

CASH BOX

November 20, 1976

NEWSPAPER

\$1.50



ROBERT PALMER/SWEET SUCCESS

**18 Bulleting LPs Debut;
Largest Total Noted In 1976**

**Boston Surprises Epic As It
Leaps To Nat'l. Prominence**

**RIAA Record Certification
Transmutes Vinyl Into Gold**

**Carter Plans Changes For
Broadcasters, But What Are They?**

**Radio Still Divided On Best Cut
As Wonder's First Single Is Chosen**

Welcome To Christmas (Ed)



Odia Coates.

**“Make It Up to Me
in Love.”**

***A debut with everything
...everything!***

“Make It Up to Me in Love”
is the phenomenal, hit-making
voice of Odia Coates, with
a special friend.

“Make It Up to Me in Love.”⁸⁻⁵⁰²⁹⁸
The debut with everything.
**On
Epic Records.**

CASH BOX

VOLUME XXXVIII — NUMBER 27 — November 20, 1976

GEORGE ALBERT
President and Publisher
MARTY OSTROW
Executive Vice President

Editorial
DAVID BUDGE
Editor in Chief
GARY COHEN
East Coast Editor

New York
PHIL DIMAURO
JULIAN SHAPIRO
KEN TERRY

Hollywood
J.B. CARMICLE
JOHN MANKIEWICZ
LINDA CAUTHEN
COOKIE AMERSON
PAUL SIMMONS
ROBERT ROHWER
DAVID BOYLES

Research
HOWARD LOWELL, Director
STEVE OSTROW
BOB SPEISMAN
LARRY CARLAT
JEFF RAY
WAYNE MARECI

Art Director
WOODY HARDING

Coin Machine
Chicago
CAMILLE COMPASIO, Manager

Circulation
THERESA TORTOSA
Manager

PUBLICATION OFFICES

NEW YORK
119 West 57th St., N.Y., N.Y. 10019
Phone: (212) 586-2540
Cable Address: Cash Box N.Y.

CALIFORNIA
6383 Sunset Blvd (Suite 930)
Hollywood, Ca. 90028
Phone: (213) 464-8241

NASHVILLE
JUANITA JONES
BARBARA O'DELL
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.
REBECCA MOORE
2531 28 St. N.W.
Washington, D.C. 20018
Phone: (202) 483-5533

ENGLAND — KIM THORNE
97 Uxbridge Rd., London W. 12
Phone: 01-749-6724

ARGENTINA — MIGUEL SMIRNOFF
Elgrano 3252, Piso 4 "B"
Buenos Aires, Argentina
Phone: 89-6796

BRAZIL — R. GANDELMAN
Av. Rio Branco, 156 Sala 627
Rio de Janeiro RJ

CANADA — DAVID FARRELL
1946 Bloor St. W. Apt. 14
Toronto, Ontario, Canada M6P 3K9
Phone: (416) 766-5978

HOLLAND — PAUL ACKET
Theresiastraat 59-63, The Hague
Phone: 637700

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 Murillo Crt, Doncaster
Victoria, Australia 3108
Phone: 848-7878

JAPAN — Adv. Mgr., SAGHO 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 © 1976 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.

cash box editorial

Welcome To Christmas

The Christmas season is officially upon us, at least in the Boston market. As the weekly **Cash Box** survey of retail record advertising in newspapers reveals, Boston's record retailers have unleashed a barrage of record ads aimed at Boston's primary consumers: the college-age student population. And while the ads are spread over a variety of different labels and stores, CBS is obviously one of the companies bringing out their big guns, with five pages of ads in the Boston *Phoenix*. In fact, a total of 30 pages of record advertising dominated the November 9 issue of the Boston *Phoenix*. And many of the retailers in the Boston market had multi-page non-co-op spreads of their own.

What this advertising blitz signals is the beginning of the Christmas season in Boston, when college students take off after Thanksgiving for their semester break. The sales pattern that results from the coming high intensity sales campaign there should project, to a great extent, how the rest of the industry will do in the "real Christmas season," in December, when the non-campus buyer makes his record purchases.

One thing is certain. The industry is on its way to a record year in sales volume. And this year's figures, to be released next May by the RIAA, should not only reflect an increase in dollar sales for albums, but an increase in album unit sales as well for a number of different reasons. First, an analysis of the public companies' sales and earnings reports so far finds business at most of the majors — primarily CBS and WCI — up significantly. And there was no summer sales slump this year, according to most reports we've heard, which may be the beginning of what some observers see as a continuing pattern. A far more profitable and balanced business will result if the industry can have three quarters of reasonable sales before the huge Christmas business, instead of two up quarters and one down quarter before Christmas. That change in itself could mean the difference between profit and loss, or profitability and greater profitability, for a number of companies.

As a result of the superb summer, the higher list prices for top albums (4 of the **CB** top 6 list for more than \$6.98; the average comes out to about \$10), and the merchandising/stocking/release programs, the forecast is for a healthy and profitable Christmas. And the results from the Boston market, which will be known within the month, will foretell just how good it will be.



**NUMBER ONE
SINGLE OF THE WEEK**
TONIGHT'S THE NIGHT
ROD STEWART
Warner Bros. 8262
Writer: Rod Stewart
Pub: ASCAP



**NUMBER ONE
ALBUM OF THE WEEK**
SONGS IN THE KEY OF LIFE
STEVIE WONDER
TAMLA T13-34062

We're hot on their heels

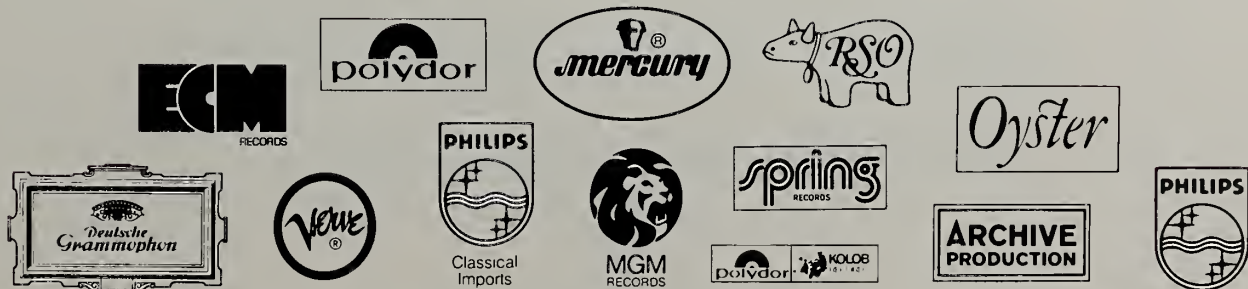
*Labels under the Phonodisc banner were 3rd overall behind WEA and CBS in October chart positions.

*Cashbox/November 6, 1976

PHONODISC
INCORPORATED

A POLYGRAM
COMPANY

exclusive distributors of



THE NEW ALBUM BY ERIC CLAPTON

ERIC CLAPTON



[no reason to cry]

U.S.A. TOUR 1976

November 15th Convention Center, Dallas, Texas
November 16th The Lloyd Noble Center, Norman, Oklahoma
November 18th Pan Am Center, Las Cruces, New Mexico
November 19th The Coliseum, Phoenix, Arizona
November 20th Sports Arena, San Diego, California
November 22nd The Forum, Los Angeles, California

Available on RSO Records and Tapes



"THE MUSIC WE BELIEVE IN"

Produced by Rob Fraboni in association with Eric Clapton and Carl Dean Radle by arrangement with the Robert Stigwood Organisation

Rod Stewart Shoots To #1 On CB 45 Chart

NEW YORK — Capping a five week blitz that moved Rod Stewart from #45 to #1 with a bullet on the **Cash Box** singles chart, "Tonight's The Night" (WB) continues at a torrid pace. Among the record's successes were a four week stretch as most active single of the week, with 41, 49, 49 and 43 jumps respectively at **CB** reporting stations, or close to half of our reporters each week. Two weeks ago Stewart was top 5 at 29% of our reporters; last week it was number one at 28% of our stations. This week, Stewart's single is #1 at 45%, and top 5 at 92% of our stations. The chart jumps took the single from 45 to 28 to 20 to 14 to 5 to number one, all with bullets. And this week's add by WABC completes a four week run of being the 5th, 9th, 15th and 8th most added single in the **Cash Box** pop radio analysis.

J.C. Penney Terms Near-List LP Price 'Competitive'; Arista LP Follows A&M Single

by Ken Terry

NEW YORK — In the **Cash Box** survey of print ads in 21 major markets, the most widely advertised album this week was "The Concert Of The Century" (2 LPs/\$15.98 list), a classical album on Columbia Records. Ads for the album appeared in these seven markets: at Franklin Music in Atlanta for \$9.49, at Record-masters in Baltimore for \$9.98, at The Coop in Boston for \$9.18, at Korvettes in New York for \$8.47, at Sam Goody in Philadelphia for \$9.99, at Odyssey in San Francisco for \$8.59, and at J.C. Penney in Los Angeles for \$15.98/\$15.95.

No one in the Penney organization could explain the extremely high price included in the Los Angeles ad. However, a company spokesman stated that the album was being sold in Penney's 20 area stores for \$14.97, and a spot check of these outlets confirmed his figure.

Customers Not Price-Oriented

These price comparisons suggest that J.C. Penney is either unaware of or indifferent to what its competitors in the record

field are doing. The latter theory was supported by Mike Kellman, product manager of Masterworks for Columbia.

"Penney's is always pretty expensive. And they may be dealing with an audience that doesn't care. Penney's audience is very special. You're dealing with women, for example, who are buying dresses and so on. It is a bit surprising, I might say, to find list price in advertising. But Penney's must figure the market is not at all price-geared. They just have certain profit policies, and if it means selling a record at list price, they'll do it.

"I don't think there's any sense of discount in a Penney's audience. And I don't think they could care less about something at that kind of discount. People who shop at stores like Goody's and Korvettes are price-oriented people; but if you get someone who goes to Saks Fifth Ave. or Penney's, I don't think it's a price-oriented customer. It's a customer oriented towards quality."

When it was pointed out that Penney's price for "The Concert Of The Century" was still higher than prices elsewhere in the country, the spokesman checked with Penney's area record buyer and returned with this answer: "He (the buyer) was unaware as to where the album might be selling for 9 or 10 dollars. He said we stay competitive with others in the record market, and we wouldn't have it at \$14.97 if there was a lot of competition at those prices."

A call to a store owned by The Warehouse, which has several units in Los Angeles, revealed that no copies of the album have yet arrived at that outlet. On a \$15.98 list item like "The Concert Of The Century," though, the store's current price is \$8.88 (marked down, like the rest of its classical stock, from \$12.95 for the past two months). A spokesman for one of Tower Records' Los Angeles stores reported that they were selling the album for \$5.88; after the current sale on it ends, the set will be upgraded to the regular store price of \$9.76

continued on pg. 26

Boston Surprises Epic As It Leaps To Nat'l. Prominence

by Ken Terry

NEW YORK — When its first single, "More Than A Feeling," was released on Epic three months ago, Boston seemed to have little more going for it than raw talent and the name of a town where the group wasn't even known. Although individual members of the band had played clubs in the Boston area, the group had only been formed two months earlier and had never performed on stage. In fact, it was not until a month after the single was issued and two weeks after its debut album hit the streets that Boston played its first date.

Today Boston is one of the fastest-growing acts in the record business. Its first LP, now bulleting at #5 after 10 weeks on the **CB** pop album chart, was certified gold on October 26, barely two months after its release, and is expected to reach the platinum plateau by sometime next week. And the single, currently bulleting at #5 on the **CB** singles chart, has sold half a million units so far, according to Bruce Harris,

director of merchandising for Epic and the associated labels. "More Than A Feeling" is also projected to turn gold soon.

Harris recalled that he and his colleagues at Epic had been very impressed by Boston's demo tape, which had previously been passed over by several other companies. But no one at Epic foresaw the huge success of Boston's first venture into the marketplace. "When we got a chance to hear the finished product, everyone here felt strongly that it represented a major opportunity for us. We believed that we could break the group to some considerable level with their first album because it was so strong. I don't think, however, that anyone could have really anticipated that it would happen as fast as it has."

Planners Fooled

While realizing that Boston was going to be an important act, Harris said Epic's

continued on pg. 26

18 Bulleting LPs Debut; Largest Total Noted In 1976

by Julian Shapiro & Bob Speisman

NEW YORK — Eighteen albums debuted on the **Cash Box** chart this week with bullets, the largest weekly total registered in 1976. Of the 18, two albums debuted in the top 100.

"Best Of The Doobies" by the Doobie Brothers (Warner Bros.) entered the chart at #67. It is the group's seventh album since 1971 when their initial album "The Doobie Brothers" first appeared. Subsequently the band has released one album per year through 1975. This year they released two. "Takin' It To The Streets," their early release in 1976, first appeared on the chart on April 10 at #59 with a bullet. Five weeks later it entered the top 10 at #10 peaking the following week at #9. In all, the album remained in the top ten for three weeks, May 15-29.

"Rock And Roll Over" by Kiss (Casablanca) also debuted in the top 100 at #93. With that addition, Kiss now has four albums on the chart — no other artist has more than two. The other three Kiss albums on the chart are "Destroyer," their last studio recording prior to the release of "Rock And Roll Over," at #159 with a bullet after its second week back on the chart; "Alive" at #124 after 59 weeks; and "The Originals" at #113 after 13 weeks. "The Originals," a 3-LP repackaging of the group's three earliest albums, first appeared on the chart on August 28 at #93 with a bullet. However, it never climbed higher than #40, a position it held for one week starting September 25.

Other Impressive Debuts

Six other albums registered impressive chart appearances, though not within the top 100, their first week on the chart. "Night Shift" by Foghat (Bearsville) debuted at #119. It is the follow-up to "Fool For The City" which was certified gold on March 12, indicating sales in excess of 500,000 units. "Certified Live" by Dave Mason (Columbia) entered the chart at #126. Interestingly, it is a 2-LP "live" recording with a list price of \$7.98, which has proved to be an effective merchandising vehicle during this year for artists such as Peter Frampton, Lynyrd Skynyrd and Rush. "Zoot Allures" by Frank Zappa (Warner Bros.) debuted at #131. Like Foghat, Zappa's newest release also follows a certified gold record. "Apostrophe," his most recent effort before

"Zoot Allures," achieved that distinction on April 7.

"All This And World War II," the 2-LP original soundtrack to the film of the same name (20th Century) debuted at #137. "Brass Construction II" (UA) appeared at #140; and "Radio Ethiopia" by Patti Smith (Arista) appeared at #144. These last two albums are each the second release by the respective artists.

Ten Other Bullets

Ten other albums debuted on the **Cash Box** chart with bullets. They were "Help Is On The Way" by Melissa Manchester (Arista) at #153; "Hardcore Jollies" by Funkadelic (Warner Bros.) at #155; "Made In Europe" by Deep Purple (Warner Bros.) at #161, despite the fact that the group had disbanded several months ago; "Flowing Free Forever" by Michael Murphey (Epic) at #163 and "After The Lovin'" by Engelbert Humperdinck (Epic) at #165. Also included were "Endless Flight" by Leo Sayer (Warner Bros.) at #169; "Leo Kottke 1971-1976" (Capitol) at #173; "Main Squeeze" by Chuck Mangione (A&M) at #174; "Open Sesame" by Kool & the Gang (DeLite) at #176 and "New Season" by Donny & Marie Osmond (Polydor) at #177.

Four additional albums appeared on the **Cash Box** chart for the first week, though without bullets, bringing the grand total of debuting albums to 22, or 11% of the album chart. They were "Something Special" by the Sylvers (Capitol) at #184; "Pipe

continued on pg. 16

Newspaper Ads Abound In Boston

BOSTON — At The Coop, six releases on Adelphi, Takoma, Guitar Player, Xanadu and Jazz Archives for \$3.99 each; two albums by the Cate Bros. for \$3.99 each, tied to upcoming area concert appearance; four classical LPs on Nonesuch, price not included; six releases by Norman Connors on Buddah, including his latest LP, for \$3.77 each; tapes of the newest releases by Leo Kottke and The Band (both \$7.98 list) for \$6.49 each; tapes of "Endless Summer" and "Spirit Of America" by the Beach Boys (both \$7.98 list) for \$6.49 each; tape of Bob Seger's most recent release (\$8.98 list) for \$7.30; tape of "Anthology" by the Steve Miller Band (\$9.98 list) for \$8.11; tapes of the Beatles' "Rock 'N' Roll Music" and two other Beatles anthology releases (each 2 LPs/\$12.98 list) for \$10.55; eight releases on A&M, including the newest albums by Joan Baez, Richie Havens and Billy Preston, for \$3.77 each; "Nadia's Theme" by Barry DeVorzon and Perry Botkin Jr., for \$3.27; six albums on Casablanca/Oasis, including the latest LPs by Donna Summer, Kiss and Parliament, for \$3.77 each; five albums on BASF, including LPs by George Duke, Bill Evans and Hannibal, for \$3.77 each; two LPs by Stephane Grappelli on Pye for \$3.77 each; full-page ad promoting 23 CBS albums, including the debut LP by Boston and the most recent disks by E,W&F, Phoebe Snow, Neil Diamond, Aerosmith, Chicago and Bob Dylan, for \$3.77 each; eight RCA releases, including the newest LPs by Hall & Oates, John Denver and Pure Prairie League, for \$3.77; five RCA classical releases for \$3.99 per disk; "Monteverdi Madrigals" on RCA (2 LPs/\$7.98 list) for \$4.77; "Arturo Toscanini" on RCA (5 LPs/\$27.98 list) for \$11.95; a Guarneri Quartet set on RCA (2 LPs/\$13.98 list) for \$7.98; seven albums on Capitol and Harvest, including the latest LPs by Bob Seger, Steve Miller and The Band and "Rock 'N' Roll Music" by the Beatles (2 LPs/\$10.98 list) for \$3.77 per LP. All Angel classical albums for \$3.99 per LP; all Seraphim classical albums (\$3.98 list) for \$2.37 per LP; five RSO albums, including the newest LPs by the Bee Gees and Eric Clapton, for \$3.77 each; seven Motown/Gordy/Tamla albums, including the most recent LPs by Diana Ross, Marvin Gaye, the Temptations and Jermaine Jackson, for \$3.77 each; and the newest album by Stevie Wonder for \$7.98.

At Strawberries (6 locations), ad over two pages with these features: "every artist's

continued on pg. 26

Country Music Exports Rising

NEW YORK — Country music marketers push sales abroad as a glut of music flows out of Nashville, according to an article in the Wall Street Journal. "Every Tex Nobody in the world is trying for a hit record," says a spokeswoman for Tree International. Tree already has 14 foreign offices, gets 25% of its revenue from abroad and expects "overseas will be bigger than the U.S." in a few years. Not only do country tunes catch on abroad, but sometimes parodies of the U.S. lyrics become hits too.

The best things come in our packages.

Four big packages of great value: when we say "Best of," "best" is exactly what we mean—and no other record company even comes close.

We've got the artists with the hits, and that's what makes for guaranteed fast-movers like these: The classic rock & roll of Ten Years After; Mott the Hoople at their absolute hottest; the musical inventiveness of the New Riders of the Purple Sage®; and, the comedic zaniness of The Firesign Theatre. All on Columbia—just in time for holiday giving.

"THE BEST OF THE
NEW RIDERS OF
THE PURPLE SAGE®."



"THE FIRESIGN
THEATRE / FORWARD
INTO THE PAST."



"MOTT THE HOOPLE / GREATEST HITS."



"THE CLASSIC PERFORMANCES
OF TEN YEARS AFTER."

The best of everything on Columbia Records and Tapes.

*Not available on tape.

New Riders of the Purple Sage is a registered trademark.

CBS Ups Dividend

NEW YORK — CBS Inc. will pay a cash dividend of 50¢ per share on CBS common stock, payable on December 10 to shareholders of record at the close of business on November 26. This represents an increase of 8.5¢ per share or 20% over the 41.5¢ quarterly dividend paid since the fourth quarter of 1975.

FRONT COVER



Two years after recording "Sneakin' Sally Through The Alley," his first album for Island Records, Robert Palmer's future has begun to clarify. His latest effort, "Some People Can Do What They Like," has bulleted to #48 on the **Cash Box** Top 100 Album chart five weeks after its debut, as Palmer approaches the end of a North American tour that will wind up with headlining appearances at New York's Palladium and the Roxy in Los Angeles.

One of the British singers who best epitomizes "blue-eyed soul," Palmer spent a long stretch sharpening his talents with little public recognition. Vinegar Joe, the U.K. band of which he was a member just before striking out on his solo career, made only the slightest dent in the U.S. market. In the maturation of his distinct style, Palmer paid tribute to singers of the '60s Motown era including Otis Redding, Marvin Gaye and Stevie Wonder, though he explains that he has "concentrated on trying to reproduce the aura of the music that I like without copying the style of any one singer." He writes much of his own material, though his repertoire draws from reggae and the New Orleans tradition.

Appearing on stage in characteristic three-piece suits, with relatively short hair and subdued bearing for a rock singer, the quietly good-looking Palmer derives his intensity from within. The singular emotive quality of his roughly textured, carefully phrased vocals has carried him over the FM airwaves. With performance and personality appearances on nationwide television slated for the near future, Palmer's chances of considerably broadening the base of his audience are promising, indeed.

INDEX

Album Chart 1-200	61
Album Reviews	34
Chart Analysis	24
Coin Machine News	49
Country Top 100 Singles	42
Country Top 50 LPs	40
FM Analysis	19
For The Record	36
International Section	57
On Jazz	30
Looking Ahead	26
Managers	54
New Additions To Playlist	20
Pop Radio Analysis	24
Radio Report	18
Regional Album Activity	35
R&B Top 100 Singles	47
R&B Top 75 LPs	45
Singles Bullets	25
Singles Chart Top 100	4
Singles Reviews	27
Talent On Stage	48

Radio Still Divided On Best Cut As Wonder's First Single Is Chosen

by Wayne Mareci and Phil DiMauro

NEW YORK — After a period of shifting emphasis in album cut programming on radio playlists across the nation, Motown Records has officially revealed that the first 45 to be culled from Stevie Wonder's Tamla album "Songs In The Key Of Life" will be "I Wish." Although Motown's national sales manager Miller London informed **Cash Box** that the decision had been made nearly two weeks ago, he stated that no official announcement of the single had been made to radio stations as of press time.

A shipping date for "I Wish" has tentatively been set for November 16, but London explained that the execution of special packaging (a picture sleeve bearing a photograph of a more youthful Wonder, in keeping with the theme of the song, along with lyrics) had set the date back probably to November 30.

Different Cuts

Although programmers had been selecting various cuts from the Wonder album, still the number one **Cash Box** album after debuting on the chart at that position six weeks ago, the two overall favorites were "Isn't She Lovely" and "I Wish." According to the **Cash Box** Pop Radio Analysis for November 13, "Isn't She Lovely" was the 12th Most Added Single for

the week, appearing on the playlists of 11% of the reporting stations, for a cumulative total of 22%. While "I Wish" made no showing in last week's top 17 Most Added Records, that cut was #1 in the same week's Secondary Radio Active feature, followed closely by "Isn't She Lovely" at #2.

This week's Pop Radio Analysis reveals a partial reversal of that situation. With additions at 11% of primary stations for an accumulation of 37% to date, "I Wish" was this week's fifth Most Added Record at primary reporting stations, while "Isn't She Lovely" made no showing in the top 20 listing. On the Secondary Radio Active front, "I Wish" held its lead while dropping to fifth in rank this week, with "Isn't She Lovely" coming in at #10. Key adds for "I Wish" this week included WQXI (Atlanta), Z93 (Atlanta), WKBW (Buffalo), WDRQ (Detroit), KILT (Houston), and WMPS (Memphis). Of these, WQXI and KILT had reported adding "Isn't She Lovely" last week.

"Isn't She Lovely" continues to show signs of life in other areas, picking up stations including Y100 (Miami) and Q102 (Cincinnati). WCOL (Columbus) stayed with the album cut as well, registering a

jump from 37 to 31 on its playlist. WPIX (New York) added both album cuts simultaneously this week.

Why The Wait?

Asked why Motown had waited six weeks

continued on pg. 16

Glew Promoted At Atlantic



NEW YORK — Dave Glew has been named senior vice president/general manager of Atlantic/Atco Records. With this promotion, he will continue supervision of the company's daily business activities on the national and international levels, as well as maintain relations with the WEA distribution corporation around the country.

Atlantic Records chairman Ahmet Ertegün, commenting on the promotion, declared, "Dave Glew has shown the finest qualities as an executive in every facet of the business since joining Atlantic in 1969. His ability to make firm decisions quickly and wisely, and his effectiveness in following up those decisions, make him one of the most valued members of the Atlantic organization."

Glew began his association with Atlantic as sales manager for Seaway Distributors in Cleveland in 1963. He was named general manager of Seaway in 1969, subsequently joining Atlantic Records in 1969 as national sales manager. Glew was named director of marketing in 1971, preceding the appointment to his most recent position, senior vice president of marketing, in 1974. He began his career in the music business in 1961 as a salesman for Dot Records in Cleveland, where he was named the label's branch manager one year later.

20 45s Added By 6% Or More Of CB Stations

by Larry Carlat & Howard Lowell

NEW YORK — A total of 20 records were added to the playlists of at least 6% of the **Cash Box** reporting stations this week, signaling the impending end of the ARB rating which is the largest number added by stations in the last six weeks. During the last five weeks the number of records added by at least 6% of the stations reporting to **Cash Box** has averaged 14. The individual totals were 15, 13, 14, 14 and 12 records respectively.

This week's unusual increase is confirmed by the fact that "You Don't Have To Be A Star" by McCoo & Davis was the #1 Most Added Record this week on the **Cash Box** Pop Radio Analysis, garnering regular rotation at 18% of the reporting stations. This is the lowest total in three months, since "With Your Love" by Jefferson Starship was #1 Most Added with a 17% total (**Cash Box**, August

continued on pg. 30

RIAA Record Certification Transmutes Vinyl Into Gold

by Julian Shapiro

NEW YORK — Nearly every week this year (183 times so far), the Recording Industry Association of America, Inc. (RIAA) has certified a record gold or platinum, indicating sales of 500,000 or one million units respectively for an album and one million or two million units respectively for a single. That total includes 37 awards to Columbia and a first-ever certification for Lifesong, as well as awards to member companies like Warner Bros. and others to non-members like Mushroom.

The number of units sold, counted from the manufacturer to its distributors, is the sole criterion necessary to qualify a record for certification. But there are restrictions as to what constitutes an eligible unit, and they are the same whether the award is scheduled for a single or album. To achieve the requisite sales figures, free goods given with quantities purchased are included. Sales through record and tape clubs as regular purchases are also included, although at least 50% of the recordings must go through regular retail channels. For the purposes of album certification a tape unit is equivalent to a record unit.

Furthermore, the manufacturer's dollar volume for each certified gold album must be at least \$1 million, based at 33 1/3% of the list price of each record and or tape sold; for platinum certification, that figure must reach \$2 million.

