hall on March 20. The concert will be a memorial to the late **Benjamin Britten**, who was a friend and musical associate of Pears . . . RCA will release its recording of the **Sherwin M. Goldman/Houston Grand Opera** production of **Gershwin's** "Porgy and Bess" this month. Starring on the album are **Clamma Dale** as Bess, **Donnie Ray Albert** as Porgy, **Larry Marshall** as Sportin' Life, **Carol Brice** as Maria and **Andrew Smith** as Crown . . . Filling in for Lukas Foss, who is on tour in Europe, **Dr. Antonia Brico** recently conducted the **Brooklyn Philharmonic** in three successive concerts. Dr. Brico, one of the first women to invade the all-male conducting profession, was the subject of a biographical film created by **Judy Collins** . . . A star-studded cast will present **Stravinsky's** "The Soldier's Tale" at the Music Center Pavilion in Los Angeles on March 10, 11 and 13. The narrator will be **John Houseman**, the director and Academy Award-winning actor; violinist **Pinchas Zukerman** will be among the instrumentalists and the chamber ensemble consisting of Zukerman and members of the Los Angeles Philharmonic will be conducted by **William Kraft** . . . The UCLA Department of Music is currently presenting a full production of **Stephen Sondheim's** Broadway musical hit, "A Little Night Music," based upon **Ingmar Bergman's** 1956 film, "Smiles Of A Summer Night."



OPERA STARS FETED — One of the highlights of the current Metropolitan Opera season was the production of Verdi's "La Forza del Destino," which featured RCA artists **Leontyne Price**, **Placido Domingo**, **Sherrill Milnes** and **James Levine**. After the first night's performance of the opera, RCA gave a supper party for the cast at New York's **Le Poulailleur**.

Shown above at the party are (from l) **Thomas Z. Shepard**, division vice president of **Red Seal A&R** for RCA; **Ms. Price**; **Mel Ilberman**, division vice president of domestic operations for RCA; **Domingo**; **Robert Summer**, division vice president of international operations for RCA; **Levine**; **Milnes**; and actor **Tony Randall**.

CASH BOX COIN MACHINE

Coin Machine Interview

Officer Outlines Goals Of Tennessee's Recently Formed State Association

CHICAGO — In early January of this year a group of Tennessee operators assembled for a series of organizational meetings which resulted in the formation of Amusement/Music Operators of Tennessee (**Cash Box**, March 3).

President of the new state association is John Estridge, who operates a music and games route — Southern Games, Inc. — in Lewisburg, Tenn. He is a member and staunch supporter of Amusement and Music Operators of America, and was instrumental in influencing his colleagues to ban together as a state group. "We were inspired by AMOA," Estridge said during a recent interview with **Cash Box**, "and are very grateful for the assistance of Fred Granger who was present at our first meeting and helped us to pattern our direction after that of the national association."

The new association has set a goal of signing up 100 paid members by the middle of April, and in order to achieve it, is conducting a membership drive spearheaded by officers and board members. "We tried sending out mailings to solicit new members," Estridge explained, "but discovered that nothing is more effective than a personal call. So we have all arranged our schedules to permit time to visit with prospects, and the results so far have been very encouraging."

Estridge was asked if there is any adverse legislation pending in Tennessee

which might have prompted the formation of AMOT at this time.

"Not at present," he emphasized. "However, the threat is always there and by becoming organized we are certainly in a better position to combat such legislation when and if it does surface. This, actually, was one of the motivating factors in establishing our state group." Promoting good fellowship was another, Estridge added. "By becoming a member of a state association operators can get to know each other and be able to exchange ideas and help each other."

Must Change

"We've seen some dramatic changes in the coin machine industry in the past couple of years," he continued, "and we must update ourselves and our operations in line with these changes. Which brings us to another good reason for forming our state group — and that's service education. Computerized equipment, the introduction of microprocessors and the sophisticated games on the market today require more technical know-how on the part of an operator and his service personnel." Therefore, according to Estridge, a prime target for AMOT will be "a comprehensive program of service instruction for members. We have already discussed the possibility of instituting a three-part schedule of regional service schools in

(Continued on page 76)

U.S. Billiards Introduces New 'Video Pool' Game

LOS ANGELES — Video Pool, the newest addition to the U.S. Billiards, Inc. line of video games, is being produced in both upright and cocktail table models — the latter of which closely resembles a real pool table, complete with recesses for drinks or ashtrays.

Video Pool offers four different billiard games — 8 ball, rotation, 11 count and carom billiards — all in one durable cabinet. And company officials call the game "a miracle of electronic breakthroughs," stressing better cue ball aiming precision than a regulation pool table. Thus players are able to execute difficult trick shots or combinations with an amazing degree of accuracy.

The game features a 19" Motorola monitor, electric counter, isolated cash box and push button controls for easy operation. Advanced mechanical design allows either one or two players to insert additional coins to extend playing time while the game is in progress.



LANI AND FRIENDS — Gus Tartol and Sharon Ciasnocha (left) of Singer One Stop For Ops, one of Chicago's major one-stop outlets, were among the huge gathering of area trade people in attendance at Lani Hall's concert at the Ivanhoe. A&M's Herb Alpert hosted a lavish reception and dinner for Lani prior to the performance.

Gransee Appointed By NAMA, Meeting Set

CHICAGO — In announcing the appointment of Robert J. Gransee as assistant to the director of government affairs, NAMA president G. Richard Schreiber predicted a good turnout for the association's upcoming Western Convention-Exhibit of Vending and Foodservice Management.

Gransee, who is both a lawyer and a certified public accountant, will be working on legislative matters with NAMA staff director Richard W. Funk. He will also coordinate association efforts in this area with state councils in the south and midwest.

(Continued on page 76)

Hamilton Announces Compact Bill Changer

TOLEDO — A versatile dollar changer, smaller in size and smaller in price, is being introduced by Hamilton Scale Corp., a leading manufacturer for the coin machine industry.

The new economy changer utilizes the exclusive Hamilton slide-in magazine. Its six tubes may be loaded for three payouts: 3 quarters, 2 dimes and nickel (190 vends); 4 quarters (200 vends); or 3 quarters and 2 dimes (190 vends of a 95¢ payout).

The capacity is equal to that of a larger machine, yet the new model is a compact 25 inches high, 13 inches deep and 13 inches wide — an important factor in busy locations where space for the changer is limited, company officials point out.

The slide-in magazine, developed by Hamilton, automatically positions itself correctly on the operating electrical contacts. It makes for quick, efficient loading on location.

Catalogued as the EC-100, the new changer is built of heavy duty, reinforced 12-gauge steel and has a separate lift-out door secured with one lock and two point lock bars.

Descriptive literature and additional information is available from the manufacturer at 3350 Secor Rd., Toledo, OH, 43606.

New Dominos/4 Video From Atari

SUNNYVALE, CA — Following the successful 2-player Dominos, Atari has announced the availability of a 4-player cocktail table version of this popular strategy game.

Dominos/4 Cocktail can be played by 1, 2, 3 or 4 players individually or in teams, white vs. black "dominos." If there are less than 4 players, the game's computer plays the other positions which maintains the same challenge level for any number of participants.

The game involves players devising various strategies to force their opponents' "domino wall" down; as action progresses, the speed of play increases to add to the excitement. The last player to have a "domino wall" standing wins the match, and the number of matches per game is operator adjustable.

The new hexagon table top has a burn and scratch resistant finish and the 19" monitor is covered with tempered glass for maximum durability.

The game is designed for fast, on-the-spot maintenance with a specially designed



Dominos/4

easy-access service panel backed up by Atari's exclusive built-in self-test program.

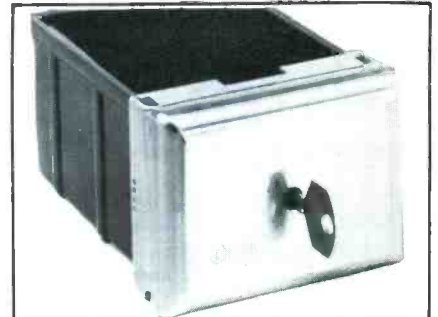
"Dominos is an exciting skill game which has a high level of play appeal, especially for the over-16 player market," according to Frank Ballouz, Atari's national sales manager. "For this reason we believe the cocktail table will be especially good in bar, restaurant and lounge locations."

Midway's Andy Ducay Sets Service Class

CHICAGO — Midway Manufacturing Company's service manager Andy Ducay has outlined ten specific points of service information to be covered during his upcoming March 18 school at Brady Distributing Co. in Charlotte, N.C.

His presentation will center largely on Midway video games and spotlight: grounding, static and line noise; coin and jack problems; controls, pots and switches; power supplies and DC circuits; transistor, capacitors and diodes; basic logic gates and IC removing; ram, rom, prom and bits & bytes; why use the 8080 microprocessor; schematic reading; and trouble shooting methods. In addition, every serviceman attending will receive an instruction manual and a handy tool.

Ducay is noted for conducting his schools in terms that can be understood by servicemen of all levels of experience, and he applies the practice to even the most technical aspects of instruction.



CASH BOX — A new, large capacity, non-corrosive standard money box is currently being marketed by ESD, Inc. as a security measure for operators against currency losses due to pilferage. Defined as Model SMB, the box has a stainless steel face, 4-way locking plates, high security disc type lock, silver nickel key and a spinner plate that resists drilling. Further information may be obtained by contacting the firm at 2243 Bryn Mawr Ave., Philadelphia, Pa. 19131.

ADULT MOVIES

The BIGGEST Money Making Machine Of All

Brand New!

Especially designed for the coin machine operators and the adult market.

Featuring new standard 8 mm or super 8 mm projectors especially designed to use continuous loop cartridge film. 2 1/2 minutes for 25¢ ... and you can give lower commissions

Be The First!

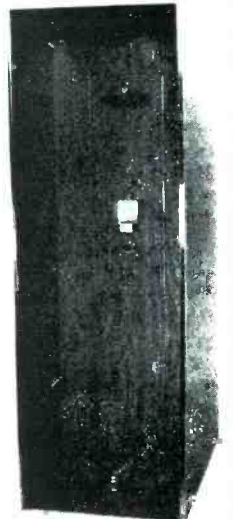
Just think of the unlimited, non-competitive locations. Bars. Discos. Truck Stops. Men's Clubs. Late Spots. etc. etc.

One of the lowest priced and highest profit machines available.

Target Industries

2733 - 18th Ave., Rock Island, Illinois 61201
309/793-1405

CONTACT YOUR LOCAL DISTRIBUTOR, OR CALL US.



Only 2' wide x 3' deep x 6' high

New 'Car Polo' By Exidy: Excitement Galore For One, Two Or More Players

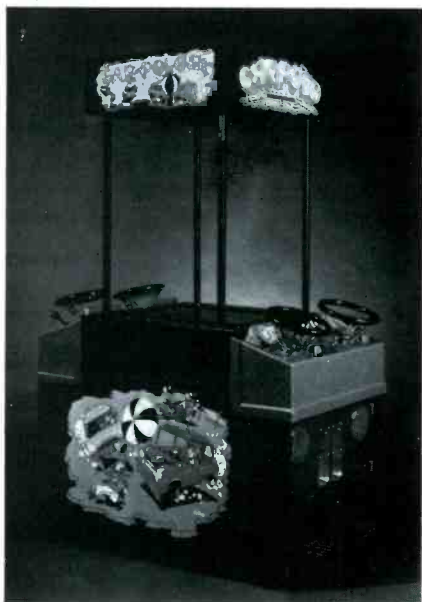
MOUNTAIN VIEW, CA. — The newest game in production at Exidy, Inc. is "Car Polo," a 25-inch full-color video piece that combines the "skills of driving with the intense player interaction of team sports," according to the firm's marketing vice president, Paul Jacobs. The model, as Jacobs further noted, was premiered at the recent ATE convention in London.

The game may be played by one, two, three or four players, the object being to score points by either bumping or pushing the ball with a car to the goal. The ball is placed on the playfield by an animated referee who will also reset it at center, and the cars at each end of the field, after a goal is scored. The time, score and game over-deposit coin are visible to players in bold color numerics.

Car Polo is equally exciting for single or multiple player competition since, if one person chooses to play, the cars not selected are computer driven to provide all of the challenge of team play.

Sound effects include car motor noises, crash sounds, controlled grass skids and bouncing ball motions. The game is enclosed in a rich brown cabinet with detailed color graphics. The entire base is structured in one piece measuring 29 inches

wide to fit through a standard size door. Securing the canopy is the only assembly required.



'Car Polo'

State Association Calendar 1977

Mar. 11-13; Music Operators of Michigan, annual conv., Kalamazoo Center, Kalamazoo, Mich.

& Spa, Oconamawoc, Wis.

May 6-8; Amusement/Music Operators of Tennessee, annual mtg., Henry Horton State Park, Chapel Hill, Tenn.

Mar. 18-20; Wisconsin Music Merchants Assn. Inc., spring conv., Olympia Hotel

(continued on page 77)

In Memoriam

It is with a sincere and deep sense of sorrow that we announce the passing of our dear friend and colleague, Robert Portale, on February 12, 1977. Bob's career in the coin-machine business was a long and successful one. He will be missed by his many friends and customers, as well as by all us at Portale Automatic Sales. The firm which he founded in 1968 will continue under the same name and will follow the same high standards and the best traditions of the industry by which Bob guided this company. We mourn his sudden and untimely passing and we wish to express deep appreciation on behalf of his family and ourselves for the many expressions of sympathy received.

We wish to assure all our friends throughout the industry that the same high standards of quality, service and integrity by which Bob so successfully guided our company will be adhered to and aggressively pursued by us. We thank you for your anticipated continued support and cooperation.

Bert Betti
President

Thomas Portale
Exec. Vice. Pres.

Stan Rouso
Vice Pres.-Gen. Mgr.

Estridge Interview

(continued from page 75)

Knoxville, Nashville and Memphis." The association is also looking into a group insurance program for members and their families, he said.

Estridge further indicated that AMOT can be a very effective public relations tool for promoting the industry's image on a local level. "AMOA has accomplished much in this regard," he said, "but there are still some areas of the country where operators are not receiving the respect and recognition they deserve. There is some evidence of an image problem in Tennessee, and we feel it is our responsibility to correct the situation."

AMOT will hold its first annual meeting on May 6-8 at the Henry Horton State Park in Chapel Hill, Tenn. Commenting on the site selection, Estridge noted, "Although we will be taking care of business during our annual meeting, we have chosen a site which is conducive to fun and recreational activities so that members will be encouraged to bring their families."

During the course of the discussion attention turned to business conditions at Estridge's Lewisburg-based Southern Games, Inc., beginning with the obvious question "How are collections?"

"Excellent," he replied. "As a matter of fact, 1976 was our best year ever, and I have no complaints so far about the first two months of 1977. Our most significant increase has been in games collections — which are way up — and that's due primarily to the quality of the new games — which I think are super — and the fact that we've been able to very successfully use quarter play, both 2 for 25¢ and straight quarter. Our pinball machines are all 3ball and most of the video games are a quarter or 50¢.

"Jukebox collections, on the other hand, have dropped about 4%," Estridge continued. "But I'm certain we can reverse that with a little more promotion and merchandising on the route — starting, of course, with proper programming, which is a prerequisite for stimulating play.

"We have a very capable woman on our staff who buys our records and, since we rely heavily on location requests, we have instituted our own card system as a convenience for patrons. These cards are circulated at our various locations and, where people would normally use the back of a guest check to note a request, they now can do so on the card — spelling out record title, artist, etc. The cards are brought to the attention of our programmer and if a record is notated about eight or ten times we may cover the route with it."

Estridge ended the conversation on an optimistic note: "I feel certain our efforts will result in increased jukebox collections," he said.

Gransee Appointed

(continued from page 75)

Commenting on the appointment, Schreiber said, "This is the first time that NAMA will have on its staff a professional with both legal and accounting training.



Robert J. Gransee

This will allow us to expand our activities in the business management field to better serve the needs of NAMA members."

Large Turnout Expected

A total of 97 exhibitors — the second largest number on record — have reserved space for the 1977 NAMA sponsored Western Convention-Exhibit of Vending and Foodservice Management, which will be held from March 11 through 13 at the Convention Center in Anaheim, Calif. Schreiber indicated that more exhibit space will be utilized this year than at any time since the inception of the Western Convention in 1960.

Some 3,000 industry representatives from the Western United States are expected to register for the event, with the Inn At The Park and the Quality Inn designated as official convention hotels.

Exhibit hours will be from noon to 5:30 pm each day, with special Sunday hours from 10:00 am to 2:00 pm. Convention meetings will be held each morning at the Convention Center.



NEW HOME — The Amusement and Music Operators Association (AMOA), currently in its greatest period of expansion since the organization was founded 29 years ago, will be moving into larger offices in early spring. A total of 1,635 sq. ft. will be utilized in the new quarters, located at 35 East Wacker Dr., Chicago, Ill. In photo above, Fred Granger (center), AMOA executive vice president, discusses building plans with carpenters Buell Potter (left) and Richard Nadin.

FROM JAPAN . . . TO JAPAN
KAY A. CHIBA'S
BONANZA ENTERPRISES, LTD.
Port P.O. Box 111 Yokohama, Japan
Telex: 3823764 KACLEX-J

Exclu. Manufacturers in Far East for Roman Dice Game. Largest Exporters for used Pachinko Machine Always ready for Container Load Shipment at the Lowest Price.	Werts Novelty Co., Inc. for Every Kind of Punchboard and Ticket.
Japanese made amusement machines: New or Used. We can supply Any Japanese Game you Need. Used Bally Bingos and Slots, Almost Models.	Ardac, Inc. for Bank Note Acceptors, Yen Notes Changers.
	New Arcade Machines, Gaming Devices, Used Machines, Couter Games, Amusement for Kids, Vending Machines. You offer it We buy it!!