The stipulation that an album attain a certain dollar volume for certification is a vestige of the system that the RIAA had previously utilized. Prior to January 1, 1975, a record eligible for gold certification had to attain a minimum of \$1 million in manufacturer's sale, based at 33 1/3% of each record and or tape sold, regardless of the actual number of units sold. At the time of the change, the RIAA indicated that a primary reason for the more stringent requirement was the increase in list prices, that consequently reduced the number of units necessary to generate the appropriate sales volume. Under current guidelines, the date of release of an album determines which of the two certification standards must be followed. Therefore, an album such as Miles Davis' "Bitches Brew" was certified gold on May 13, 1976, but

continued on pg. 56



SILVERADO SIGNS MANAGEMENT PACT — RCA recording artists Silverado have signed a management agreement with Harris-Feigin Associates. Shown at the signing (from left) are: Mike Berniker, division vice president of pop A&R dept. for RCA Records; Ted Feigin; Ken Glancy, president of RCA Records; Charles Shillo and Buzz Goodwin of Silverado; and Steve Harris.



EARTH, WIND & PLATINUM — Columbia artists Earth, Wind & Fire were in New York recently to play an SRO date at Madison Square Garden. That same day, Columbia Records hosted a party at which the band was presented with platinum records for their most recent release, "Spirit." Shown at the presentation are (bottom row, from left): LeBaron Taylor, vice president of special markets for CBS Records; Bob Cavallo, EW&F's manager; Walter Yetnikoff, president of CBS Records Group; Maurice White, member and producer of EW&F; Bruce Lundvall, president of CBS Records division; Joe Ruffalo, EW&F's manager, (middle row, from left); Jack Craigo, vice president and general manager of marketing for CBS Records; Richard Mack, director of national promotion, special markets, for CBS Records; group members Verdine White, Donald Myrick, Fred White, Phillip Bailey, Larry Dunn, Ralph Johnson, Andrew Woolfolk, Louis Satterfield, and Al McKay; Don Dempsey, vice president of marketing for Columbia Records; and EW&F's Ralph Graham (top row, from left); Don DeVito, vice president of east coast talent acquisition and A&R for Columbia Records; and Stan Monteiro, vice president of national promotion for Columbia Records.

Major Chains Post Sales Boost In Oct.

NEW YORK — The nation's largest chain stores reported substantial sales gains for October when compared with the same month last year. In addition, sales for the first nine months of 1976 showed gains over the first three quarters of 1975.

Sears, Roebuck & Company posted a 15.4 percent sales rise to \$1.34 billion for the four weeks ending October 27, with their sales for the first nine months of this year increasing nine percent to \$11.51 billion. J.C. Penney reported a 14.4 percent sales increase to \$674 million in the four weeks ending October 30, as well as a 10.1 percent increase in sales to \$5.68 billion for the first three quarters of this year.

The S.S. Kresge's sales for October jumped 27.9 percent to \$628.5 million from last year's October figures, with sales for the first nine months increasing 22.6 percent to \$5.7 billion over the 1975 period. October sales for the F.W. Woolworth rose 11.5 percent to \$382.8 million from October of last year, while sales in the first three quarters increased 11.7 percent to \$3.53 billion. Montgomery Ward reported a sales rise of 9.1 percent to \$320.4 million for the four

weeks ending October 30, with sales for the first nine months up 5.9 percent to \$2.81 billion over the same period last year.

Motown Opens Distributorship

LOS ANGELES — Motown Records has opened its first company-owned distributorship, "Hitsville Distributors," in Detroit at the label's former headquarters, 2457 Woodward Avenue.

Although Motown currently co-owns Together Distributors in Atlanta, Georgia with A&M Records, and wholly owns its Motown of Canada distributing arm, Hitsville Distributors will be the label's first company-owned statewide distribution.

In the future, Hitsville might handle the distribution of other independent labels, but for the time being it will distribute Motown product exclusively.

Larry Rochon has been named branch manager for the distributorship, and his staff will include sales personnel, shipping clerks and accountants needed to run the large scale operation. Rochon will report directly to Gordon Prince, vice-president of Hitsville Distributors and Motown of Canada.

Mail Order Industry Tops \$16 Bil.; Record, Tape Sales Reach \$330 Mil.

CHICAGO — Mail order sales of records and tapes in 1975 reached \$330 million as part of a \$16.9 billion domestic industry. With approximately 6,500 companies utilizing this medium as a marketing vehicle, mail order has experienced a rapid growth rate, reflected in the fact that total volume increased 11% over 1974.

These figures were compiled by the Maxwell Sroge Company, Inc., which compiles and disseminates information relating to mail order operations and developments to major corporations. The current figures, part of the firm's fourth annual report, confirm earlier reports that purchase of records and tapes through the mail has become an increasingly important avenue for record companies (**Cash Box**, July 10).

Of particular interest is the increased use of bank cards to charge mail order purchases. Total volume of such purchases has increased for both Master Charge and

BankAmericard. Master Charge reported sales of \$10.1 billion in 1975, up 16% from 8.7 billion the previous year, while BankAmericard sales increased to \$8.2 billion, up 17% from \$7 billion in 1974.

Mail order advertising continued to be most prevalent in magazines, with an \$81,150,000 expenditure level in 1975. Television was second at \$55,800,000 and newspapers were third at \$42,000,000.

Mercury To Release EmArcy Jazz Series

CHICAGO — The first of a series of reissues of classic EmArcy jazz records, plus "It's For You" by Hammersmith and "Con-Funk-Shun" highlight Phonogram, Inc./Mercury Records November release.

Seven double albums, each carrying a suggested list price of \$7.98, kick off the EmArcy Jazz Series.

Carter Plans Changes For Broadcasters, Keeps Quiet

by Rebecca Moore

WASHINGTON, D.C. — What's the new president going to do to, or for, radio?

Carter's broadcasting policy has been contradictory and confusing. His position should become clearer, though, in the next few months. The appointment of two new commissioners, including a chairman to the FCC; filling vacancies among the FCC supergrade lawyers; and implementing a proposed reorganization of the federal bureaucracy will reveal Carter's hand, and soon.

Carter's decisions about the FCC will be felt by local radio stations. FCC commissioners determine policies affecting every aspect of radio operation. The Commission and its lawyers write rules on formats, operations, technical standards, financial disclosure and renewals. The

rules eventually trickle down to the locals and can save, or cost, them money.

Carter's replacement for commissioner Benjamin Hooks, leaving to become executive director of the NAACP, will probably be the first chance to see Carter's plans for the FCC. One observer felt Carter would be "risking political losses if he did not name a black to replace Hooks."

Carter could name a new chairman with the Hooks replacement or he could wait until June when chairman Richard Wiley's term is up.

Chairman Wiley will be a hard act to follow. Both the National Association of Broadcasters (NAB) and the Citizens Communication Center (CCC), two organizations sitting on opposite sides of the fence, could agree on Wiley.

"He's a worker," said the CCC rep. "He's worked where others haven't." While he felt Wiley's activism was aimed against consumer advances, he praised him on other issues.

"We haven't always agreed," said the NAB rep, "but he's a hard worker. Most feel he's worked hard at it."

A third alternative for Carter would be to choose a chairman from the two Democratic commissioners currently on the FCC. Quello, a broadcaster, is probably not Carter's first choice. The other Democrat, Fogarty, is a remote possibility.

One thing's for sure: "He's not about to appoint people from the industry." Industry observers feel the "chances are slim" for a broadcaster to get onto the FCC.

Public interest groups agree. "It will be much less industry-oriented," said a CCC rep. He pointed to several Democratic-appointed commissioners who were more consumer-concerned: Newton Minow, Ken Cox, Nick Johnson, William Henry.

Carter has come down hard on the regulatory agencies, calling them a "dumping ground for political has-beens." In a *TV Guide* interview he noted that 50% of the commissioners on federal agencies come from the industry they're supposed to regulate. He promised he would choose people "acceptable to Ralph Nader."

Carter's threats prompted a meeting between his representatives and broadcasters from the NAB. Carter's reps assured the broadcasters that they:

- weren't wild-eyed consumer advocates
- favored voluntary negotiations
- didn't rule out appointing industry people to agencies
- wouldn't pull a Richard Nixon and go after the licenses of critical broadcasters
- would exempt license renewal proceedings from consideration by the Consumer Protection Agency.

They also admitted Carter doesn't know much about broadcasting.

One NAB rep, not at the meeting, said the meeting was a "mixed bag." Although some were pleased, there was still some uneasiness. "We weren't perfectly sure how he (Carter) would approach the industry."

continued on pg. 16

RCA, Tabu In Pact

NEW YORK — RCA Records will distribute and market worldwide Tabu Records, a new label founded by Clarence Avant. Avant, former owner and president of Sussex Records, had signed an earlier production and consulting deal with RCA in anticipation of a possible label deal (**Cash Box**, April 10).

"Wake Up and Be Somebody," a single by the nine-piece group Brainstorm, is Tabu's first release, and will be followed by albums from Brainstorm and conductor/composer/arranger Michael Boothman.

Peaches To Open 11th In Milwaukee

MILWAUKEE — Peaches Records and Tapes is opening its newest store here, at 8201 Silversprings Road on December 10. It is the eleventh store in the burgeoning Peaches chain, with other stores located in Atlanta, Cleveland, Columbus, Dallas, Denver, Fort Lauderdale, Los Angeles and St. Louis.

The staff of Motown's Detroit-based Prodigal Records is presently being incorporated into the Hitsville Distributors' new operation, and direction for the Prodigal label will, in the future, originate from Motown's Los Angeles-based corporate headquarters.

Arista's First Qtr. Revenues Up 1.5% Over 1975 Figure

NEW YORK — Arista Records posted revenues of \$5,870,000 for the first quarter of fiscal 1977, ended September 25. The figure represents a 1.5% increase from the \$5,783,000 generated by the company during the first quarter of last year.

Columbia Pictures Industries, Inc., parent organization of Arista, reported revenues for the recently completed quarter of \$89,763,000, down from \$89,774,000 a year ago. However, the entertainment conglomerate registered a net income after taxes of \$18,486,000 for the recently completed period which was \$15,752,000 more than the \$2,734,000 noted in 1975.

Of that increase, \$14,854,000 was derived from the sale of its music publishing division, which included Screen Gems-Columbia Music and Colgems Music Corp. That part of Columbia Pictures was sold to EMI on August 12 for \$23,500,000 to reduce the former's bank debt (**Cash Box**, July 3). Subsequently, Columbia Pictures indicated in its first quarter earnings statement that it had reduced its indebtedness by \$23,000,000.

During the first quarter of 1975, the publishing division of Columbia Pictures netted a profit of \$194,000 from revenues of \$2,539,000, or a 7.6% return.

Heilicher, AFE Pact

NEW YORK — Heilicher Brothers of Atlanta has been appointed as distributor for Audiofidelity Records and its affiliated labels.

bread

announcing their brand new single

"Lost Without Your Love"

E-45865

(... they're together again)



Larry Fenechel

James Griffin

Mike Botts

David Gates

On Elektra Records... As Always 

Queens Litho Opens West Coast Offices

NEW YORK — Queens Lithographing Corporation has opened expanded west coast offices at 6290 Sunset Boulevard. The new quarters house sales offices and increased space for Queens Design, the company's in-house design facility

Daryl/John Go Gold

NEW YORK — "Bigger Than The Both Of Us" by RCA recording artists Daryl Hall and John Oates has been certified gold by the RIAA.

EXECUTIVES ON THE MOVE



Wagner

Green

Ervin

Caronia

Wagner Promoted At CTI — Jerry Wagner has been promoted to vice president/general manager of CTI Records, where he was vice president of marketing.

Lewinski Appointed At Improv — Kathy Lewinski has been appointed promotional manager of Improv Records. She was formerly involved in regional promotion for Improv.

Viewlex Appoints Shuster, Hickey — Harvey Shuster has been appointed corporate vice president of finance and administration of Viewlex, Inc., after having served as the company's vice president of administration. In addition, Lawrence J. Hickey was appointed corporate controller.

Mardak, Peck and Crum Promoted At Leonard — Keith Mardak, vice president of Hal Leonard Publishing Corporation, has been named general manager of the company's Milwaukee office and has been elected to the board of directors. In addition, Richard Peck has been named director of marketing and Jon C. Crum has been appointed director of sales and advertising.

Green To Mercury Post — Karin Green has been appointed to the newly-created promotion position of national secondary radio coordinator for Phonogram, Inc./Mercury Records. Her main responsibility will be daily contact with secondary market radio stations as well as coordinating reports from Mercury's field promotion staff.

Ervin Joins Farr — Dee Ervin has been named manager of the A&R department for Farr Records. He most recently was a recording artist and writer for Chelsea Records.

Capitol Realigns Classical Operation — Capitol Records, Inc. is realigning the operation of its eastern classical records division. John Coveney will now concentrate on artists' contract relations with Angel and EMI. Tony Caronia will succeed Coveney and is appointed director of classical operations, east coast. Barry Glassgold replaces Caronia as classical regional manager, east coast.

Scerbo Appointed At Arista — Bob Scerbo has been appointed director, manufacturing and purchasing for Arista Records. In this capacity he will oversee purchasing in all areas of Arista's operation, including the manufacturing of records and jackets. In addition, he will supervise the daily operation of the company's production department. Scerbo comes to Arista from ATV Records.

Bachrach Named At Playboy — Janie Bachrach has been named director of artist relations for Playboy Records. She will work with management and booking agencies of the Playboy roster of artists coordinating activities relative to tours, product release and television schedules.

CBS Appoints Yarbrough — Dan Yarbrough has been named branch manager for CBS Records in Detroit. He was previously a CBS salesman in Atlanta and was field sales manager for CBS Records in New York.

Mink Appointed At Tattoo — Tattoo Records has named Alan Mink to the position of vice-president/director of promotion for the label. Mink announced the initial independent promotion persons who will be working for Tattoo: Jerry Meyers in Buffalo and Don Ante and Tony Muscolo in Los Angeles.

Lambert To Screen Gems — Larry Lambert has been appointed east coast professional manager for Screen Gems-EMI Music. He previously functioned in the same capacity for Sterling Music.

Kelley Joins Tropical — Bill Kelley has been appointed sales and promotion manager for Tropical Record Distributors in Miami, replacing Bill Weiss.

Heathfield Joins Polydor — James Heathfield has joined Polydor as local promotion manager in Atlanta. He was formerly a promotion manager for United Artists in Los Angeles and Boston.

Warner Communications Names Geffen — David Geffen has been appointed executive assistant to Steven J. Ross, board chairman of Warner Communications, Inc. He has resigned as vice chairman of Warner Bros., Inc., but will remain as a director of Warner Bros. Inc., the film and records division of WCI.

SESAC Expands — Nicholas Arcomano, operations administrator, has assumed added responsibility in distribution and legal matters, working with A.F. Ciancimino, SESAC's vice president and counsel. In addition, Michael Molinari has been named regional director of marketing services, Peter Julius becomes assistant collection manager, and Eddie Morgan, most recently with the Richmond Organization, has rejoined the firm as administrative assistant in the mechanical licensing and copyright index departments.

Sturdivant Named At UA — Tom Sturdivant has been appointed to the newly-created post of special projects coordinator at United Artists Records, country product. Also, Carolyn Baker has been promoted administrative assistant to Larry Butler, while Sherrie McClanahan has been appointed publicity and A&R assistant, with Roxanne Lawrence upped to promotion and sales assistant.

Capitol Reports To Screen Gems — Capitol's Elizabeth Montei, vice president, administration, and Kip Dubbs and Tim Kramer, professional managers, Hollywood office, will all report to Lester Sill, president of Screen Gems-EMI Music, Inc. Ed Penny, professional manager, Nashville office, will report to Paul Tannen, general professional manager, Nashville office, Screen Gems-EMI Music, Inc. Ron Kramer has resigned from



Glassgold

Mink

Bachrach

Scerbo

his position as vice president and general manager of Capitol's music publishing companies and will announce his plans in the near future.

continued on pg. 56

Letter To The Editor

Mr. Don England
Vice President Sales-Distribution
ABC Records, Inc.
8255 Beverly Boulevard
Los Angeles, California 90048

Dear Mr. England,

Since you chose to ignore my last letter of communication to you, and since my previous letters have expressed disagreements with your philosophies and policies, I am already assuming that you will "chicken out" and I will not receive a reply to this letter.

My subject of discussion concerns your newly announced list price policy on Dot Records albums, which for the most part have been reduced from \$6.98 list to \$5.98 list. The new cost is \$2.94, considerably higher than any other manufacturers cost on a \$5.98 list album. Furthermore, I am told that, effective immediately, returns will be credited at \$2.94 for the product that we paid you \$3.38. Also, you are saying that we must henceforth sell our on hand stock as a \$5.98 list item, even though we paid \$3.38 each.

Mr. England, this is just one more prime example of the manner in which you, the manufacturer, dictate to the sub-distributor with abandon as to the penalty or loss that may be incurred by the sub-distributor.

I have already been told that when your own people questioned the fairness of your approach to the price decrease, the answer was simply that when the price increased from \$5.98 to \$6.98 list, some two years or so ago, the sub-distributor enjoyed the gain then, and the depreciation now is thereby already offset. Well, that is a bunch of baloney!

In the first place, two years or so ago, Dot Records had very few titles that were selling. We were stocking only three or four titles in the \$5.98 list category. Since then, Dot Records has been fortunate to develop a lot more product and titles with consumer acceptance, and we have currently been stocking twenty or more titles that are affected by the price depreciation.

Furthermore, when you and other manufacturers made list price changes from \$5.98 to \$6.98 list, you immediately began billing at an average increase of 52¢ per unit cost. The manufacturers took 100% of the price appreciation and did not share any of the percentage with the sub-distributor. The increase in list price was naturally absorbed by the consumer, while the "greedy" manufacturers reaped all of the "windfall." At the same time, you and the other manufacturers notified your sub-distributors that all future returns would be credited at the original purchase price.

Now you come along and tell us that we will accept — like it or not — a price depreciation at your whims! Well, Mr. England, R.D.M., Inc., for one, does not nor will we accept your unfair approach. The loss that you are proposing to impose on us will neither break us nor make ABC Records. Nevertheless, as a matter of pure principles, we will immediately drop all ABC/Dot Records product which comes under the price reduction and loss to us, and this product will be returned to the appropriate warehouse. Whatever the difference may be between our charge back (which will be computed at 3.38 each) and your credit memo, we will pledge that like amount of dollars to one or more charitable organizations, such as the Cancer Society, etc. We would expect and appreciate an equal pledge and contribution from you and your associate executives to be made so that the amount will be doubled to the recipients.

Your sincerely,
Record Department Merchandisers, Inc.
William L. Brown, Jr.
President

CORPORATE RETREAT FOR IMMEDIATE SALE BY OWNER

Price reduced \$1,080,000

World Renowned
King Mountain Club

Formerly John King's
LITTLE KING RANCH

\$10 million
replacement value.

PRICE
\$2,420,000

First firm cash offer accepted
(if by Nov. 30, 1976).

May consider acceptable
securities, income
producing real estate or
cash and secured note
or foreign currency.

Detailed brochure and
video cassette available
showing the 117± acre
private Colorado resort
near Denver.

Incomparable recreational,
health & business amenities
and facilities for 150 per-
sons, including airstrip.

Contact: K. Monahan
Suite 1600,
1900 Avenue of the Stars
Los Angeles, CA 90067
(213) 277-5097

A
NOVEMBER
AND
DECEMBER
TO
REMEMBER
E/R

Queen

*announcing
a singular event*

*"Somebody
To
Love"*



E-43369



"Rock & Roll In The Royal Tradition"

O N E L E K T R A R E C O R D S

Atlantic Releases 14 Albums in November

NEW YORK — "New England," the second Atlantic album by Wishbone Ash, leads off the company's 14-album late-November release. Also in the release are label debuts by six artists, five "best of" sets and "Blue Magic/Major Harris/Margie Joseph: Live!" on WMOT records.

The label debuts in this release are

MCA Sales, Income Decline in 3rd Qtr.

UNIVERSAL CITY, CALIF. — Third-quarter income for the records and music publishing division of MCA Inc. declined 62.2 percent to \$3,619,000 from \$9,586,000 during the same period last year. For the quarter ended September 30, the division's revenues dropped 29.1 percent to \$23,415,000 from \$33,037,000 in the prior-year period.

For the nine-month period ended September 30, the division's earnings dipped 51.8 percent to \$13,828,000 from \$28,716,000 a year ago. Nine-month volume declined 24 percent to \$75,145,000 from \$98,912,000.

Third-quarter income for MCA Inc. decreased 31 percent to \$24,870,000 from \$36,232,000 during the prior-year period. Sales for this year's third quarter were down 15 percent to \$202,216,000 from \$237,496,000.

Earnings for MCA Inc. during the nine-month period dropped 3 percent to \$69,123,000 from the same period last year. Nine-month sales dipped to \$574,509,000 from \$575,622,000.

Both sales and earnings for MCA Inc. were higher during the prior-year periods partly because of the success of MCA's motion picture, "Jaws."

"Laverne & Shirley Sing" by Penny Marshall and Cindy Williams, the heroines of ABC-TV's comedy series, "Garden Of Love Light" by Narada Michael Walden, "Tomorrow, Barretto Live" by Ray Barretto, "Hummin'" by Nat Adderly on the Cotillion label, "It's About Time" by the Impressions and the first album by Sweet Thunder, "Above The Clouds."

The compilation packages include "Ten Years of Gold," which celebrates Aretha Franklin's ten years on Atlantic with a collection of her hit singles, "Still Stills — The Best Of Stephen Stills," "Prime Prime — The Best Of John Prine," an introduction to the Atlantic works of pianists "Chick Corea/Herbie Hancock/Keith Jarrett/McCoy Tyner" and "Golden Soul," which gathers together a dozen of Atlantic's classic R&B hits for an LP whose net proceeds are to be channelled through the United Nations High Commissioner for Refugees.

Rounding out the release are the Blue Magic/Major Harris/Margie Joseph album, recorded live at the Latin Casino.

Young Turks Form Advisory Committee

NEW YORK — A twelve-member advisory committee will act as liaison between the newly formed "Young Turks" Club, the NARM board of directors and the NARM professional staff. The Young Turks, who held their first meeting at the NARM mid-year conference, are composed of young executives relatively new to the industry, second generation members of the business (sons and daughters of executives) and young people at every level of the business.

The Young Turks advisory committee will meet on March 3 to plan a luncheon-

Record World Opens Sixth NY Metro Store

NEW YORK — Record World, a New York metropolitan area chain of retail stores, increased its number of outlets to six with the opening of a new store in the Americana Shopping Center in Manhasset, N.Y. A storewide sale at all six locations, offering \$6.98 list LPs for \$3.99, accompanied the event. In addition, free 45s, posters, t-shirts and champagne were given away at the Manhasset store's grand opening on November 11, which was promoted by a radio campaign on stations WXLO, WLIR, WBLI, WNEW and WPLJ and print ads in the Long Island newspapers. As a follow-up, Record World will be giving away \$2 discount coupons towards purchases at Record World and 25 disco albums to patrons of the Twin Rinks roller skating rink in Port Washington on November 19-20.

The Record World stores are a division of El Roy Inc., a 10-year-old organization which also services the record departments of eleven TSS department stores in the New York City region.

Jersey Tape Pirate Convicted And Jailed

NEWARK, N.J. — Albert Cecchi of Oradell, N.J. entered a guilty plea in U.S. District Court in Newark to 10 counts of infringing upon the copyright of a sound recording, and has been sentenced to one year in jail, one year of probation and a \$4500 fine. He was charged with 85 counts of copyright infringement on September 18 of last year, stemming from the pirate manufacturing operations of Melody Recordings of Fairfield, N.J. and A&C Packaging of Newark (Cash Box, October 4, 1975).

Cecchi had also been involved in a civil suit brought by Jandora Music against him for infringement of a composer's copyright. An injunction against Cecchi was ordered in that action.

In addition, the court has ordered the destruction of more than 14,000 pirated tapes and the destruction of the duplicating equipment Cecchi had been using.

20th Reports Biggest Month In Its History

LOS ANGELES — Russ Regan, president, and Harvey Cooper, senior vice-president, marketing, 20th Century Records, report that the firm wound up October with the largest gross that the label has billed during a single-month period since its inception.

Contributing factors included healthy response to album releases by Barry White, Ambrosia, Funkadelic, the Alan Parsons Project, Dan Hill, Mark Ashton, Patti Dahlstrom and the Love Unlimited Orchestra.

October also saw the kickoff of "All This And World War II," a two-record soundtrack package from the film featuring performances of Lennon & McCartney songs.

YOU'LL LOVE IT —and so will your customers.



the only engagement calendar for music buffs

A Measure of Time AMERICAN POPULAR SONG: 1900-1977

Perfect for selling in record stores.

Ideal as a staff gift for radio stations, record companies and one stops.

Just the thing for executives of record companies to give to their customers and radio station personnel.

This beautiful, full-color, day-by-day engagement calendar has all these great features:

A pictorial history of the American popular song in 52 pages of color photographs.

A week-by-week calendar covering the important music events that occurred on that same date in yesteryear.

Birthdates and interesting information on music personalities.


A list of the top hits, top Broadway shows and Oscar-winning songs.

For resale, you get 50% OFF on orders of 10 or more.

For promotional use, write or call Bert Snyder for quotes. MUSIC SALES, 33 West 60th Street, New York City 10023. 212/246-0325. Also available with your own imprint.

L I N D A R O N S T A D T



A new single
"Someone To
Lay Down Beside Me"
b/w "Crazy" E-45361
From her platinum album
"Hasten Down The Wind" 7E-1072
On Asylum Records and Tapes 

A
NOVEMBER
AND
DECEMBER
TO
REMEMBER


Produced by Peter Asher

Carter's Broadcast Program Obscure? fr7

Another rep, who was at the meeting, felt Carter's representatives "were here to try and reassure us because of the things Carter had said earlier . . . if we had heard the same things from Carter himself we would be more reassured."

Most significant was the praise broadcasters received from Carter's spokesmen. They said, "broadcasters had done a better job of self-regulation than any other industry," reported an observer.

It was a start, at least. "It opened lines of communication before the election . . . we got to know each other better."

Other Changes

While FCC commissioners play musical chairs, the basic structure and staff will remain the same. Engineers, economists and accountants are not affected by the change in administration, since they're on the civil service merit system. But the supergrade GS 16-18 lawyers — the policy makers — are vulnerable. Usually they resign soon after an election, before they're asked to leave.

With new people, "the sense of direction would change a little bit," according to one FCC staffer, who's safe. "Different party philosophies result in a change in policies."

The Ax

Usually the ax doesn't fall on the supergrades until the summer after an election, he observed. "These jobs look pretty good to the party workers," so there is often dissension and delay in the appointments.

When a new chairman is finally appointed and approved by the Senate, "That's when the heat is on." The chairman wants his own staff with his own people. Therefore, vacancies could be filled as early as February 1 if Carter gets his names

to the Senate early.

Reorganization

As for reorganizing the FCC, one FCC engineer claimed, "We haven't heard anything about it." Another said, "We don't know what he (Carter) has in mind."

FCC functions were originally performed by the Commerce Department. One possibility would be to return the FCC to Commerce.