CHICAGO CHATTER

The fifth annual AMOA sponsored regional seminar will be in progress at the end of this week (March 11-12) at the Hilton Airport Inn in Denver, Colorado. As in previous years, the program will be conducted by the University of Notre Dame's Center for Continuing Education, with faculty member **Dr. Gerry Sequin** presiding over a session on "Management By Objectives and Results" and **Dr. John Malone** conducting an in-depth presentation on salesmanship. A special segment on security will be covered by **Ed Toepfer**, a specialist in the field.

THE CURRENT NSM PHONOGRAPH LINE is catching on beautifully in the U.S. market, according to the firm's North American marketing chief **Bert Davidson**, who is also involved at present with adding some new distributors for the German-produced line here in the states. Company execs **Wilhelm Menke**, **Herbert Nach** and **Ullrich Schulze** visited America recently, looking into Lowen Automaten's business interests in Florida and New York. Meanwhile, fellow exec **Peer von Oertzen** continues his globetrotting schedule, which does not at this time include a U.S. trip.

HERE'S A FLASH FROM **Gus Tartol** of Singer One Stop For Ops about a current single that's destined to be a biggie on jukeboxes — "Disco Lucy" by the **Wilton Place Street Band** (Island)!

BALLY ENGINEER JACK O'DONNELL will be attending the March 11-13 Music Operators of Michigan annual convention in Kalamazoo and will be available to assist operators with any service queries. Jack will be traveling to Kalamazoo with **Joe Peters** of Wildcat Chemical Co. And, field engineer **Bernie Powers** will be on hand March 18-20 to provide similar assistance to the Wisconsin ops at the WMMA annual meeting at the Princess Hotel in Oconomowoc. . . . On the subject of equipment, the firm's **Tom Nieman** was all raves over the success of the Bally "Freedom" flipper — and, we understand, the factory's had many favorable calls about its outstanding prototype "Night Rider," a 4-player pin.

DATeline MOUNTAIN VIEW, CA. — home of Exidy, Inc., where the rising new video game "Car Polo" is currently being sample shipped to distributors, according to company exec **Paul Jacobs**. Model was very popularly received at the ATE convention, as he pointed out, and will be the subject of a big U.S. premiere party at C.A. Robinson in L.A. with Exidy's **Pete Kauffman**, **Howell Ivy** and **Paul Jacobs** in attendance.

LEARNED FROM STEVE HECKMYER, marketing services manager of Brunswick's Briarwood Division, that the firm will once again be exhibiting at the March 6-9 ACUI (Assn. of College Unions Int'l.) annual convention in San Diego. **Bob Nixon** will be manning the booth, and among the products to be shown are Brunswick's coin-operated billiard table and the "Block-A-Shot" upright game. The latter, as Steve mentioned, is doing very well. "Earnings reports have been excellent," he said, "and we haven't had a single report of a breakdown as yet." The game is economically priced, almost maintenance free and requires no assembling — making it even more appealing, in Steve's opinion.

EXPORT, THE APPROACHING ARCADE SEASON, and the resultant surge in flipper sales since Chicago's legalization of pingames are contributing factors to the current heavy activity at Empire Dist. Inc. **Ben Rochetti** and the crew out there are, shall we say, busier than ever. Ben recently returned from Tampa, Fla. where he, **Bob LeBlanc** of Robert Jones Int'l. and traveling arcade operator **Bobby S. Wynne** participated in the State Fair. Wynne set up a tent containing an assortment of games supplied by Empire and RJJ — and Ben tells us it was the hit of the Fair. . . . With Empire salesman **John Smead** in sick bay, **Bob Teising** has been pretty much confined to the office, but can't wait to get back on the road. . . . Distrib's assistant controller **Mark Gilbert** is departing his post at Empire to join Standard Brands. . . . **Stan Levin** just got back from vacation and we hope he had an enjoyable one.

DATeline SUNNYVALE, CA. . . where Ramtek's **Chuck Arnold** is preparing for an even bigger demand for "Horoscope" now that the arcade season is approaching. This model has indeed been selling consistently, he said, since its introduction last year — and there's no let-up in sight. The factory is just about ready to wrap up production on its popular "Barricade" game, and Chuck hinted at a "surprise" release around April 1. Watch for it!

MILWAUKEE MENTIONS

STANSFIELD VENDING, INC. is presently surviving the situation many Wisconsin ops faced while collections were down and operating costs up — not to mention the drawbacks of 20 below zero weather! But, as **Jim Stansfield Jr.** told us, collections on pinball machines have maintained themselves beautifully through all this! As chairman of the WAMC, Jim has plans pretty well under way for the annual Council meeting, April 15 and 16, at Foxhills Inn Country Club in Mishicot. Vending operators and suppliers from throughout the state are expected to attend, and guest speaker will be the current NAMA president. And Jim will welcome the opportunity for a little golf — in between meetings, of course!

AS OUTLINED BY **John Jankowski** of Radio Doctors, following are some of the hot operators singles in the area: "When I Need You" by **Leo Sayer** (WB), "Hotel California" by the **Eagles** (Asylum), "Southern Nights" by **Glen Campbell** (Capitol), "Don't Leave Me This Way" by **Thelma Houston** (Tamla), "Right Time Of The Night" by **Jennifer Warnes** (Arista) — and a disco favorite seems to be "Disco Lucy" by the **Wilton Place Street Band** (Island), which first came out with a strong retail reaction and now has attracted heavy op attention. The best novelty single of this monstrously cold season is "Kong" by **Dickie Goodman** (Shock/Janus) and for R&B locations — "So In to You" by the **Atlanta Rhythm Section** (Polydor) and "Time Is Moving" by **The Blackbyrds** (Fantasy). Ethnic material has calmed down considerably, as John noted, although he has had calls for Irish Easter records; polka records are still popular but bars tend to lean towards an overall musical culture, he added.

S.L. LONDON MUSIC is enjoying brisk business, with the Williams "Blue Chip" pingame among the current big sellers, and **Nate Victor** tells us he's been taking advance orders on Williams' "Grand Prix" 4-player. Seeburg phonographs and coffee machines are also doing well and Nate noted that since December video games have increased in popularity with sales mounting on Midway's "280 Zap" and Meadows' "Bonkers."

SAM COOPER OF Pioneer Sales & Services is busier than ever these days and a little short handed while **Joel Kleiman** is at home fighting a seasonal cold. Sam had much praise for the attractive new fronts on Rowe phonographs, which are decorative and readily adaptable to just about every location decor. He mentioned that, with the rising popularity of soccer games, Pioneer is becoming more involved in the planning and development of soccer leagues.

EASTERN FLASHES

To start this week's column off on a happy note — **Cash Box's** felicitations to Mr. and Mrs.

Joe Westerhaus Jr. (Royal Dist.-Cinn.) on the birth of their son, **Joseph George Westerhaus IV**. The little fella arrived on Sunday morning, February 20 and weighed in at 5 lbs. 10 oz! Although most of our conversation with Joe last week centered on the blessed event, the subject of present business did come up briefly and he noted that, after a normally slow January (compounded this year by the effects of a horrible winter) things definitely started picking up in February. Joe sees a "super" spring season and had much praise for the outstanding arcade equipment hitting the market. . . . Newest member of the sales staff at Robert Jones Int'l., Syracuse is **John Lotz**, who'll be covering western New York state. Distrib's **Jack Shawcross** said the recent Irving Kaye Hurricane Tournament at the N.Y. State Fairgrounds in Syracuse was a big success and he's expecting similar results at the Holiday Inn on Grand Island in March, when the next tournament will be held. Also coming up in March is a Moyer Diebel service school sponsored by RJJ in Buffalo. Hot-test games of the moment are Midway's "Checkmate," Atari's "Dominos" and Gremlin's "Blockade" . . . Avid golfer **Dick Gilger** of Shaffer Dist., Columbus is really looking forward to a few days off next month for some golfing in Florida. But, in the meantime, there's plenty of work to do with all the action on Gremlin's "Blockade" and the expected action on the newly arrived Atari pinball machine, which was premiered by the factory at the ATE convention and is currently gracing the showroom — and attracting mucho attention — at Shaffer. Dick said the popular Shaffer road show drew SRO crowds in Akron-Toledo-Cincinnati and will undoubtedly do likewise in Huntington and Charleston, which are the next stops. **Tom Dietz** has rejoined the distrib's sales staff and will be covering the Kentucky, West Virginia territory. . . . ON THE SINGLES SCENE: **Frank Di Marsico** of Program One Stop in Union, N.J. included an assortment of pop, disco, R&B and country in his list of hot jukebox singles — namely, "Ramona" by **The Gaylords** (Natural Resource), "The Piano Tuner" by **Honkytowsky** (Avis), "I've Got To Dance" by **The Destinations** (Master Five), "You Take My Heart Away" by **Steve Lawrence** (UA), "Feel Like Dancin'" by **Oliver Sain** (Abet) and "Adios Amigo" by **Marty Robbins** (Columbia).

CALIFORNIA CLIPPINGS

PORTALE AUTOMATIC SALES' ship has come in. The Los Angeles-based company just received its first shipment of Gottlieb's new Solar City two-player pin game that is convertible to add-a-ball, and according to executive vice president Tom Portale, "We've had a flock of orders come in this week." Portale adds that Rock-Ola Distributors' recently premiered model 469, 100 selection phonograph, which also arrived this past week, "should do very, very well."

ON THE SINGLES SCENE — California Music supplies this week's jukebox best sellers: "Enjoy Yourself," **Jacksons** (Epic); "Torn Between Two Lovers," **Mary Macgregor** (Ariola America/Capitol); "Year Of The Cat," **Al Stewart** (Janus); "New Kid In Town," **Eagles** (Asylum); "Love Theme From 'A Star Is Born,'" **Barbra Streisand** (Evergreen); "Fly Like An Eagle," **Steve Miller** (Capitol); "Blinded By The Light," **Manfred Mann** (Warner Bros.); "I Like Dreamin'," **Kenny Nolan** (20th Century); "Night Moves," **Bob Seger** (Capitol); "Dancing Queen," **Abba** (Atlantic); "Weekend In New England," **Barry Manilow** (Arista); "Rich Girl," **Hall & Oates** (RCA); "The Things We Do For Love," **10CC** (Mercury); "Go Your Own Way," **Fleetwood Mac** (Reprise); "Jeans On," **David Dundas** (Chrysalis); "Don't Leave Me This Way," **Thelma Houston** (Tamla/Motown); "Carry On Wayward Son," **Kansas** (Kirshner/Epic); "Say You'll Stay Until Tomorrow," **Tom Jones** (Epic/MAM).

State Association Calendar 1977

(continued from page 76)

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 Oper-

ators 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.



- New scratch and burn resistant table top.
- Tempered glass-covered 19" monitor.
- Easy access solid state electronics
- Individual or teams. Black vs. white dominos.
- Includes coinage and number of matches to end game options.
- Built-in self-test and option check procedure.

DOMINOS/4

COCKTAIL™

ATARI®

1265 Borregas Ave., Sunnyvale, CA 94086 (408) 745-2500 © Atari Inc., 1977

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 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 It, 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, Mystigate. 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 Swaggettown 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.

JUST OUT! Bally "Fireball" home professional pinball game, 4-player (no coin required), solid state electronics, easy diagnostic test circuits, LED digital scoring, plays seven songs. \$800 brand new — sealed carton. Request circular. ANIMATED PROD., INC., 1600 Broadway, New York 10019. (212) 265-2942.

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.

ATTENTION metropolitan & upstate New Yorkers: We have a large selection of new & used add-a-balls and arcade equipment. Also jukeboxes, pool tables, shuffles, cigarette & candy. We deliver & accept trades. COIN MACHINE DISTRIBUTORS, INC., 213 N. Division St., Peekskill, N.Y. 10566. Call (914) 737-5050.

NATIONAL WHITENBURG MODEL 400 FOOD VENDOR 1 National 21CE candy machine — Vendo Visi-Vend Rowe cigarette machines 20 700 \$175 or 7 for \$1000 — Rowe 20 800 \$295, crating extra. Arcade equipment, Motor Cycle, Funland, Pennant, Sami, Sea Raider and Dune Buggy, pool tables, pinballs and many other items. VATHIS VENDORS. Call (214) 792-2806, 793-3723 or 792-1810.

ALL TYPES OF COIN-OPERATED EQUIPMENT. Flippers, shuffle alleys, guns, TV games, Williams, Gottlieb, 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 on hand to serve your needs. Write or call: FLOWER CITY DISTRIBUTORS, INC., 389 Webster Ave., Rochester, N.Y.

CLASSIFIED AD RATE 25 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$6.25. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$138 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at the rate of 25c per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

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) 292-3791.

FOR SALE: Travel Time, Satin Doll, Wild Life, Flying Carpet, Super Star, Playball, Sky Jump, 2001 Mibs, Super Shifters, Tankers, Ramtek Baseball, TV Ping Pongs, World Series, Batting Champ, Sega Devil, U Boat, Drag Races, Flying Carpet, Gun, Speedway, SAMI, 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.

FOR SALE: Spirit of '76 \$765, Buccaneer \$745, Super Soccer \$725, Aztec \$925, Capt. Fantastic \$950, Wizard \$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, Gran Trak 20 \$995, Bombs Away \$475, Flim 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, Trivia (brand 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 Gottlieb, Bally, Williams, Chicago, Spanish mfr. available, immediate delivery call for lists. PAN AMERICAN AMUSEMENTS, 1211 Liberty Avenue, Hillside, New Jersey. (201) 353-5540.

IMMEDIATE DELIVERY — Hollycrane motors, Bally Bingo Control Motors, Bally O.K. Games, Lido, Roller Derby, Circus Queen, Bikini, New Sweet Shawnee, New Twin Knight, Used Uprights, New Big Three backglases. LOWELL ASSOCIATES, P.O. Box 386, Glen Burnie, Md. 21061. (301) 768-3400.

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.

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. Foolsballs \$250. STARK NOVELTY CO. 239 30th St., N.W. Canton, Ohio. 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, Pro Football \$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 St., 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, 13615.

SALE: 1,000 Bally super continental slot machines. Excellent condition. \$1,250 each. F.O.B. Antwerp, Belgium. Machines subject to inspection. Pan American Amusements, 1211 Liberty Avenue, Hillside, New Jersey 07205, telephone 201-353-5540.

FOR SALE: 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.

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 Upright \$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 Wirtley Bird \$250, Pro Quiz Master \$75, Flipper Kiddie Ride \$250, Midway Stunt Pilot \$150; Midway Dune Buggy \$175; Travel Time Pinball \$400; Wurlitzer 3510 & 3500 \$425; Lotta Fun converted to Barrel O Fun \$800; Used National Cig. 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 trade 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 disco catalog for A&R men and producers. Willie H. Wilson (213) 299-6649.

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, derelicts or drifters. No managers. Workers only. COLLINS MUSIC CO., INC., 1341 Rutherford Road, Greenville, S. Carolina 29609. Phone toll free 1-800-845-5160.

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 Viator Ave., Suite 2B, Eimhurst, 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. 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, Hong Kong.

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 in vending.

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 all labels. Will sell current & cut-out merchandise at lowest prices. Member of NARM. Send for free catalogues. CANDY STRIPE RECORDS, INC., 371 South Main Street, Freeport, New York 11520. (516) 379-5151. (212) 895-3930. Telex 126851 Canstrip Free.

RECORD/MUSIC POSITION wanted by young single male, B.A. (Economics), J.D., in management, promotion or production. Creative, highly motivated. Resume: CHRIS JOHNSON, 7220 Hollywood Bl. #234, Los Angeles 90046.

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 world. AIRDISC SPECIAL SERVICES, Box 835, Amityville, New York 11701.

WANT RECORDS & TAPES, 45s AND LPs, surplus returns, overstock cut-outs, etc. Call or write Harry Warriner at KNICKERBOCKER MUSIC CO., 453 McLean Ave., Yonkers, New York 10705. (914) GR 6-7778.

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 5c 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) 537-5939.

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 'n' roll and rhythm and blues albums. Our famous 3 in 1 catalog. \$1.25. HOUSE OF OLDIES, 267 Bleeker St., N.Y., N.Y. 10014. (212) 243-0500.

FOR EXPORT: All labels of phonograph records, cartridges, cassettes. Also excellently priced selections of close-outs. Nearly 30 years of personalized service to importers world over. Wholesale only. DARO EXPORTS, LTD. 1468 Conroy Island Avenue, Brooklyn, N.Y. 11230. Cable: EXPDARCO, 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

RETAIL LP SELLING PRICES

(continued from page 60)

tical features and prices that appeared in Baltimore. (Sunday Pittsburgh Press).

San Diego

No ads appeared in the Sunday San Diego Union.

San Francisco

At **Jax Music** (4 locations), the latest release by Labelle for \$3.99 per disc. At **Record Factory** (10), "Stay In Love" by Minnie Riperton, no price included. At **Odyssey** (2), the latest album by Barry Manilow on Arista for \$3.66/\$5.99 tape. (Sunday San Francisco Chronicle Datebook).

St. Louis

No ads appeared in the Sunday St. Louis Globe-Democrat and St. Louis Post-Dispatch.

Tampa

At **Super X** stores, same ad with the identical features and prices that appeared in Cincinnati. (Sunday Tampa Tribune and Times).

Tulsa

No ads appeared in the Sunday Tulsa

World.

Washington

At **Kemp Mill Records** (6 locations), these features: all-label sale for \$3.99; the latest LPs by Hall & Oates and the Atlanta Rhythm Section for \$2.99; and the latest LPs by John Denver, David Bowie and BTO (all \$7.98 list) for \$4.99. At **Korvettes** (5), same ad with the identical features and prices that appeared in Baltimore. At **Waxie Maxie** (15), the latest album by Minnie Riperton for \$3.99/\$5.49 tape. At **Musicland** (4) same ad with the identical features and prices that appeared in Baltimore. At **Dart Drug** stores, assorted cutout tapes for \$2.99. At **Variety Records**, these features: four Casablanca and Motown releases, including the latest LPs by Donna Summer and Kiss for \$4.98; and the latest release by Stevie Wonder (2 LPs/\$13.98 list) for \$8.99/\$10.98 tape. At **Record and Tape Annex**, all Angel classical LPs (\$7.98 list) for \$4.66. (Sunday Washington Post).

(All information gathered from February 27 editions unless otherwise indicated).



KLUGH CROWD — Earl Klugh, one of Blue Note Records' new artists, is joined by label executives during a break in his current U.S. concert tour. Klugh is pictured with (l to r): Varnell Johnson, east coast R&B promotion; Milton Allen, Jr., marketing coordinator, Baltimore-Washington; Duke Dubois, east coast Blue Note promotion; Earl Klugh; and Dave Skolnick, east coast regional sales manager.

Ralph MacDonald Chart Force

(continued from page 61)

by Earl Klugh, Chuck Rainey, Peter Allen and a soon to be released Brothers Johnson LP.

Antisia Music, MacDonald's publishing firm, was formed in 1969 with partners William Salter, writer and producer, and William Eaton, who is the company's music director. Antisia Music Incorporated has grown to be one of the most successful black-owned publishing firms in the coun-

try. The company is equipped with its own studios, called "Rosebud," constantly in use either taping commercials or cutting albums. MacDonald noted that most recently Ashford & Simpson recorded their current album at his studios. Antisia has sub-publishers in 19 countries and has been successfully managed by their general manager Diane Johnson, who has been with the company since its inception.

Additions To Country Station Playlists

(continued from page 70)

13 To 7 — Statler
14 To 8 — Kenny Rogers
24 To 16 — Dave & Sugar
29 To 19 — Johnny Duncan
Ex To 31 — Mickey Gilley
Ex To 32 — Sammi Smith
Ex To 33 — Mel McDaniels
Ex To 34 — Larry Gatlin
Ex To 35 — Conway Twitty

WRCP — PHILADELPHIA

2-1 — Elvis Presley
Charlie Rich — Epic
Gene Watson
Donna Fargo — WB
Loretta Lynn
10 To 5 — Eagles
12 To 6 — Mel Tillis
20 To 11 — Charley Pride
17 To 12 — Johnny Rodriguez
19 To 13 — Glen Campbell
Ex To 14 — Charlie Rich — RCA
Ex To 15 — Cal Smith
Ex To 16 — Smokie

KNIX — PHOENIX

1-1 — Charley Pride
Bobby Bare
Dottie West
Living Next Door To Alice — Johnny Carver
The Rains Came — Freddy Fender
The Wonderfuls
Don King
Tammy Wynette
25 To 13 — Johnny Duncan
33 To 17 — Johnny Paycheck
34 To 20 — Billie Jo Spears
35 To 22 — Emmylou Harris
Ex To 34 — Conway Twitty
Ex To 36 — Jeanne Pruett
Ex To 38 — T.G. Sheppard
Ex To 39 — Jerry Reed
Ex To 40 — Eddy Arnold

KWJJ — PORTLAND

2-1 — Tom Jones
Don King
Margo Smith
Christy Lane
Larry Gatlin
John Denver
Susan Raye
Emmylou Harris
15 To 6 — Charley Pride
16 To 7 — Glen Campbell
17 To 10 — Kenny Rogers
24 To 15 — David Rogers
31 To 20 — Sonny James
30 To 23 — Little David Wilkins
33 To 25 — Gene Watson
35 To 27 — Marty Robbins
40 To 34 — Mickey Gilley
Ex To 28 — Charlie Rich — Epic
Ex To 33 — Johnny Paycheck
Ex To 37 — Sammi Smith
Ex To 38 — Sweet City Woman — Johnny Carver
Ex To 39 — Kenny Starr
Ex To 40 — Loretta Lynn

WSLC — ROANOKE

2-1 — Johnny Rodriguez
Darrell McCall & Willie Nelson
Ray Sawyer
Mike Lunford
Conway Twitty
34 To 14 — Dave & Sugar
39 To 20 — Mickey Gilley
29 To 22 — Red Sovine
37 To 23 — Kenny Seratt
45 To 29 — Don King
47 To 31 — Larry Gatlin
Ex To 33 — Munojo Earwood
Ex To 36 — Living Next Door To Alice — Johnny Carver
Ex To 39 — Little David Wilkins
Ex To 41 — Charlie McCoy
Ex To 51 — Vivian Bell
Ex To 55 — Faith Allen
Ex To 56 — Maury Finney
Ex To 57 — Ruby Falls
Ex To 59 — George Kent

KRAK — SACRAMENTO

2-1 — Elvis Presley
Red Sovine
Dickie Lee

Linda Hargrove
The Rains Came — Freddy Fender
Living Next Door To Alice — Johnny Carver
Connie Smith
Ray Price — Columbia
Ruth Buzby
27 To 22 — Johnny Duncan
35 To 26 — Dave & Sugar
32 To 27 — Cal Smith
40 To 28 — Mickey Gilley
42 To 33 — Loretta Lynn
47 To 39 — Donna Fargo — WB
Ex To 44 — Eddy Arnold
Ex To 46 — Jerry Reed
Ex To 47 — Wendell Adkins
Ex To 48 — Kenny Starr
Ex To 49 — Moe Bandy
Ex To 50 — Ava Barber

KKYX — SAN ANTONIO

1-1 — Kenny Dale
Rayburn Anthony
Don Williams
Vivian Bell
Sugar Coated Love — Freddy Fender
Linda Cassidy
Jennifer Warnes
Dickey Lee
Hank Locklin
Kathy Barnes
Tony Douglas
Wendell Adkins
9 To 2 — Steve Young
10 To 3 — Kenny Rogers
15 To 8 — Billy Parker
16 To 9 — Reba McEntire
25 To 19 — Marie Owens
Ex To 36 — Marty Robbins
Ex To 37 — Don King
Ex To 38 — Darrell McCall & Willie Nelson
Ex To 39 — Moe Bandy
Ex To 40 — Cristy Lane

KCKC — SAN BERNARDINO

1-1 — Mary Macgregor
Living Next Door To Alice — Johnny Carver
Mel Street
Dickey Lee
Sugar Coated Love — Freddy Fender
10 To 5 — Loretta Lynn
17 To 9 — Charley Pride
18 To 12 — Don Williams
31 To 18 — Crystal Gayle
Ex To 34 — Charlie Rich — RCA
Ex To 35 — Vern Gosdin

KSON — SAN DIEGO

2-1 — Glen Campbell
The Wonderfuls
Don Williams
Tammy Wynette
11 To 5 — Charley Pride
20 To 13 — Marty Robbins
26 To 17 — Gene Watson
24 To 18 — Emmylou Harris
33 To 24 — Loretta Lynn
Ex To 31 — Conway Twitty
Ex To 33 — Kenny Starr
Ex To 34 — Sonny James
Ex To 35 — Cal Smith

KMPS — SEATTLE

2-1 — Mary Macgregor
Jacky Ward
Bobby Goldsboro
Tammy Wynette
16 To 11 — Cal Smith
19 To 13 — Lynn Anderson
26 To 14 — Billie Jo Spears
24 To 15 — Lois Johnson
28 To 16 — Charlie Rich — Epic
27 To 19 — Dave & Sugar
30 To 21 — Gene Watson
29 To 23 — Little David Wilkins
Ex To 23 — Donna Fargo — WB
Ex To 26 — Johnny Paycheck
Ex To 25 — Mickey Gilley
Ex To 27 — Sammi Smith
Ex To 28 — Loretta Lynn
Ex To 29 — Darrell McCall & Willie Nelson
Ex To 30 — Kenny Dale

KRMD — SHREVEPORT

4-1 — Mary Macgregor

Rob Redmond
Don King
Bob Luman
Vern Gosdin
C.W. McCall
Connie Cato
10 To 5 — Tom Jones
28 To 20 — Glen Campbell
36 To 27 — Billie Jo Spears
34 To 29 — Anne Murray
35 To 30 — Kenny Seratt
Ex To 35 — Johnny Paycheck
Ex To 37 — Sammi Smith
Ex To 39 — Jeanne Pruett
Ex To 40 — Steve Young

KGA — SPOKANE

2-1 — Johnny Rodriguez
Bobby Bare
Jeanne Pruett
Johnny Cash
Barbara Fairchild
Billy "Crash" Craddock
14 To 8 — Kenny Rogers
18 To 11 — Billie Jo Spears
20 To 14 — Sonny James
21 To 16 — Lynn Anderson
22 To 17 — Johnny Duncan
27 To 19 — Dave & Sugar
28 To 20 — Gene Watson
30 To 24 — Little David Wilkins
Ex To 26 — Mickey Gilley
Ex To 27 — Donna Fargo — WB
Ex To 29 — Johnny Paycheck
Ex To 30 — Charlie Rich — Epic

WSUN — TAMPA

1-1 — Mary Macgregor
Larry Gatlin
Mickey Gilley
Conway Twitty
Don Williams
15 To 10 — Eagles
17 To 12 — Glen Campbell
Ex To 26 — Loretta Lynn
Ex To 28 — Lynn Anderson
Ex To 29 — Little David Wilkins
Ex To 30 — Vern Gosdin

KCUR — TUCSON

2-1 — Elvis Presley
Jerry Reed
Jacky Ward
Don King
Don Williams
Glen Campbell
Eddy Arnold
Narvel Felts
17 To 12 — Marty Robbins
18 To 13 — Johnny Rodriguez
21 To 15 — Johnny Duncan
26 To 16 — Kenny Starr
24 To 18 — Mel Tillis
29 To 19 — Little David Wilkins
32 To 25 — Dave & Sugar
36 To 26 — Johnny Paycheck
Ex To 33 — Donna Fargo — WB
Ex To 34 — Roy Clayborne
Ex To 36 — Sammi Smith
Ex To 38 — Sweet City Woman — Johnny Carver
Ex To 40 — Gene Watson

WWVA — WHEELING

1-1 — Mary Macgregor
Margo Smith
Vern Gosdin
Moe Bandy
Asleep At The Wheel
Dickey Lee
T.G. Sheppard
14 To 8 — Charlie Rich — Epic
16 To 9 — Jennifer Warnes
17 To 10 — Bobby Borchers
26 To 15 — Johnny Paycheck
29 To 17 — Kenny Rogers
27 To 22 — Gene Watson
30 To 23 — Little David Wilkins
32 To 27 — Lynn Anderson
33 To 28 — Donna Fargo — WB
37 To 29 — Billie Jo Spears
39 To 30 — Barbara Fairchild
40 To 35 — Emmylou Harris
Ex To 36 — Larry Gatlin
Ex To 37 — C.W. McCall
Ex To 38 — Sammi Smith
Ex To 39 — Buck Owens
Ex To 40 — Don Williams

Reflections 'N' Black

Frankie Crocker was sentenced to one year and a day and a \$1,000 fine by **Judge Frederick Lacey** in the Federal District Court in Newark, New Jersey. Crocker is presently free on 20 thousand dollars bond, pending appeal.

As a result of the investigation of payola irregularities in the record industry being conducted by **Jonathan Goldstein**, U.S. Attorney in Newark, New Jersey, several blacks in influential positions have been negatively affected. The investigative process of the Federal grand jury and the U.S. Attorney's office has resulted in a disproportionate amount of subpoenas, indictments and convictions of leading black radio and record executives. **Lucille Watts**, an attorney who represents several people in the communications industry, and **Rev. Buster Sories**, an activist in the New Jersey area, met with Goldstein to discuss this matter. Attorney Watts told **Cash Box**, "Goldstein denied his intent to neutralize blacks in the music industry, by stating it was not what he had set out to do, and pointed out that nobody had gone to jail." Watts also stated, "Rev. Sories and I plan to

meet with blacks in the industry around the country to make them aware of exactly what is happening, and to develop an organized response to the investigation."

The Brothers Johnson are nearing completion of their new LP, to be titled "Right On Time." The album features 9 tracks of which 8 were composed by the brothers; release is scheduled for early April.

WDIA in Memphis recently received an award for station of the year for 1976 at the 1st Annual Rhythm & Blues Awards held in Washington, D.C.

Charles Merritt, "The Mad Hatter," will now be handling the programming and the music for WRBD in Ft. Lauderdale. Merritt will continue to handle his air shift from 7 a.m. to 11 a.m. in addition to his new duties.

Shelly Pope is now handling the music duties at WBUL in Birmingham, replacing **Victor Boykin** who has left the station.

Edwin Starr has signed a long term contract with 20th Century Records. His first album entitled "Afternoon Sunshine" is scheduled to be released shortly.

cookie amerson

National Geographic Albums To Be Produced in Nashville Studios

(continued from page 67)

Christmas" to go into production later this year. Two other albums were partially recorded in Nashville last year.

"Westward Ho," which Miller termed a "folk opera" and which Hillman described as "a theatre of the mind based on historical events," deals with the migration of American pioneers across the west from Independence, Missouri to California. The album gives a chronological, impressionistic overview of a pioneer's journey through the use of seven original songs interwoven with traditional pieces such as "Shenandoah," and through mood orchestrations such as one entitled "The Summit."

Hillman feels "Westward Ho" is a unique approach to historical concept albums due to its theatrical format and its combination of original and traditional songs.

New Talent Used

A conscious effort is being made to utilize new, young Nashville talent, according to Hillman. Songwriter/singer Billy Ray Reynolds composed the seven original songs. Guitarist John Pell and arranger Roger Bissell composed two original orchestrations. Reynolds, with vocalists Florence Warner and Jack Grochmal, will

sing lead parts.

"The working attitudes are different here than in New York or Los Angeles," Hillman commented. "The musicians are into helping, to contributing ideas. And I don't know if we could have found a Billy Ray Reynolds in New York, a writer with such feel and sensitivity for this period."

All Geographic recording activities are under the direction of John Lavery, director of the recording division, who developed the American Adventures concept. The society plans a concept each year, and according to Miller, is currently considering ideas which "lend themselves to southern music," such as a series on the Cumberland Gap.

Recording is being done at Audio-Media and involves about 100 hours of recording time for each album.

The albums, which are lavishly packaged, include a short book of historical information, the record, a complete lyric sheet, and four-color photography throughout. Selling for \$6.95, they will be available only to society members, due to the society's non-profit status.

The recording division was formed about six years ago, but the National Geographic Society has been in existence since 1888.



SIMPLY CARRIE — Soul Train recording artist Carrie Lucas discussed promotional plans for her newest single, "I Gotta Keep Dancing," and her LP, "Simply Carrie," at a meeting with RCA officials. Pictured over lunch are, from left: Mario DeFilippo, director of commercial sales for RCA; Ray Harris, manager of national r&b promotion for RCA; Dick Griffey of Soul Train; Myron Roth, division vice president of business and talent affairs for RCA and Ms. Lucas.

On Jazz

(continued from page 27)

Lionel Hampton played the Great Gorge Playboy Club last weekend.

The Grover Washington concert tour which has been SRO for all dates in 1977 plays Atlanta March 10 and New Orleans on March 12. His Kudu LP, "A Secret Place," continues to be a strong performer on pop, R&B and jazz charts (numbers 63, 14 and 2 respectively on the Cash Box charts).

Recent Xanadu recording includes a California session with flute and clarinet man Sam Most. The date features Lou Levy, Monte Budwig and Donald Bailey. Also new from Xanadu are a solo guitar session by Jimmy Raney and an Al Cohn Quartet recording with Barry Harris, Sam Jones and Leroy Williams.

The re-formed Return To Forever lineup includes in addition to Chick Corea and Stanley Clarke, John Thomas and James Tinsley on trumpet; Harold Garrett and Jim Pugh on trombone; Joe Farrell on reeds; Gayle Moran on vocals and Gerry Brown on drums. RTA kicks off a three month tour in late March with dates in the Pacific Northwest.

Gato Barbieri taped a television appearance in Chicago for the PBS Sound Stage series. Two tunes featured Gato with Carlos Santana and on a third they were joined by the Tower Of Power horn section. Barbieri's tour continues with six March dates in Florida and Louisiana added. On March 27 he'll appear in Ann Arbor, Michigan as the opening act for Rufus.

The next Inner City release of SteepleChase material will include four LPs: "My Man" by Ben Webster; "Antiquity" by Jackie McLean and Michael Garvin; "Perception" by pianist Connie Crothers and an Andrew Hill LP, "Invitation."

Kudu artist Esther Phillips performed at the 27th Annual Salute to Freedom of District 1199, the National Union of Hospital and Health Care Employees. Ossie Davis emceed the affair, held at Hunter College on March 6.