Bigger Changes

The changes Carter makes at the FCC may not be as important to broadcasters as the make-up of the Senate communications subcommittee. "That's the biggest area of change," said a spokesman for the NAB.

With three ranking Democrats off the committee and one, possibly two, ranking Republicans out of the picture, subcommittee leadership is up in the air. Chairman Pastore (D-R.I.) retired, Hartke (D-Ind.), Moss (D-Utah) and Beall (R-Md.) were defeated. Senator Baker (R-Tenn.) may give up his membership on the subcommittee.

Howard Cannon (D-Nev.) is next in line. Cannon would have to give up another chairmanship to take over Communications.

Next in seniority is Hollings (D-S.C.), who distinguished himself as a friend to the jukeboxers in Senate copyright debate. Hollings is running for Mike Mansfield's old job of Senate majority leader. The 31 necessary votes don't seem sewed up by anyone yet, although Byrd of West Virginia is front runner.

Next in line for subcommittee chairmanship would be Sen. Inouye (D-Hi.).

Changes are in store for the broadcasters from Carter, Congress and the

FCC. The new faces at FCC and Congress, however, may support one radio industry rep's contention: "The President doesn't run things anyway. Congress and the regulatory agencies do."

Three Men Arrested For Alleged Piracy

TRENTON, N.J. — Three men were charged with the illegal duplication of sound recordings and embezzlement here in the first arrests made under New Jersey's anti-piracy law. James McCarthy, Vincent DeRosa and Anthony Ciabattini were released on bond following their arraignment in Camden County Court.

Police said that they confiscated about \$500,000 worth of metal parts and pressing equipment used in the manufacture of the allegedly illegal records. The embezzlement charges against the three stem from the allegation that the metal parts and pressing equipment had been stolen.

If convicted, each of the men faces penalties of up to seven years in jail and/or up to \$2,000 in fines.

Hampton Reissue Keys RCA Bluebird Release

NEW YORK — "The Complete Lionel Hampton, 1937-1941," a six record boxed set, spearheads the November releases from the RCA Bluebird label series. The first boxed set in a reissue series that had previously comprised twofer packages only, the set includes a 10 page booklet and complete discographical information on each of its 96 tracks, with a list price of \$23.98. Hampton recorded exclusively for RCA during the years represented by this package.

Wonder Single fr9

to choose a single from a number one album, London commented that "with an artist of the stature of Stevie Wonder, you've got to go with the surest hit. Radio stations pay a lot of attention to the consumers' tastes, and that's the bottom line."

London offered comment on the widespread supposition that "I Wish" had been chosen as the single at least partially by default, since Wonder would not allow the other somewhat lengthy cut to be edited. "Because of the nature of the song, it would have been hard to come up with a suitable edit. Stevie, being the creative person he is, insists that for now he would rather give it to the consumer as it appears on the album."

Single

Does the shift toward "I Wish" signaled by this week's **Cash Box** Pop Radio Analysis indicate that stations knew that it had been designated as the single? London gave a reserved response in the affirmative, "for the sake of argument." Considering that "I Wish" had been edited with few problems, he stated that he considers it the better choice, "commercially speaking."

"I feel that 'Isn't She Lovely' will probably come out one day as a single," London continued, "but just cutting it up could hurt us. Our job is to edit it to the perfect point of what the artist is saying with the album version." London remained firm in his position that "I Wish" is as good a choice for a single as "Isn't She Lovely."

18 Albums Debut fr7

Dreams" by Gladys Knight & The Pips at #187; "Peter And The Wolf" (RSO/Polydor) at #192 and "The Alpha Band," the group's debut album (Arista) at #196.

NEW From MCA

L.A. SESSIONS





ANNOUNCING A GREAT WAY TO SELL INCREDIBLE MUSIC:

“A&M’S HOLIDAY GIVEAWAY”

A&M’s holiday promotion is designed to create additional excitement and sales by providing consumers with a special incentive to purchase selected A&M product. With “A&M’s Holiday Giveaway” retail customers have the opportunity to win a FREE album or tape or get 50¢ OFF the price of that album or tape.

The “A&M Holiday Giveaway” game cards will provide consumers with 18 million chances to win.

**WIN A
FREE ALBUM
in A&M's
Holiday
Giveaway!**

Offer applies to albums or tapes.

Just
scratch off
a panel
under your
favorite
album.

If it says
FREE, it's
our
Holiday
gift to you!

A&M RECORDS

A&M's Holiday Giveaway
You may win your favorite album or tape from an A&M's Holiday gift to you. Or you may win 50¢ off the price. All you do is scratch off the black rectangles that appear. If it says FREE, it's yours—FREE! If it says 50¢ OFF, your participating dealer will knock 50¢ off the price. It's that simple. **NOTE:** On each game card only one panel can be scratched or removed. Otherwise, the card is null and void. See full details on back.

FREE ALBUM

Aside from actual game cards, there will be posters, counter cards, and mobiles available for in-store use. Quantities are limited. And the “Giveaway” is on a first come-first served basis. Contact your local A&M distributor for details or the Merchandising Department, A&M Records, 1416 North La Brea Avenue, Hollywood, California 90028.

HAPPY HOLIDAY GIVEAWAY FROM A&M RECORDS

CASH BOX RADIO



STEELEYE AT BOTTOM LINE — Chrysalis recording artist Steeleye Span at their recent Bottom Line performance. WNEW's Richard Neer and Dave Herman stop backstage to welcome Steeleye Span to New York. Seen left to right are, sitting; Maddy Prior, Tim Hart, and Peter Knight (all Steeleye Span). Standing; Bob Johnson (Steeleye Span), Linda Steiner (Chrysalis artist development & publicity), Joshua Blardo (Chrysalis field rep), Richard Neer (WNEW), Nigel Pergrum and Rick Kemp (Steeleye Span), and Dave Herman (WNEW).

Arbitron Stunned Over 'Loose Diaries'; San Jose Station Returns 6 Diaries To Ratings Firm

by J. B. Carmicle

LOS ANGELES — Six Arbitron listening diaries have been returned to the firm's San Francisco offices by radio station KSJO, San Jose, after the station purchased the diaries from an ex-employee who offered them for sale. Station manager Steve Rosetta related the story to **Cash Box** saying, "She was excited and thought she was doing us a favor by offering the diaries to us. I felt it was in everybody's best interest, especially ours, to get them away from her and back to Arbitron."

Rosetta told **CB** that the ex-employee gained access to the diaries after learning that her grandmother had been asked by

Arbitron to be an interviewee. After the grandmother informed her granddaughter of the call, the granddaughter took the phone and asked Arbitron for six diaries, claiming there were six people in the house over the age of 12. Arbitron sent the diaries to the house addressed to the grandmother's deceased husband.

When approached by the woman on Tuesday (2) about buying the diaries, Rosetta said he offered the woman trade merchandise the station owned instead. She agreed, and Rosetta immediately placed a call to Ron Laufer, Arbitron's regional sales manager in San Francisco, telling Laufer he had possession of the diaries. Rosetta then sent them to Laufer's office by registered mail. Rosetta claimed the diaries, if filled out with the correct demographics, could have boosted the station's national revenue by \$100,000 to \$200,000.

Although Laufer offered no comment on the situation, he did note that he was "very happy" that Rosetta decided to return the diaries.

Larry Manuel, Arbitron's vice president and general manager, said, "We wish to thank the San Jose station very profusely for the return of the diaries to us." Manuel cited two steps in Arbitron's attempt to curb any future tampering with Arbitron diaries.

The validation of every single diary placed and a flagging system designed to detect "heavy listening levels" that would cause a sudden increase in a station's ratings are two steps Arbitron will take to prevent unfair measurements as a result of diary tampering, according to Manuel. Arbitron will have to spend as much as \$100,000 to implement those and other steps, Manuel noted. When asked what the additional steps would involve, the Arbitron executive declined to specify the methodology. "If those steps were disclosed," Manuel related, "all the safeguards our firm had established in making a fair measurement would become useless." He continued, "We will stop it (tampering), though, because we have to protect our own business and the research business."

The San Francisco incident is the latest diary breach that has plagued Arbitron. KSJO's return of the six diaries comes on the heels of a reissue of the April/May, 1976

continued on pg. 56

NEW FM ACTION LPs

MOST ADDED LPs

1. The Pretender — Jackson Browne — Asylum
2. Hometown Boy Makes Good — Elvin Bishop — Capricorn/WB
3. Certified Live — Dave Mason — Columbia
4. All Of This & World War II — Various Artists — 20th Century
5. Zoot Allures — Frank Zappa — DiscReet/WB
6. Heat Treatment — Graham Parker — Mercury
7. Nightshift — Foghat — WB
8. Endless Flight — Leo Sayer — WB
9. Rock 'N' Roll Over — Kiss — Casablanca
10. Help Is On The Way — Melissa Manchester — Arista
11. Johnny The Fox — Thin Lizzy — Mercury
12. High Lonesome — Charlie Daniels Band — Epic
13. Rock & Roll Heart — Lou Reed — Arista
14. Radio Ethiopia — Patti Smith — Arista
15. Leftoverture — Kansas — Kirshner/CBS
16. Lasso From El Paso — Kinky Friedman — Epic
17. It Looks Like Snow — Phoebe Snow — Columbia

MOST REQUESTED CUTS

1. Stairway To Heaven/Whole Lot Of Love — Led Zeppelin — Swan Song/Atlantic
2. Do Ya/So Fine/Telephone Line/Rock Area — ELO — UA
3. Year Of The Cat (entire LP) — Al Stewart — Janus
4. More Than A Feeling/Foreplay/Long Time — Boston — Epic

PREDICTIONS

1. The Pretender (entire LP)/Here Come Those Tears Again — Jackson Browne — Asylum
2. Heat Treatment (entire LP)/Back Door Love — Graham Parker — Mercury
3. Driving Wheel — Foghat — WB
4. So Fine/Do Ya/Tightrope — ELO — UA

STATION BREAKS

Bob Anthony is new PD at **KREM**, Spokane. Anthony had been with **KGW**, Portland.

Bill Ryder joins **KAFY**, Bakersfield line-up as all night jock. Ryder is from **KFRE**, Fresno and replaces **Ron Garrett** who exits station.

Kathy Annan and **Nina Gomez** named co-music directors at **KCBQ**, San Diego.

Jay McDaniel in as PD and 3-7 pm jock at **WAIR**, Winston-Salem. McDaniel is from **WTOB**, also Winston-Salem and replaces

Winston To WMAQ

CHICAGO — Fred Winston will join the staff of **WMAQ**, Chicago, as the afternoon drive time personality beginning Monday, November 8, according to **WMAQ** general manager Charles Warner.

Winston will replace **Bob Pittman** on the 3 to 7 p.m. time slot. Pittman has been serving double-duty as both program director and afternoon drive time personality for the past year. Pittman will now take over full responsibility for programming **WMAQ** as well as the added responsibilities of programming sister station **WNIS-FM**, which is in the process of changing format.

Winston is well known in the Chicago area, having been with **WLS** for over five years. In commenting on his move to **WMAQ**, Winston said, "I think it represents major creative growth for me. And it's definitely a maturing step for my broadcasting career."

Pittman, in discussing the addition of Winston to the station's airstaff, said, "Fred Winston is probably one of the top names in Chicago radio and for good reason. He's been extremely successful in every time period that he's ever worked. We have total confidence he'll do the same here. He's a most welcome addition."

Jack Carey who departs station.

John Anthony joins **WMPS**, Memphis to do nights. Anthony was formerly with **WOKY**, Milwaukee and replaces **Dan Wilson** who goes to **KPUR**, Amarillo.

Scott Bronson, formerly afternoon man at **KACY**, Oxnard exits station.

Joe James now doing 10-2 pm at **KSTP**, Minneapolis.

WRJZ, Knoxville formerly known as **WETE** has changed its format to "Top 40." **Bob Kaghham** is the PD and **Tim Edwards** is MD. The station's address is Box 3367, Knoxville, Tennessee 37917.

Dave "King Kong" Kelly now doing 7-midnight at **WSGA**, Savannah.

Jimmy Byrd is the new PD at **WAUG**, Augusta. Byrd previously worked at **WFLI** and **WGOW**, both Chattanooga. **Gary Hamilton**, former PD and air personality is leaving the station. A new jock is needed. Send tapes and resumes to Jimmy Byrd, Box 669, Augusta, Georgia 30903.

Trina Catania named account executive of **WLS**, Chicago. Catania previously held the same position at **WNIS-FM**, also Chicago.

WDHF, Chicago will undergo a change in call letters to **WMET** on Dec. 1. The station is owned by Metromedia, Inc.

Jim Tate will be joining **WKIX**, Raleigh as morning man on Dec. 1. Tate comes from **KULF**, Houston. At the same time, **Pat Patterson** joins **KULF** as morning man from **WKIX**. Both stations are members of Southern Broadcasting Group.

"Crime, The Courts, And You," new public service program on **WMAQ**, Chicago will be hosted by newsman **Rich Rleman** and will "examine the complex relationship between the huge Cook County court system and crime in Chicago." **jeff ray/j.b. carmicle**

NIS News

To Halt Operations

LOS ANGELES — The 17-month-old News and Information Service (NIS) established in June, 1975 by the National Broadcasting Company to provide an all-news format for local radio stations will cease operations in mid-1977, according to spokesmen for NBC.

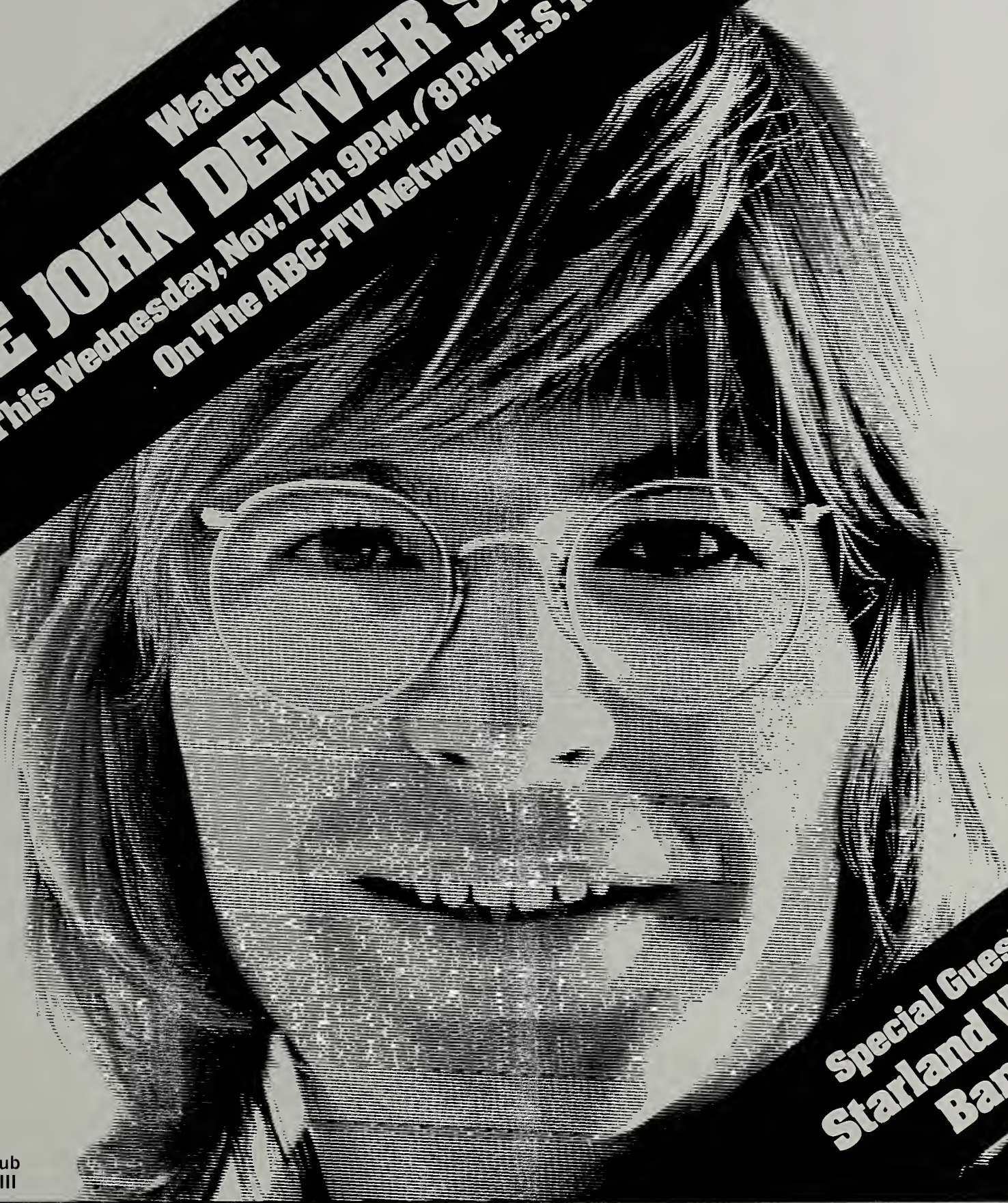
The service, which provides 50 minutes of national news each hour to subscribers, had attracted only 70 stations, less than half of the 150 stations the company had hoped would participate.

College Radio Conf. — Record Attendance

CHICAGO — Loyola's two student radio stations, **WLT** and **WLUC**, completed their seventh annual National College Radio Conference with a record attendance of more than 580 college radio students from 25 states, gathered at the Sheraton-Chicago Hotel and the Lewis Towers Campus, Nov. 5-7. This was the largest and generally considered the best meeting to date. Over 100 colleges attended the three-day conference.

Thirty-two major educationally-oriented sessions took place at Lewis Towers, Nov. 6-7, featuring 90 participants from professional and college radio, talking and discussing such topics as obtaining a non-commercial radio license, management, faculty advising, music-news-sports and other non-musical programming, advertising and record promotion.

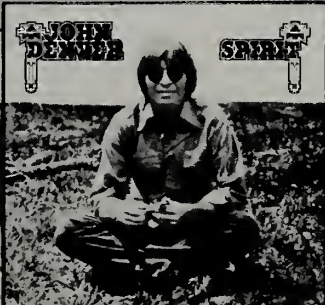
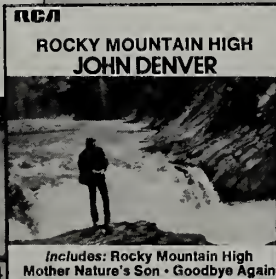
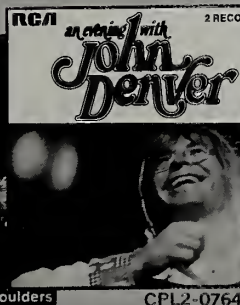
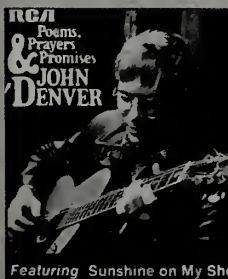
Watch
THE JOHN DENVER SHOW
 This Wednesday, Nov. 17th 9P.M. (8P.M. E.S.T.)
 On The ABC-TV Network



Special Guest:
**Starland Vocal
 Band**

Jerry Weintraub
 Management III

Stock up now on John's best-selling albums



LSP-4499

CPL2-0764

LSP-4731

APL1-1694

CPL1-0374

CPL1-0548

APL1-1183

RCA Records



"A Little Bit More" Turned Out To Be
A Whole Lot Of Hit For

DR. HOOK

Now, Who's Gonna Get Hooked On
Their Follow-Up Single,

"IF NOT YOU" (4364)

From Their Album,

"A LITTLE BIT MORE" (ST-11522)

Includes their hits: "Only Sixteen" and "A Little Bit More"

CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS

This Week

To Date

STATION ADDS THIS WEEK

	This Week	To Date	
1. You Don't Have To Be A Star — McCoo/Davis — ABC	16%	81%	KTLK, 99X, KJR, KSTP, WPEZ, WDGY, KEZY, WOKY, WNCI, KTAC, KXOK, WLS, WDHF, WMAK, WLAC, WKY.
2. Walk This Way — Aerosmith — Columbia	15%	15%	WRKO, WPGC, WCAO, Q-102, WCOL, WSAI, WNOE, KLEO, KGW, WKLO, WFOM, KTAC, WVBF, WSGA, WORC.
3. Lost Without Your Love — Bread — Elektra	12%	12%	WMAK, KXOK, WCOL, WGCL, KRBE, WNOE, WHHY, KCPX, WPRO, WSGN, WSGA, WLAC.
4. Hot Line — Sylvers — Capitol	11%	38%	WCAO, WHBQ, KYA, KJOY, WTIK, KEZY, KLEO, WHHY, WBGW, WISM, KJRB.
5. I Wish (LP cut) — Stevie Wonder — Tamla	11%	37%	WQXI, WMPS, Z-93, WPIX, WKEW, WDRQ, KILT, WHHY, WING, WSGN, KAKC, WOW.
6. This Song — George Harrison — Dark Horse	11%	11%	WDHF, WKBW, 13Q, KRBE, Q-94, Z-96, WKLO, WAVZ, WPRO, WDRC, WORC.
7. Livin' Thing — ELO — UA	10%	54%	WLS, WFIL, KJR, WOKY, WAYS, WDRQ, WTIK, KING, KIMN, WIRL.
8. You Make Me Feel — Leo Sayer — WB WB	9%	75%	WSAI, KOX, KLIF, KHJ, KXOK, WFIL, WQXI, KSLQ, WNCI, WOW.
9. Sorry Seems To Be — Elton John — Rocket-MCA	9%	73%	KHJ, WPIX, KRBE, KNUS, KLEO, WBT, WBBF, KEEL, WOW.
10. After The Lovin' — Engelbert Humperdinck — Epic	9%	49%	WAYS, KNUS, WBGW, WNCI, KJRB, WLAC, KPAM, KJOY, KGW.
11. Love Me — Yvonne Elliman — RSO	8%	48%	WRKO, KFRC, Z-93, WAPE, WVBF, B-100, WDRC, WERC.
12. Ob La Di, Ob La Da — Beatles — Capitol	8%	13%	KILT, WBT, WKLO, WFOM, KIMN, WIRL, KERN, WAKY.
13. Somebody To Love — Queen — Elektra	8%	8%	13Q, WNOE, KGW, KCPX, WAVZ, WPRO, WBBF, WBBQ.
14. Saturday Nite — E,W&F — Columbia	8%	8%	KRBE, KSLQ, Z-96, KJOY, WHHY, WAVZ, WFOM, WPRO.
15. Dazz — Brick — Bang	7%	34%	WDRQ, WHBQ, WGCL, WPGC, WPEZ, KLSQ, WGH, WBGW, WJET.
15. Hello Old Friend — Eric Clapton — RSO	7%	26%	Q-94, KCPX, WISM, WJET, B-100, WDRC, WAKY.
17. I Never Cry — Alice Cooper — WB	6%	85%	WQAM, WQXI, Q-102, KING, WNDE, KERN.
18. Free Bird (LP cut) — Lynyrd Skynyrd — MCA	6%	20%	KLIF, KILT, WCAO, KAKC, WIRL, WLAC.

RADIO ACTIVE SINGLES

- Sorry Seems To Be The Hardest Word — Elton John — MCA/Rocket
WKWB 26-16, KFRC 18-10, WNOE 34-24, KTLK 25-15, WDRQ 27-22, KXOK 19-15, WPRO ex-22, KJRB 28-21, Q-94 ex-24, KEZY 34-26, KJOY 28-20, WNCI 22-15, WING 34-29, KBEQ ex-29, WGCL 21-10, KSTP 18-22, WHHY 18-8, WKLO ex-24, KCPX 28-20, KCBQ 25-20, WORC 30-22, WMPS 16-7, WAKY 26-10, WKY ex-17, WABC ex-34, B-100 ex-28, WLAC 11-7, WISM 21-15, WBBQ ex-27, WQAM 19-12, KAKC 28-23, WFI ex-30, WCAO 24-17, WLEE ex-26, WZUU 20-16, KIMN ex-21, WFIL ex-22, Q-102 27-17, WVBF 22-18, WCOL 36-26.
- You Make Me Feel Like Dancing — Leo Sayer — WB
CKLW 22-17, KJR 13-7, WKRO 13-8, KILT 22-16, KING 14-7, WNOE 23-19, KRBE 20-13, KPAM 18-13, WHHY 20-15, Q-94 17-12, KGW 25-12, KEZY 29-23, WMPS 11-6, KERN 11-5, WDRC ex-29, KIOA 30-17, B-100 27-21, WISM 30-25, WIRL ex-15, WBBQ 17-12, KAKC 18-9, WCAO 23-14, WZUU 18-13, WNDE 26-16, WMAK 18-12, WLS 33-23, WPRO 18-10, KTAC 16-10, KBEQ 29-25, WFOM 18-13, WPGC 21-17, WKBW 15-12, WGCL 18-12, KNDE 26-10.
- Tonight's The Night — Rod Stewart — WB
WQAM 8-1, WFI 6-1, WQXI 5-1, Y-100 7-1, WOW 11-6, KIOA 15-4, WISM 10-4, WIRL 14-5, KDWB 14-1, WNDE 6-1, WVBF 9-1, WMAK 11-1, WLS 4-1, KXOK 22-8, WNCI 15-2, WING 12-7, WLS 4-1, KXOK 22-8, KBEQ 8-1, WPIX 8-1, WBGW 13-6, WAVZ 7-1, KNDE 9-1, CKLW 7-3, 99X 29-15, WHBQ 20-13, KHJ 25-11, WDRQ 19-16, WBT 11-4, KYA 17-10, KLEO 6-2, KSLQ 21-10, WTIK 10-1.
- Rubber Band Man — Spinners — Atlantic
WMPS 9-5, WERC 19-14, KERN 15-10, WKY 19-14, WABC 11-5, KIOA 19-7, WOW 12-7, B-100 20-13, WLAC ex-15, WISM 19-12, WIRL 18-12, WQAM 18-13, KAKC 20-15, WQXI 17-9, WSGN 22-16, WFIL 18-12, Q-102 23-19, Z-93 22-16, WDHF 20-16, WLS 27-18, KJRB ex-24, KTAC ex-25, 13Q 11-8, KBEQ 25-19, WFOM 20-14, WOKY 23-16, WPEZ 14-6, KCPX 10-5, KING 25-17, WNOE 24-18, WKLO 16-11, WGH 28-17, KPAM 20-15.
- More Than A Feeling — Boston — Epic
WABC 25-20, WOW 9-5, WISM 18-9, WQXI 9-3, KDWB 30-17, WSGN 15-9, WNDE 29-13, WMAK 21-6, WLS 9-4, WSAI 24-17, WPIX 17-9, WFOM 11-8, KNUS 17-10, WOKY 14-4, KNDE 16-9, CKLW 17-8, KJR 16-13, KLIF 18-9, WDRQ 25-19, WNOE 15-10, WGH 17-10, KSLQ 13-8, WTIK 15-8.
- Nights Are Forever Without You — England Dan & John Ford Coley — Atlantic
Y-100 21-16, Z-93 17-12, WMAK ex-26, WLS 18-13, WRKO 24-19, KJR 21-18, KERN 22-17, WDRC 25-18, B-100 24-16, WIRL ex-24, KAKC 17-8, WCAO 25-16, WZUU 13-8, KXOK 24-17, KBEQ 28-20, KNUS 25-13, KNDE ex-24, CKLW ex-29, WKLO 14-7, KING 20-16, WBT 10-5, KLSQ 27-21.