Mary Lou Williams and Cecil Taylor have scheduled their first joint concert, to be held at Carnegie Hall April 17.

bob porter

FM ANALYSIS

(continued from page 64)

WBBN-FM — CINCINNATI — Denton Marr

Most Active:
Fleetwood Mac — Rumours — Reprise
Al Stewart — Year Of The Cat — Janus
Eagles — Hotel California — Asylum
Bob Seger — Night Moves — Capitol
Pink Floyd — Animals — Columbia
Stevie Wonder — Songs In The Key Of Life — Tamla
Kansas — Leftoverture — Kirshner
Jethro Tull — Songs From The Wood — Chrysalis
Boston — Epic
Jackson Browne — The Pretender — Asylum

Adds:
Justin Hayward — Songwriter — London
Racing Cars — Downtown Tonight — Chrysalis
Claus Ogerman — Gates Of Dreams — WB
The Kinks — Sleepwalker — Arista
Henry Gross — Show Me To The Stage — Lifesong

WMC-FM — MEMPHIS — Ron Olson

Most Active:
Fleetwood Mac — Rumours — Reprise
— Chain/Dreams/Own Way
Pink Floyd — Animals — Columbia
— Pig
Kansas — Leftoverture — Kirshner
— Carry On/The Wall
Henry Gross — Show Me To The Stage — Lifesong
— Come Along/Love Song/Show Me To The Stage
Al Stewart — Year Of The Cat — Janus
— Year Of The Cat/Border
Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
— So In To You/Georgia Rhythm
Marshall Tucker — Carolina Dreams — Capricorn
— Love Song/Should Have Never Started/Desert Sky
Jimmy Buffett — Changes In Latitudes — ABC
— Margaritaville/Changes In Latitudes
— A&M
— Down To Zero/Love & Affection
Stevie Wonder — Songs In The Key Of Life — Tamla

Adds:
Valerie Carter — Just A Stone's Throw Away — Columbia
Justin Hayward — Songwriter — London
Todd Rundgren's Utopia — Ra — WB
America — Harbors — WB
Pousette-Dart Band — Amnesia — Capitol
Sea Level — Capricorn
Cliffmax Blues Band — Gold Plated — ABC

WQDR-FM — RALEIGH — Frank Laseter/Chris Miller

Most Active:
Fleetwood Mac — Rumours — Reprise
— Dreams/Don't Stop

Boston — Epic
— Long Time/Hitch
Stevie Wonder — Songs In The Key Of Life — Tamla
Eagles — Hotel California — Asylum
— Fast Lane/Hotel California
Kansas — Leftoverture — Kirshner
— Carry On
Pink Floyd — Animals — Columbia
— Dogs/Pigs
George Benson — In Flight — WB
— Ghetto
Al Stewart — Year Of The Cat — Janus
— Year Of The Cat
Jimmy Buffett — Changes In Latitudes — ABC
— Margaritaville/Tampico
Sea Level — Capricorn
— Rain/Nothing

Adds:
Vangelis — Albedo 0.39 — RCA
Kim Carnes — Sailin' — A&M
America — Harbors — WB
John Miles — Stranger In The City — London
Jethro Tull — Songs From The Wood — Chrysalis

KFIG-FM — FRESNO, CA — Joe Reiling

Most Active:
Eagles — Hotel California — Asylum
Stevie Wonder — Songs In The Key Of Life — Tamla
Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
Wings — Wings Over America — Capitol
Santana — Festival — Columbia
Pink Floyd — Animals — Columbia
Queen — A Day At The Races — Elektra
Emmylou Harris — Luxury Liner — WB
Genesis — Wind & Wuthering — Atlantic
Fleetwood Mac — Rumours — Reprise
Kansas — Leftoverture — Kirshner
Journey — Next — Columbia
Pablo Cruise — A Place In The Sun — A&M
Jethro Tull — Songs From The Wood — Chrysalis
David Bowie — Low — RCA

Adds:
Richard Tarrant — Bareback — Capitol
REO Speedwagon/Live — You Get What You Play For — Epic
Hubert Laws — The San Francisco Concert — CTI
Booker T & The MG's — Universal Language — Asylum
Beaverteeth — RCA
Pousette-Dart Band — Amnesia — Capitol
Gap Band — Tattoo
Jonathan Edwards — Sailboat — WB
Henry Gross — Show Me To The Stage — Lifesong
Sea Level — Capricorn
Anthony Phillips — The Geese & The Ghost — ABC

CBS Launches Push On 16 New Jazz LPs

LOS ANGELES — CBS Records has initiated a large scale advertising campaign, which will run through April 1, in support of 16 new jazz releases. Trade advertising, sampler albums, posters, local advertising materials and special laminated album jacket covers have been designed for the campaign.

Included in the program are Miles Davis' "Water Babies," Shakti and John McLaughlin's "A Handful Of Beauty," Weather Report's "Heavy Weather," Eric Gale's "Ginseng Woman," Maynard

Ferguson's "Conquista Janne Schaffer's "Katharsis," Al DiMeola's "Elegant Gypsy," Dexter Gordon's "Homecoming Live At The Vanguard," Marlena Shaw's "Sweet Beginnings" and Return To Forever's "Music-majic," all on Columbia.

Affiliated label releases distributed by Columbia include "Jeff Beck With The Jan Hammer Group Live," George Duke's "From Me To You," both on Epic; "What The World Is Comin' To," by Dexter Wansel, "Jean Carn," and Billy Paul's "Let 'Em In," from Philadelphia International; and, on the Kirshner label, "Elliott Randall's New York."

Ann Margret/Glen Campbell TV Special Was Filmed By Opryland

(continued from page 67)

Ann-Margret," Smith said "Chet has a big number with Perry Como, who also did a comedy routine. Bob Hope — a Rhinestone Cowboy — flew in from Florida. One of the bigger production numbers was a selection of Aaron Copeland music, including "Appalachian Spring," "Billy The Kid," and "Rodeo," danced by Ann-Margret, dressed as a country girl, along with 10 dancers from Hollywood."

"The idea was not finalized until they visited Opryland and firmed up the concept," Smith added. "They have indicated they may do other specials here; they were extremely complimentary of the facilities and the talent community."

The special, to be aired April 26 on NBC, was filmed before a live audience on the

last two days of taping.

When working for an independent production company such as Smith-Hemion, Opryland Productions serves as a "production house," Smith explained. It furnishes equipment including cameras, tape machines, lights, and microphones; the studio facilities; and production and technical personnel.

Recently, Opryland Productions provided production facilities for the Barbara Walters special with President and Mrs. Carter filmed in Plains, Georgia. In the past year, it has served as a production house for syndicated country music shows as well as network shows such as "Captain Kangaroo" and "The Johnny Cash Show." This year the company produced their own syndicated series, "Music Hall America."

R&B Station New Additions

(continued from page 64)

WANT — RICHMOND — Kirby Carmichael
#1 — I've Got Love On My Mind — Natalie Cole
Rich Girl — Hall & Oates — RCA
You're Throwing Your Love Away — Spinners — Atlantic
Free Love — Jean Carn — Phila. Intl.
Can't Wait — Brick — Bang
15 To 10 — Pinocchio Theory — Boots Collins
18 To 12 — Love In Better In The A.M. — Johnnie Taylor

WSOK — SAVANNAH — Elliott Nealey
#1 — I've Got Love On My Mind — Natalie Cole
It Feels So Good — Manhattans — Columbia
Free Love — Jean Carn — Phila. Intl.
Where Is Your Woman Tonight — Soul Children — Epic
Disco Inferno — Tramps — Atlantic
Standing In The Safety Zone — Bobby Womack — Columbia
Where Would The World Be — Mystique — Curtom
15 To 9 — Love Is Better In The A.M. — Johnnie Taylor
16 To 10 — At Midnight — Rufus
22 To 16 — Somethin' Bout 'Cha — Latimore
27 To 20 — I Wanna Do It To You — Jerry Butler
#1 LP — Stevie Wonder
New LPs — Johnnie Taylor, Minnie Riperton, Miracles

KYAC — SEATTLE — Robert L. Scott
#1 — Trying To Love Two — William Bell
That What It's All About — Brick — Bang
Rich Girl — Hall & Oates — RCA
Ain't Gonna Bump No More — Joe Tex — Epic
Welcome To Our World — Mass Production — Atlantic
The Way You Make Me Feel — Melba Moore — Buddah
#1 LP — Natalie Cole

WESL — ST. LOUIS — Jim Gates

#1 — I Wish — Stevie Wonder
Goody Good Times — Syl Johnson — Shama
Laying Beside You — Eugene Record — WB
I Wanna Do It To You — Jerry Butler — Motown
Let Yourself Go — Supremes — Motown
7 To 3 — Sometimes — Facts Of Life
New LPs — Al Hutson, Manhattans, Albert King, Dionne Warwick, Tramps

WANM — TALLAHASSEE — Joe Bullard

#1 — Feel Free — Four Tops
It Feels So Good — Manhattans — Columbia
That's What It's All About — Brick — Bang
You're What's Missing In My Life — G.C. Cameron — Motown
Straighten It Out — Anglo Saxon Brown — Atlantic
How Good Is Your Game — Billy Paul — Phila. Intl.
You Turn Me On To Love — Johnny Bristol — Atlantic
Super Band — Kool & The Gang — DeLite
#1 LP — Boots Collins
New LPs — Teddy Pendergrass, Johnnie Taylor, Minnie Riperton, Miracles, Nytro

WTMP — TAMPA — Jerry Walker
#1 — Trying To Love Two — William Bell
Free Love — Jean Carn — Phila. Intl.
Winter Melody — Donna Summer — Oasis
Let's Steal Away To The Hideaway — Luther Ingram — Koko
You + Me — Undisputed Truth — Whitfield
I Kinda Miss You — Manhattans — Columbia
Hots
Don't Leave Me This Way — Thelma Houston
Gloria — Enchantment — UA
At Midnight — Rufus — Mercury
I Like To Do It — KC & The Sunshine Band
New LPs — Joe Simon

WOL — WASHINGTON, D.C. — Cortez Thompson
#1 — Sometimes — Facts Of Life
So So Satisfied — Ashford & Simpson — WB
I'm Gonna Have To Tell Her — Banks & Hampton — WB
I Like To Do It To You — Jerry Butler — Motown
Say A Little Prayer/Phoenix — Isaac Hayes/Dionne Warwick — QBC
Where Is The Love — Ralph McDonald — Marlin
Fly Like An Eagle — Steve Miller Band — Capitol
Where Would The World Be — Mystics — Curtom
Let Me Wrap You In My Love — Paulette Reaves — Blue Candle
Life Is Music — Ritchie Family — Marlin
14 To 8 — Rich Girl
#1 LP — Boots Collins
New LPs — Slave, Curtis Mayfield, Sea Wind



SALSOU SIGNING — Salsoul Records and the Salsoul Orchestra have agreed on a new contract for production of their new album scheduled for April release. At the signing seated from left are: Vincent Montana Jr., conductor, writer and arranger for the group and Joe Cayre, president of the label. Standing from left are: Normand Kurtz, Montana's attorney; Hilda, Montana's wife; Chuck Gregory, vice president of marketing for Salsoul Records; Ken Cayre, vice president of Salsoul; Stan Cayre, chairman of Salsoul and Arthur Indursky, Salsoul attorney.

PRS Protests In-Store Record Plays

LONDON — A dispute which has been simmering for some time between the Performing Right Society and the Gramophone Record Retailers Committee of the Music Trades Association is nearing the boiling point over the use of disks for in-store play. The PRS is taking legal action against some retailers in the matter.

The society in a special announcement states that under the law of copyright the performance of a copyright work in public is an infringement if the performance is given without the permission of the copyright owner. In the UK the PRS is responsible for licensing public performance rights in virtually all of the world's repertoire of copyright music, and permission for such performances must therefore be obtained from the society.

"The playing of copyright music in that part of the premises of a shop to which the public has access constitutes a public performance and therefore requires a license from the society," continues the announcement. "Before 1976, the society, as a matter of policy, had waived the necessity for such performances to be licensed when they took place in shops where the purpose of the performance was clearly limited to the demonstration of records, tapes and musical instruments or other equipment used for the playing of music, such as record players, tape players, radios and television sets.

TOFF RESIGNS MPA POST

LONDON — Dave Toff, secretary of the Music Publishers Association since 1972, will resign his post at the end of this year. His decision follows MIDEM discussions with MPA president Dick James, who also intends to quit later this year.

At an MPA council meeting held February 16 members reluctantly agreed to accept Toff's resignation on the understanding that he will act as a consultant to the association for a further three-year period.

"Dave Toff's ideas and energy has helped mold the MPA into what it is today," stated Dick James. "During my term of office as president Dave has been a constant source of help, a pillar of strength. People say the MPA has moved into a new era, especially following our purchase of the Mechanical Copyright Protection Society. I don't think it could have been done without Dave, and I am happy in the thought that he will continue to make a strong contribution to the MPA and the music publishing industry by agreeing to continue as a consultant."

The 75-year-old Toff has been active in publishing for 33 years and a recognized expert of British copyrights throughout that time. Formerly managing director of Southern Music in London, he formed his own Dave Toff Music in the fifties, and was appointed president of the MPA in 1970. He took on the secretarial responsibilities as well a year later following the death of Archie Montgomery, and was confirmed full-time in that post in 1972.

"After working for up to 16 hours a day for the MPA over the last five years, I thought perhaps it was time to take things a little easier," Toff commented. "However, this is by no means the end of the road as far as I'm concerned. It's just a milestone."

BAREBACK SIGNS PACT

NEW YORK — All Bareback products will be licensed by Direction Records in Canada and the Philippines. The announcement was made by Stephen Metz, president of Bareback Records. The agreement was negotiated between John Williams, president of Direction Records, and Metz.

"However, in December 1975 the society announced publicly that in view of changes which had taken place over the years, it considered that policy no longer justifiable and that, from January 1, 1976 it would expect all retail shops, including those which exclusively sold records or musical equipment, to respect their copyright obligations and obtain a license from the society.

"During 1976 the society accordingly commenced a program of licensing shops where such performances took place but in respect of which the society had previously waived the necessity for a license. To date, a considerable number of licensing agreements have been entered into both with multiple chains and with individually owned retail shops which operate record and audio departments or counters. Also during 1976 discussions took place with the

(continued on page 82)

MUSEXPO '77 Set For Miami

NEW YORK — The third annual International Record and Music Industry Market (International MUSEXPO '77) will take place Oct. 28-Nov. 1, at the Doral Hotel in Miami, Florida and is expected to draw 5,000 participants from 45 countries.

For four days record company executives, music publishers, record producers, artists and just about anyone involved in the music industry will have the opportunity to sell, buy, license, trade or merchandise on an international basis.

Exhibitors at MUSEXPO '77 will be furnished with office/booths, tri-lingual hostesses, secretarial pools, telephone services, meeting rooms, showcase facilities, postal boxes and foreign exchange facilities.

EMI SIGNS STONES

LONDON — After weeks of industry speculation and rumors, EMI Records has captured the Rolling Stones with a deal involving six albums. No specific sum of money has been disclosed, but the pact is believed to be worth several million pounds to the veteran British group.

RSO and Polydor were just two of the companies known to be competing for the Stones' names on a recording contract, and rumors reached fever pitch during MIDEM, but passed, however, without an announcement. Some labels dropped out of the running because the terms demanded by Mick Jagger and Stones' business manager Prince Rupert Lowenstein were reportedly too expensive, and some people are now wondering whether the Stones can continue the kind of sales volume necessary to cover and justify the size of the money specified by the deal.

Following its announcement, Mick Jagger said: "In this jubilee year, I feel it is only fitting that we should sign with a British company."



ROBBINS DOWN UNDER — William Smith, managing director of CBS Records Australia, welcomes Marty Robbins to that country. Robbins is currently on an all-states tour of Australia.



PLATINUM QUEEN — In Toronto, platinum LPs were given out to Queen to celebrate the success of their "Night At The Opera" LP. Pictured (l-r) are: Brian May; Roger Taylor; Don Grant, vice president of marketing for WEA Canada; Freddie Mercury; and John Deacon.

Argentinian News

BUENOS AIRES — Phonogram's general manager, John Lear, awarded a platinum record to disco songstress Gloria Gaynor, visiting Buenos Aires and Mar del Plata, Argentina's main summer resort, for a series of appearances.

Microfon's vice president, Norberto Kaminsky, is currently in the United States, after having visited Mexico City, where Microfon is also operating. Several of the label's artists, among them Carlos Torres Vila, Aldo Monges, Los Fronterizos and Los Quilla Huasi, are selling in the U.S. Latin market.

Charlie Leroy, president of Phono Musical Argentina, told **Cash Box** that Dr. Carlos Garber, previously with Trova, has joined his company, along with some of the artists previously recording for Trova, like Susana Rinaldi and Litto Nebbia. Leroy is currently established in Los Angeles, while Garber will handle the local operation.

CBS is launching the first single, "Falta Poco Tiempo," of Sandra Mihanovich.

Russia Listens To Asleep At The Wheel

LOS ANGELES — In a unique cultural exchange, the "western swing" music of Capitol Records' Asleep At The Wheel was broadcast to Russia last week through the United States' "Voice of America" program. The broadcast, beamed from Washington D.C. to Moscow, featured songs from all of the group's albums.

In conjunction with this broadcast, Asleep At The Wheel will perform at the American Song Series in Washington, D.C. on March 20. The series will have as special guests, members of the U.S. State Department's cultural exchange program.