SECONDARY RADIO ACTIVE

Titles listed below are receiving strong radio support from key secondary market stations.

- I Like Dreaming — Kenny Nolan — 20th Century
Adds: WISM, WDBQ, WORD, 98Q, WAIR, WFRC, WKWK, WFLB, WICC, KVOX, WING, WFBR, KFYR, WBSR; Jumps: WSPT 9-4, KKLS ex-27, KRSP ex-29.
- Ob La Di, Ob La Da — Beatles — Capitol
Adds: WFOM, WCUE, KRIB, WKWK, WYSL, WFLB, KRKO, WLAV, KEIN, KFYR, WBSR, WCRO; Jumps: WQPD 40-32, WING 45-39, KRSP ex-26, WTRY ex-30.
- This Song — George Harrison — Dark Horse
Adds: WCHO, WAVZ, KEWI, WBSR, WHNN, WGOW, WFLB, WKWK, WQPD, 98Q, WPTR, KELI, WLAV.
- Torn Between Two Lovers — Mary MacGregor — Arlola
Adds: WCRO, WING, KRSP, WAUG, KRKO, WHNN, WEAQ, WAIR, KVOX, KELI; Jumps: WING 23-11, WSPT ex-24, WTRY ex-35.
- I Wish — Stevie Wonder — Tamla (LP cut)
Adds: WING, WTRY, WKIX, WOW, KOMA, WHNN; Jumps: WCUE 29-20, WRFC 33-17, KREM ex-25, WISM ex-27, WSPT ex-28.
- Flight 76 — Walter Murphy — Private Stock
Adds: WING, WGOW, WLAV, WCRO, WMFJ, WORD, WAIR; Jumps: KRIB 27-21, WHOT ex-25, WQPD ex-35, 98Q ex-37.
- Mademoiselle — Styx — A&M
Adds: WDBQ, WING, KQWB; Jumps: WSPT 27-20, KVOX 26-21, WAUG ex-24, WHOT ex-25, KRSP ex-28, WLAV ex-29, 98Q ex-40.
- Do What You Want To Do, Be What You Are — Hall & Oates — RCA
Adds: WCUE, KELI, WQPD, KQWB, KRKO; Jumps: WFRC 14-9, WING 38-31, WISM ex-30, WBSR ex-35.
- Whenever I'm Away From You — John Travolta — Midland
Adds: WAIR, KRIB, KRSP; Jumps: WCRO 10-4, WING 39-32, KELI ex-28, WLCY ex-29, WFLB ex-29, KKLS ex-30.
- Isn't She Lovely — Stevie Wonder — Tamla (LP cut)
Adds: WOW, WKIX, KENO, WFBR; Jumps: 96X 21-15, WRFC 33-17, KYNO ex-25.
- What Can I Say — Boz Scaggs — Columbia
Adds: KACY, WQPD, KNOE, KEIN; Jumps: KSLY ex-27.

THE SINGLES BULLETS

- #1 ROD STEWART** — #1 rotation at 45% of our reporting stations including Z-93, WQXI, WBBQ, WCAO, WLS, WDHF, WCOL, Y-100, WQAM, WMAK, WFI, WSGA, 13Q, WAKY, WPGC, WTI, WPEZ, WOKY, WDG, KSTP, WPIX, KBEQ, KTLK. #3 most active single with 29 prime movers this week including WLS 4-1, KXOK 22-8, WQAM 8-1, WFI 6-1, Y-100 7-1, WMAK 11-1, WPIX 8-1, CKLW 7-3, 99X 29-15, WHBQ 20-13, KHJ 25-11, WDRQ 19-16, KYA 17-10. Added at WABC. #1 selling single at Waxie Maxie/D.C., Double B/L.I., Stark, Prospect/Cleve., Harmony House/Det., Galgano/Chi., Peaches/Dallas, Sound Unltd./Chi. #2 in sales at Potomac/Wash., West. Merch./Amarillo, Richman Bros./Phila., El Roy/L.I., Peaches/Cleve., Tower/Sacramento.
- #5 BOSTON** — #5 most active single with 23 big jumps including WABC 25-20, WQXI 19-3, WMAK 21-6, WLS 9-4, WSAI 24-17, WPIX 17-9, KNUS 17-10, WOKY 14-4, CKLW 17-8, KJR 16-13, KLIF 18-9, WDRQ 25-19, WNOE 15-10. Added at Y-100, WQAM. Top 5 airplay at WQXI-3, WCAO-5, WLS-4, WDHF-2, WCOL-4, KIMN-5, WVBF-3, WIRL-3, KJRB-4, WAPE-2, WOW-5, WDRQ-5, WJET-4, KERN-2, WMPS-4, WPGC-4, KILT-4, WAVZ-2, WOKY-4. #5 sales at Potomac/Wash., Interstate/Miami, New England Music City/Boston, Giant/Va., Sound Unltd./Chi., Peaches/Cleve. Top 10 sales at King Karol/N.Y., Stark/Cleve., Harmony House/Det., Central South/Nash., Peaches/Denver/Cleve., Soul City/L.A.
- #6 BEE GEES** — Added at KFRC, WDG, WOW. 10 prime movers include WABC 16-7, WFI 17-11, WSAI 25-19, KNUS 13-8, 99X 18-6, KLIF 17-10, KHJ 15-10, KLEO 27-21. Top 5 airplay at WAPE-1, WISM-3, WZUU-4, WMAK-2, WSGA-5, KTAC-3, WJET-3, WORC-2, WRC-5, WGCL-5, WING-2, KSTP-4, WHBQ-4. Top 10 sales at West. Merch./Amarillo, New England Music City, Peters/Boston, Double B, El Roy/L.I., King Karol/N.Y., Northern/Cleve., Central South/Nash., Sound Unltd./Chi., Peaches/Dallas, Cassells/L.A.
- #8 DeVORZON AND BOTKIN** — New adds at KTLK, KNDE. 12 prime movers include WDHF 21-11, WSAI 11-7, KNUS 10-2, WPGC 12-8, WNDE 16-6, WZUU ex-20, WERC 10-5, WDRQ 14-8. Top 5 airplay at WSGN-3, WIRL-4, WPRO-2, WLEE-3, KAKC-4, WNCI-4, KIOA-3, WERC-5, KFRC-2, KING-5, KNUS-2, KLIF-1, KILT-1, KBEQ-3, KHJ-5, KSTP-3, KJR-4, WRKO-2. Top 10 sales at Potomac/Wash., West. Merch./Amarillo, Bee Gee/Albany, New England Music City, Dicks/Boston, Peaches/Denver/Dallas/Delwood, Mile High/Denver, Cassells/L.A.
- #9 FIREFALL** — Key adds at WABC, WFI, WPIX, WAPE. 19 prime movers include WFI ex-29, WCAO 16-11, WMAK 10-4, WLS 12-7, WSAI 18-10, KRBE 14-8, WNOE 36-27, WZUU 10-5, 13Q 22-17, WPEZ 24-17, KJR 22-12, KTLK 15-11. Top 5 airplay at WNDE-5, WZUU-5, WMAK-4, WLEE-4, WDG-5. Top 10 sales at Franklin/Atl., Waxie Maxie/D.C., Bee Gee/Albany, Central South/Nash., Radio Dr./Milw., Tower/S.D., Peaches/Cleve., Galgano, Singer/Chi.
- #10 SPINNERS** — #4 most active single with 31 big jumps including WMPS 9-5, WABC 11-5, WQAM 18-13, WQXI 17-9, WFI 18-12, Q-102 23-19, Z-93 22-16, WDHF 20-16, WLS 27-18, KJRB ex-24, WLAC ex-15, 13Q 11-8, WOKY 23-16, WPEZ 14-6, WNOE 24-18. Heavy adds at KHJ, KCBQ, KSTP. Top 5 airplay at WCAO-4, WCOL-5, KEEL-3, WABC-5, WMPS-5, WPGC-2, WGCL-2, CKLW-4, WDRQ-2, 99X-4, WPIX-3, WHHY-2, WHBQ-1. Top 10 sales at Potomac/Wash., Town Hall, King Karol/N.Y., Richman Bros./Phila., El Roy/L.I., Rec. & Tape/Balt., Prospect/Cleve., Harmony House/Det., Peaches/Atl./Ft. Laud., Tower/S.F. (#3 on CB R&B singles chart).
- #11 COMMODORES** — Added at WRKO. Prime movers at WQAM 7-2, WDHF 24-19, WGCL 11-6, 99X 14-7, KLIF 19-13. Top 5 airplay at WQAM-2, WAPE-3, WING-5, WDRQ-3, WAVZ-4, WHBQ-3. Strong sales at Town Hall/N.Y., Interstate/Miami, Richman Bros./Phila., Double B/L.I., Northern/Cleve., Galgano/Chi., Peaches/Denver/St. Louis, Tower/S.F. (#4 on CB R&B singles chart).
- #14 ALICE COOPER** — Added at Q-102, WQXI, WQAM, KING, WNDE, KERN. 15 big jumps include WMAK 15-10, WPIX ex-20, WAYS 18-13, KJR 18-15, WHBQ 22-17, KHJ 23-16, KLEO 28-23, WIRL 21-16, WAPE 17-12. Top 5 airplay at WBBQ-3, WCOL-2, WZUU-2, WPRO-5, KEEL-2, WNCI-5, WERC-4, WGCL-4, CKLW-5, WKLO-5, WNOE-1, WOKY-2. Strong sales at Bee Gee/Albany, New England Music City/Boston, Prospect/Cleve., Peaches/Cleve., Licorice Pizza/L.A.
- #15 LEO SAYER** — #8 most added single with 9 new stations including WFI, WQXI, KXOK, WSAI, KLIF, KHJ, WNCI, WOW, KSLQ. #2 most active single with 34 big jumps including WMPS 11-6, WCAO 23-14, WGCL 18-12, WKBW 15-12, WPGC 21-17, WLS 33-23, WMAK 18-12, KERN 11-5, WPRO 18-10. Power rotation at WSGN-4, KERN-5. Strong sales at West. Merch./Amarillo, Bee Gee/Albany, Peters, New England Music City/Boston, Northern/Cleve., Harmony House/Det., Central South/Nash., Peaches/Denver, Tower/S.F./S.D.
- #16 ENGLAND DAN AND COLEY** — #6 most active single with 22 big jumps including WCAO 25-16, Y-100 21-16, Z-93 17-12, WMAK ex-26, WLS 18-13, WRKO 24-19, KJR 21-18, CKLW ex-29, KNUS 25-13, KXOK 24-17. Key adds at WABC, KFRC, WNCI, WLAC, KIOA. Strong sales at West. Merch./Amarillo, Peters/Boston, El Roy/L.I., Prospect/Cleve., Giant/Va., Central South/Nash., Galgano/Chi., Licorice Pizza/L.A.
- #17 BURTON CUMMINGS** — #7 most active single with 21 big jumps including WMPS 15-9, WCOL 21-13, Z-93 13-6, WMAK 24-19, WOKY 28-26, WGCL 17-11, CKLW 13-9, WHHY 6-1, WLAC 30-17, WSGN 10-5. Added at WDHF, WPGC, KCBQ, KBEQ, WING, WNDE. Top 5 airplay at WSGN-5, WBBF-3, KAKC-2, KERN-3, WAKY-2, WKLO-3, WKBW-4, WHHY-1. Strong sales at Peters/Boston, Richman Bros./Phila., Stark, Prospect/Cleve., Central South/Nash., Peaches/Atl./Denver, Licorice Pizza/L.A.
- #19 McCOO AND DAVIS** — #1 most added single with 16 new stations this week including WLS, WDHF, WMAK, KXOK, WOKY, WPEZ, KJR, 99X, KTLK, WDG, WNCI, WLAC, WKY. 20 prime movers include WMPS 25-18, WFI 22-18, WDRQ 8-4, CKLW 4-1, WGCL 13-7, WAYS ex-22, Z-93 29-24, WCOL 24-16, WFI ex-23. Best sales at Potomac/Wash., Richman Bros./Phila., Norman Cooper/Phila., Double B/L.I., King Karol/N.Y., Stark/Cleve., Harmony House/Det., Central South/Nash., Galgano/Chi., Peaches/Atl./Denver, Tower/S.F. (#2 bullet on CB R&B singles chart).
- #20 ENGELBERT HUMPERDINCK** — #10 most added single with 9 new stations including KNUS, WAYS, WBG, WNCI, KJRB, WLAC, KPAM, KJOY, KGW. 19 big jumps including WFI 21-17, WCOL 29-23, WPRO 12-6, 13Q 23-10, WPEZ 22-18, WPGC 24-19, WGCL ex-26, CKLW 25-21, WKLO 15-8, WRKO 23-17, WBT 16-10. Top 5 airplay at KAKC-3, WKBW-1. Best sales at Potomac/Wash., Peters, Dicks/Boston, Norman Cooper/Phila., Prospect/Cleve., Harmony House/Det., Giant/Va.
- #22 YVONNE ELLIMAN** — Key adds at WRKO, KFRC, Z-93, WAPE, WVBF, B-100, WDRQ, WERC. 10 prime movers include WMPS 30-25, WCOL 32-28, WMAK 28-22, WKBW 23-19, WSGN ex-25, WIRL ex-20, WKY ex-20. Best sales at Double B/L.I., New England Music City/Boston, Prospect/Cleve., Soul City/L.A.
- #23 ELTON JOHN** — #1 most active single with 39 big jumps including WMPS 16-7, WABC ex-34, WQAM 19-12, WCOL 36-26, Q-102 22-17, WFI ex-22, WCAO 24-17, WFI ex-30, WAKY 26-10, WLAC 11-7, WBBQ ex-27. Heavy adds at WPIX, KNUS, KHJ, KRBE, KLEO, WBT, WBBF, KEEL, WOW. Strong sales at Potomac/Wash., Town Hall/N.Y., Franklin/Atl., Richman Bros./Phila., Double B/L.I., Prospect/Cleve., Central South/Nash., Galgano/Chi., Peaches/Delwood, Tower/Sacramento, Soul City/L.A.
- #26 ELO** — #7 most added single with 10 new stations including WLS, WFI, WAYS, WOKY, KJR, WDRQ, KING, KIMN, WIRL. 15 prime movers include WFI ex-28, WCAO 28-20, WCOL 40-32, WMAK ex-27, WRKO 28-21, CKLW 28-23, WGCL 23-16. Good sales at Town Hall/N.Y. Bee Gee/Albany, New England Music City, Dicks/Boston, King Karol/N.Y., Prospect/Cleve., Central South/Nash., Galgano/Chi., Peaches/Cleve., Licorice Pizza/L.A.
- #31 BRICK** — 9 new adds this week including WDRQ, WHBQ, WGCL, WPGC, WPEZ, KSLQ. Prime movers at 11 stations include WMPS 20-16, WQAM 15-7, WQXI 8-2, Y-100 17-14, WAYS 23-19, WNOE 46-40, WING 37-30. Strong sales at Interstate/Miami, Potomac/Wash., Richman Bros./Phila., Stark, Northern/Cleve., Giant/Va., Central South/Nash., Peaches/Denver/St. Louis. (#5 bullet on CB R&B singles chart).
- #33 LTD** — Added at KXOK, KNUS, WAYS, WBBQ. Jumps at WGCL 28-17, KJR ex-25, WSGN ex-21, WLAC ex-13, WERC ex-25. Strong sales at West. Merch./Amarillo, Richman Bros./Phila., Rec. & Tape/Balt., Stark, Prospect/Cleve., Harmony House/Det., Central South/Nash., Galgano/Chi., Peaches/Atl./St. Louis/Dallas, Licorice Pizza, Soul City/L.A. (#1 on CB R&B singles chart for second week in a row).
- #34 SYLVERS** — #4 most added single with 11 new stations including WCAO, WHBQ, KLEO, KYA, WHHY, WBG, KJRB, WISM, KEZY, WTI, KJOY. 12 big jumps include WMPS 24-20, WCOL 38-24, KTLK 37-28, KCPX 14-8, WBBQ 28-22, WSGN ex-24. Strong sales at Potomac/Wash., West. Merch./Amarillo, Bee Gee/Albany, New England Music City/Boston, Northern/Cleve., Peaches/St. Louis, Soul City/L.A. (#13 bullet on CB R&B singles chart).
- #38 DAVID DUNDAS** — Added at KEEL, KTAC, KLEO, KGW. Last week added at WFI, WCAO, KAKC, WAKY. Jumps at 13Q 21-18, WCOL 35-29, WCAO ex-29, KIOA 25-19, KERN ex-24, WORC 11-8. Sales at Richman Bros./Phila., Rec. & Tape/Balt., Stark/Cleve., Central South/Nash., Galgano/Chi.
- #49 ERIC CLAPTON** — New adds at WAKY, WJET, WDRQ, B-100, WISM, KCPX, Q-94. Jumps at WBBQ 30-24, WFOM ex-30. Sales at Bee Gee/Albany, El Roy/L.I., New England Music City/Boston, Central South/Nash., Peaches/Denver.
- #60 WALTER MURPHY** — Added at WORC, KEEL, WZUU, WVBF, WING. Jumps at WGCL ex-30, KILT 37-28. Secondary action at WGOW, WLAV, WORD, WAIR. Early sales at Interstate/Miami, Bee Gee/Albany, Radio Dr./Milw., Peaches/Atl., Cassells/L.A., Tower/S.F.
- #61 BEATLES** — Added at WAKY, KERN, WIRL, KIMN, WKLO, WFOM, KILT, WBT. Jumps at WING 45-39, WKBW 28-25. Strong secondary action with new adds at WCUE, KRIB, WKWK, WYSL, WFLB, KRKO, WLAV, KEIN. Early sales at Double B/L.I., Dicks/Boston, Peaches/Atl./Dallas, Tower/S.D.
- #65 KENNY NOLAN** — Added at WCAO, WING, WSGN, WISM, WLAC, WORC. 7 jumps include WMPS ex-26, WNOE 41-35, KCBQ 21-17, KCPX 27-21, KEEL 24-19, WBBQ ex-29. Strong secondary action with new adds at WDBQ, WORD, 98Q, WAIR, WKWK, WFLB, WICC, KVOX, WFB. R.
- #67 DR. BUZZARD** — Added at 99X. Last week added at WPIX, WORC. Jumps at Y-100 ex-29, WPIX ex-18. Strong sales at Town Hall/N.Y., Interstate/Miami, Double B, El Roy/L.I., New England Music City/Boston, Stark, Northern/Cleve., Tower/S.F. (#55 bullet on CB R&B singles chart).
- #70 AEROSMITH** — #2 most added single with 15 debut stations including WCAO, Q-102, WCOL, WSAI, WPGC, WRKO, WNOE, KLEO, WKLO, WFOM, KTAC, WVBF, WSGA, KGW. Added at Q-102 from LP cut to full time add at #1.
- #71 ROSE ROYCE** — Added at CKLW. Last week added at WPGC, WNDE. Jumps at WORC ex-29, WPGC 25-18. Strong sales at Town Hall, King Karol/N.Y., Richman Bros./Phila., Dicks/Boston, Giant/Va., Peaches/St. Louis, Licorice Pizza/L.A., Tower/S.F. (#10 bullet on CB R&B singles chart).
- #73 BREAD** — #3 most added single with 12 debut stations including WCOL, WMAK, KXOK, WGCL, KRBE, KCPX, WHHY, WPRO, WSGN, WSGA, WLAC. Secondary action at WCUE, WKIX, WFLB.
- #78 GEORGE HARRISON** — #6 most added single with 11 debut stations including KRBE, WKBW, 13Q, WDHF, WKLO, WAVZ, WPRO, WDRQ, WORC, Q-94, Z-96. Strong secondary action with new adds at WLAV, KELI, WPTR, 98Q, WKWK, WFLB, WGOW, WHNN.
- #79 DONNY AND MARIE OSMOND** — Added at WRKO, WGCL, WMAK, WCOL. KAKC. WERC. Jumped at WHHY ex-23.
- #81 QUEEN** — Added at WNOE, 13Q, KCPX, WAVZ, WPRO, WVBF, WBBQ.
- #83 FOGHAT** — Added at WMPS, WLAC, WKBW, WAVZ, WBBF, WTI.
- #84 MARY MacGREGOR** — Added at WLAC, WBBQ, KAKC, KCPX. Jumps at WORC 21-12, WBBF 19-15, WBG 23-11.
- #88 LAVERNE AND SHIRLEY** — Added at WAVZ, WKBW, WOKY, WBBF. Last week added at WSGA, WISM. Jumped at KCPX ex-29.

Looking ahead to the top 100

- 101 **DO IT TO MY MIND**
(Bushka — ASCAP)
JOHNNY BRISTOL (Atlantic 45-3360)
- 102 **DUKE OF EARL**
(Conrad/ABA — BMI)
BERGEN WHITE (Private Stock PS 105)
- 103 **SLOW DANCING**
(Jazzbird/Benchmark — ASCAP)
FUNKY KINGS (Arista 209)
- 104 **OPEN SESAME**
(Delightful/Gang — BMI)
KOOL & THE GANG (DeLite 1586)
- 105 **MAKE IT UP TO ME IN LOVE**
(Spanka — BMI)
ODIA COATES & PAUL ANKA
(Epic 8-50298)
- 106 **SOMEDAY**
(Blendingwell — ASCAP)
HENRY GROSS (Lifesong 45014)
- 107 **HEART ON MY SLEEVE**
(Irving — BMI)
BRYAN FERRY (Atlantic 3364)
- 108 **HEART ON MY SLEEVE**
(Irving — BMI)
GALLAGHER & LYLE (A&M 1850)
- 109 **GREEN GRASS AND HIGH TIDES**
(Hustlers — BMI)
OUTLAWS (Arista 213)
- 110 **(SHE'S JUST A) FALLEN ANGEL**
(Rock Steady/Starsongs — ASCAP)
STARZ (Capitol P4343)

UA Plans ELO Promo

LOS ANGELES — United Artists Records has launched a major merchandising campaign in support of the new Electric Light Orchestra album, "A New World Record" centered around a new ELO logo, appearing on a wide variety of point-of-sale and promotional items. Radio and TV spots are also planned, as well as an ELO tour set to begin in January.

Island Sets 3 LPs

LOS ANGELES — Island Records has announced the company's final releases for 1976, all to be issued during the first part of November. The three releases are Max Romeo and the Upsetters' "War Ina Babylon," the James Montgomery Band's LP entitled "James Montgomery Band" and the first record in the new Island/True North distribution pact, Murray McLachlan's "Boulevard."

Dee, Richards Receive Canadian Gold, Firsts

LOS ANGELES — Two Rocket recording artists experienced firsts last week with awards in Canada for best selling singles, according to Tony King, executive vice-president of Rocket.

Kiki Dee, who has never before received a platinum record, was awarded one for "Don't Go Breaking My Heart," which had sales in excess of 150,000. Cliff Richard, although a top recording and film star for the past 18 years, had never received a gold record in Canada until receiving one for "Devil Woman."

Boston Even Surprises Epic With Surge 1r 7

marketing planners thought that it would follow the pattern of another new act, Starcastle, which scored a modest success with its debut album earlier this year. "We had a pretty quick initial response to that in retail as well as in airplay, so that we were looking at 200,000 units on Starcastle pretty quickly. For a first album, in a couple of months, that's pretty striking. And we were looking at this (the Boston LP) to be more in that kind of mode. We didn't see platinum within two months. We expected that maybe this would be a quarter-of-a-million album, and that we'd be able to break them, say, in two albums to a gold-plus level."

With these relatively limited goals in mind, Harris related, Epic presented the Boston album to last summer's CBS convention in Los Angeles as "just one of many albums that we were presenting, but we got a lot of positive feedback from the field groups, salesmen and promotion people."

FM Broke Act

Harris pointed out that Boston's "overnight success" is "a testament to the value of FM airplay, which people have questioned a lot in the last 2-3 years. This is an act which truly broke off of FM airplay. The single was selling simultaneously with the album, but in the truest sense the single has not been responsible for the album's success. It was the FM airplay itself that created such an interest."

"For example, WPLJ-FM in New York was playing the album before they would have normally played it based on chart positions, because it wasn't that high on the chart; but they went with the album based on its quality."

Harris added that, while Boston's single wasn't the primary factor in boosting the album, it did help LP sales. Moreover, "the FM airplay was really primed by the release of that single."

Chart History

What Harris said about the comparative progress of the album and the single is

borne out by Boston's chart history. Although the 45 was released two weeks before the album, it first appeared on a **CB** chart the same week the LP did. In addition, where the album debuted with a bullet (which it has retained ever since), "More Than A Feeling" did not receive a bullet until it had inched up to #71 in its third week on the singles charts. In that same week, the LP shot up to #67 bullet, and it continued climbing ahead of the single until last week, when both LP and 45 reached #6 with bullets on their respective charts.

The importance of FM airplay in breaking the album can be evaluated by tracking the pattern of its radio airplay against its chart history. On September 4, a week before either the album or the single debuted on the **CB** charts, Boston's LP was the 13th most added album at reporting FM stations. The week Boston made both charts, its album was the third most added disk on the FM level, and two weeks later "More Than A Feeling" was the #1 most requested FM cut. However, it was not until October 2, when the album was already charted in the top 40 and nearing gold status, that the single finally appeared on the **CB** most added records list (at #7).

One other strange phenomenon which attended the rise of Boston's LP from obscurity to monsterhood is documented on **CB**'s regional album action chart. On September 11, when it first entered the **CB** pop album chart at #178 bullet, the disk had not yet generated enough sales to be classified by **CB** as either a regional or a national breakout. But only one week later, it was a breakout in the following regions: West (#1), Northeast (#4), Southeast (#4) and Denver/Phoenix (#7). This kind of widespread action, which usually accompanies new releases by established superstars, led to the LP's classification as a national breakout (#8) on the **CB** chart in the following week, only one month after its release. Within the same two-week span, the album

leaped from #178 to #115 bullet and then to #67 bullet.

Developing An Image

Discussing the future, Harris expressed his belief that Boston's current success will not be short-lived. "We anticipate that if we're doing platinum-plus with this album we should be doing the same with Boston's next LP."

In order to solidify the band's market base Epic is planning a multi-pronged campaign. First of all, Boston's music seems to appeal to a diverse group of listeners, ranging from teenagers to people who are 25-35 years old; therefore, Epic intends to mount an advertising campaign on "several different levels of media," Harris said. "We're going to be on TV, for instance, with Boston in the Christmas selling season; we'll also be on AOR radio and top 40 radio and in print."

Secondly, Harris continued, "we need to develop some kind of image for this act to solidify in the consumer's mind who the members of Boston are as people. And the way we're going to do this is through some kind of national consumer advertising, including both print ads and publicity. Boston should not become a faceless entity. We want to make them real to people."

Will the example of Boston have any long-term effects on Epic's marketing

continued on pg. 56

J.C. Penney 1r 7

for \$15.98 list items.

Prices of Top 5 LPs

Among the top five albums on the **CB** pop chart this week, there are three double releases. Stevie Wonder's "Songs In The Key Of Life" (#1) lists for \$13.98, "Blue Moves" (#4) by Elton John lists for \$12.98, and the list price of Led Zeppelin's "The Song Remains The Same" (#2) is \$11.98. Yet, despite this two-dollar range of list prices, the three albums are fairly competitive with one another at a retail level.

The new release by Stevie Wonder was advertised this week at The Coop and at Strawberries in Boston for \$7.98, Circle in Cleveland for \$9.97; at Sam Goody in Philadelphia for \$7.99, and at Giant Department Stores in Washington for \$9.99. Last week, it was promoted at Korvettes in Baltimore for \$7.94 and at Sam Goody in New York for \$7.99/\$9.99 tape.

Ads for Led Zeppelin's soundtrack album appeared this week at Strawberries in Boston for \$7.98; this week at Lechmere in Boston for \$7.16/\$8.44 tape, and at Giant Department Stores in Washington for \$7.99. During the previous two weeks, the release was advertised at Strawberries in Boston for \$6.99.

This week, Elton John's "Blue Moves" was promoted in four of the 23 markets surveyed: at Strawberries in Boston for \$7.98 and at Lechmere in Boston for \$7.80/\$8.98 tape, at Gold Circle in Cleveland for \$9.97, at Korvettes in Detroit for \$7.99, and at Sam Goody in Philadelphia for \$7.99.

"Spirit" by EWF, #3 on **CB**'s pop album chart, was advertised in four markets: at Lechmere in Boston for \$3.88/\$5.48 tape, and at The Coop in Boston for \$3.77, at Sound Warehouse in Dallas for \$3.45/\$4.45, at Musicland in Dallas for \$4.44/\$5.99 tape, and at Davey's Locker in Dallas for \$3.77, at Hitsville in Los Angeles for \$3.88/\$4.98 tape, and at Sam Goody in New York for \$3.44/\$4.88 tape.

Ads for Boston's debut LP, #5 on the chart, also appeared in four markets: at Lechmere in Boston for \$3.88/\$5.48 tape and at The Coop in Boston for \$3.77, at Gold Circle in Cleveland for \$3.99, at Sound Warehouse in Dallas for \$3.45/\$4.45, and at Musicland in Dallas for \$4.44/\$5.99 tape, and at Hitsville in Los Angeles for \$3.88/\$4.98 tape.

continued on pg. 35

Boston Ads Proliferate 1r 7

most recent album" for \$3.75; the latest albums by Stevie Wonder, Elton John (\$12.98 list) and Led Zeppelin (\$11.98 list) for \$7.98 each; "Gratitude" by E,W&F (2 LPs/\$7.98 list) for \$4.45; Al Stewart's catalog on Janus for \$3.75 per LP; the debut album by Webster Lewis on Epic for \$3.75; six "overruns" for \$1.99-\$5.99; three show and soundtrack LPs for \$2.99-\$4.99; and seven "disco mixes" for \$1.89 each.

At Music City (3), multi-label sale (including Fantasy, Prestige, Milestone and Arista) for \$3.99, with all "two-fers" for \$4.79; soundtrack for "All This And World War II" for \$7.99/\$9.99; Carly Simon and James Taylor catalogs for \$3.69 per LP; 16 albums, including the latest LPs by Abba, Bob Marley, Vickie Sue Robinson, Doobie Bros. and the Ohio Players, for \$3.69 each; full-page ad promoting five releases by David Bowie, including his latest release, for \$3.69/\$4.99 tape, and "David Live" (2 LPs) for \$6.99/\$8.99 tape; full-page announcement by Music City and Ampex of upcoming area radio show featuring Carly Simon and James Taylor; nine RCA releases, including the most recent albums by John Denver, Paul Prairie League, Hall & Oates and Aztec Two-Step, prices not included, and Tom Waits' catalog on Asylum for \$3.99/\$5.59 tape. At The Music-Smith (21), full-page ad promoting "Night Moves" and "Live Bullet" by Bob Seger on Capitol, price not included; and two dozen prominent artists mentioned without referring to specific records or prices. At Record Mart, ten releases on Capitol, including the newest releases by The Band, Leo Kottke, Steve Miller and George Harrison, for \$3.68/\$4.99 tape; "The Beatles 1962-66" for \$5.88; "The Beatles 1967-1970" for \$8.88; and the latest release by Stevie Wonder for \$7.99/\$9.99 tape. At Zounds, "new releases" for \$2.99; and various unspecified albums for 49¢-\$2.99. Six classical releases on Titanic Records "available at The Coop, Briggs and Briggs, Discount Records, etc." At The Record Warehouse, four releases, including the latest LPs by David Bowie and Jefferson Starship, for \$3.69 each; three albums for \$2.99; and four LPs for \$1.99. Full-page Warner Bros. ad promoting five releases, including the newest albums by Jesse Winchester, Arlo Guthrie and Ry Cooder, at The Coop, Discount Records, Music City and Strawberries. Full-page MCA ad promoting Elton John's "Blue Moves," Lynyrd Skynyrd's catalog, and eight other releases, including the latest LPs by Olivia Newton-John, Grand Funk Railroad and Tanya Tucker, at Arnold's Music, Central Music, Ted Cole's Music Shop, Everett Music, Jason's and Lynn Music. Full-page A&M ad promoting Peter Frampton's catalog, no specific store tie-ins. Philo Records ad promoting selected releases at The Coop, Strawberries, and Briggs and Briggs. UA ad promoting "Act Like Nothing's Wrong" by Al Kooper, no specific store tie-ins. Half-page ad promoting 14 A&M releases, including the newest releases by Richie Havens, Gino Vannelli, Peter Frampton and Quincy Jones, no specific store tie-ins. CBS ads over five pages with these features: two-page ad featuring a large cross-section of recent CBS releases tied to "free vacation" contest; full-page ad promoting Boston's debut LP and Aerosmith's catalog, no specific store tie-ins; full-page ad promoting catalogs of E,W&F and Boz Scaggs, no specific store tie-ins; and a full-page ad promoting upcoming area concert appearance by Billy Joel tied to his latest LP. (Boston Phoenix, November 9)

picks of the week

LAVERNE & SHIRLEY (Atlantic 3367)
Sixteen Reasons (2:17) (Belinda/Elvis Presley — BMI) (Post, Post)

Initially released as a double "A"-sided single, this version of the 1960 Connie Francis hit seems to be the cut that's making it. Although this record's main strength is its two zany TV stars, it is showing AM top 40 action in addition to expected MOR acceptance. Debuts the **Cash Box** singles chart with a bullet this week.

MELISSA MANCHESTER (Arista 0218)
Monkey See, Monkey Do (3:12) (Warner Tamerlane Music/Mississippi Mad Music — BMI) (Franks)

Manchester's first single from her new "Help Is On The Way" LP, penned by Michael Franks. Funky horns tear up the opening notes. The vocal sways within a rhythmic cage. Already on FM playlists. This record should quickly begin to monkey around the charts. The arrangement includes some lively piano, guitar and backup harmonies.

BREAD (Elektra 365)
Lost Without Your Love (2:56) (Kipahulu Music — ASCAP) (Gates)

A fresh slice from Bread from a planned Jan. reunion LP. David Gates' vocal is up front on a tender ballad, with a melodic piano. A euphoric guitar comes in for the break. The Gates production will surely send this record to the charts in no time. Also for MOR and FM playlists.

THIN LIZZY (Mercury 475)
Rocky (2:59) (RSO/Chappel — ASCAP) (Lynott, Gorman, Downey)

Following the top 10 hit, "The Boys Are Back In Town," Thin Lizzy comes around with a cut from their new LP "Johnny The Fox." Heavy metal damage occurs early. Some of the guitar riffs are slightly reminiscent of Sparks. The vocal is electric in the best rock style. Already on FM playlists, could also make top 40.

DR. HOOK (Capitol 4364)
If Not You (2:59) (Horse Hairs Music — BMI) (Locorriere)
 The hit LP "A Little Bit More" contains this latest single from Dr. Hook. The LP also contains their last 2 single hits. This song is a ballad with some MOR-type backup harmonies. Steel pedal guitars build a foundation for a strong arrangement. Adds will be forthcoming on the following playlists: top 40, MOR and country.

BLUE MAGIC (WMOT/Atlantic 4003)
Summer Snow (3:50) (WIMOT, Friday's Child — BMI) (Eli, Barry)

Here's the third single from the "Mystic Dragon" LP. Blue Magic spreads some R&B flavor over a song that says, "When it happens, that's when I'll stop loving you." Soulful rhythms and harmonies keep the group sailing high above the ice. A good item for R&B playlists.

BEN E. KING (Atlantic 3359)
Someone's Knocking (3:16) (Dozier Music — BMI) (Dozier)

Horns lead the way as King enters with a crowd of female backup singers. Everyone sings in soulful harmony, "Someone's knockin', let me in." The arrangement flows evenly with some added spice from a wah-wah guitar, strings and percussion. Guaranteed for R&B playlists.

MFSB (Philadelphia International 8 3607)
We Got The Time (3:30) (Mighty Three Music — BMI) (Whitehead, McFadden, Carstarphen, Taken)

Taken from their latest LP "Summertime," MFSB puts out a record which is primarily instrumental, with a chorus singing the title hook, "We got the time." Strings, percussion and bass join together for an enjoyable disco mix. For R&B playlists, with possible AM crossover.

SHERBET (MCA 40653)
If I Had My Way (3:36) (Canberra Music — BMI) (Porter)

One of Australia's top groups comes back with a ballad piece from their "Howzat" LP. Opening with a big orchestrated production, the lead vocal has a quality MOR sound. A bluesy sax takes up the bridge. For MOR playlists — a dark horse for top 40.

GWEN McCRAE (Cat/T.K. 2005)
Damn Right It's Good (3:45) (Sherlyn — BMI) (Reid)

Chunky rhythms come flying from the opening notes. McCrae grabs the mike and sings like she's got some important business to take care of. Sparkling horns and a sharp piano shape this tune in form ready for R&B playlists.



BOBBY PICKETT AND PETER FERRARA (Polydor 14361)

King Kong (Your Song) (2:48) (Number One Son Music — BMI) (Ferrara, Pickett)

King Kong arrives on the singles scene right before his new film debut. This record is just slightly insane. So much happens in less than 3 minutes. The story of Kong is sung by a highly animated cast. All the Kong characters come alive in unique vocalizations. AM programmers should pick up on Kong before he picks them up.

CRACK THE SKY (Lifesong 45016)
(We Don't Want Your Money) We Want Mine (3:18) (Blendingwell Music — ASCAP) (Palumbo)

With a multi-layered musical arrangement, Crack The Sky turns out a lucrative rock single with some strange lyrics — "You've got some food in your mouth, that ain't even funny." Slightly reminiscent of the Beatles "Bungalow Bill," other Beatle riffs are also borrowed. Could do very well on FM and AM playlists.

STEPHEN BISHOP (ABC 12232)
Save It For A Rainy Day (3:10) (Stephen Bishop Music — BMI) (Bishop)

A well-known songwriter comes out on his own with a smooth sailing pop/rock tune. Some of Bishop's songs have recently been recorded by Art Garfunkel. The vocal style is uniquely sensitive and crisp. Razor-sharp guitars come in on the break, with vibes and a steamy female chorus — could sell like hotcakes!

WALTER JACKSON (Chi Sound/UA 908)
Feelings (3:43) (Fermata International Melodies — ASCAP) (Albert)

This version is nearly as good as the original. Already strong on R&B playlists; taken from the recent "Feeling Good" LP. Strings are used sparingly, Jackson's vocal is strong and demanding. The background includes a female chorus and well-placed guitar. There will also be adds from AM and MOR playlists.

RONNIE DYSON (Columbia 10441)
(I Like Being) Close To You (2:41) (Chappell Music/Jay's Enterprises — ASCAP) (Jackson, Yancy)

Dyson's new single follows close behind his title track release from the "The More You Do It" LP. Starts out slow with a humming backup chorus. Dyson jumps in with an extremely melodic vocal. A xylophone is played within a clear mix, which should add up to a big hit for Dyson on both AM and R&B charts.

MUD (Private Stock 113)
L'L' Lucy (3:02) (Island Music — BMI) (Stiles, Davis)

In case you don't know Mud, they're a big pop group in England. The commercial British pop sound is quite prevalent on this record. Loud vocals and familiar percussion alternate with an earsplitting guitar. Whether it will sell on this side of the Atlantic is another question. For AM playlists.

MARK RADICE (United Artists 897)
The Answer Is You (3:11) (Desert Rain Music — ASCAP) (Radice)

This single is from the current "Ain't Nothin' But A Party" LP. Radice produces a soulful ballad, containing a clear mix of tender strings and well-placed percussion. The tune is melodic and will surely be on R&B playlists within a short time, could cross over to AM.

O'JAYS (Philadelphia International 8-3610)
Darlin' Darlin' Baby (Sweet, Tender, Love) (3:05) (Mighty Three Music — BMI) (Gamble, Huff)

Taken from the recent "Message In The Music" LP, the O'Jays' new single has been hot on the R&B playlists weeks before pressing. Group vocal production is in fine form. A distinctive R&B arrangement includes some quality guitar, horns and strings. Should be on R&B and AM charts immediately.

AEROSMITH (Columbia 10449)
Walk This Way (3:31) (Darksel Music — BMI) (Tyler, Perry)

Aerosmith returns with a strong rock single from their "Toys In The Attic" LP, following the hit "Home Tonight." Pounding guitar riffs are repeated throughout the piece. The group explodes with a lot of high-powered energy which will surely send plenty of kids on a mad rush to their record stores. Already played on FM radio, for AM playlists.

QUEEN (Elektra 362)
Somebody to Love (4:53) (Queen Music/Beechwood — BMI) (Mercury)

Queen returns with a royal stab from a forthcoming LP "Day At The Races." Sounding like the Harvard Chorale on the opening and backing up Freddie Mercury might be their idea of a logical progression from "A Night At The Opera." There's a grand finale, with handclapping and thundering percussion. FM and AM playlists will be forthcoming.

CLIFF RICHARD (Rocket/MCA 40652)
I Can't Ask For Any More Than You (2:48) (Colgems/EMI Music — ASCAP) (Gold, Denne)

Richard's new single follows close on the heels of his hit "Devil Woman," which is also on the "I'm Nearly Famous" LP. Streamlined harmonies are featured with Richard hitting some high notes. Piano and guitar place the melody in perspective. Watch for this one to score on the charts quickly.

BILLY SWAN (Columbia 10443)
Shake Rattle And Roll (3:03) (Belinda Music — BMI) (Calhoun)

Here's another single release from Swan's "I Can Help" LP. A good version of the 50's classic, the vocal is clean with an excellent mix. A rockin' piano and handclapping add some snappy rhythms. Just might do the trick to return this song to the charts.

STRAWBS (Oyster/Polydor 704)
So Close And Yet So Far Away (2:59) (Arnakata Music — ASCAP) (Cousins)

Here's a cut from the recent "Deep Cuts" LP. Wide production is provided by Rupert Holmes. A calm piano with a mix of strings opens this ballad for a warbling lead vocal. The arrangement includes a backup chorus and percussion. For FM playlists.

RUSTY WIER (Columbia 10445)
I Think It's Time (I Learned How To Let Her Go) (2:44) (Goblet Music — BMI) (Navarro)

Wier's single is extracted from his latest LP "Black Hat Saloon." Western-styled slide guitars provide the background for this country/pop tune. The vocal is expressive and well-timed. A slinky female chorus is added. For country and FM playlists.

MUSCLE SHOALS HORNS (Bang 728)
Bump De Bump Yo Boogie (3:05) (Muscle Shoals Sound/CETS — BMI) (Calloway)

The LP "Born To Get Down" contains this single. Nasty rhythms and funky horns open this unusual disco tune. The group provides bouncing harmonies which should help to achieve some top 40 chart action; also for R&B playlists.

DAVID FORMAN (Arista 0214)
Dream Of A Child (3:49) (Caligula — ASCAP) (Forman)

The recent "David Forman" LP is the origin of this single. The ballad features a sterling piano up front with a peaceful string arrangement. The "dream" contains some famous people like Elvis Presley and the wife of Mickey Mantle. For FM and MOR playlists.

BOBBY RYDELL (P.I.P. 6531)
It's Getting Better (2:40) (Screen Gems/Columbia Music — ASCAP) (Mann, Weill)

Everyone from the early 60's is trying for a comeback. Now it's Bobby Rydell's turn. From the current LP "Born With A Smile." Horns gather the opening energy, an MOR type female chorus fills up the background. Rydell should work with people who are more contemporary. For MOR and AM playlists.

LAURA LEE (Ariola America 7652)
Love's Got Me Tired (But I Ain't Tired Of Love) (3:40) (Peabody — ASCAP) (Perry, Bond, Smith)

A flute plays as guitars strum away and horns take their place. Lee turns out a strong R&B vocal. It's a soulful rocking song. Backup choruses come in right on cue. A sax snaps out some heavy riffs, while Lee tells her lover where it's at. For R&B and AM playlists.



George Harrison And Dark Horse Couldn't Resist Mo And His Big Button.

Warner Bros. Records Button Master Mo Ostin was, therefore, tickled near to ecstasy when he learned that George Harrison's Dark Horse Records wanted most to be distributed by Warners *Worldwide*.

One might ask why.

Mr. Harrison knows why. Here he explains this sudden turn of events: "There's no doubt in my mind that Mo Ostin pushes the biggest button in the business. I've seen Mo's button. I've actually touched it, and he uses it well!"

We feel certain that George is aware that the reason Mo's button is so big is that the sales of Mo's distribution company, Warner/Elektra/Atlantic, surpass the

sales of any other record company. A performance that should prove to be instrumental in the success of Dark Horse Records' artists: Attitudes, Kenny Burke, Splinter and Stairsteps.

"Every year for five years they've broken their own sales record...can't be bad, Squire!" says George.

The Dark Horse Records/Warner Bros. distribution pact is celebrated by George Harrison's debut single scheduled for release imminently with the album hot on its heels.


And Harrison, who just turned 33 & 1/3 years old, leans back on Mo's sofa and asks, "Did you know *MO* spelled backwards is *OM*?"

Come visit Dark Horse in Burbank.



®LOKA PRODUCTIONS, S.A.

**Distributed by the people
with the Biggest Button in the Business.**

A Warner Communications Company 

On Jazz

One of the best small labels to arrive on the scene in recent years is Concord. The label has started slowly with the emphasis on quality product from the modern mainstream. Now comes the news of a seven LP release for December that will feature a variety of interesting music. Artists involved are **Shelly Manne, Louis Bellson, Plas Johnson, Ross Tompkins, Bill Berry's Big Band**, an album called Great Guitars featuring **Charlie Byrd, Herb Ellis** and **Barney Kessel** and the Soprano Summit (**Bob Wilbur-Kenny Davern**) live.

Roll Along

Stan Kenton continues to roll along. The latest album from his Creative World label is "Journey To Capricorn." The album was recorded in August and contains arrangements by **Hank Levy, Mark Taylor** and **Alan Yankee**. The Creative World catalog — most of which was recorded for Capitol — now contains over fifty numbers. How good to see a music business figure who not only creates solid music, but takes care of business as well!

Frank Foster and his twenty-two piece orchestra featuring **Andy Bey, Earl May, Charlie Persip** and **Joe Lee Wilson** will perform at New York's Town Hall November 27.

Due any minute from Little David Records: "Hummin'" by **Nat Adderley**. This is Nat's first album for Little David and is the first by his new band.

ABC Records Plans Crusader Campaign

LOS ANGELES — ABC Records has set an extensive merchandising campaign for the specially priced (\$9.98 list) double album "The Best of the Crusaders."

The company will be running radio spots on progressive, R&B and jazz stations across the country. The LP will also be an integral part of the label's Christmas promotion whose theme is "Our Best to You." Posters and Crusader point of purchase displays will be furnished to various record retailers.

The Crusaders will be spotlighted on the ABC holiday billboards on the Sunset Strip and atop the ABC building in Los Angeles. Print ads will also be taken out for this new album. The group will announce new concert dates shortly.

Veteran drummer/teacher **San Ulano** hosted a clinic and concert this past week that also included drummers **Jo Jones** and **Freddie Waits**.

We asked several weeks ago what happened to the **Lester Young** set on Columbia that had been in the works for more than two years. Well it has arrived along with four other significant reissues: "Benson Burner" by **George Benson** featuring his first working band with **Lonnie Smith** and **Ronnie Cuber**; "The World Of **Duke Ellington** Volume Three"; **John Kirby** — "Boss Of The Bass" and an anthology "50 Years Of Jazz Guitar." This is a most impressive release (all are two-pocket sets). Reviews will follow next week.

Nice to see a **Tadd Dameron** tune "Whatever Possessed Me" on the new **Stanley Turrentine** album. Dameron was one of the greatest modern jazz composers and his work has been shamefully neglected in recent years.

EMI Records Launches Media Promo Pkg.

VICTORIA — A month-long multimedia promotion featuring the **Stevie Wonder** album, "Songs In The Key Of Life," and others, including the latest releases by **Diana Ross, Natalie Cole** and **Hot Chocolate**, is currently underway in Australia, according to an EMI Records spokesman.

Press Competition

Radio specials built around telephone interviews and album giveaways will be supported by a joint national television and press competition designed to ensure a high level of consumer awareness and involvement. Fixed promotional elements of 30-second radio buys in key markets, extensive merchandising materials and special representative and retailer incentives complete the package.

20 45s Added fr 9

21). In the interim, a record has needed adds by a minimum of 25% of our reporters in one week to qualify as the Most Added Record.

TOP 40 JAZZ ALBUMS

	Weeks On 11/13 Chart	Weeks On 11/13 Chart
1 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	1 20	
2 SCHOOL DAYS STANLEY CLARKE (Nemperor/Atlantic NE 439)	3 9	
3 I HEARD THAT QUINCY JONES (A&M SP 3705)	2 8	
4 BAREFOOT BALLET JOHN KLEMMER (ABC 950)	4 11	
5 SECRETS HERBIE HANCOCK (Columbia PC 34280)	5 11	
6 CALIENTE GATO BARBIERI (A&M 4597)	7 8	
7 BENSON & FARRELL GEORGE BENSON AND JOE FARRELL (CTI 6059)	9 5	
8 YOU ARE MY STARSHIP NORMAN CONNORS (Buddah BDS 5655)	8 20	
9 ROMEO & JULIET HUBERT LAWS (Columbia PC 34330)	13 3	
10 "LIVE" ON TOUR IN EUROPE THE BILLY COBHAM-GEORGE DUKE BAND (Atlantic SD 18194)	6 6	
11 VERY TOGETHER DEODATO (MCA 2219)	10 8	
12 BOB JAMES THREE (CTI 6063)	11 20	
13 LIVING INSIDE YOUR LOVE EARL KLUGH (Blue Note/UA BNLA 667G)	15 4	
14 EVERYBODY LOVES THE SUNSHINE ROY AYERS UBIQUITY (Polydor PD 1-6070)	12 15	
15 SOUND OF A DRUM RALPH MacDONALD (Marlin/TK 2202)	17 9	
16 WINDJAMMER FREDDIE HUBBARD (Columbia PC 34166)	16 12	
17 EARTH MOVER HARVEY MASON (Arista AL 4096)	18 4	
18 IT'S YOUR WORLD GIL SCOTT-HERON w/BRIAN JACKSON (Arista AL 5001)	20 4	
19 GLOW AL JARREAU (Warner Bros. MS 2248)	14 17	
20 BOBBI HUMPHREY'S BEST (Blue Note/UA BNLA 699G)	19 4	
21 STUFF (Warner Bros. BS 2968)	23 4	
22 MAIN SQUEEZE CHUCK MANGIONE (A&M 4612)	32 3	
23 LIBERATED FANTASIES GEORGE DUKE (BASF G22835)	28 4	
24 SOLID MICHAEL HENDERSON (Buddah 5662)	27 5	
25 500 MILES HIGH FLORA PURIM (Milestone/Fantasy M9070)	21 7	
26 THE GREAT PYRAMID CHARLES EARLAND (Mercury SRM 1-1113)	29 3	
27 LIVE AT LAST TIM WEISBERG (A&M SP 4600)	22 7	
28 FEVER RONNIE LAWS (Blue Note/UA BNLA 628G)	24 20	
29 BLUE BENSON GEORGE BENSON (Polydor PD 1-6084)	— 1	
30 EVERYBODY COMES ON OUT STANLEY TURRENTINE (Fantasy F9508)	26 20	
31 THE MAN WITH THE SAD FACE STANLEY TURRENTINE (Fantasy F9519)	— 1	
32 TOUCH JOHN KLEMMER (ABC ABCD 922)	35 20	
33 GAGKU & BEYOND HERBIE MANN (Atlantic SR 9014F)	34 5	
34 SARGASSO SEA JOHN ABERCROMBIE/RALPH TOWNER (ECM/Polydor 1-1081)	36 3	
35 CALDERA (Capitol ST 11571)	38 2	
36 PORGY & BESS RAY CHARLES & CLEO LAINE (RCA CPL 1-1831)	40 2	
37 DAVID SANBORN (Warner Bros. BS 2957)	25 15	
38 SHADOW PLAY L.A. EXPRESS (Caribou/Epic PZ 34355)	— 1	
39 GOOD KING BAD GEORGE BENSON (CTI 6062)	33 20	
40 PREMONITION JON LUCIEN (Columbia PC 34255)	— 1	

Jazz Album Picks

500 MILES HIGH AT MONTREUX — Flora Purim — Milestone 9070 — Producer: Orrin Keepnews — List: 6.98

This set from the 1974 Montreux show demonstrates once again that there is nobody quite like Ms. Purim. Surrounded by a rhythm cast that includes **Airto, Ron Carter, Pat Rebillot** and **David Amaro**, her vocal qualities emphasize that wind-swept quality found in the best Brazilian singers. Her airy yet aggressive scat singing on a tune such as **Chick Corea's** title track shows her to best advantage but there is a charm and resilience to the entire program here. A solid bet for the **Cash Box** jazz chart.



TEDDY WILSON AND HIS ALL STARS — Chiaroscuro 150 — Producer: Hank O'Neal — List: 6.98

This newly recorded set finds Wilson in heavy-weight company. The veteran cast includes **Harry Edison, Vic Dickenson, Bob Wilbur, Major Holley** and **Oliver Jackson**. Wilbur did all the writing and there isn't any discernible weakness in the twelve titles. Indeed the vibrant era of small band swing is alive and well and Wilson's ability as a band pianist is an attractive part of his style. This one will be a must for the over thirty crowd.



Bill Evans — Montreux III



MONTREUX #3 — Bill Evans — Fantasy 9510 — Producer: Helen Keane — List 6.98

Evans' third Montreux album is also his second duo LP with bassist **Eddie Gomez**. While at this point it may be asking too much from the pianist for anything startlingly new, there is always time to ponder the musician's ability to sound fresh regardless of context. With Evans one expects a pure music approach solidly rooted in the jazz piano tradition with a romantic rhapsody on ballads. He doesn't fail to deliver in this set of eight melodies (two by **John Lewis**) and his fans will be delighted.