Mama Concerts Expand

LONDON — Mama Concerts, the German concert promoting organization, has expanded its operations by opening new offices in London and in Munich. The London office will be called Mama Concerts UK, and will act as a liaison link for Munich and the company's headquarters in Frankfurt, where managing director Marcel Avram is based.

Carl Miller, formerly a director of BKM (Personal Management) Ltd., has been named director of Mama Concerts UK at 27 Curzon Street, London, W1, and the Frankfurt office continues in the charge of Merek Lieberberg.

Two UA International Appointments Named

LOS ANGELES — Harold Seider, president of the International Division of United Artists Music and Records Group, recently announced two major appointments, effective immediately.

Alan Warner has been named general manager, international repertoire. He will be responsible for all international A&R activities in addition to his duties with the domestic operation. He will also be responsible for the Sunset line (U.A.'s mid-price international product line) and will initiate special packages for United Artists Records which are designed for the international market. Warner has relocated to U.A.'s Los Angeles headquarters from the firm's London office, where he was formerly head of the popular music department.

Suzanne Logan has been named manager of international operations. Logan will be responsible for the distribution of all production and merchandising elements to the company's foreign licensees. She comes to U.A. from 20th Century Records where she served as assistant international director for three years.

Be-Bop DeLuxe Man Expelled From Britain

LONDON — New Zealand-born Charlie Tumahai, bass player with Be-Bop DeLuxe, has been ordered to leave Britain immediately following two years of legal problems with the UK authorities about his work permit.

Tumahai and the rest of the group went to the French Riviera at the end of last month to record, using the Rolling Stones' mobile unit, and from now on will have to record and rehearse abroad. Tumahai will have to apply for a special limited work permit before he can appear with the group in the UK again. Tumahai has not yet decided where he will take up residence, but the other members of Be-Bop DeLuxe will continue to be UK residents.

CBS Promotes Eze

PARIS — Charles Eze has been named manager, promotion and sales, for the West African territories, reporting to Simon Schmidt, area director, CBS Records International. The announcement was made by Peter De Rougement, CRI vice president in Paris. Eze is presently established in Lagos, where he will be based to promote CBS interests with the local EMI company, the CRI licensee in Nigeria.



NO NEED TO HIT IT AGAIN — Polydor recording artists Tornado recently wrapped up recording of their new LP "Hit It Again" at Nimbus Nine Studios in Toronto, Canada. Pictured together (l-r) after the session are: Rick Stevens, east coast A&R director for Polydor; Larry Alexander and Sandy Torano, group members; Jack Richardson, producer and Blue Sky recording artist Johnny Winter, who plays on the album.

Japan To Hear Cole

LOS ANGELES — Natalie Cole, Capitol's Grammy Award winner, is scheduled for a Japanese concert tour this month, relative to the release of her new album, "Unpredictable." On March 13 Ms. Cole will depart to the Pacific for dates at the Blaisdale Arena in Honolulu, followed by a 15-day concert tour in Japan. Before returning to the U.S., Ms. Cole is scheduled for concerts in the Philippines April 1-3.

Anchor Extends Service

LONDON — Anchor has set up a specialized sales operation named Anchor/ABC Records to be headed by Alan Wade in the newly created position of commercial development manager. His task will be to establish a sales force to handle Anchor's specialist product labels such as Impulse, Westminster Gold and Bluesway, and make available certain ABC lines on an imported basis.

Sinatra Album Ships Platinum In English Orders

LONDON — Frank Sinatra's new double album "Portrait Of Sinatra," on Reprise has shipped platinum, WEA officials recently announced. The 40-track LP is now only available in Great Britain but is scheduled for release in various European countries.

PRS Projects Plays

(continued from page 81)

Music Trades Association and other bodies representing branches of the retail trade affected. In the course of these discussions, the society modified the tariff containing the licensing terms applicable to such shops.

The PRS explains that the amount of royalty depends upon several factors, particularly the area of the public part of the shop within which the music is audible. For example, a shop with an area not exceeding 76 square meters (818 square feet) would not have to pay an annual royalty of more than 11 pounds in each of the first two years. PRS representatives are visiting stores to explain the situation and remind proprietors that use of in-store music without a license makes them liable to infringement proceedings.

"Unfortunately," the announcement comments, "it has already been necessary for the society to institute legal proceedings in certain cases."

Eagles 2X Platinum

HOLLAND — The Eagles' "Hotel California" album on the Asylum label has been awarded double platinum status in Holland for sales in excess of 100,000, according to Ben Bunders, managing director of WEA/Holland. The only other album to achieve this status in Dutch pop history was "Deja-Vu" by Crosby, Stills, Nash and Young.

McCoo, Davis, Bishop Begin European Tour

LOS ANGELES — ABC recording duo Marilyn McCoo and Billy Davis Jr. and solo artist Stephen Bishop begin their first promotional tours of Europe this week along with McCoo and Davis' manager Dick Broder.

Stephen Bishop, whose debut ABC album is entitled "Careless," will be touring Europe March 16-17 with manager Robert Ellis.

EMI Gets Bronze

LONDON — After six years with Island Records, Bronze Records has signed a UK licensing agreement with EMI effective April 1. Among the acts involved are Uriah Heep, Manfred Mann's Earth Band, Osibisa, Scaffold and Sparrow. Bronze managing director Lilian Bron stated that new international licensing deals would be set up during this month.

IRDA, Greenway Pact

NASHVILLE—The completion of a major distribution agreement between Greenway Records and International Record Distributing Associates was announced recently by Mike Shepard, president of IRDA.

According to Henry Green, president, Greenway will probably release one record per month by various artists. The first release is a single by the group Pine Tree-O called "Girl From Carolina."

Veteran Publisher Joe Roncoroni Dies

LONDON — On February 18, veteran music publisher Joe Roncoroni, 69, died. Starting in the thirties, Roncoroni worked for Noel Gay, Campbell Connelly and Chappell before forming John Fields Music with Harold Fields in 1948. He formed his own Mistletoe Melodies later, and in 1961 started Marquis Music with Ken Jones.

Shepherd To Holland

LOS ANGELES — Brian Shepherd has been promoted to executive manager, European operations, for Capitol Records, Inc., and will be headquartered in Holland beginning in March, announced Joe Petrone, CRI director, international marketing.

Shepherd, who has been working in Hollywood as Capitol's manager, international A&R and promotion, will be setting up a new office for continental Europe in order to work closely with all EMI companies in the marketing and promotion of Capitol product there. Besides organizing simultaneous releases of records throughout Europe, he will work to coordinate the promotion of records with tours. Also working in the new Holland office will be Lois Graff, Capitol's European coordinator.

Macgregor On First European Promotion

LOS ANGELES — Mary Macgregor, Ariola recording artist, has been set for her first European promotion tour, according to Jay Lasker, president of Ariola/America.

The tour will launch Ms. Macgregor's newly released album, "Torn Between Two Lovers," in six countries.

Macgregor is scheduled to return to the U.S. on March 16 to resume her cross-country concert tour.

Denver Boost By RCA

LONDON — RCA is backing "The Best Of John Denver, Vol. 2" to the tune of an initial 50,000 pounds with a TV and press campaign which began on the album's release date of February 25.

An audience of over 40 million adults is predicted for Phase 1 of the TV campaign including spots in the first TV screening of the James Bond movie "Thunderball" in the midlands and northern areas, and in London during the peak-viewing "Sale Of The Century" and the new pop music documentary "All You Need Is Love."

There will be intensive TV advertising till March 11, plus coincidental press advertising in the *Radio Times*, the *Daily Mail* and the *London Evening News*. Merchandising back-up will include 400 window and in-store displays across the country and a special dealer mailing shot plus 4,000 posters for retail outlets.

The TV commercial is the first to be developed through RCA's new association with the Saatchi & Saatchi advertising agency, and will feature snatches of "Annie's Song," "Calypso" and "Farewell Andromeda" with Denver's "trademark" glasses as the visual link.

Manhattan Transfer Begins Tour Of Poland

NEW YORK — WEA artists Manhattan Transfer began a four concert tour of Poland on March 2.



MONOPOLY MONEY — Phonogram UK is putting its money on Monopoly in the person of Tony Monopoly, who has signed a long-term worldwide recording contract. Monopoly's first single under the deal is "Leave A Little Love," one of the UK contenders for this year's Eurovision Song Contest. Seen at the signing are (l to r): Tony Lewis, Monopoly's manager, Phonogram pop marketing manager Lisa Denton, Monopoly, Phonogram MD Tony Morris and product manager David Shrimpton.

Fatback Band Disco Release Set; May Tour Of Europe, UK Planned

NEW YORK — Spring Records is releasing its first 12" disco record in Europe with the Fatback Band's "Double Dutch," issued through the firm's distribution company, Polydor, Inc. In addition, a May tour of Europe by the band has been set by Terry King, with two weeks in the UK followed by two weeks throughout the continent.

The Fatback Band also have an album forthcoming entitled "NYCNYUSA" that includes "Double Dutch," set for March release.

In England, the Fatback Band were voted number one "soul group" of 1975 by Britain's Black Music magazine.

Polydor Inks Rose

MONTREAL — Canada's Rose was recently signed to a long term contract by Polydor Limited. The announcement was made by Peter Horvath, A&R director of Polydor Limited.

World Records Feted At 21st Anniversary

LONDON — World Records Ltd., EMI's mail order subsidiary and the biggest operation of its kind in the UK, celebrated its 21st birthday on February 10 with a reception at the Richmond Hill Hotel near its Richmond headquarters. Cliff Richard, whose "Cliff Richard Set" compilation by World Records has sold over 250,000, was the guest of honor.

The organization was founded as World Record Club in London's Edgware Road 21 years ago by Norman Lonsdale, John F. Day, Richard Attenborough and Fiona Bentley. EMI took it over eight years ago, and managing director Derek Sinclair inaugurated the policy of mail order selling of multi-record packages, beginning with a six-record set by Frank Sinatra. Subsequently, the other major labels in the UK began licensing product by their top artists to World Records for mail order in multi-record packages, and to date World Records has received 15 gold and 18 silver disk awards.

Argentina

- 1 **SI** — Jose Luis Perales — Microfon
- 2 **MI Promesa** — Pomada — RCA
- 3 **Y Hoy Me Recuerdas** — Danny — RCA
- 4 **El Amor Duele** — Nazareth, Yndio — Philips
- 5 **Que Sera De Ti** — Camilo Sesto — RCA
- 6 **Porque Te Vas** — Jeanette — Microfon
- 7 **Respirando** — Barbara & Dick — RCA
- 8 **Amor ... Que Triste Es El Adios** — Juan Marcelo — CBS
- 9 **Falta Poco Tiempo** — Sandra Mihanovich — CBS
- 10 **En Este Momento Y A Estas Horas** — Mario Echeverria — EMI
- 11 **El Delfin Azul** — Steven Schlaks — Music Hall
- 12 **Ese Amor Soy Yo** — Fernando de Madariaga — RCA
- 13 **Disco Pato** — Rick Dees — Philips
- 14 **El Progreso** — Roberto Carlos — CBS
- 15 **Por Ejemplo** — Nicola de Bari — RCA
- 16 **Volando** — Bobby Crimson — Disfal
- 17 **Siempre Llegaras** — Marcelo Dupre — Music Hall
- 18 **Caminando Por Sunset** — The Toppers — Disc Jockey
- 19 **Nena Tu Me Pertenece** — Joe Dolan — Music Hall
- 20 **Baila Muchachita Balla** — Tina Charles — CBS

TOP TEN LPs

- 1 **America** — Julio Iglesias — CBS
- 2 **Hits Callentes** — Selection — RCA
- 3 **Musica Poderosa Vol. 9** — Selection — EMI
- 4 **Exitos Del Rock** — Selection — CBS
- 5 **40 Minutos** — Pepe Galan — TK
- 6 **Entre Gauchos Y Mariachis** — Cantores del Alba — Polydor
- 7 **Por Si Quieres Conocerme** — Jose Luis Perales — Microfon
- 8 **El Amor** — Julio Iglesias — CBS
- 9 **Recital** — Cacho Tirao — CBS
- 10 **Por Siempre** — Nino Bravo — Polydor

France

- 1 **Voice Les Cles** — Gerard Lenorman — CBS
- 2 **Le Temps Des Colonies** — Michel Sardou — Trema/RCA
- 3 **Money, Money, Money** — Abba — Vogue
- 4 **Laisse Une Chance A Notre Amour** — Claude Francois — Fleche
- 5 **Deux Femmes A Dublin** — Enrico Macias — Phonogram
- 6 **L'Amour Qui Brule En Moi** — Sheila — Carrere
- 7 **If You Leave Me Now** — Chicago — CBS
- 8 **S'Asseoir Par Terre** — Alain Souchon — RCA
- 9 **Le Pere de Sylvia** — Sacha Distel — Carrere
- 10 **Les Chansons Francaises** — La Bande a Basile — Vogue
- 11 **Hey Mister Lee** — Philippe Lavil — WEA
- 12 **Don't Leave Me This Way** — Thelma Houston — EMI/Pathe Marconi
- 13 **Happy Days** — Pratt & McClain — WEA
- 14 **Daddy Cool** — Boney M. — Carrere
- 15 **Vis Ta Vie** — Michel Fugain — RCA
- 16 **Do It For Me** — Jennifer — Sonopresse
- 17 **Un Enfant Malheureux** — C. Jerome — AZ Records
- 18 **Je N'AI Pas Le Coeur A Sourire** — Daniel Guichard — Barclay
- 19 **Chantons La Meme Chanson** — Tino & Laurent Rossi — Pathe Marconi
- 20 **Je Pars** — Nicolas Peyrac — EMI/Pathe Marconi

TOP FIFTEEN LPs

- 1 **Le Coeur Trop Grand Pour Moi** — Julien Clerc — EMI/Pathe Marconi
- 2 **Le Chanteur** — Serge Lama — Phonogram
- 3 **Songs In The Key Of Life** — Stevie Wonder — EMI/Pathe Marconi
- 4 **Hamlet** — Johnny Hallyday — Phonogram
- 5 **Le Jardin Du Luxembourg** — Joe Dassin — CBS
- 6 **Nouvelles Chansons** — Georges Brassens — Phonogram
- 7 **Femme Est La Nuit** — Dalida — Barclay
- 8 **Sur La Route De Memphis** — Eddy Mitchell — Barclay
- 9 **Le Temps Du Swing** — Sylvie Vartan — RCA
- 10 **Love In C Minor** — Cerrone — WEA
- 11 **Les Fontaines Du Casino** — Yves Simon — RCA
- 12 **Animals** — Pink Floyd — EMI/Pathe Marconi
- 13 **Oxygene** — Jean-Michel Jarre — Polydor
- 14 **Blue Moves** — Elton John — EMI/Pathe Marconi
- 15 **I Went To The Market** — Gilles Vigneault — CBS

Italy

- 1 **Daddy Cool** — Boney M. — Durium
- 2 **Regina Al Troubadour** — Le Orme — Philips
- 3 **Disco Duck** — Rick Dees — RSO
- 4 **Solo** — Claudio Baglioni — RCA
- 5 **Mamma Tutto** — Iva Zanicchi — Rifi
- 6 **Che Male Fa** — Matia Bazar — Ariston
- 7 **Honky Tonky Train Blues** — Keith Emerson — Manticore
- 8 **Let 'Em In** — Quinta Faccia — UIM
- 9 **Johnny Bassotto** — Lino Toffolo — RCA
- 10 **Piu** — Ornella Vanoni — Vanilla

TOP TEN LPs

- 1 **Four Seasons Of Love** — Donna Summer — Durium
- 2 **Solo** — Claudio Baglioni — RCA
- 3 **Singolare-Plurale** — Mina — PDU
- 4 **Verita Nascoste** — Le Orme — Philips
- 5 **Festival** — Santana — CBS
- 6 **Piu** — Ornella Vanoni — Vanilla
- 7 **Wind & Wuthering** — Genesis — Charisma
- 8 **XXIII Raccolta** — Fausto Papetti — Durium
- 9 **Songs In The Key Of Life** — Stevie Wonder — Motown
- 10 **Take The Heat Off Me** — Boney M. — Durium

Great Britain

- 1 **When I Need You** — Leo Sayer — Chrysalis
- 2 **Don't Cry For Me Argentina** — Julie Covington — MCA
- 3 **Don't Give Up On Us** — David Soul — Private Stock
- 4 **Boogie Nights** — Heatwave — GTO
- 5 **Don't Leave Me This Way** — Harold Melvin & The Blue Notes — CBS
- 6 **Chanson D'Amour** — Manhattan Transfer — Atlantic
- 7 **Jack In The Box** — Moments — All Platinum
- 8 **Side Show** — Barry Biggs — Dynamic
- 9 **Sing Me** — The Brothers — Bus Stop
- 10 **Romeo** — Mr. Big — EMI
- 11 **This Is Tomorrow** — Bryan Ferry — Polydor
- 12 **Daddy Cool** — Boney M. — Atlantic
- 13 **Isn't She Lovely** — David Parton — Pye
- 14 **What Can I Say** — Boz Scaggs — CBS
- 15 **Car Wash** — Rose Royce — MCA
- 16 **They Shoot Horses Don't They** — Racing Cars — Chrysalis
- 17 **Suspicion** — Elvis Presley — RCA
- 18 **Don't Leave Me This Way** — Thelma Houston — Motown
- 19 **Torn Between Two Lovers** — Mary Macgregor — Ariola
- 20 **Baby I Know** — Rubettes — State