ANTHONY BRAXTON DUETS 1976



WITH MUHAL RICHARD ABRAMS

DUETS 1976 — Anthony Braxton With **Muhai Richard Abrams** — Arista/Freedom AL4101 — Producer: Michael Cuscuna — List: 6.98

Many musicians have been looking to duet recordings lately, both for the uncluttered sound and the ease of experimentation with different styles that this context allows. Braxton on various reeds and Abrams on piano work toward these goals on this album, with a surprising rendition of **Scott Joplin's** "Maple Leaf Rag" that brings out Braxton's melodic feel for the clarinet. Another great moment comes as Braxton mimics the pianist's bass notes with a funky riff played on contrabass sax (the lowest sound you've ever heard). The direction of Braxton's diagrammatic compositions also comes clearer with only two interacting instruments.

Relax.
Close your eyes.
And take an
"Imaginary Voyage"
with the premiere violinist
of the new music,
Jean-Luc Ponty.



SD 18195



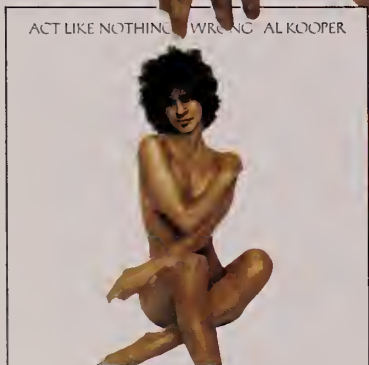
"Imaginary Voyage" a trip worth
taking with Jean-Luc Ponty.
On Atlantic Records and Tapes

- Oct. 13-14 Sophie's, Palo Alto, California
- Oct. 15-17 The Roxy, Los Angeles, California
- Oct. 20-21 Golden Bear, Huntington Beach, California
- Oct. 23 La Paloma, La Jolla, California
- Nov. 1 Civic Center, East Lansing, Michigan
- Nov. 2 Northeastern University, Chicago, Illinois
- Nov. 5 College of Dupage, Glenn Ellen, Illinois
- Nov. 6 Oakton Community College, Morton Grove, Ill.
- Nov. 7-8 Ivanhoe Theatre, Chicago, Illinois
- Nov. 9 Caputos, Champaign, Illinois
- Nov. 10 Harry Hopes, Cary, Illinois
- Nov. 12 Soldiers & Sailors Hall, Pittsburgh, Pa.
- Nov. 13 Outremont Theatre, Montreal, Canada
- Nov. 14 Univ. of Sherbrooke, Cultural Center, Sherbrooke, Canada
- Nov. 15 Dufor College, Chicoutini, Canada
- Nov. 17 Palais Montcalm, St. Johns University, Quebec City, Quebec
- Nov. 18 College Du Vieux, Montreal, Canada
- Nov. 19-20 El Macombó, Toronto, Canada
- Nov. 21 The Bottom Line, New York City
- Nov. 22-24 Cellar Door, Washington, D.C.
- Dec. 1 Arlington Theatre, Santa Barbara, California
- Dec. 2 Pomona College, Claremont, California
- Dec. 3 San Diego State University, San Diego, California
- Dec. 4 UCLA, Los Angeles, California
- Dec. 5 Univ. of Calif., Berkeley, Berkeley, California
- Dec. 7-8 Rosy's, New Orleans, Louisiana
- Dec. 9 The King Fish, Baton Rouge, Louisiana
- Dec. 10-11 Armadillo, Austin, Texas

ACT LIKE NOTHING

For the first time in

a new album



*After Blood, Sweat & Tears, Blues Project, Lynyrd Skynyrd,
Nils Lofgren and The Tubes, it's easy*

"ACT LIKE NOTHING"

ACT LIKE NOTHING'S WRONG...

four years -

by AL KOOPER

ACT LIKE NOTHING'S WRONG"

UA-LA 702-G

Produced by John Simon & Al Kooper



CONTAINS:

(Please Not) One More Time

In My Own Sweet Way

Turn My Head Towards Home

Hollywood Vampire

This Diamond Ring

She Don't Ever Lose Her Groove

I Forgot To Be Your Lover

Missing You

Out Of Left Field

ACT LIKE NOTHING'S WRONG...

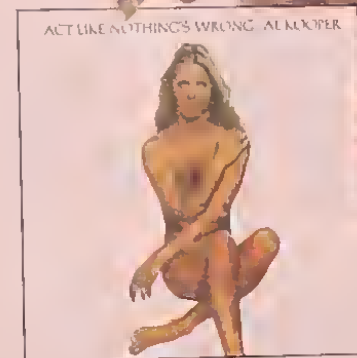
For the first time in four years -

a new album by **AL KOOPER**

After Blood, Sweat & Tears, Blues Project, Lynyrd Skynyrd,
Nils Lofgren and The Tubes, it's easy to

"ACT LIKE NOTHING'S WRONG" UA-LA 702-G

Produced by John Simon & Al Kooper



CONTAINS:

- (Please Not) One More Time
- In My Own Sweet Way
- Turn My Head Towards Home
- Hollywood Vampire
- This Diamond Ring
- She Don't Ever Lose Her Groove
- I Forgot To Be Your Lover
- Missing You
- Out Of Left Field

Everything's Right On United Artists Records and Tapes **UA**

THE PRETENDER — Jackson Browne — Asylum — Producer: Jon Landau — List: 6.98

Jackson Browne's long-awaited LP is finally here, and it's a good one. With all the talk about this record, we expected Jon Landau's production to be a startling affair; rather, with the exception of a few well-placed backing vocals, it's fairly straightforward, and presents Browne in an accessibly sensitive light. FM programmers will hit on every cut, particularly the title track and "Your Bright Baby Blues," which features some fine Lowell George slide guitar and singing.



ROCK AND ROLL OVER — Kiss — Casablanca NBLP 7037 — Producer: Eddie Kramer — List: 6.98

The champions of the heavy-metal division are back with an album with no surprises, just more solid rock 'n' roll. With the recent success of "Beth," there's a softer edge to this LP, but the hard stuff has not been neglected. "I Want You" should be a progressive radio favorite, along with "Calling Dr. Love" and "Baby Driver." Eddie Kramer's production is good, highlighting the driving underlying rhythms.

THE BEST OF GEORGE HARRISON — George Harrison — Capitol ST-11578 — Producers: Various — List: 6.98

This album is broken up into two complete sets. The first side comprises Harrison-composed Beatle tunes; side two is Harrison out on his own. The first set is the more interesting (tunes like "Taxman" and "Think For Yourself" are included); as a whole, however, this is an important historical document that's sure to stir up heavy Christmas sales, especially with the imminent release of new Harrison product.



UNFINISHED BUSINESS — The Blackbyrds — Fantasy F-9518 — Producer: Donald Byrd — List: 6.98

The Blackbyrds are right in the groove with this one. Donald Byrd's production is crystal clear, and the highly stylized funk is there, with plenty of variety. "You've Got That Something" has the sweet AM sound of this year's "Happy Music," and "Time Is Movin'" is just right for disco play. A slick LP, this should appeal strongly to pop and R&B audiences alike.

HIGH LONESOME — The Charlie Daniels Band — Epic PE 34377 — Producer: Paul Hornsby — List: 6.98

Charlie Daniels Band's latest studio album is a collection of nine new tunes that exemplify the best of southern rock. A couple of friends lend support: Toy Caldwell plays a terrific steel guitar on two songs and George McCorkle adds a lonesome acoustic guitar on "Billy The Kid," one of the album's finest tracks. The rocking "Tennessee" looks to be an FM favorite, and AOR outlets are already picking up on the whole package.



HOME IS WHERE THE HEART IS — Bobby Womack — Columbia PC 34384 — Producers: Bobby Womack and Muscle Shoals Rhythm Section — List: 6.98

Womack's terrifically expressive voice wraps itself around a couple of self-penned tunes as well as some that could be considered standards. His cover of Sam Cooke's "A Change Is Gonna Come" is nothing short of beautiful, with his phrasing punching up an already dynamic melody line. He sings a duet with a great female voice on "We've Only Just Begun." Many of these tunes will immediately be played as album cuts on R&B outlets, and the whole package has a good chance to cross pop.

THE JACKSONS — The Jacksons — Epic PE 34229 — Producers: Various — List: 6.98

Under the executive production eyes of Gamble and Huff, The Jacksons have turned out what looks to be their finest record to date. The single "Enjoy Yourself" is currently climbing fast on the R&B charts, and there are a lot more possibilities here for that kind of action. "Blues Away" is an energized cut that makes full use of the band's harmonic capabilities, and "Keep On Dancing" should get a lot of disco play. This could be their biggest selling LP to date.



PHOTOGRAPH — Melanie — Atlantic SD 18190 — Producers: Peter Schekeryk, Marty & David Palch — List: 6.98

The first album from Melanie in some time, this is a collection of new songs from one of our best folk-rock stylists. The producers have surrounded the tunes with excellent instrumental tracks that are never distracting. "I'm So Blue" is a beautiful ballad that has a well-placed sax solo, and Richard Greene lends a capable hand on violin. There's not a weak song in the package; all tunes are suited for FM play.

RADIO ETHIOPIA — Patti Smith Group — Arista AL 4097 — Producer: Jack Douglas — List: 6.98

Patti Smith's second LP shows some serious artistic maturation. Her vocals are much more upfront in the mix, and it sounds good. While some will still complain of the lack of melodies, it's clear that the tunes are there, although they surface through implication rather than direct statement. FM programmers will wear out "Ask The Angels" which, besides capturing much of the spirit of rock 'n' roll, is familiar to Smith concertgoers. A four-page booklet of lyrics and poetry is included.



THE BEST OF THE POINTER SISTERS — The Pointer Sisters — Blue Thumb/ABC BTSY 6026/2 — Producer: David Rubinson — List 7.98

A two-record set, this comprises 17 classy Pointer Sisters tracks. The singles are all there, along with some album cuts that were foolishly overlooked in initial release. The harmonies, of course, are right on target: that renowned forties sound is all over this record; it really swings. With the proper marketing push, this could be a great Christmas seller. The bargain price is worth it just for "Yes We Can Can" and "Cloudburst."

IMAGINARY VOYAGE — Jean-Luc Ponty — Atlantic SD 18195 — Producer: Jean-Luc Ponty — List: 6.98

Jean-Luc Ponty continues to break new ground as one of the finest instrumentalists since Stephane Grappelli's heyday. His violin work here, particularly on side 2 (a four-part tour de force called "Imaginary Voyage") is stimulating, inventive, and at once accessible. "New Country," a tune he debuted on his last American tour, has melody lines that will appeal to rock and jazz programmers alike.



HUTSON II — Leroy Hutson — Curtom/WB CU 5011 — Producer: LeRoy Hutson — List: 6.98

LeRoy Hutson, with this LP, shows why he is considered to be one of the best R&B artists around. Self-produced, "Hutson II" features tight arrangements, yet ones that avoid any kind of constriction. Hutson obviously is open to influence, and he incorporates jazz and funk chording and melody lines into a bunch of extremely listenable tunes, like "Love The Feeling" (good for disco) and "Situations," an instrumental that could wind up on many jazz lists.

DO I LOVE YOU — Peter Lemongello — Private Stock PS 2018 — Producer: Jay Senter — List: 6.98

Lemongello, now that he doesn't have to sell his own records, is concentrating on his considerable MOR talents, and has turned out quite a pleasing package. Studio ace Michael Melvoin produced with care, and Lemongello chose his material from the best pop songwriters around: Sedaka, Randy Edelman, David Pomeranz and Paul Anka. Look for the title track to get heavy spins on easy listening formats, as well as "Where Did We Go Wrong."

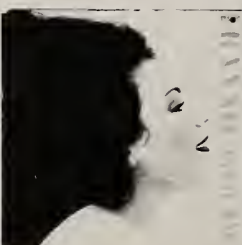


ROGER TROY — Roger Troy — RCA APL 1-1910 — Producer: Mike Lipskin — List: 6.98

Roger Troy's debut solo LP is a fine effort. Many of the songs sound like some of Boz Scaggs' basic tracks — they've got that smoothed-over R&B feel to them. Not without experience, Troy was a part of the recently regrouped Electric Flag, and is a proficient songwriter. His own "Don't Put The Blame On Me Baby" has across-the-board appeal, and throughout Mike Lipskin's production has a lot of class. In-store play could break this artist in a big way.

LET'S STEAL AWAY TO THE HIDEAWAY — Luther Ingram — Koko KOA 1300 — Producer: Johnny Baylor — List: 6.98

Luther Ingram has a sweet tenor, expressive, as he handles these R&B-oriented numbers with an easy style. The title cut is a killer, with one of the best ballad hooks we've heard in some time. A flute introduction adds a touch of class. Other cuts would be fine for radio: "It's Too Much" and "Your Love Is Something Special." Great rhythm tracks by the Muscle Shoals Sound Rhythm Section.



FRANNIE GOLDE — Frannie Golde — Atlantic SD 18196 — Producers: Various — List: 6.98

A good songwriter, Frannie Golde takes her own material and a tune from Lennon and McCartney and comes up with a pleasing LP. In the Melissa Manchester style (indeed, she often writes with Carol Bayer Seger), the tunes run the gamut from ballads to MOR pop rock. Look for "Love Is" and "As Long As There's Music" to get a lot of AOR play. The production was handled well by two teams: Bert DeCoteaux & Tony Silvester and Michael DeLugg & Charlie Calello.

REGIONAL ALBUM ACTION

NORTH CENTRAL

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

1. CAPTAIN & TENNILLE (SONG OF JOY)
2. KISS (DESTROYER)
3. OLIVIA NEWTON-JOHN
4. ALICE COOPER
5. BEE GEES (GOLD)
6. BLUE OYSTER CULT
7. BLACK SABBATH
8. KC & SUNSHINE
9. DONNY & MARIE
10. STYX

WEST

(California, Seattle, Portland)

1. KC & SUNSHINE
2. BLUE OYSTER CULT
3. ABBA
4. FRANK ZAPPA
5. SAVANNAH BAND
6. PATTI SMITH
7. OHIO PLAYERS
8. DONNA SUMMER
9. RUSH
10. THIN LIZZY
11. ALICE COOPER
12. LITTLE RIVER BAND
13. BLACK SABBATH
14. RAY CHARLES & CLEO LAINE
15. MELISSA MANCHESTER

DENVER/PHOENIX

1. KANSAS
2. FRANK ZAPPA
3. FIREFALL
4. MICHAEL MURPHEY
5. LEON RUSSELL
6. PURE PRAIRIE LEAGUE
7. HALL & OATES (RCA)
8. CHUCK MANGIONE
9. BLACK SABBATH
10. RINGO STARR

MIDWEST

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

1. KANSAS
2. BLUE OYSTER CULT
3. RUSH
4. ROBIN TROWER
5. BOB SEGER
6. PARLIAMENT
7. THIN LIZZY
8. OLIVIA NEWTON-JOHN
9. CAR WASH
10. PURE PRAIRIE LEAGUE
11. NADIA'S THEME (A&M)
12. ALICE COOPER
13. FRANK ZAPPA
14. HARRY CHAPIN
15. WORLD WAR II

NORTHEAST

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

1. SAVANNAH BAND
2. DONNA SUMMER
3. BLUE OYSTER CULT
4. HALL & OATES (RCA)
5. KC & SUNSHINE
6. RUSH
7. McCOO & DAVIS
8. ENGELBERT HUMPERDINCK
9. ABBA
10. EMOTIONS
11. PATTI SMITH
12. BRASS CONSTRUCTION
13. GIL SCOTT-HERON
14. LOU REED
15. OHIO PLAYERS

NATIONAL BREAKOUTS

1. GORDON LIGHTFOOT
2. AL STEWART
3. ROBERT PALMER
4. PHOEBE SNOW
5. DOOBIE BROTHERS
6. JOAN BAEZ
7. BURTON CUMMINGS
8. KISS
9. FOGHAT
10. DAVE MASON

BALTIMORE/WASHINGTON

1. LABELLE
2. McCOO & DAVIS
3. BRICK
4. BLUE OYSTER CULT
5. CAR WASH
6. PARLIAMENT
7. BRASS CONSTRUCTION
8. FUNKADELIC
9. STUFF
10. GIL SCOTT-HERON
11. GLADYS KNIGHT
12. DONNA SUMMER
13. EMOTIONS
14. KOOL & THE GANG
15. CROWN HEIGHTS AFFAIR

SOUTH CENTRAL

(Dallas, Houston, New Orleans, Little Rock)

1. BOB SEGER
2. THIN LIZZY
3. KC & SUNSHINE
4. MICHAEL MURPHEY
5. TOM WAITS
6. CAPTAIN & TENNILLE (SONG OF JOY)
7. NADIA'S THEME (A&M)
8. LOU REED
9. RUSH
10. HOT TUNA
11. LEO KOTKIE
12. LITTLE RIVER BAND
13. DAVID BROMBERG
14. LEON RUSSELL
15. GATO BARBIERI

SOUTHEAST

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

1. BRICK
2. FIREFALL
3. CAR WASH
4. KANSAS
5. CAPTAIN & TENNILLE (SONG OF JOY)
6. HALL & OATES (RCA)
7. STYX
8. OLIVIA NEWTON-JOHN
9. HARRY CHAPIN
10. PURE PRAIRIE LEAGUE
11. BOB SEGER
12. EMOTIONS
13. LEON RUSSELL
14. DENIECE WILLIAMS
15. FRANK ZAPPA

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

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

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

J.C. Penney fr 26

At Korvettes in Baltimore, Chicago, Detroit, New York, Philadelphia and Washington, Al Stewart's catalog was advertised for \$3.64 per LP: it was promoted at Strawberries in Boston for \$3.75 per LP. Since Stewart's latest album has climbed to #31 bullet on **CB's** pop chart, it is not surprising that GRT, which distributes the artist's releases on Janus Records, is supporting it with a print ad campaign. However, since this is the first such campaign which has been mounted for Stewart, **CB** asked Howard Silvers, national sales manager for GRT, why the company decided to adopt this tactic right now.

"In New York," Silvers began, "the cost of advertising and of reaching the maximum marketplace in some instances is very prohibitive. So the best thing to do in New York is to use print."

It was decided to run print ads with Korvettes in the other five markets for two reasons, Silvers explained. First of all,

Stewart's albums have been selling very well in those areas. And secondly, while few urban dwellers outside of New York pay close attention to newspapers, a large group of print-oriented consumers exists in those cities' suburbs, where Korvettes has many stores.

"We're at a point with the Al Stewart album where we must cross him over into the suburban marketplace. And the Korvettes stores in Detroit are in the outlying areas, not in the metropolitan area. There are no Korvettes stores in metropolitan Chicago or Philadelphia, either. There is in New York, but New York is a different kind of animal."

Asked why GRT chose to advertise all three of Stewart's albums, Silvers replied, "On any artist we have who has an active catalog, we always merchandise the catalog along with the newest album." Silvers added that this holds true even for an artist whose past LPs have not sold particularly well. Again, he offered two reasons: "First, because there are only half a dozen

of this type of artist on our label. And second, it's because we've found that whenever an album happens like Al Stewart's (latest LP), he finds new followers. And if that new follower is about to buy a (copy of) "Year Of The Cat," we would hope that he'd buy either one or both of Stewart's previous albums."

"Nadia's Theme"

The A&M album entitled "Nadia's Theme," which contains Barry DeVorzon's current hit single, was advertised this week at Sears in Dallas for \$3.99/\$4.99 tape, and at Licorice Pizza in Los Angeles for \$3.69/\$4.99 tape. DeVorzon's solo album on Arista, also called "Nadia's Theme," was promoted in these markets: at Lechmere in Boston for \$3.88, at Sam Goody in Philadelphia for \$3.99, in Seattle for \$3.99 without a specific store tie-in; and at Harmony Hut in Washington for \$3.99. Last week, in contrast, the Arista version of "Nadia's Theme" was advertised in only two markets, while ads for the A&M album appeared in six.

According to Jon Peisinger, director of national sales for Arista, his company held back on print ads "until we were in the position at a retail level to capitalize on the advertising." The Arista "Nadia's Theme," released on October 22, has been on the **CB** pop chart for only two weeks.

Peisinger readily conceded that sales of DeVorzon's solo album are being generated largely by the A&M 45. "We are following the progress of their single very closely. Obviously, the success of our package depends on the success of that single."

Although the A&M album is still farther up on the chart than Arista's LP, Peisinger believed that his company's version would surpass the competition in the long run. "A&M's edge was only generated because they were able to get on the marketplace a few weeks before us. And as for the single, we really have practically the same version that they do — it's the same artist."

"Basically, what we have going for us is

continued on pg 38

BEAT COASTINGS — New York won't see them on the concert stage until December 2, but the **Bee Gees** have already made their presence felt here through a tightly coordinated publicity onslaught. Their arrival was heralded by ceremonies which culminated in a reception last Wednesday, hosted at Gracie Mansion by **Mayor** and **Mrs. Beame**. Speaking in the huge covered pavilion where civic officials, celebrities and press gathered, Beame jokingly expressed hopes that people wouldn't think the city's fiscal crisis had forced him to "move into a tent," after which he thanked the Bee Gees for their pledge to donate the proceeds of their Madison Square Garden concert to the New York Police Athletic League. The mayor then introduced RSO head **Robert Stigwood** who proposed that while many groups had made a great deal of money playing in New York, most took their revenues out of the city without putting any back. His sentiments were echoed by **Maurice, Robin** and **Barry Gibb**, who expressed hopes that other artists might follow suit.

Along with public officials, including district attorney **Bob Morgenthau**, guests at the affair included **Clive Davis**, **Ahmet Ertegun**, **Ron Delsener**, **Andy Warhol**, **Paulette Goddard**, **Sylvia Miles**, **Kevin McCarthy**, and the inseparable trio of **James Taylor**, **Carly Simon** and "another passenger." Music was provided by **Peter Duchin**.

Earlier in the day, the Bee Gees exchanged gold and platinum disks with the mayor and were presented with the key to the city. But that isn't where it all started. At least a week beforehand, a "Bee Gees World Tour Headquarters" (an idea of Stigwood's) opened in a West 7th Street storefront, replete with banners and flashing tube lights. Inside are promotional giveaways, plus t-shirts and albums for sale. The location will serve as central HQ for the entire tour.

THE MILES FILE — Rumors abound that **Miles Davis** is label shopping now that his Columbia contract is up, but sources close to the great trumpet player assure us that nothing in the way of a new contract has reached any final stage as yet. Meanwhile, Columbia has a wealth of Miles material in the can, including sessions recorded last April. A few Miles compilation packages are planned, the very next to be entitled "Water Baby," featuring the famous Davis quintet that included **Herbie Hancock**, **Tony Williams**, **Wayne Shorter** and **Ron Carter**, including material recorded in 1968. Miles will be back in the studio in a few weeks.

BEV VISITS — Just as his only respite from the relentless drumbeat of **ELO's** stage show ("Strange Magic") finds him upstage helping the group with vocal harmonies, drummer **Bev Bevan** is now out on the road getting press for **ELO's** fastest selling album yet, "A New World Record." In the small piece of time sandwiched between a short U.S. tour, recording and a big U.S. tour to start in January, everyone else is on vacation, but Bevan doesn't mind: "I volunteered." He explained that Jeff Lynne's **Move** classic "Do Ya . . ." was included on the new album purely on the basis of crowd response in concert. When it was suggested that the song's infectious chorus riff seemed to have been picked up by other groups as the basis of many recent hit singles, notably **Sweet's** "Fox On The Run," Bevan casually commented that he "hadn't noticed. We're accused of pinching riffs from other people from time to time, but I don't think it's done on purpose," he mused. (Tell that to **George Harrison**.) Besides interviews, Bevan will use this trip to order a new gigantic gong from **Avedis Zildjian**, America's foremost manufacturer of cymbals, as well as voyaging to **Slingerland Drum Co.** in Chicago, where the first "Bev Bevan" signature drumsticks are being manufactured. He says they'll be the biggest, heaviest rock pounders on the market.

VISITATION RITES, PT. TWO — This week saw **Cash Box** hosting many other distinguished guests. **Herbert Winter**, director of public relations for the Polygram Group, stopped by during a visit to the United States which he hopes will be an important step toward solidifying intercorporate relations within the many-faceted international conglomerate. Winter has a strong background in video, which he feels will be a mighty force to be reckoned with in the near future of the entertainment industry. He hopes to return to the U.S. for a full month in the near future, since he feels that direct experience is the best way to comprehend the vagaries of an unfamiliar market. . . . Also about was **David Laflamme**, the former violinist, leader and composer for **It's A Beautiful Day**, who now has a new band and album forthcoming on **Amherst Records**. Laflamme noted that the new single, "White Bird," was a more satisfactory edit than the "cleaved" version put out on Columbia by **It's A Beautiful Day** in the late sixties. . . . Also stopping by was **Barry DeVorzon**, who reminded us that although his composition "Nadia's Theme," or "The Young And The Restless," is presently represented on LPs on five labels, his **Arista** album in his opinion contains his most personal input as an artist.

THE CLONES OF DR. DYLAN — Or, how the thunder kept on rolling. First **Roger McGuinn** forms **Thunderbyrd**, a new four piece band which garnered rave reviews across the country. **Joan Baez** signs with **Portrait**, and has been sighted boogieing at a number of west coast parties this fall. **Steve Soles**, **T-Bone Burnett** and **David Mansfield** join forces as **The Alpha Band**, whose first album was just released by **Arista**. **Mick Ronson** has a new band which is practicing in New York, and rumor has it that one **David Cassidy** is their newest member. **Kinky Friedman's** "Lasso From El Paso" is finally released after a dispute with **Buck Owens** over Friedman's revision of "Okie From Muskogee," which was deleted from the LP. **Ronee Blakely** headlined at **The Other End** recently, and is reportedly in-between labels right now. **Howie Wyeth**, drummer extraordinaire, has got his own revue these days — **Sneaky Cookin'**. Featuring four soulful lady lead singers — **Josh Brown**, **Angie Howell**, **Christine Faith** and **Rona Morrow** (aka Mrs. Howie Wyeth), they recently stirred up audiences during a four-day stand at **The Other End**. With **Howie** acting as writer, arranger and electric pianist for the band, they gave a varied and engaging performance filled with both funk and fun. Also on hand to add a little spice to the mix were bassist **Rockin' Rob Stoner** (who is currently working on solo projects) and sax-man **Michael Brecker**. Missing in action — **Bobby Neuwirth**, **Ramblin' Jack Elliott** and **Joni Mitchell** (whose new album is anxiously awaited).

SO YOU WANT TO BE A ROCK 'N' ROLL STAR? — "Not me!" said 18-year-old Bay City Roller **Ian Mitchell**, after a six-month trial period, all expenses paid. Having spent a difficult week talking things over with his family in Belfast, Ireland, Mitchell decided that his "dream" had turned into a "nightmare," and that the constant traveling far away from family and friends at home made him "very depressed." Mitchell advised, "People may think being a Roller is a very glamorous and exciting life, but until you are one, you have absolutely no idea what that life is like." Perhaps he did not intend to be a profound philosopher, but he sounds wise nonetheless. Replaced by **Pat McGlynn**, another Irishman his same age, Mitchell will rejoin the local group he originally left when he signed with the **Rollers**.