TOP TWENTY LPs

- 1 **The Shadows-20 Golden Greats** — EMI
- 2 **Evita** — Various Artists — MCA
- 3 **Endless Flight** — Leo Sayer — Chrysalis
- 4 **Animals** — Pink Floyd — Harvest
- 5 **David Soul** — Private Stock
- 6 **Songs In The Key Of Life** — Stevie Wonder — Motown
- 7 **Red River Valley** — Slim Whitman — United Artists
- 8 **Low** — David Bowie — RCA
- 9 **Hotel California** — Eagles — Asylum
- 10 **20 Great Heartbreakers** — K-Tel
- 11 **Arrival** — Abba — Epic
- 12 **Wings Over America** — EMI
- 13 **Motorvatin'** — Chuck Berry — Chess
- 14 **Abba Greatest Hits** — Epic
- 15 **Wind And Wuthering** — Genesis — Charisma
- 16 **Boston** — Epic
- 17 **A New World Record** — Electric Light Orchestra — Jet
- 18 **White Rock** — Rick Wakeman — A&M
- 19 **Songs From The Wood** — Jethro Tull — Chrysalis
- 20 **Dance To The Music** — K-Tel

Holland

- 1 **Don't Cry For Me Argentina** — Julie Covington — Bovema
- 2 **When I Need You** — Leo Sayer — Phonogram
- 3 **Don't Give Up On Us** — David Soul — Bovema
- 4 **Living Next Door To Alice** — Smokie — Bovema
- 5 **Who's That Lady With My Man** — Patricia Paay — Bovema
- 6 **Don't Say Goodbye** — BZN — Negram
- 7 **Soul Cha Cha** — Van McCoy — Ariola
- 8 **The Year Of The Cat** — Al Stewart — Inelco
- 9 **Car Wash** — Rose Royce — Bovema
- 10 **Soul Dracula** — Hot Blood — Dureco

TOP TEN LPs

- 1 **Animals** — Pink Floyd — Bovema
- 2 **The Year Of The Cat** — Al Stewart — Inelco
- 3 **Songs In The Key Of Life** — Stevie Wonder — Bovema
- 4 **A Day At The Races** — Queen — Bovema
- 5 **Evita-Original Cast** — Bovema
- 6 **Hotel California** — Eagles — WEA
- 7 **Love At The Greek** — Neil Diamond — CBS
- 8 **Take The Heat Off Me** — Boney M. — Dureco
- 9 **Arrival** — Abba — Polydor
- 10 **Once Upon A Time In The West** — Ennio Morricone — Inelco

Japan

- 1 **SOS** — Pink Lady — Victor Musical Industries
- 2 **SeishunJidayi** — Kooichi Morita & Top Gallan — CBS/Sony
- 3 **Shitsuren Restaurant** — Kentaro Shimizu — CBS/Sony
- 4 **Hatsukolzooshi** — Momoe Yamaguchi — CBS/Sony
- 5 **Musashinoshijin** — Goro Noguchi — Polydor
- 6 **Mayonakano Hero** — Hiromi Goh — CBS/Sony
- 7 **Shiawasemiman** — Hiromi Ohta — CBS/Sony
- 8 **Sayonarawo Yuukimonayi** — Kenji Sawada — Polydor
- 9 **Country Road** — Olivia Newton-John — Toshiba/EMI
- 10 **Pepper Keibu** — Pink Lady — Victor Musical Industries
- 11 **Omoideno Kino Shitade** — Hiromi Iwazaki — Victor Musical Industries
- 12 **Last Scene** — Hideki Saijo — RVC
- 13 **Feeling** — Hi Fi Set — Toshiba/EMI
- 14 **Doozo Konomama** — Keiko Maruyama — King
- 15 **Soul Korekkiridesuka** — Minor Chewing Band — CBS/Sony

TOP TEN LPs

- 1 **Bay City Rollers** — Toshiba/EMI
- 2 **Toozakaru Fuukeyi** — Keyi Ogura — Polydor
- 3 **Boshoku** — Akira Inaba — Disco
- 4 **Dedication** — Bay City Rollers — Toshiba/EMI
- 5 **Love Collection** — Hi Fi Set — Toshiba/EMI
- 6 **A Day At The Races** — Queen — Warner/Pioneer
- 7 **Pepper Keibu** — Pink Lady — Victor Musical Industries
- 8 **Wings U.S.A. Live** — Paul McCartney & Wings — Toshiba/EMI
- 9 **Come On Over** — Olivia Newton-John — Toshiba/EMI
- 10 **Hideki Live 76** — Hideki Saijo — RVC

Jules Malamud: Attendance Up

(continued from page 22)

this year is one related to the healthy condition of the industry, Malamud said. "The retailers right now are riding the crest," he explained. "The tendency is toward greater expansion. My concern is over-expansion. Free-standing retail stores are being opened by leaps and bounds, and many people who are seeing the so-called bonanza are jumping into it."

While admitting that retail competition is "tougher than ever," Malamud pointed out that "manufacturers are issuing great product. Rather than a handful of superstars, there are tremendous numbers of very acceptable artists. And this has really broadened the base of merchandising."

Meanwhile, he noted, "rack jobbers are certainly going through a trying time, and I think that's a very serious problem that the industry has to face, too. We're already facing (defections by) certain very large chains, which should not be underplayed. In other words, I feel that the manufacturers are looking to the new retail outlets (to absorb this business), and I still feel that there are millions of people who shop (at mass merchandise stores) who are potential record customers. I would like to see that problem solved. It's not a matter of underwriting them (the mass merchandisers); it's just a matter of the manufacturer finding a place for them. I think there will be a tremendous amount of discussion about that at the convention."

Malamud was also sure that the rise to \$7.98 list would be an important topic of discussion at the individual business meetings. However, he maintained that "there will certainly not be any discussion of such an item in the general meeting."

The fact that all of the top management of the record companies will be in attendance, from chairmen of boards on down, was a source of special satisfaction to Malamud. He said that this shows the "maturity" of the record industry. "And they don't come here for a vacation, they really come to work," he added. "I expect it to be a very hard-working convention."

Norm Hausfater On Pricing Issue

(continued from page 22)

would express fears at NARM about unit sales going down as the result of an across-the-board list price hike. "I don't think there's any doubt about it. And they may even be right. If you're a retailer, there will be a point at which it becomes more expensive to stock your store. On the other hand, every time you sell a unit, theoretically you should be making more money per unit."

Hausfater made two cogent points about the effect of a list price increase at the retail level. First of all, he said, the wide range of retail discounts from list doesn't make the hike very visible to consumers; secondly, record buyers don't really know what a list price is. The success of Columbia's \$8.98 list soundtrack to "A Star Is Born," concluded Hausfater, "ought to be good enough proof that the list price doesn't have anything to do with sales."

What about assigning a list of \$7.98 to albums by less established artists? According to Hausfater, "the manufacturer has got to make sure that if he has a work (less established) group, he doesn't make it (their LP) \$7.98. He should leave it in the \$6.98 series, and when the group becomes established, he can go to \$7.98. I think that's good judgement."

JEM Records Moves

NEW YORK — JEM Records has moved to a new location at 3619 Kennedy Rd., South Plainfield, N.J., P.O. Box 362.

Sutherland Bros. On The Road



SBQ VISIT SEATTLE, L.A. — During a recent 20 city U.S. tour, Columbia recording artists Sutherland Brothers & Quiver made stops in Seattle and Los Angeles. Pictured backstage at the Santa Monica Civic Auditorium in L.A. are (top photo l-r): Tim Renwick and Willie Wilson, band members; Nick Blackburn, band manager; Tony Zetland, CBS west coast product manager; Gavin Sutherland, band member; Bruce Johnston, Grammy winner; Ian Sutherland, band member and Paul Rappaport, CBS west coast regional album promotion manager. Shown at radio station KRKO in Seattle are (bottom photo l-r): Larry Reyman, local promotion manager for Columbia Records in Seattle; Blackburn; Ian and Gavin Sutherland; Robert O'Brian, music director at KRKO and (crouching) Jeff Douglas, KRKO air personality.

Roger Bethel, WOL DJ, Up At Payola Talks

(continued from page 7)

mand for doing so, he said, although he could not recall the circumstances. He agreed with Judge Joseph Stirmer that since the dj's' compensation was dependent on the success of concerts they promoted, it would be logical to think that would be an extra incentive to mention the concerts on the air. "But that doesn't mean we did it," he said.

Bethel shed some light on the workings of DJ Productions: there were two bank accounts, he said; one required two of three signatures (Bobby Bennett, Mel Edwards or Bethel's); and one required Edwards' signature alone. The books show a June 8, 1976, loan of \$20,000 to Mel Edwards, authorized by Edwards himself, the purpose being the advertising of Natalie Cole concerts outside of Washington. About that loan Bethel said, "If one of us had seen the books it would have come out anyway," and "We thought we should have been asked, but he (Edwards) had the connections . . ."

Bethel said he "guesses" he got a total of "six or seven grand" from DJ Productions, but the corporation's books show only \$397 in disbursements to him, after investments totaling \$1,653. The final distribution of DJ Productions' assets was in September 1976, and Bethel said he got slightly over \$3,700 then.

Weekly Reports

On the subject of weekly dj reports, Bethel said repeatedly he assumed they referred to involvement with records and "didn't take it that seriously." In fact, he was 25 to 30 reports behind and filled out some 1976 reports just a couple of weeks before testifying. "Management never explained the forms," he said, and "nobody had the same interpretation of what was supposed to go on that sheet." Music sheets, logging records played during each shift, were missing for Bethel for the period of March to December, 1976, according to FCC counsel staff.

Bethel reiterated the dj's' contention (expressed by Edwards to the press informally) that "A lot of harm was done by the fact that DJP couldn't get into the Capitol Center . . . Most of the big acts we couldn't touch." It is alleged by the dj's that Jack Boyle of Cellar Door Productions, who has an exclusive contract with the Center, in effect has a monopoly there.

And, Bethel said, the "bad press" about DJP has "hurt our credibility. We'll never be able to promote another concert in D.C."

Total Sales Of Radios Up 1.8% During Jan.; AMs Increased 71%

WASHINGTON — Total U.S. market sales of radios to dealers rose from 1.8% (from 2,293,984 units in January, 1976) to 2,335,549 units last January.

Figures from the Electronic Industries Association's Marketing Services Department show that while sales of AM radio units rose over 71% from 296,330 to 507,621 units in January, 1977, the increase was nearly offset by dropping sales for AM/FM and FM units. Unit sales of AM/FM and FM radios fell from 1,049,892 in January, 1976 to 846,818 last January, or 19%. Automobile radio sales showed a slight increase from 947,762 to 981,110 or 3.5%.

TV unit sales totaled 963,845 last January, up 15.6% over 834,034 sold during the comparable period of 1976.

Virgin Relocates

NEW YORK — Virgin Records has moved to new offices located at 43 Perry Street in New York City.

Singles Bullets (continued from page 51)

- #61 **AMBROSIA** — New adds at KIOA, WHHY, KDWB, KCBQ. Last week added at WGCL, Z-96, WBGW, KEEL, WORC. Jumps at KSTP 13-8, KEEL ex-30, WORC ex-29.
- #63 **KC AND THE SUNSHINE BAND** — Adds at WAKY, KERN, KTLK, WCOL, WPRO. Last week added at KNUS, WGCL, WING. Jumped at KNUS 29-25. Good secondary action at WHNN, WORD, 96X, WMFJ. (#49 bullet on CB R&B singles chart).
- #66 **GARY WRIGHT** — Added at WZUU, WING, WAPE. Last week added at WKBW, KTLK, WHHY. Jumped at KTLK 40-34. #9 most active single on the secondary level with movement at KENO, G-55, WROQ. Sales at World Wide/Seattle, Waxie Maxie/D.C., Prospect/Cleve.
- #68 **HOT** — Added at WMAK, KIOA. Last week added at WDRQ, WFOM, B-100, WBBQ. Jumped at WNOE ex-30. #3 most active single on the secondary level with good movement at WMFJ, WAAY, KVOL, WLOF, WGLF, KOTN.
- #69 **BOZ SCAGGS** — #9 most added single with 9 new stations including KLIF, KHJ, WRKO, WPGC, 13Q, KCBQ, WSGA, B-100. Last week added at CKLW where it jumped ex-29. #8 most active on the secondary level with movement at WRFC, KFIV, WMFJ, 14-RKO, WCUE, WLOF.
- #73 **ROSER ROYCE** — Added at WHBQ, WING. Last week added at WLAC, KEZY. Jumped at WLAC ex-28. Excellent sales at Music Street/Seattle, Peaches/Ft. Laud./St. Louis/Dallas/Denver, Waxie Maxie/D.C., Richman Bros./Phila., Double B/L.I., New England Music City/Boston, Singer/Chi., Harmony House/Det., Stark, Prospect, Northern/Cleve., United/Miami, Music Scene/Atl. Good secondary action at WORD, KVOL, 14-RKO, KENO. (#30 bullet on CB R&B singles chart).
- #80 **MCCOO AND DAVIS** — New adds at WFIL, WPGC.
- #81 **MARSHALL TUCKER BAND** — Added at KSLQ, KJR, WSGA, WAPE.
- #82 **KISS** — Added at WAKY, WPEZ, KEEL. Jumped at WPGC ex-23.
- #85 **CHAMPAGNE** — Added at KSLQ, WDRQ, KCBQ.

Key Merchandisers See NARM As Forum For Problem Solving

(continued from page 52)

for their product to the consuming public. They had better be aware of that, because it highly influences their product."

He went on to say that "the usual subjects, such as the retail price increase," would be discussed, but that this year he doesn't see returns as a significant problem warranting extensive study.

Major record and tape merchandisers in the New York metropolitan market are particularly looking forward to NARM. For them, the past year has been one characterized by low profit margins, fierce competition and, in many cases, a less-than-optimistic future.

Naturally, pricing, and its subsidiary considerations, are of paramount importance. One of those considerations is cut-outs, because that phenomenon of the record business has been the singular most important figure in the rise of Jimmy's Music World, the now 20-unit chain of retail outlets owned by Sutton Distributors, one of the nation's largest dealers in cut-outs, and an operation that has wreaked havoc on the retail market in New York.

Though executives at Sutton refused to talk to **Cash Box** about the upcoming NARM convention, several key record merchandisers in New York provided a candid and vocal appraisal of what NARM had better solve. For them, the past year has placed their operations near the brink of "no return."

Cut-Outs And Price Hikes

Cut-outs and the manufacturers' price hike are two topics Roy Imber, president of El-Roy Enterprises, which supplies a major New York one-stop and retailer which supplies both the Times Square stores and the Record World chain on Long Island, hopes will be brought to the foreground at the NARM Convention.

"Cut-outs are one thing," Imber said, "but now we're competing with over-runs. Part of it is coming from the fact that manufacturers are, for whatever reason, overproducing many albums that probably shouldn't be produced in those quantities. Because of that, many albums are on the market at very low rates."

Imber was also outspoken about the effect of the wholesale price rise on retailers' business. "I don't know how manufacturers justify the fact they want to charge more for their product," Imber exclaimed. "I would

like to see some method of saneness brought back to the market so that the retailers can enjoy the same percentage of profits that some of the large manufacturers have."

Cut-Outs Need Discussing

Ben Karol wants to talk about pricing—"on all levels." The co-owner of the six-unit King Karol chain based in metropolitan New York specifically cited the manufacturers' raise in wholesale prices, the practice of selling records below cost, and "the cut-out situation" as "areas that require discussion."

Karol linked cut-outs to low pricing, saying that "the cut-out situation could be what is causing people to sell below cost." The well-known New York retailer went on to express concern regarding "people who made a lot of money in cut-outs, and who think they can subsidize their business from the profits they make on selling cut-outs, while they sell legitimate records at a loss."

Cut-outs were described by Karol as "a very serious problem," and he offered a possible course of action. "I think the cut-outs should be made available to any dealer who handles the live records," Karol suggested, "and after the companies sell as many as they can, whatever they can't sell, they should simply scrap them."

"Pricing Is It"

"Pricing is going to be it," George Levy responded when asked what topic he and other retailers want discussed at the NARM convention. Levy, president of the 27-unit Sam Goody chain, said he hoped the pricing talks would cover "a broad range of areas," but speculated the discussions would be more restrained than usual. "I feel it's going to be a very tempered convention because of the Department of Justice," Levy explained.

Levy said he also hoped topics related to "the future of the business" would be discussed. He mentioned "population shifts, the economy, demographics, and zero population" as areas that were of particular concern to his retail business.

Williams LP Is Gold

NEW YORK — "24 Of Hank Williams' Greatest Hits" on MCM Records, distributed and owned by Polydot Inc., has been certified gold by the RIAA.



BOWERY BOYS — New York underground rock stars Television, now signed to Elektra Records, recently played a farewell weekend engagement at CBGB's, the punk-rock club on the Bowery. After one of their shows, they were greeted backstage by fellow New Yorker Paul Simon. Pictured from left are: Simon with Richard Lloyd, Billy Fica, Fred Smith and Tom Verlaine, members of Television.

STATION BREAKS

(continued from page 38)

O'Brien. O'Brien comes from **WDOD**, also Chattanooga and will do the afternoon drive air shift.

Shella Camp, former MD of **WERC**, Birmingham is out.

Changes at **KWST**, Los Angeles. **Mark Cooper**, formerly MD, has been appointed to the newly-created position of director of research and special projects for Century Broadcasting, the parent company. Cooper's territory will include Los Angeles, San Francisco and San Diego. **Paul Sullivan** is the new PD. He held similar positions at **KNAC**, Long Beach and **WWWW**, Detroit.