WEA THREE — For the first time, the three WEA labels have gotten together for a joint presentation aimed at the consumer. Although plans are far from definite at this time, it appears that the local promotion staffers are cooking up a videotaped variety program as part of WEA's fall combination program subtitled "The Winning Combination." The program is slated to feature two never-before-broadcast live performance sequences: **AWB** doing "A Love Of Our Own," and **Rod Stewart** rendering "A Night On The Town," along with a **Queen** "Bohemian Rhapsody" segment that has been seen on nationwide TV. Also featured will be award-winning performances by **Atlantic's Steve Leeds** and **C.B.**

Ballard, **Warner Bros.' Peter Kane** and **Kenny Puvogel**, and **Elektra's** ever-witty **Mitch Kaner**. Produced by **Jan Bridge** (formerly of **Metromedia**), the show will include skits with aforementioned promo men in Santa Claus drag, wearing football uniforms, and delivering one-liners sure to make you chuckle (or at least groan). Utilizing the talents of WEA's home office consultant **Fred Salem**, many of the sections will be taped at the **Sam Goody 49th St. store**, **WNEW-FM**, and other locations. The audience will be invited to enter a contest by postcard for these valuable prizes: 100 WEA fall samplers plus 100 copies each of the **WB Phil Spector**, **Cotillion** and **Nonesuch** Christmas albums for runners-up. At present, the organizers intend to air the show over cable TV, and considering that the two New York cable services reach over 150,000 homes, this idea isn't so crazy after all!

DON'T FRET — If you happen to be a **Bee Gees/Beatles** fanatic who can't get enough of the brothers Gibb covers of **MacLen** hits on the "All This And World War II" soundtrack, help may be on the way. With a "Sergeant Pepper's Lonely Hearts Club Band" film emanating from the Stigwood organization, it's a good bet the Bee Gees will be performing musically and/or dramatically in that production. . . . **Nemperor's Stanley Clarke** and **Atlantic's Billy Cobham** and **Jean-Luc Ponty** are among the **Down Beat** magazine poll winners who taped a PBS TV special for airing in early 1977. . . . **Sweet Thunder** signed to the Atlantic-distributed **WMOT** label. . . . **David Jonas**, personal manager of **Freddie Prinze**, has been awarded three years' commissions at 15% in a recent court battle over the original terms of Prinze's contract. **Country International Records** (a division of the **PKS** group) has released a single entitled "Jimmy's In The White House," a song penned by **Ben Dangler**, performed by **Van Trevor**. . . . **The Good Rats** will headline over supporters **Orchestra Luna** in a concert to benefit **WNYU-FM**, set for Town Hall, Sunday November 21 at 2 p.m. **WNYU** is the student-operated, non-commercial station owned by **New York University**. . . . **RCA** artists **Dr. Buzzard's Original Savannah Band** make their TV debut November 16 with **Tony Orlando & Dawn**. . . . **Jim Schwartz** became a grandfather for the first time November 4, when **Steve and Judy Schwartz** became proud parents of **Robert Howard**, nine pounds at birth in Philadelphia. . . . A second child, **Theodore Tobias**, born to **Ted and Mrs. Nugent** November 7. No doubt he'll be cutting his first set of teeth on venison. . . . The original cast album of the black version of **Frank Loesser's** "Guys And Dolls" recorded for **Motown** at Columbia's 30th St. studios. . . . Airing November 20th over **NBC-TV**, **Don Kirshner's** **Rock Concert** presents **Harry Chapin**, **Tom Chapin**, **Steve Chapin** and **Muledeer**.

The entire staff of **CB** staff wishes **Sherry Ring** the speediest of recoveries. . . we miss you. **phil dimauro**

POINTS WEST — "All This And World War II" went into exclusive theatrical release in Los Angeles last week and **CB's** own **Bob Rohwer** caught a preview screening. "The film told the entire story of the war," said Rohwer, "from **Neville Chamberlain** through **V.E. Day**. Both color and black and white film was used, and the music (various performers doing **Beatle** songs) fit the scenes remarkably well. It was a moving experience, and the music heightened each sensation. The film seems like an ideal way for any teacher to teach today's kids about **WW II** and not bore them to death with text. . . just let them kick back, listen to the music, and absorb the history." And, according to **CB's** retail reporters, the soundtrack is proving an ideal way to move a lot of records. **TEN THOUSAND DOLLARS AT THE DROP OF A HAT, OR TAKE IT ON OUT TO THE PACIFIC COAST HIGHWAY** — More inside news on **Bob Dylan's** house in **Point Dume** that we've heard so much about: **Dylan's** built a screening room. No big deal, right? Wrong. The room is built around a '65 **Mustang**, which serves as the seating area. That's right, the whole car. And there's a new entrance to the pad, built big so **Bob** can ride his horse straight in. . . . **GOOD GUY OF THE YEAR AWARD** — goes to **Bob Greenberg** of **Atlantic**, according to the **WEA** people who gave the award. Last week, there was a dinner for **Bob** at the **Beverly Hills Hotel**; **Atlantic's Jane Ayer** filled us in: Guests included **Jerry Greenberg**, **Jerry Wexler**, **Redd Foxx**, members of **Average White Band**, **Johnny Bristol** and, to top the event, **Mayor Bradley** made it **Bob Greenberg** Day. Plus, **Atlantic** chose the evening to tell **Bob** that he's now a company vice president. Congratulations! . . . **FONTENOT RETURNS** — **Gary Fontenot**, after almost a year's hiatus, has come back to the **Starwood** in **Hollywood** as general manager of that venue. "I intend to start where I left off," he says. . . . **REEL TO REEL** — **John Kay** and **Morgan Cavett** are finishing up the final mixes of **Kay's** solo LP at **Heritage Studios**. (We heard one track, "Live Your Life," that features **Nicky Hopkins**, **Jim Horn** and the hottest slide work in a long time from **Lowell George**.) . . . **Russ Regan** dropped by **Paramount Recording Studios** to sign **Nite City**, a band recording under the aegis of **Jay Senter**, with **Roger Dollarhide** engineering. . . . **Hunter Hogan** producing a heavy metal group called **Column** at his own **Xerox Studio** in **Laurel Canyon**. . . . **I TOOK MY CONCERT OUT TO THE BARN** — **Jorma Kaukonen** of **Hot Tuna** got into a fight with some guy over a parking place in front of a **San Francisco** post office. His opponent was serious, and smashed the guitar player in the arm with a lead pipe, fracturing **Jorma's** fibula. **Hot Tuna** had to cancel at least the first week of its tour, missing out on dates in **Austin**, **Tulsa**, **St. Louis** and **Kansas City**. An article in **Time** magazine was the thing that caused the city council of **Hamilton, Ontario** to revoke permission for **Lynyrd Skynyrd** to use the city-owned **Hamilton Hall** on **November 16**. Apparently the city fathers didn't much like the group's rowdy image. . . . **Don McLean** will hit the west coast for the first time in nearly two years, playing dates this month in **Los Angeles** (**Roxy**), **San Diego** (**UCSD**), and **San Francisco** (**Boarding House**). . . . **MAGAZINE VINYL** — **Back Door Man Magazine**, a spirited rock journal, has concluded a limited distribution deal with **Shady Lady Music Co.** for the release of a single by **Pop**, a popular L.A. band. A strong mail order campaign is planned in coordination with placement in selected retail markets. . . . **JOIE DE VIVRE** — is the title of **Diana Marcovitz's** new LP on **Kama Sutra**. **Diana** stopped by **CB** when she was in town last week to play **The Troubadour**, and the charming **New Yorker** talked about future plans. "I'd like to get into television, as well as recording," she remarked. This seems like a natural, as the singer's stylized stage presence, and the equally visual content in her artful song lyrics are conducive to the medium. . . . **SPEAKING OF STAGE PRESENCE** — **ABC News** taped some of **Sara Vaughn's** recent **Roxy** gig for inclusion on an upcoming program. . . . Recording and TV star **Martin Mull**, according to informed sources, has a strange fetish that involves the theft of sheets. Rehabilitation is obviously required, but first he should return the stolen goods. . . . **Motown Productions** has purchased an original screenplay by **Barry Arman Bernstein** called "Discotheque," a comedy that covers one night in a dance club. **Rob Cohen**, executive vice president for the company, says that original quadraphonic disco music is planned for the score. . . . Preparation is underway for **Grace Slick's** **November 29** marriage to **Skip Johnson**, lighting director for the **Starship**. The **May-December** bonding (she's 37, he's 24) will take place in **Mauai** in front of 50-100 close friends and family. . . . We dropped by **Studio Instrument Rentals** last week to watch **Leo Sayer** work out with his fine twelve-piece band, a group that includes saxman **Bobby Keys**. During a break, the shy southerner relaxed on a couch and idly chatted with a man who seemed to be in charge. "Don't forget," cautioned **Keys**, "the rider in my contract about the **Dom Perignon**."

john mankiewicz

THE GOODS



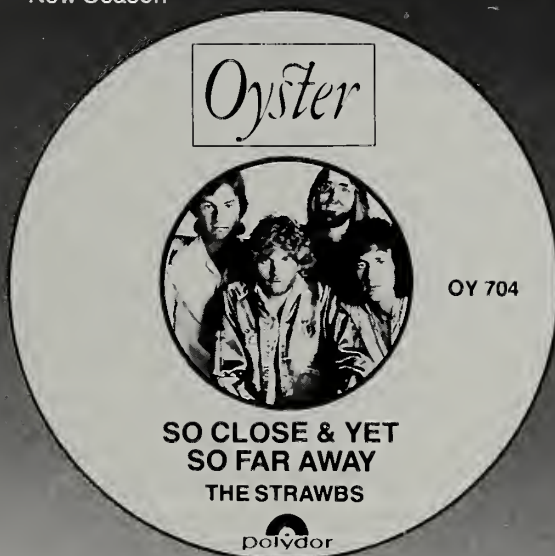
Huge TV audience—Broad Appeal—Heavy Play—major radio—single from chart LP "New Season"



Philadelphia breakout—Heavy phones Wilmington—Battle Winner—Allentown



Strong film tie-in—Airplay N.Y.—Pittsburgh, Nashville, Providence, Bakersfield



Single from chart LP "Deep Cuts"—wide spread album oriented radio ac-
tion—group tour scheduled



Bill Gavin "Heavy new airplay"—#48
Easy listening Billboard—strong Adult
Contemporary Appeal

WE GOT 'EM
AT



Where you raise your standard of listening

POLYDOR INCORPORATED

810 7th AVENUE, NEW YORK, N.Y. 10019

A POLYGRAM COMPANY/DIST. BY PHONODISC, INC.

J.C. Penney Terms Near; List Price Totally 'Competitive' fr 35

that we have a Barry DeVorzon album, whereas the A&M album is really a sampler package. It has "Nadia's Theme," but they've sold it with old album cuts by some of their secondary artists. The type of album that a Warner Bros. would package as a loss leader for two bucks, they're pushing on the marketplace for \$5.98 (list), which looks like a bargain when stacked up against a \$6.98 list album."

Chasing The Single

DeVorzon signed a contract with Arista only two days before the label released his solo album, and Peisinger admitted that the LP had been a rush affair to catch up with A&M's single. "It just gave us a sign that it was going to be a big single and sell a lot of albums, and it was worth chasing. Clive (Davis, president of Arista) went out and discovered that Barry DeVorzon was free to sign as an artist and very wisely grabbed him up. Then we rushed him into the studio. The album was an overtime project for all concerned, for the artist and our production people."

At the same time, however, Peisinger emphasized that "we were investing in an artist with a future. We feel that we have an artist here whom we're going to be promoting on an ongoing basis, who has a career ahead of him as well as behind him."

Therefore, Peisinger pointed out, Arista is aiming its advertising campaign for DeVorzon as much at retailers as at consumers. "The retailer also has a stake in this. If we can develop another major artist in Barry DeVorzon, the retailer will gain as well as Arista. A sampler package such as A&M has, on the other hand, is a one-shot deal."

What will happen after the current single peaks? "It looks like the single has the momentum to carry it through Christmas," replied Peisinger. "After that, I suspect we'll be coming with a follow-up from our album."

Showcasing Artists

Bob Fead, vice president of marketing for A&M, was equally optimistic about the single's longevity, and also predicted a follow-up single from A&M's album after

sales of "Nadia's Theme" fall off. The possibility of a follow-up single from Arista's solo DeVorzon album didn't seem to concern Fead. He said that he felt consumers were buying "Nadia's Theme," not because of the artist who performs it, but because of the material. The implication of his statement was that the Arista album will not, in his opinion, be able to maintain its sales on the strength of DeVorzon's name; therefore, after the single peaks, both albums will have to stand or fall on their own respective merits. And from Fead's point of view, there was no doubt about the outcome: "We have the much superior album, and obviously ours is the album people are going to want to buy."

Asked why A&M attached a \$5.98 instead of a \$6.98 list price to its "Nadia's Theme" LP, Fead answered, "We have a number of artists in the package, and we're really looking to showcase those artists." In order to accomplish this goal, Fead continued, the company decided to package selections by these artists with the hit single and to market the disk at an appealingly low

price. "We felt that a \$5.98 list would gain us much more acceptance at a retail level, and perhaps motivate people to go on to buying some of the other artists on the album."

Early Christmas Push

Well in advance of the holiday sales season in other cities, an unusually large number of print ads, including multi-dealer or independent ads run by Warner Bros., MCA, A&M, UA and CBS, appeared this week in Boston (see boxed sidebar to retail price list).

An important segment of Boston's record consumers are college students, most of whom leave town for the holidays in the early part of December. Asked if this fact played a role in the record advertising blitz, a spokesman for the Harvard Coop replied, "That's part of it — the pre-Christmas rush. The releases are there, and they want to get it going into the market to follow it through until Christmas. Now's the time to advertise so that customers know (the product) is available, and to put it in their minds so they know what they're going to buy for people?"

Retail Selling Prices

Atlanta: At Franklin Music (3 locations), all Columbia Masterworks releases for \$4.19/\$5.40 tape; all Odyssey recordings (\$3.98 list) for \$2.39 per disk; "George Gershwin Plays Rhapsody in Blue" (no list price) for \$2.99/\$3.99 tape; "Concert Of The Century" (2 LPs/\$15.98 list) for \$9.49 per album or tape; six Masterworks albums for \$3.99 each; and "new 3 record operas" for \$11.99 each. At Eckerd Drug stores, assorted budget releases and cutouts for \$2.99 per LP or tape. Buddah Records tie-in of the single, "So Sad The Song," performed by Gladys Knight and the Pips, and the original soundtrack to the motion picture "Pipe Dreams." (*Sunday Atlanta Journal and Constitution*).

Baltimore: At Korvettes (4 locations), multi-label sale (including A&M, MCA, Motown, Polydor, Mercury, RSO and Private Stock) for \$3.96/\$5.74 tape; Al Stewart's catalog on Janus for \$3.64 per LP; and the latest albums by Quincy Jones and Peter Frampton (both 2 LPs/\$7.98 list) for \$3.99/\$7.34 tape. At Recordmasters (3), all Columbia and Columbia/Melodiya classical albums for \$3.99 per LP; all Odyssey disks (\$3.78 list) for \$2.19; and "Concert Of The Century" (2 LPs/\$15.98 list) for \$9.98. (*Sunday Baltimore Sun*).

Boston: At Lechmere (4 locations), 16 releases, including Boston's debut LP and the newest releases by EWF, Bob Dylan, David Bowie, Jefferson Starship and Linda Ronstadt, for \$3.88/\$5.48 tape; the most recent releases by Peter Frampton and Lynyrd Skynyrd (both 2 LPs/\$7.98 list) for \$4.70/\$6.36 tape each; "Blue Moves" by Elton John (\$12.98 list) for \$7.80/\$8.98 tape; Led Zeppelin's "The Song Remains The Same" (\$11.98 list) for \$7.16/\$8.44 tape; and "Nadia's Theme" by Barry DeVorzon on Arista for \$3.88. At The Coop, "Concert Of The Century" (\$15.98 list) for \$9.18; Ormandy's version of "The Planets" on RCA (\$4.98 list) for \$2.99. At Strawberries (6), the debut album by Webster Lewis on Epic for \$3.75. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Boston Sunday Globe*).

Chicago: At Korvettes (6 locations), same ad with the identical features and prices that appeared in Baltimore. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Sunday Chicago Tribune*).

Cleveland: At J. P. Snodgrass (14 locations), full-page ad promoting all releases for \$3.99 tied to new store opening and the newest album by Rush (2 LPs/\$7.98 list) for \$5.99. At Gold Circle (7), 18 albums, including Boston's debut LP and the latest disks by Chicago, Blue Oyster Cult, Abba, John Denver, War and the Bee Gees, for \$3.99 each; and the most recent albums by Elton John (\$12.98 list) and Stevie Wonder for \$9.97 each. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Cleveland Plain Dealer*, November 5 and 7).

Dallas: At Sound Warehouse (5 locations), full-page ad promoting 32 CBS releases, including the debut LPs by Boston and Wild Cherry and the latest releases by EWF, Bob Dylan, Willie Nelson, Neil Diamond, Chicago, Herbie Hancock and Boz Scaggs, for \$3.45/\$4.45 tape each; tied to openings of two new stores. At Musicland (9), six releases, including Boston's debut LP and the most recent releases by EWF, ELO and the Bee Gees, for \$4.44/\$5.99 tape each; and assorted cutouts for \$1.97/\$2.97 tape. At Davey's Locker, full-page ad tied to store's grand opening with the following features: 24 albums including the newest releases by Michael Murphey, James Taylor, Rod Stewart, Leon Russell, the O'Jays, Willie Nelson and Hubert Laws and Boston's debut LP, for \$3.99 each; and nine disks, including the latest albums by EWF, ELO and the Ohio Players and Thin Lizzy's debut LP, for \$3.77 each. At Sears (10), "Nadia's Theme" on A&M for \$3.99/\$4.99 tape. (*Dallas Morning News*, November 5 and 7, and the *Sunday Dallas Times Herald*).

Denver: No ads in the *Sunday Denver Post*.

Detroit: At Korvettes (5 locations), same ad with the identical features and prices that appeared in Baltimore and Chicago, except that six releases on A&M, including the newest releases by Richie Havens, Captain and Tennille and Gino Vannelli, were for \$3.94/\$5.74 tape each, and Elton John's "Blue Moves" (\$12.98 list) was advertised for \$7.99. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." RSO Records tie-in of the soundtrack to the motion picture "Bugsy Malone." Buddah Records tie-in of the single "So Sad The Song," performed by Gladys Knight and the Pips, and the original soundtrack from the motion picture "Pipe Dreams." (*Sunday Detroit News*).

Houston: At Foleys (7 locations), eight RCA budget releases for \$2.50 each (*Sunday Houston Chronicle*).

Indianapolis: MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Sunday Indianapolis Star*).

Los Angeles: At Hitsville (6 locations), 15 CBS releases, including the debut LPs by Boston and Wild Cherry and the newest releases by Chicago, Bob Dylan, EWF, Aerosmith and Phoebe Snow, for \$3.88/\$4.98 tape each. At Music Plus, the latest releases by Ohio Players, Patti Smith and Grand Funk, prices not included. At J.C. Penney (20), "Concert Of The Century" (\$15.98 list) for \$15.98/\$15.95 tape. At Licorice Pizza (18), full-page ad promoting "Nadia's Theme" on A&M for \$3.69/\$4.99 tape. A&M logo tied to full-page ad

promoting upcoming area concert appearance by Peter Frampton. At VIP Records & Tapes (8), "top 100" releases for \$3.88/\$4.88 tape, with Labelle's "Chameleon" featured prominently. 20th Century Records ad promoting the soundtrack to the motion picture "All This And World War II." Full-page ad promoting the premiere of "All This And World War II" tied to the original soundtrack album. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." Swan Song/Atlantic Records tie-in of the original soundtrack to "The Song Remains The Same." (*Sunday Los Angeles Times Calendar Section*).

Miami: At Woolco (9 locations), assorted cutout tapes at three for \$1.00. Pablo Records logo tied to upcoming area concert appearance by Ella Fitzgerald, Count Basie, Oscar Peterson and Joe Pass. (*Sunday Miami Herald*).

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

New York: At Korvettes (30 locations), these features: multi-label sale (including A&M, MCA, Motown, Polydor, Mercury, RSO and Private Stock) for \$3.96/\$5.74 tape; five "super-specials," including Heart's debut LP and the latest albums by KC and the Sunshine Band, Crosby/Nash, Jefferson Starship and Isaac Hayes, for \$2.99 each; Al Stewart's catalog on Janus for \$3.64 per LP; the newest album by Rush (2 LPs/\$7.98 list) for \$4.46; "An Evening With John Denver" (2 LPs/\$12.98 list) for \$7.39; the soundtrack to "Bugsy Malone" (2 LPs/\$7.98 list) for \$4.46; the most recent releases by Peter Frampton and Quincy Jones (both 2 LPs/\$7.98 list) for \$3.99; each album in the Living Language Series (\$11.95 list) for \$7.99/\$9.99 tape; the first recording of Massenet's "Esclarmonde" on London (3 LPs/\$20.98 list) for \$10.99; all LPs featuring Joan Sutherland and Richard Bonyng on London for \$3.96; the Cleveland Quartet's catalog on RCA for \$3.99/\$4.99 tape; all Columbia Masterworks albums for \$3.96; "George Gershwin Plays Rhapsody In Blue" and Bernstein's recording of Tchaikovsky's Fourth Symphony, both on Columbia (no list prices), for \$2.99; and "Concert Of The Century" (2 LPs/\$15.98 list) for \$8.47. At Sam Goody (27), these features: all WEA releases for \$4.29/\$5.79 tape; eight "Picks of the Week," including the newest albums by Lou Reed, EWF, Aerosmith, the Bee Gees and Donna Summer, for \$3.44/\$4.88 tape each; 10 Capitol releases, including the newest releases by Steve Miller, Helen Reddy and Natalie Cole, for \$3.99/\$5.49 tape each; the debut release by Heart for \$3.79/\$4.99 tape; Tchaikovsky's "The Nutcracker" and two operas on Philips (all 2 LPs/\$15.96 list) for \$9.78 each; and Rossini's "Elisabetta" on Philips (3 LPs/\$23.94 list) for \$14.67. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Sunday New York Times*).

Philadelphia: At Korvettes (5 locations), same ad with the identical features and prices that appeared in Baltimore and Chicago. At Sam Goody (10), all WEA releases for \$4.29/\$5.79 tape; "Picks of the Week," including "Nadia's Theme" by Barry DeVorzon on Arista and the newest albums by Phoebe Snow, Jefferson Starship and ELO, for \$3.99 each; Elton John's "Blue Moves" (\$12.98 list) and the latest album by Stevie Wonder, also "Picks," for \$7.99 each; and "Concert Of The Century" (2 LPs/\$15.98 list) for \$9.99. (*Sunday Philadelphia Inquirer*).

Pittsburgh: No ads in the *Sunday Pittsburgh Press*.

Portland: No ads in the *Sunday Portland Oregonian*.

St. Louis: No ads in the *Sunday St. Louis Post-Dispatch*.

San Francisco: At Discount Records (5 locations), the newest album by Hubert Laws for \$3.99; all CBS show and soundtrack releases for \$3.99/\$4.88 tape; and 48 Nonesuch classical albums, prices not included. At Odyssey Records (5), "Concert Of The Century" (2 LPs/\$15.98 list) for \$8.59. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." RSO Records tie-in of the original soundtrack to the motion picture "Bugsy Malone." (*San Francisco Examiner & Chronicle*, Datebook/This World).

Seattle: "Nadia's Theme" by Barry DeVorzon on Arista for \$3.99, no specific store ties. UA Records tie-in of the original soundtrack to the motion picture "Welcome To L.A." (*Sunday Seattle Times*).

Washington: At Korvettes (5 locations), same ad with the identical features that appeared in Baltimore, Chicago and Philadelphia. At Giant Department Stores (4), the most recent album by Stevie Wonder for \$9.99; Led Zeppelin's "The Song Remains The Same" (\$11.98 list) for \$7.99; and 12 releases, including the latest LPs by Bob Seger, Hall & Oates, Barry White, Eric Clapton and Captain & Tennille, for \$3.99 (\$3.59 with Giant coupons). At Serenade Record Shop (3), all DG classical albums (\$7.98 list) for \$4.99 per LP (with some special sets at \$4.25 per LP). At Harmony Hut stores, "Nadia's Theme" by Barry DeVorzon on Arista for \$3.99/\$5.99 tape. At Discount Record & Book Shop (2), all show and soundtrack albums on London, RCA, MGM and Columbia Records for \$4.59 (\$7.98 list disks for \$5.39). At Dart Drug stores, assorted cutout LPs and tapes for \$1.00 (*Sunday Washington Post*).

Note: All information in the above list gathered from November 7 editions unless otherwise indicated.

COUNTRY ARTIST OF THE WEEK

Loretta Lynn



'The Coal Miner's Daughter' — Loretta Lynn, the coal miner's daughter from Butcher Hollow, Kentucky, so dominates the country music field that nearly every major poll selects her as the top female country singer. She has received more awards than any other performer from the Country Music Association, the Academy of Country Music and the music trade papers.

The demand for Loretta's talents is now so great that there does not seem to be enough of her to go around. She appeared on three Dean Martin shows in 1973, and on two more Dean Martin summer shows. She has appeared on NBC's *Midnight Special* twice, once as a co-host. Loretta was also an opening-week guest on *Jack Paar Tonight* and has been seen frequently on the *Merv Griffin*, *Dinah Shore*, and *Today* talk shows, as well as *Ed Sullivan*, *Kraft Music Hall*, *Dick Cavett*, *David Frost*, *Mac Davis Show*, the CBS documentary program *Magazine*, and most recently Flip Wilson special *Travels With Flip*, the 50th anniversary of the Grand Ole Opry, and the Bill Cosby special *Cos*, as well as numerous other television specials in the past.

In addition, Loretta still keeps up with her 125 concerts-a-year grind. She travels throughout the country in a luxury bus, which logs as much as 150,000 miles a year, and owns a talent agency with her recording partner, Conway Twitty. Her 3,500-acre Hurricane Mills property is now a tourist attraction, complete with camper facilities, and there are rodeos and clothing chains that bear her name.

These things, and more, contribute to the legend of Loretta Lynn. Things such as the Gallup Poll listing as one of the twenty most admired women in the world. In the TV-Q, Loretta held the highest position as female musical performer.

Loretta's autobiography titled *Coal Miner's Daughter*, co-authored with George Vecsey, has been on the *New York Times* best seller list for several months and shows every possibility of being made into a motion picture. It follows her life from her childhood, through her early years of struggle, always singing and bringing to the music industry the honesty, sincerity and truthfulness of heart that is the core of country music itself.

A discography of Loretta Lynn's #1 hits is too lengthy to print. Suffice it to say that for 15 years she has had command of both single and album charts, both as a single artist and as a duet with Conway Twitty. Her current MCA single, "Somebody Somewhere Don't Know What He's Missin' Tonight," is now #1 bullet in **Cash Box**, and her album of the same title is #12-bullet.

Loretta's long-time friend and producer is Owen Bradley, her manager is David Skepner, and her booking is by United Talent, Inc.