Ted Habeck is the new MD at **KSHE**, St. Louis. He replaces **Ron Stevens**.

Ken Calvert promoted from MD to program director at **WABX**, Detroit.

Jim Jenson has been promoted to PD at **WWWW**, Detroit replacing **Jerry Lubin**. Effective mid-March, the station will be consulted by Burkhardt, Abrams & Associates.

Clark Smidt, formerly with **WCOZ**, Boston, is the manager of program services and operations at **WEZE**, also Boston.

Ron Stevens is now consulting **KWKI**, Kansas City. New PD is **Jim Singer** from **KSHE**, St. Louis. The station is also beginning an artist relations dept.

Captain John Forsythe, previously with **XROK**, El Paso is the new 6-9 am jock at **KLEO**, Wichita.

Big Hugh Baby Jarrett returns to **WFOM**, Marietta to the 6-9 am air shift. **Ross Britton** is leaving the station.

WKQT (13Q), Pittsburgh, has hired **Kelly Christian** from **WTAE**, also Pittsburgh, to do the all-night air slot. **Eric Chase** has left the station to join the **KILT**, Houston lineup. The FCC has approved the transfer of the station to Nationwide Communications.

WAVZ, New Haven with changes. **Peter Bush** moves from weekends to 6-10 pm slot and the new weekend man is **Willie B. Good**. **John Rossi** has left the station.

Bill Price is overnight jock at **WSGN**, Birmingham. He hails from **WBUL**, also Birmingham, and replaces **Jim Lawson**.

Robert J, whose real name is **Robert Wollak**, joins the **WJON**, St. Cloud lineup as partimer.

Spencer Davis is the new 6-10 pm man at **KIOA**, Des Moines. He replaces **Bruce Allen** who exits the station. New at sister station **KIOA-FM** is **Michael Stone**. Stone will do the 7-midnight air shift, replacing **Mike Sherman**.

Dave Allen from **KPAM**, Portland is the new weekend man at **KGW**, Portland. **Dave Ross** from **KOIL**, Omaha is the new utility man at the station.

Bill Carr has left **KENO**, Las Vegas.

Don Brooks is the new overnight air personality at **WPTR**, Albany. Brooks comes from **WMID**, Atlantic City and replaces **J.W. Wagner** who exits the station.

Rick McCallister is the new weekend

man at **WORD**, Spartanburg.

Jon Michaels is now doing the 3-7 pm air shift while **Jim O'Brien** is doing morning drive at **KELI**, Tulsa.

Robert McGroarty has been named general manager of **CBS-FM** sales. McGroarty was most recently director of sales for **WEEI-AM**, Boston, a CBS-owned station.

Constance Mosso has joined Arbitron in New York as a promotion specialist.

WBZ, Boston has launched "BZ Living," a four-month health campaign which will transcend all station activities, both on and off the air. The campaign began Feb. 24.

The Music Director Programming Service has expanded their basic oldies library to include hits from the 1950s. The library is only available to radio stations and can be purchased in its entirety or by particular years.

Jay Scott assumes the program director position at **WEBC**, Duluth. Scott joins the station from **WAKI**, Fort Lauderdale and replaces **Jack Bell** who remains as station manager.

John "Boy" Isley, formerly with **WTOB**, Winston-Salem is the new 8-midnight jock at **WRJZ**, Knoxville. He replaces **Lee Taylor** who exits the station.

Sky Daniels is the new 4-9 pm jock at **WKDD-FM**, Akron.

Bill Bline, formerly with **KRKE**, Albuquerque the new 10-2 am air personality at **KTLK**, Denver. He replaces **Derek Ryan** who exits station.

Grady Brock has left **KAAY**, Little Rock. **Lucy** is now doing 8-11 pm slot at **KJET**, Erie. Lucy replaces **Bruce Kelly** who exits the station.

Bruce Allen, former 10-2 am man leaves **KIOA**, Des Moines.

Dr. Don has joined the **KAKC**, Tulsa lineup in the 6-10 pm slot. He comes to the station from **KNOW**, Austin and replaces **Bobby Davis** who is looking for a position.

Tom Dooley, who replaces **Phil Gardner**, is the new 6-10 am air personality at **WMPS**, Memphis.

Newspersons **Dave Fallon** and **Aviva Freudmann** have left **WPRO**, Providence to go to **WEAN**, also Providence.

Lee Marshall is doing morning news at **KCBQ**, San Diego. He comes from **KDAY**, Los Angeles and replaces **Reed Carroll**.

WOWO, Fort Wayne has moved into new studios. The station's new address is: 203 West Wayne Street, Fort Wayne, Indiana, 46802. New telephone number: (219) 424-2400.

WDJZ, Bridgeport will be on the air before March 15 barring any unforeseen delays. The general manager is **John Ferrina**. The mailing address will be 39 Salt Street, Bridgeport, Conn. 06605. The phone number will be (203) 335-2544.

WPEZ, Pittsburgh is looking for two jocks. Send tapes and resumes to **Lee Douglas**, WPEZ, 1 Allegheny Square, Pittsburgh, Pa. 15212.



CHAPMAN PLAYS RENO SWEENY'S — Marshall Chapman, recording artist for Epic Records, came to New York recently and played at Reno Sweeney's, a well known cabaret in Greenwich Village. Chapman has been touring in conjunction with the release of her debut single, "Somewhere South of Macon" and album "Me, I'm Feeling Free." Chapman, on the left, is pictured after the show at Reno's with Ron Alexenburg, senior vice president for Epic Records and the associated labels.

WE'RE HAVING A WONDERFUL 30th YEAR!

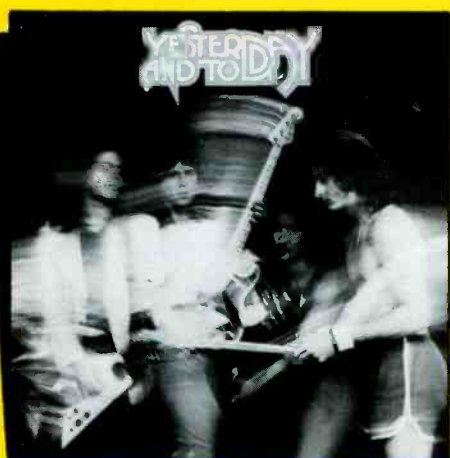
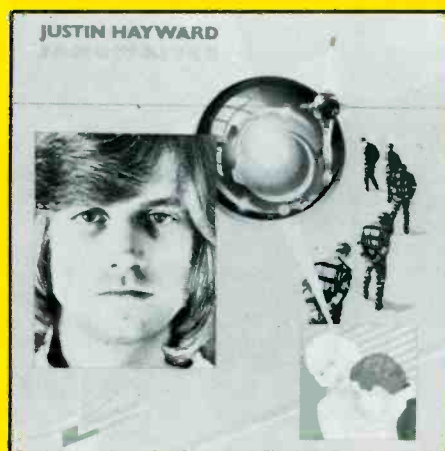


ZZ Top ...
Pure Gold
from
"that
little ol'
band
from Texas"

PS 680

Justin
Hayward
... his first
solo
LP

DES 18073

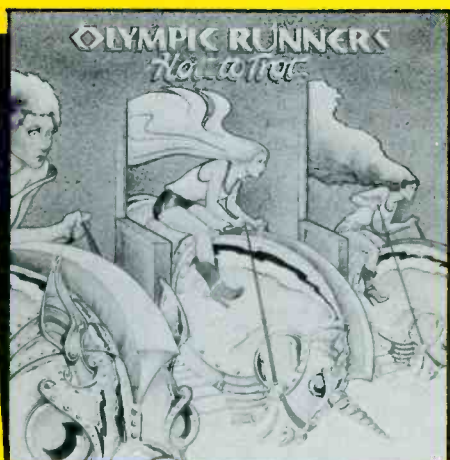
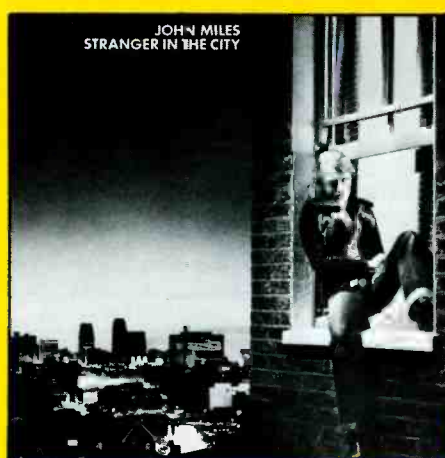


Yesterday
And Today ...
Real
Rock 'n' Roll
from
4 wild men
from
San Francisco

PS 677

John
Miles
... Britain's
most
popular
new singer

PS 682

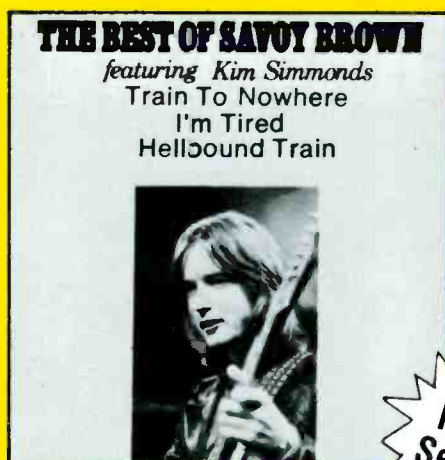


Olympic
Runners ...
bet you
gotta
dance!

PS 678

The London
Collector Series
also features
Thin Lizzy,
Them,
John Mayall
and Tom Jones

LC 50000



THE BEST OF SAVOY BROWN

featuring *Kim Simmonds*
Train To Nowhere
I'm Tired
Hellbound Train

**New
Series**



CASH BOX TOP 100 ALBUMS

March 12, 1977

	Weeks On Chart	2/5	Chart		Weeks On Chart	2/5	Chart		Weeks On Chart	2/5	Chart
1 A STAR IS BORN STREISAND, KRISTOFFERSON (Columbia JS 34403)	8.98	1	14	35 THEIR GREATEST HITS EAGLES (Asylum 7E-1052)	6.98	31	54	68 NEXT JOURNEY (Columbia PC 34311)	6.98	72	5
2 RUMOURS FLEETWOOD MAC (Warner Bros. BSK 3010)	7.98	5	3	36 FESTIVAL SANTANA (Columbia PC 34423)	6.98	28	8	69 DISCO INFERNO TRAMMPS (Atlantic SD 18211)	6.98	73	8
3 HOTEL CALIFORNIA EAGLES (Asylum 7E-1084)	6.98	2	12	37 THE LIGHT OF SMILES GARY WRIGHT (Warner Bros. BS 2951)	6.98	29	8	70 NOVELLA RENAISSANCE (Sire/ABC SA 7526)	6.98	76	6
4 ANIMALS PINK FLOYD (Columbia JC 34474)	7.98	4	4	38 CAR WASH ORIGINAL SOUNDTRACK (MCA 2-6000)	7.98	32	25	71 BLUE MOVES ELTON JOHN (MCA/Rocket 2-1104)	12.98	60	18
5 BOSTON (Epic PE 34188)	6.98	3	27	39 LUXURY LINER EMMYLOU HARRIS (Warner Bros. BS 2998)	6.98	34	8	72 FLIGHT LOG JEFFERSON AIRPLANE (Grunt/RCA CYL2-1255)	10.98	63	6
6 SONGS IN THE KEY OF LIFE STEVIE WONDER (Tamla/Motown T 13-340C2)	13.98	6	21	40 CHANGES IN LATITUDES — CHANGES IN ATTITUDES JIMMY BUFFETT (ABC AB 990)	6.98	50	5	73 GREATEST HITS ABBA (Atlantic SD 18189)	6.98	74	25
7 YEAR OF THE CAT AL STEWART (Janus JXS 7022)	6.98	7	23	41 SILK DEGREES BOZ SCAGGS (Columbia PC 33920)	6.98	36	53	74 CHICAGO X CHICAGO (Columbia PC 34200)	6.98	75	37
8 FLY LIKE AN EAGLE STEVE MILLER BAND (Capitol ST 11497)	6.98	8	42	42 PERSON TO PERSON AVERAGE WHITE BAND (Atlantic SD 2-1002)	9.98	38	8	75 DAVID SOUL (Private Stock PS 2019)	6.98	82	10
9 NIGHT MOVES BOB SEGER (Capitol ST 11557)	6.98	10	19	43 THIRTY-THREE & 1/3 GEORGE HARRISON (Dark Horse/WB DH 3005)	6.98	37	14	76 MIRACLE ROW JANIS IAN (Columbia PC 34440)	6.98	59	7
10 GREATEST HITS LINDA RONSTADT (Asylum 7E-1092)	6.98	12	13	44 GREATEST HITS JAMES TAYLOR (Warner Bros. BS 2979)	6.98	33	15	77 SEA LEVEL (Capricorn/WB CP 0178)	6.98	115	3
11 WINGS OVER AMERICA WINGS (Capitol SWCO 11593)	13.98	9	12	45 DREAMBOAT ANNIE HEART (Mushroom 5005)	6.98	41	49	78 THE JACKSONS (Epic PE 34229)	6.98	77	16
12 LEFTOVERTURE KANSAS (Kirshner/Epic PZ 34224)	6.98	16	19	46 ... , AHH, THE NAME IS BOOTSY, BABY BOOTSY'S RUBBER BAND (Warner Bros. BS 2972)	6.98	54	6	79 HARBOR AMERICA (Warner Bros. BSK 3017)	7.98	—	1
13 IN FLIGHT GEORGE BENSON (Warner Bros. BSK 2983)	7.98	18	5	47 A ROCK AND ROLL ALTERNATIVE ATLANTA RHYTHM SECTION (Polydor PD 1-6080)	6.98	52	11	80 UNFINISHED BUSINESS BLACKBYRDS (Fantasy F9518)	6.98	70	16
14 FRAMPTON COMES ALIVE PETER FRAMPTON (A&M SP 3703)	7.98	11	58	48 SONG OF JOY CAPTAIN & TENNILLE (A&M SP 4570)	6.98	40	52	81 REACHING FOR THE WORLD HAROLD MELVIN & THE BLUE NOTES (ABC 969)	6.98	80	6
15 ASK RUFUS RUFUS FEATURING CHAKA KHAN (ABC 975)	6.98	17	6	49 SLEEPWALKER KINKS (Arista AL 4106)	6.98	67	3	82 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	6.98	86	49
16 A NEW WORLD RECORD ELECTRIC LIGHT ORCHESTRA (United Artists LA 679G)	6.98	14	19	50 BIGGER THAN BOTH OF US HALL & OATES (RCA APL1-1467)	6.98	53	29	83 HEJIRA JONI MITCHELL (Asylum 7E-1087)	6.98	65	14
17 LOVE AT THE GREEK NEIL DIAMOND (Columbia KC 2-34404)	11.98	46	3	51 CAROLINA DREAMS MARSHALL TUCKER BAND (Capricorn/WB CPK 0180)	7.98	69	3	84 DR. BUZZARD'S ORIGINAL SAVANNAH BAND THE SAVANNAH BAND (RCA APL1-1504)	6.98	81	32
18 THIS ONE'S FOR YOU BARRY MANILOW (Arista 4090)	6.98	19	30	52 SPIRIT EARTH, WIND & FIRE (Columbia PC 34241)	6.98	39	22	85 ENDLESS SUMMER BEACH BOYS (Capitol SVBB 11307)	6.98	88	78
19 TEJAS ZZ TOP (London PS 680)	6.98	13	9	53 AFTER THE LOVIN' ENGELBERT HUMPERDINCK (Epic PE 34381)	6.98	43	17	86 THE SONG REMAINS THE SAME LED ZEPPELIN (Swan Song/Atlantic SS 2-201)	11.98	78	19
20 BEST OF THE DOOBIES DOOBIE BROTHERS (Warner Bros. BS 2978)	6.98	20	17	54 CHILDREN OF THE WORLD BEE GEES (RSO/Polydor RS 1-3003)	6.98	42	25	87 NADIA'S THEME (THE YOUNG AND THE RESTLESS) BARRY DeVORZON & PERRY BOTKIN, JR. & VARIOUS ARTISTS (A&M SP 3412)	5.98	85	19
21 LOW DAVID BOWIE (RCA CPL1-2030)	7.98	21	7	55 ARRIVAL ABBA (Atlantic SD 18207)	6.98	55	8	88 CALIENTE GATO BARBIERI (A&M SP 4597)	6.98	91	22
22 A DAY AT THE RACES QUEEN (Elektra 6E-101)	7.98	15	9	56 DOUBLE TIME LEON REDBONE (Warner Bros. BS 2971)	6.98	47	8	89 LIVE BULLET BOB SEGER (Capitol SKBB 11523)	6.98	90	46
23 ROCK AND ROLL OVER KISS (Casablanca NBLP 7037)	6.98	23	17	57 ANY WAY YOU LIKE IT THELMA HOUSTON (Motown T6-34551)	6.98	62	13	90 MY SPANISH HEART CHICK COREA (Polydor PD 2-9003)	9.98	83	11
24 WIND & WUTHERING GENESIS (Atlantic SD 36-144)	6.98	25	8	58 ALIVE KISS (Casablanca NBLP 7020)	7.98	44	75	91 LOVE WILL KEEP US TOGETHER CAPTAIN & TENNILLE (A&M SP 4552)	6.98	93	92
25 LOST WITHOUT YOUR LOVE BREAD (Elektra 7E-1094)	6.98	22	8	59 FLEETWOOD MAC (Warner Bros. MS 2225)	6.98	45	85	92 SATURDAY NIGHT LIVE THE NOT READY FOR PRIME TIME PLAYERS (Arista 4107)	6.98	87	13
26 THE ROARING SILENCE MANFRED MANN'S EARTH BAND (Warner Bros. BS 2965)	6.98	24	26	60 AN EVENING WITH DIANA ROSS DIANA ROSS (Motown M7-877R2)	7.98	64	5	93 FOUR SEASONS OF LOVE DONNA SUMMER (Oasis/Casablanca NBLP 7038)	6.98	89	20
27 UNPREDICTABLE NATALIE COLE (Capitol SO 11600)	6.98	79	2	61 THIS IS NIECY DENIECE WILLIAMS (Columbia PC 34242)	6.98	61	24	94 FOUNTAINS OF LIGHT STARCASTLE (Epic PE 34375)	6.98	84	7
28 THE PRETENDER JACKSON BROWNE (Asylum 7E-1079)	6.98	30	16	62 DESTROYER KISS (Casablanca NBLP 7025)	6.98	51	18	95 NIGHT SHIFT FOGHAT (Bearsville/Warner Bros. BR 6962)	6.98	95	17
29 JOHN DENVER'S GREATEST HITS VOL. 2 (RCA CPL1-2195)	7.98	57	2	63 SECRET PLACE GROVER WASHINGTON JR. (Kudu/CTI KU 32)	6.98	48	10	96 IMAGINARY VOYAGE JEAN-LUC PONTY (Atlantic SD 18195)	6.98	94	16
30 SONGS FROM THE WOOD JETHRO TULL (Chrysalis CHR 1132)	6.98	71	2	64 DON'T STOP BELIEVIN' OLIVIA NEWTON-JOHN (MCA 2223)	6.98	66	19	97 SUMMERTIME DREAM GORDON LIGHTFOOT (Reprise MS 2246)	6.98	92	38
31 TORN BETWEEN TWO LOVERS MARY MACGREGOR (Ariola America/Capitol ST 50015)	6.98	35	10	65 ONE MORE FROM THE ROAD LYNYRD SKYNYRD (MCA 2-6001)	7.98	58	24	98 I HOPE WE GET TO LOVE IN TIME MARILYN McCOO & BILLY DAVIS, JR. (ABC ABCD 952)	6.98	97	26
32 TOYS IN THE ATTIC AEROSMITH (Columbia PC 33479)	6.98	27	99	66 GOOD HIGH BRICK (Bang 408)	6.98	56	19	99 RA UTOPIA (Bearsville/WB BR 6965)	6.98	121	3
33 ROOTS QUINCY JONES (A&M SP 4626)	6.98	49	3	67 ROCKS AEROSMITH (Columbia PC 34165)	6.98	68	42	100 PLAYING THE FOOL GENTLE GIANT (Capitol SKBB 11592)	7.98	105	5
34 A NIGHT ON THE TOWN ROD STEWART (Warner Bros. BS 2938)	6.98	26	35								

Cash Box Top Albums/101 to 200

March 12, 1977

		Weeks On Chart				Weeks On Chart			
		3/5	Chart			3/5	Chart		
101	SLEEPING GYPSY MICHAEL FRANKS (Warner Bros. BS 3004)	6.98	107	4					
102	A MAN AND A WOMAN ISAAC HAYES AND DIONNE WARWICK (ABC AB 996/2)	8.98	119	4					
103	ENDLESS FLIGHT LEO SAYER (Warner Bros. BS 2962)	6.98	96	17					
104	WAYLON LIVE WAYLON JENNINGS (RCA APL1-1108)	6.98	98	13					
105	GOLD/VOLUME ONE BEE GEES (RSO RS 13006)	6.98	103	18					
106	TOO HOT TO STOP BAR-KAYS (Mercury SRM 1-1092)	6.98	102	18					
107	THE PLANETS TOMITA (RCA ARL1-1919)	6.98	106	13					
108	NIGHTS ARE FOREVER ENGLAND DAN & JOHN FORD COLEY (Big Tree/Atlantic BT 89517)	6.98	109	30					
109	METHOD TO THE MADNESS UNDISPUTED TRUTH (Whitfield/WB 2967)	6.98	104	8					
110	CHICAGO'S GREATEST HITS (Columbia PC 33900)	6.98	112	68					
111	PETER GABRIEL (Atco SD 36-147)	6.98	149	2					
112	TRYIN' TO GET THE FEELING BARRY MANILOW (Arista AL 4060)	6.98	138	11					
113	SPIRIT JOHN DENVER (RCA APL1-1694)	6.98	110	29					
114	FLOWERS EMOTIONS (Columbia PC 34163)	6.98	101	28					
115	BURTON CUMMINGS (Portrait/CBS PR 34261)	6.98	99	20					
116	FREE FOR ALL TED NUGENT (Epic PE 34121)	6.98	113	25					
117	VIBRATIONS ROY AYERS UBIQUITY (Polydor PD 1-6091)	6.98	108	10					
118	HASTEN DOWN THE WIND LINDA RONSTADT (Asylum 7E-1072)	6.98	111	29					
119	A FIFTH OF BEETHOVEN WALTER MURPHY BAND (Private Stock PS 2015)	6.98	116	29					
120	NEW SEASON DONNY & MARIE OSMOND (Polydor PD 1-6083)	6.98	117	17					
121	MUSIC FAH YA' (MUSICA PARA TU) TAJ MAHAL (Warner Bros. BS 2994)	6.98	120	8					
122	BRASS CONSTRUCTION II (United Artists LA 677G)	6.98	100	17					
123	MAIN SQUEEZE CHUCK MANGIONE (A&M SP 4612)	6.98	118	17					
124	CARELESS STEPHEN BISHOP (ABC ABCD 954)	6.98	126	15					
125	CRYSTAL BALL STYX (A&M SP 4604)	6.98	122	21					
126	JOAN ARMATRADING (A&M SP 4588)	6.98	132	9					
127	CERTIFIED LIVE DAVE MASON (Columbia PG 34174)	7.98	114	17					
128	PART 3 KC & THE SUNSHINE BAND (TK 605)	6.98	127	21					
129	FREEWAYS BACHMAN-TURNER OVERDRIVE (Mercury SRM 1-3700)	7.98		1					
130	AT THE SPEED OF SOUND WINGS (Capitol SW 11525)	6.98	123	49					
131	RENAISSANCE LONNIE LISTON SMITH & THE COSMIC ECHOES (RCA APL1-1822)	6.98	128	15					
132	THE BEST OF GEORGE HARRISON (Capitol ST 11578)	6.98	130	16					
133	HISTORY — AMERICA'S GREATEST HITS AMERICA (Warner Bros. BS 2894)	6.98	137	69					
134	LITTLE RIVER BAND (Capitol ST 11512)	6.98	124	28					
135	DEEP IN MY SOUL SMOKEY ROBINSON (Tamla/Motown T6-350S1)	6.98	159	5					
136	JOY RIDE DRAMATICS (ABC ABCD 955)	6.98	142	20					
137	ELTON JOHN'S GREATEST HITS (MCA 2128)	6.98	139	123					
138	BEST OF BREAD (Elektra EKS 75056)	6.98	144	109					
139	ON EARTH AS IT IS IN HEAVEN ANGEL (Casablanca NBLP 7043)	6.98	172	3					
140	GEORGE BENSON IN CONCERT AT CARNEGIE HALL (CTI/Motown 6072S1)	6.98	125	7					
141	AGENTS OF FORTUNE BLUE OYSTER CULT (Columbia PC 34164)	6.98	135	38					
142	DIRT, SILVER & GOLD NITTY GRITTY DIRT BAND (United Artists LA 670-L3)	11.98	129	13					
143	A PLACE IN THE SUN PABLO CRUISE (A&M SP 4625)	6.98	157	3					
144	LEO KOTKKE (Chrysalis CHR 1106)	6.98	131	8					
145	JEAN CARN (Phila. Intl./Epic PZ 34394)	6.98	162	4					
146	SONGWRITER JUSTIN HAYWOOD (Deram/London 18073)	6.98		1					
147	JOHN DENVER'S GREATEST HITS (RCA APL1-0374)	6.98	153	193					
148	THE KENNY RANKIN ALBUM KENNY RANKIN (Little David/Atlantic LD 1013)	6.98	164	2					
149	IT FEELS SO GOOD MANHATTANS (Columbia PC 34450)	6.98	174	2					
150	DARK SIDE OF THE MOON PINK FLOYD (Capitol SMAS 11163)	6.98	155	9					
151	WHITE ROCK RICK WAKEMAN (A&M SP 4614)	6.98	173	3					
152	OCTOBERON BARCLAY JAMES HARVEST (MCA 2234)	6.98	158	7					
153	SHOW ME TO THE STAGE HENRY GROSS (Lifesong LS 6010)	6.98	170	2					
154	CARICATURES DONALD BYRD (Blue Note/UA BNLA 633G)	6.98	161	5					
155	JENNIFER WARNES (Arista 4062)	6.98	175	3					
156	BEAUTIFUL NOISE NEIL DIAMOND (Columbia PC 33695)	6.98	146	37					
157	SAMMY HAGAR (Capitol ST 11599)	6.98	166	6					
158	HAPPINESS HEARTACHES BRIAN AUGER'S OBLIVION EXPRESS (Warner Bros. BS 2981)	6.98	133	5					
159	SAY YOU'LL STAY UNTIL TOMORROW TOM JONES (Epic PE 34468)	6.98	186	2					
160	THE BABYS (Chrysalis CHR 1129)	6.98	160	6					
161	WELCOME TO OUR WORLD MASS PRODUCTION (Cotillion/Atlantic SD 9910)	6.98	150	10					
162	AMNESIA POUSETTE-DART BAND (Capitol SW 11068)	6.98	191	2					
163	OLE ELO ELECTRIC LIGHT ORCHESTRA (UA LA 630G)	6.98	143	37					
164	ALL THINGS IN TIME LOU RAWLS (Phila. Intl./Epic PZ 33957)	6.98	165	3					
165	ALICE COOPER GOES TO HELL (Warner Bros. BS 2896)	6.98	141	35					
166	FIREFALL (Atlantic SD 18174)	6.98	147	46					
167	SOMETHING SPECIAL SYLVERS (Capitol ST 11580)	6.98	140	17					
168	OPEN SESAME KOOL & THE GANG (DeLite DE 2023)	6.98	134	17					
169	RATED EXTRAORDINAIRE JOHNNIE TAYLOR (Columbia PC 34401)	6.98		1					
170	THE ALL NEW MICKEY MOUSE CLUB ORIGINAL TV CAST (Disneyland 2501)	3.98	176	4					
171	LEAVE HOME RAMONES (Sire/ABC SA 7528)	6.98	177	5					
172	CAN'T LET YOU GO JOHN TRAVOLTA (Midsong Intl./RCA BKL1-2211)	6.98		1					
173	MARQUEE MOON TELEVISION (Elektra 7E-1098)	6.98		1					
174	MAZE (Capitol ST 11607)	6.98	182	4					
175	SOLID MICHAEL HENDERSON (Buddah 5662)	6.98	183	4					
176	BLIND FAITH (RSO RS 1-3016)	6.98	180	4					
177	STRANGER IN THE CITY JOHN MILES (London PS 682)	6.98	185	3					
178	BIG CITY LENNY WHITE (Nemperor/Atlantic 441)	6.98		1					
179	ROCKY ORIGINAL MOTION PICTURE SCORE (UA LA 693-G)	6.98	196	2					
180	LOVE ME YVONNE ELLIMAN (RSO RS 1-3018)	6.98		1					
181	TIME IN A BOTTLE JIM CROCE (Lifesong LS 6007)	6.98	187	2					
182	LOVE IN C MINOR CERRONE (Cotillion/Atlantic SD 9913)	6.98	189	3					
183	DISRAELI GEARS CREAM (RSO RS 1-3010)	6.98	188	4					
184	HIS TWELVE GREATEST HITS NEIL DIAMOND (MCA 2106)	6.98		1					
185	JUST A STONE'S THROW AWAY VALERIE CARTER (Columbia PC 34155)	6.98	190	3					
186	REO LIVE REO (Epic PEG 34494)	7.98		1					
187	DEAN FRIEDMAN (Lifesong LS 6008)	6.98		1					
188	SAILIN' KIM CARNES (A&M SP 4606)	6.98	192	2					
189	LET 'EM IN BILLY PAUL (Phila. Intl./Epic PZ 34389)	6.98	193	4					
190	THE GEESE AND THE GHOST ANTHONY PHILLIPS (Passport/ABC PP 98020)	6.98	198	2					
191	KALYAN (MCA 2245)	6.98		1					
192	NIGHT AFTER NIGHT BILL QUATEMAN (RCA APL1-2027)	6.98	195	2					
193	STRATOSFEAR TANGERINE DREAM (Virgin/Epic PZ 34427)	6.98		1					
194	THERE'S MUSIC IN THE AIR LETTA MBULU (A&M SP 4609)	6.98	168	6					
195	TARGET (A&M 4607)	6.98		1					
196	LIFE IS MUSIC RITCHIE FAMILY (Marlin/TK 2203)	6.98	167	3					
197	TROUBADOUR J.J. CALE (Shelter/ABC SRL 52002)	6.98	136	26					
198	DEDICATION BAY CITY ROLLERS (Arista 4093)	6.98	151	26					
199	KING SIZE B.B. KING (ABC AB 977)	6.98	178	4					
200	OJAH AWAKE OSIBISA (Island ILPS 9411)	6.98	184	4					

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Abba	55.73	Buffett, Jimmy	40	Franks, Michael	101	Kiss	23.58.62	Osmond, Donny & Marie	120	Stewart, Al	7
Aerosmith	32.67	Byrd, Donald	154	Friedman, Dean	187	Kool & The Gang	168	Pablo Cruise	143	Stewart, Rod	34
America	79.133	Cale, J.J.	197	Gabriel, Peter	111	Kotkce, Leo	144	Paul, Billy	189	Styx	125
Angel	139	Captain & Tennille, The	48.91	Genesis	24	Led Zeppelin	86	Phillips, Anthony	190	Summer, Donna	93
Armatrading, Joan	126	Carn, Jean	145	Gentle Giant	100	Lightfoot, Gordon	97	Pink Floyd	4.150	Sylvers	167
Atlanta Rhythm Section	47	Carnes, Kim	188	Gross, Henry	153	Little River Band	134	Ponty, Jean-Luc	96	Tangerine Dream	193
Auger, Brian	158	Carter, Valerie	185	Hagar, Sammy	157	Lynyrd Skynyrd	65	Pousette-Dart Band	162	Target	195
Average White Band	42	Cerrone	182	Hall & Oates	50	Macgregor, Mary	31	Prime Time Players	92	Taylor, James	44
Ayers, Roy	117	Chicago	74.110	Harris, Emmylou	39	Mahal, Taj	121	Quateman, Bill	193	Taylor, Johnnie	169
Babys	160	Cole, Natalie	27	Harrison, George	43.132	Mangione, Chuck	123	Queen	22	Television	173
Bachman-Turner Overdrive	129	Cooper, Alice	165	Hayes, Isaac and Dionne Warwick	102	Manhattan	149	Ramones	171	Tomita	107
Barbieri, Gato	88	Corea, Chick	90	Haywood, Justin	146	Manilow, Barry	18.112	Rankin, Kenny	148	Trammps	69
Barclay James Harvest	152	Cream	183	Heart	45	Mann, Manfred	26	Rawls, Lou	164	Travolta, John	172
Bar-Kays	106	Croce, Jim	181	Henderson, Michael	175	Marshall Tucker Band	51	Redbone, Leon	56	Undisputed Truth	109

March 26, 1977: A good night's work.

This year's T.J. Martell Memorial Foundation Humanitarian Award Dinner honors Bruce Lundvall, president of CBS Records.

It also offers an evening of dining, dancing and great entertainment featuring Lou Rawls as star performer.

But that's not all it does.

It's all in aid of the only charitable foundation ever established by the recording industry. The generous support of music people everywhere makes it possible to channel much-needed funds into leukemia research. The place where this is done is at New York's Mount Sinai Hospital—the T.J. Martell Memorial Leukemia Research Laboratory—and the breakthrough that's so desperately needed could well come because of your assistance.

If you already have your tickets for the dinner, thanks for your support and we'll see you at the Americana.

If you don't, it's still not too late—and we could use your help.

If you won't be in New York, or just can't make it to dinner, you can still be there: Contributions of any amount (Tax-deductible) are welcome and appreciated.

Because the work goes on—even when the party's over.

**An evening you'll remember...a cause you will never forget:
The T.J. Martell Memorial Foundation for Leukemia Research
1977 Humanitarian Award Dinner, Saturday, March 26, 7 pm
Americana Hotel, New York City**

For reservations: Call (212) 371-1551

Contributions may be mailed to:

David Rothfeld, General Chairman

T.J. Martell Memorial Foundation For Leukemia Research
130 West 57th Street New York, N.Y. 10019

NITE CITY



five unique individuals. NITE CITY. one dramatic desire
purveying a new breed of music. poetry and passion.
precision and abandon.

T-528

management:
Dan Sugerman
311-15th Street,
Manhattan Beach, Calif. 90266
(213) 545 0929



public relations:
Danny Goldberg, Inc.
140 W. 79th Street,
New York, N.Y. 10024
(212) 595 0888

bookings:
Leo Leichter
Variety Artists
310 N. San Vicente #204
Los Angeles, Calif. 90048
(213) 659 8080