Shure Sets Seminar

NASHVILLE — The 2nd annual edition of the Soundmen's Seminar will be staged in Nashville, December 7-8 by Shure Brothers Inc., Evanston, Ill.

The seminar will cover all aspects of "Providing Better Sound" with lectures and demonstrations by Shure technical personnel, including individual and group problem solving sessions as well as informal question and answer periods.

Anyone working as a sound technician for a country music group is invited to attend. For complete details, call or write: Norm Hesslink, Shure Brothers Inc., 222 Hartrey Ave., Evanston, Ill., 60204. Phone: (312) 866-2530.

Monument To Ship Top 40 Golden Series

NASHVILLE — Monument's Top 40, a Golden Series featuring the top single hits during the 16 year history of Monument Records, is now being readied for shipment to radio stations and distributors. The 40 singles will be sent in a pre-pack to radio stations to update their oldies catalogs.

The Golden Series will feature various artists on the Monument and Sound Stage 7 labels on all types of product — pop, country and R&B — with the Roy Orbison product especially prominent. The release date for the Golden Series is November 15 and a 10 percent free goods offer is available on all initial orders.

CMA (Gr. Britain) Names Winners

LONDON — The 1976 Country Music Association (Great Britain) awards were presented at the association's 7th annual dinner held at the Grosvenor House Hotel in London on November 2. Tammy Wynette, who is currently touring the British Isles, presented the awards and the dinner was attended by over 300 guests from the music industry and the media.

For the first time the awards were geared completely towards the industry, and the list of winners were:

1. Album Of The Year — "Wanted: The Outlaws": Waylon Jennings, Willie Nelson, Jessi Colter, Tompall Glaser (RCA).
2. Single Of The Year (2 winners) — "Jolene": Dolly Parton (RCA); "I Recall A Gypsy Woman": Don Williams (ABC/Anchor).
3. Country Music Disc Jockey Of The Year (2 winners) — David Allan: "Country Club" (BBC Radio 2); Tony Adamson: "Country Pie" (BBC Radio Oxford).
4. Songwriter Of The Year — Dolly Parton (Carlin Music).
5. Country Music Journalist Of The Year — Tony Byworth.
6. Journalist Of The Year (National Press) (2 winners) — Peter Elliott (*Times*); Bob Hart (*Sun*).
7. Marketing Campaign Of The Year (Major Record Company) — RCA Records for John Denver campaign.
8. Marketing Campaign Of The Year (Independent Record Company) — Westwood Records for production of British country recordings.
9. Promoter Of The Year — Mervyn Conn (Mervyn Conn Organisation).
10. Country Music Venue Of The Year — The Ponderosa, Hampshire.
11. Founder Chairman's Award (for outstanding services to country music) — Douglas Hespe (BBC Television).

In his speech preceding the awards presentation, the association's 1976 chairman Tony Byworth noted the various US and UK record successes of the preceding months, and had announced that the membership for the CMA (GB) had increased steadily throughout the year.

RCA, NARAS Plan Talent Showcase

NASHVILLE — RCA Records, in conjunction with the Nashville chapter of NARAS, will showcase RCA recording artists Guy Clark, Dickey Lee and Ronnie Milsap in a show to be held at George Jones' Possum Hollar Club November 16 (Tuesday) at 9 p.m. with all proceeds going to support the local chapter of the Recording Academy.

NARAS adopted the concept of showcases as a new fun way to achieve a twofold purpose, that of raising money to support services, seminars and educational affairs held throughout the year by NARAS for their members, and a way for labels to present their artists to the Nashville industry leaders and press corps.

The RCA showcase will begin at 9 p.m. with Guy Clark and his band entertaining. Following a short intermission, Dickey Lee will entertain. Headlining the night's production will be twice chosen "male vocalist of the year" Ronnie Milsap, who will close out the evening.

Tickets for the event will be five dollars and can be obtained in advance at the NARAS office at 7 Music Square North.



HILLBILLY IN THE WHITE HOUSE — CBS newsmen and cameramen flew into Nashville and popped Jeff Raymond (right) into Bob Milsap's studio on the outskirts of Nashville and filmed the reenactment of the RPA Records release "Hillbilly In The White House" session. The song also drew attention via an Associated Press news story. Jeff Raymond and Alan Ray, co-writers of the tune, expect the film session to make the national networks news scene. The song was written last spring before Jimmy Carter of Plains, Ga. became the front-runner for the Democratic nomination. There's nothing in the song directly suggesting Carter.

Louisiana Hayride Records Formed

NASHVILLE — The Louisiana Hayride has formed a subsidiary corporation, Louisiana Hayride Records, which will be based in Nashville.

The announcement was made this week by Harold Shedd, vice president of Nashville Sound Studios. He stated that his corporation and Hayride-USA, which produces the Louisiana Hayride, are joint owners of the new venture. Offices will be maintained at 1526 Laurel Avenue in Nashville.

David Kent, president of Hayride-USA, will serve as president, Shedd as vice president, William J. Barger, president of Nashville Sound Studios, as secretary and Dannie Hill, treasurer.

Long-range promotion and distribution contracts were signed earlier this month calling for 12 single records and four albums each calendar year. Distribution will be handled by Record Productions of America from their Nashville office.

The opening of a Nashville office represents the first time the Louisiana show has operated outside that state except for road shows which tour the southwest. The Hayride operates in the fashion of the Grand Ole Opry every Saturday night in a new million-dollar auditorium and restaurant complex near Shreveport, Louisiana. The show is broadcast on 50,000-watt clear channel KWKH.

NEW RELEASES FOR 1977

JOHNNY SWENDEL
"My Little Choo-Choo"

JOY FORD
"My Heart's An Open Book"

TOMMY WILLS
"Under The Double Eagle"

© 1974 BY LANCER PRODUCTIONS INC.
Country International Records

315 W. 57th St. 2-H • New York, N.Y. 10019
Tele: (212) 581-5516
Rep.: Curtis Wood, (615) 255-8076

According to **Henry Strzelecki**, president of October Records, a single has been com- with radio and television personality **Jim Kearce**, titled "I Hate Me (For Hurting Me)." **James Blackwood**, who is known as "Mr. Gospel Music," has traveled six million miles, sung at 12,000 concerts and enjoyed 41 years in gospel music. He has won the Dove Award for the last seven consecutive years, and has been enshrined in the Gospel Music Hall of Fame. James Blackwood is one of the original four who started singing in 1934 in the clay hills of Mississippi.

CMA's entertainer of the year, **Mel Tillis**, is set to tape "Merv Griffin" November 15, "Dinah!" November 16 and "Dolly Parton" November 17.

Asleep At The Wheel, who are riding the country charts with their "Wheelin' And Dealin'" album, have been named "a unique art form" by the Smithsonian Institute in Washington, D.C. The group presented a program there which was filmed for preservation in the national archives for future generations.

Merle Haggard has reportedly been approached to star in the film biography of the late **Bob Wills**, who before his death, requested that Haggard play his part if a film were ever made.

According to MCA president **J.K. Maitland**, songwriter **Geof Morgan** has been signed to the label. Morgan, writer of **Dickey Lee's** "Busiest Mem'ry In Town," **Ronnie Milsap's** "20-20 Vision" and "Love Takes Time To Die," and **Barbara Mandrell's** "Love Is Thin Ice," has had his songs recorded by numerous other artists including **Charley Pride**, **Ernest Tubbs**, **Karen Wheeler**, **George Hamilton IV**, **Connie Eaton** and **Vicki Carr**. Morgan's first single on MCA, "The License Plate Just Said Texas," has just shipped.

Jacky Ward has some good memories of the filming of "Nashville 99," one of the best being **Claude Akins'** suggestion that he pen a theme for the show. Jacky did, with a borrowed pen and scraps of paper, and careful consideration is being given to the finished product.

Effective immediately, the **George Jones** fan club has been discontinued, with no plans to reactivate it in the near future.

Sioux Falls' WNAX radio, in conjunction with country music month, conducted a listeners' poll in the station's five-state listening area. The poll was conducted in three categories, with plaques mailed to the winning artists. The winners were **Merle Haggard**, male vocalist, **Loretta Lynn**, female vocalist, and the **Statler Brothers**, country group of the year. The Statlers received a whopping 74% of the votes in their category.

Nashville-based National Life's theme park, **Opryland USA**, has just completed its fifth year with an attendance figure in excess of two million.



TORNADOS BLOW INTO THE PAL — ABC/Dot recording artists **Sir Doug** and the Texas Tornados brought the best tradition of Texas Rock to N. Hollywood's Palomino Club recently. The group is joined backstage by a number of other members of the ABC Records family. On hand for the between-sets celebration are (back row, l. to r.) **George Drains**, drums; **Terry Reid**, ABC recording artist; **Sir Doug Sahm**; **Frank Rodarte**, saxophone; **Jack Barber**, bass; **Don Kamerer**, ABC field sales manager; **Art Miller**, ABC Burbank branch manager; (front row l. to r.) **Harry Hess**, pedal steel; **Vince Marchiolo**, ABC director of artist relations; and **Howard Frank**, ABC L.A. promotion.

ABC/Dot recording artist **Tommy Overstreet** will make a guest appearance on the NBC-TV "Tonight Show" on November 24. This will mark the second time Overstreet has been on the show. Overstreet and his boys will soon be riding to all of their show dates in a brand new Eagle bus which is due for delivery around December.

Recording artist and songwriter **Patrick Chamberlain**, age 30, died unexpectedly October 14 in New York City. Pat had recently signed a recording contract with Edge Records in Los Angeles and had been affiliated with Peer International Corporation as a songwriter. He had been a frequent performer at colleges, clubs and festivals in the eastern United States, and for the past six years had been a featured artist at the Philadelphia Folk Festival. Officials at Edge Records have announced plans to go ahead with the release of Pat's debut single for the label, "Save The Last Dance For Me," with all royalties to be donated to a memorial fund in his name.

The "Sheriff," **Faron Young**, has just completed a commercial for the RC Cola Company titled "Me and My RC."

R.W. and Donna Blackwood and the **Blackwood Rhythm Band** will showcase their act November 28-30 for the promoters attending the International Fair Convention at the MGM Grand Hotel in Las Vegas. The group has added **Lee Petrucci**, a young stand-up country comedian, to the show. Ron Blackwood and promoter **Hap Peeples** have joined forces in providing all the talent for the fairs in the midwest for 1977.

The success of the first record by **Jim Ed Brown** and **Helen Cornelius** has brought **Jim Ed** and **Helen** together in other areas as well. The duo will be appearing weekly on **Jim Ed's** syndicated TV show, "Nashville On The Road," and on **Jim Ed's** traveling roadshow. **Jim Ed's** personal career recently expanded in other directions too, when he was signed by the Dollar General stores as their exclusive spokesman. **Jim Ed** has just recently finished filming television commercials for the firm, which have already begun broadcasting in 22 different states.

The **Eric Clapton/Charlie Daniels Band** coast-to-coast U.S. tour has opened with two sellouts. Starting in St. Petersburg, Florida, the EC/CDB tour played before a full capacity crowd of 8,400 at the Bayfront Center (total gross \$57,000) on November 5. Saturday, November 6 the tour overflowed the Miami Sportatorium with 17,480 concertgoers (total gross \$11,441). The Sportatorium has a capacity of 17,000.

Top 50 Country Albums

	Weeks On Chart		Weeks On Chart
	11/13		11/13
1 DAVE & SUGAR (RCA APL 1-1818)	2	27 UNITED TALENT LORETTA LYNN & CONWAY TWITTY (MCA 2209)	20 21
2 EL PASO CITY MARTY ROBBINS (Col. KC 34303)	3	28 THE BEST OF JOHNNY DUNCAN (Columbia KC 34243)	28 18
3 THE TROUBLEMAKER WILLIE NELSON (Columbia KC 34112)	6	29 HOMEMADE LOVE TOM BRESH (Farr FL 1000)	29 6
4 HERE'S SOME LOVE TANYA TUCKER (MCA 2213)	1	30 TEXAS COOKIN' GUY CLARK (RCA APL 1-1944)	31 4
5 YOU AND ME TAMMY WYNETTE (Epic KE 34289)	9	31 GILLEY'S SMOKIN' MICKEY GILLEY (Playboy PB 415)	37 2
6 PEANUTS AND DIAMONDS BILLY ANDERSON (MCA 2222)	7	32 TEDDY BEAR RED SOVINE (Starday SD 968X)	22 19
7 ALL I CAN DO DOLLY PARTON (RCA APL 1-1665)	4	33 24 GREATEST HITS HANK WILLIAMS SR. (MGM SE 4755)	13 10
8 HASTEN DOWN THE WIND LINDA RONSTADT (Asylum 7E-1067)	5	34 ALL THESE THINGS JOE STAMPLEY (ABC/Dot DOSD 2059)	30 19
9 REFLECTING JOHNNY RODRIGUEZ (Mercury SRM 1-1110)	12	35 GREATEST HITS VOLUME II CONWAY TWITTY (MCA 2235)	— 1
10 IF YOU'RE EVER IN TEXAS FREDDY FENDER (ABC/Dot DOSD 2061)	16	36 THE BEST OF MEL TILLIS (MGM 1-5021)	36 16
11 GOLDEN RING GEORGE JONES & TAMMY WYNETTE (Epic KE 34291)	11	37 TURN ON TO TOMMY OVERSTREET (ABC/Dot DOSD 2056)	26 8
12 SOMEBODY SOMEWHERE LORETTA LYNN (MCA 2228)	19	38 SURREAL THING KRIS KRISTOFFERSON (Monument PZ 34252)	32 12
13 CRYSTAL CRYSTAL GAYLE (United Artists UA LA 614G)	8	39 CRASH BILLY CRASH CRADDOCK (ABC/Dot DOSD 2063)	— 1
14 DIAMOND IN THE ROUGH JESSI COLTER (Capitol ST 11543)	10	40 THE WINNER AND OTHER LOSERS BOBBY BARE (RCA APL 1-1786)	40 20
15 ALONE AGAIN GEORGE JONES (Epic KE 34290)	23	41 DOIN' WHAT I FEEL NARVEL FELTS (ABC/Dot DOSD 2065)	45 2
16 ARE YOU READY FOR THE COUNTRY WAYLON JENNINGS (RCA APL 1-1816)	15	42 LOVIN' SOMEBODY LA COSTA (Capitol ST 11569)	44 2
17 THE MAGNIFICENT MUSIC MACHINE TOM T. HALL (Mercury SRM 1-11111)	21	43 HARMONY DON WILLIAMS (ABC/Dot DOSD 2049)	38 29
18 SPIRIT JOHN DENVER (RCA APL 1-1694)	14	44 CHARLIE RICH GREATEST HITS (Epic PE 34240)	35 21
19 20-20 VISION RONNIE MILSAP (RCA APL 1-1666)	18	45 KEEPING IN TOUCH ANNE MURRAY (Capitol ST 11559)	49 3
20 COUNTRY CLASS JERRY LEE LEWIS (Mercury SRM 1-1109)	27	46 SUPER SONGS DANNY DAVIS AND THE NASHVILLE BRASS (RCA APLI-1986)	— 1
21 SOLITARY MAN T.G. SHEPPARD (Hitsville H6 40451)	24	47 EDDY EDDY ARNOLD (RCA APL 1-1817)	46 11
22 HERE I AM DRUNK AGAIN MOE BANDY (Columbia KC 34285)	34	48 FOURTEEN GREATEST HITS HANK WILLIAMS JR. (MGM MG 1-5020)	33 13
23 THAT LOOK IN HER EYES FREDDIE HART & THE HEARTBEATS (Capitol ST 11568)	25	49 THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON JESSI COLTER/TOMPALL GLASER (RCA APL 1-1321)	48 43
24 THE BEST OF CHARLEY PRIDE VOL. III (RCA APL 1-2023)	39	50 DON'T STOP BELIEVIN' OLIVIA NEWTON-JOHN (MCA 2223)	— 1
25 MY LOVE AFFAIR WITH TRAINS MERLE HAGGARD (Columbia ST 11544)	17		
26 TONITE! AT THE CAPRI LOUNGE MARY KAY PLACE (Columbia PC 34353)	41		

Looking Ahead To Country Top 100

Let My Love Be Your Pillow

Ronnie Milsap (RCA)

Sing A Sad Song

Wynn Stewart (Playboy)

If Not You

Dr. Hook (Capitol)

Old Time Feeling

Cash & Carter (Columbia)

Rings For Sale

Sammie Smith (Zodiac)

Your Place Or Mine

Gary Stewart (RCA)

Miles And Miles Of Texas

Asleep At The Wheel (Capitol)

Take These Chains

Terry Bradshaw (Mercury)

Lay Down

Charly McClain (Epic)

Hey Daisy

Tom Bresh (Farr)

Let's Go For A Ride

Troy Seals (Columbia)

Storm In Tupelo

Diana Williams (Capitol)

Ordinary Man

Dale McBride (Con Brio)

If You Want To Make Me Feel

DeWayne Orender (RCA)

Hot And Still Heatin'

Jerry Jaye (Hi London)

Everything's Coming Up Love

Sherry Bryce (MCA)

Honky Tonk Fool

Ben Reece (Polydor)

C.B. Savage

Rod Hart (Plantation)

A Stranger To Me

Mack White (Commercial)

Here's To Next Time

Billy Larkin (Casino)

She Taught Me How To Live Again

Bobby Goldsboro (UA)

You're Wondering Why

Hank Snow (RCA)

Love At Last Sight

Don Everly (ABC/Hickory)

Don't Say Love

Jimmy Payne (T.A.M.)

Twenty-Four Hours From Tulsa

Randy Barlow (Gazelle)

Additions to Country Playlists

Country Radio Active

most added singles

Listed below are new releases that were most added to key country radio stations around the U.S. This is not a sales chart.

1. **Let My Love Be Your Pillow** — Ronnie Milsap — RCA
2. **Are You Ready For The Country** — Waylon Jennings — RCA
3. **Two Dollars In The Jukebox** — Eddie Rabbitt — Elektra
4. **Saying Hello** — Brown & Cornelius — RCA
5. **Takin' What I Can Get** — Brenda Lee — MCA
6. **Don't Be Angry** — Donna Fargo — ABC/Dot
7. **She Gives It All To Me** — Conway Twitty — MCA
8. **My Good Thing's Gone** — Narvel Felts — ABC/Dot
9. **She Took More Than Her Share** — Moe Bandy — Columbia
10. **Sing A Sad Song** — Wynn Stewart — Playboy

most active singles

Listed below are singles being played on key country radio stations around the U.S. and have shown the biggest radio movement and listener response. This is not a sales chart.

1. **Living It Down** — Freddy Fender — ABC/Dot
2. **Somebody Somewhere** — Loretta Lynn — MCA
3. **9,999,999 Tears** — Dickey Lee — RCA
4. **Lady Miss Clawdy** — Mickey Gilley — Playboy
5. **I'm Gonna Love You** — Dave & Sugar — RCA
6. **Good Woman Blues** — Mel Tillis — MCA
7. **Fox On The Run** — Tom T. Hall — Mercury
8. **Baby Boy** — Mary Kay Place — Columbia
9. **Broken Down** — Billy "Crash" Craddock — ABC/Dot
10. **Sweet Dreams** — Emmylou Harris — Reprise

WKDA — NASHVILLE

#1 — Hillbilly Heart — Johnny Rodriguez
 Everything I Own — Joe Stampley — ABC/Dot
 Don't Be Angry — Donna Fargo — ABC
 She Gives It All To Me — Conway Twitty — MCA
 Come On Down — David Houston — Epic
 Let My Love Be Your Pillow — Ronnie Milsap — RCA
 Lay Down — Charly McClain — Epic
 Every Face Tells A Story — Olivia Newton-John — MCA
 21 To 17 — Broken Down — Billy "Crash" Craddock
 9 To 7 — Fox On The Run — Tom T. Hall
 5 To 1 — Hillbilly Heart — Johnny Rodriguez

KENR — HOUSTON

#1 — 9,999,999 Tears — Dickey Lee
 Short Cut — Tanya Tucker — MCA
 Are You Ready — Waylon Jennings — RCA
 Saying Hello — Brown & Cornelius — RCA
 She Gives It All To Me — Conway Twitty — MCA
 9 To 3 — Baby Boy — Mary Kay Place
 23 To 14 — Wiggle Wiggle — Ronnie Sessions
 31 To 17 — Lay Down — Charly McClain

WWOK — MIAMI

#1 — Baby Boy — Mary Kay Place
 Hot And Still Heatin' — Jerry Jaye — Hi/London
 Cheatin' Is — Barbara Fairchild — Columbia
 She Took More Than Her Share — Moe Bandy — Columbia
 Let My Love Be Your Pillow — Ronnie Milsap — RCA
 Ex To 11 — Are You Ready — Waylon Jennings
 11 To 4 — You Never Miss A Good Thing — Crystal Gayle
 14 To 5 — Drop Kick Me Jesus — Bobby Bare

WXCL — PEORIA

#1 — I'm Gonna Love You — Dave & Sugar
 My Good Thing's Gone — Narvel Felts — ABC/Dot
 Woman Stealer — Bobby G. Rice — GRT
 I Can't Turn My Habit Into Love — Kenny Starr — MCA
 When Lea Jane Sang — Porter Wagoner — RCA
 Ordinary Man — Dale McBride — Con Brio
 Are You Ready — Waylon Jennings — RCA
 10 To 5 — Good Woman Blues — Mel Tillis
 24 To 15 — Drop Kick Me Jesus — Bobby Bare
 26 To 17 — Baby Boy — Mary Kay Place
 32 To 22 — Broken Down — Billy "Crash" Craddock

KLAK — DENVER

#1 — Living It Down — Freddy Fender
 Let My Love Be Your Pillow — Ronnie Milsap — RCA
 Sing A Sad Song — Wynn Stewart — Playboy
 If You Want To Make Me Feel — DeWayne Orender — RCA

Twenty Four Hours From Tulsa — Randy Barlow — Gazelle

Ex To 31 — Takin' What I Can Get — Brenda Lee
 Ex To 25 — Two Dollars In The Jukebox — Eddie Rabbitt
 25 To 18 — Wiggle Wiggle — Ronnie Sessions
 23 To 17 — Don't Be Angry — Donna Fargo

KLAC — LOS ANGELES

#1 — Cherokee Maiden — Merle Haggard
 Statues Without Hearts — Larry Gatlin — Monument
 Looking Through My Window — Mel Street — GRT
 Don't Be Angry — Donna Fargo — ABC/Dot
 She Took More Than Her Share — Moe Bandy — Columbia

Cheatin' Is — Barbara Fairchild — Columbia
 I'm All Wrapped Up — Don Gibson — ABC/Hickory
 Never Did Like Whiskey — B.J. Spears — UA
 24 To 15 — She Never Knew Me — Don Williams
 26 To 17 — Lady Miss Clawdy — Mickey Gilley
 32 To 18 — Sweet Dreams — Emmylou Harris
 30 To 17 — Baby Boy — Mary Kay Place

WHN — NEW YORK

#1 — Daddy's Little Girl — Ray Sawyer
 Fox On The Run — Tom T. Hall — Mercury
 Statues Without Hearts — Larry Gatlin — Monument
 Ex To 11 — Every Face Tells A Story — Olivia Newton-John
 16 To 9 — 9,999,999 Tears — Dickey Lee

WHOO — ORLANDO

#1 — Thank God I've Got You — Statler Brothers
 Sing A Sad Song — Wynn Stewart — Playboy
 She Gives It All To Me — Conway Twitty — MCA
 Ordinary Man — Dale McBride — Con Brio
 Let My Love Be Your Pillow — Ronnie Milsap — RCA
 Lay Me Down — Vic Dana — Casino

WMC — MEMPHIS

#1 — Cherokee Maiden — Merle Haggard
 When It's Just You And Me — Dottie West — UA
 Sing A Sad Song — Wynn Stewart — Playboy
 Saying Hello — Brown & Cornelius — RCA
 Old Time Feeling — Johnny Cash & June Carter — Columbia

Your Place Or Mine — Gary Stewart — RCA
 She Gives It All To Me — Conway Twitty — MCA
 16 To 9 — Hillbilly Heart — Johnny Rodriguez
 25 To 18 — Don't Be Angry — Donna Fargo

KCKN — KANSAS CITY

#1 — Lady Miss Clawdy — Mickey Gilley
 Statues Without Hearts — Larry Gatlin — Monument
 She Gives It All To Me — Conway Twitty — MCA
 You Never Miss A Good Thing — Crystal Gayle — UA
 Laura — Kenny Rogers — UA
 Lay Down — Charly McClain — Epic
 Daddy's Little Girl — Ray Sawyer — Capitol
 Looking Through My Window — Mel Street — GRT
 When Lea Jane Sang — Porter Wagoner — RCA
 Ex To 19 — Broken Down — Billy "Crash" Craddock
 Ex To 24 — Take My Breath Away — Margo Smith
 Ex To 25 — Two Dollars In The Jukebox — Eddie Rabbitt
 Ex To 29 — Everything I Own — Joe Stampley

KCKC — SAN BERNARDINO

#1 — Thinking Of A Rendezvous — Johnny Duncan
 Don't Be Angry — Donna Fargo — ABC/Dot

Why Lovers Turn — Freddie Hart — Capitol
 Here's To The Next Time — Billy Larkin — Casino
 Saying Hello — Brown & Cornelius — RCA
 If Not You — Dr. Hook — Capitol
 35 To 25 — Two Dollars In The Jukebox — Eddie Rabbitt
 31 To 23 — Old Time Feeling — Johnny Cash & June Carter

KAYO — SEATTLE

#1 — That's What I Get — Ray Griff
 Child Support — Buck Owens — WB
 Takin' What I Can Get — Brenda Lee — MCA
 Let My Love Be Your Pillow — Ronnie Milsap — RCA
 Hangin' On — Vern Gosdin — Elektra
 Hey Daisy — Tom Bresh — Farr
 Ex To 35 — Cheatin' Is — Barbara Fairchild
 17 To 9 — Good Woman Blues — Mel Tillis
 21 To 14 — Thank God I've Got You — Statlers
 29 To 18 — Take My Breath Away — Margo Smith

WONE — DAYTON

#1 — Somebody Somewhere — Loretta Lynn
 Don't Be Angry — Donna Fargo — ABC/Dot
 Two Dollars In The Jukebox — Eddie Rabbitt — Elektra
 A Little At A Time — Sunday Sharpe — Playboy
 You Never Miss A Good Thing — Crystal Gayle — UA
 My Good Thing's Gone — Narvel Felts — ABC/Dot
 Saying Hello — Brown & Cornelius — RCA
 45 To 34 — Everything I Own — Joe Stampley
 12 To 6 — Good Woman Blues — Mel Tillis
 22 To 14 — She Never Knew Me — Don Williams

WSLR — AKRON

#1 — I'm Gonna Love You — Dave & Sugar
 Two Dollars In The Jukebox — Eddie Rabbitt — Elektra
 She Took More — Moe Bandy — Columbia
 I Can See Me Loving You — Johnny Paycheck — Epic
 Every Face Tells A Story — Olivia Newton-John — MCA
 My Good Thing's Gone — Narvel Felts — ABC/Dot
 Poor Wilted Rose — Anne Morton — Prairie Dust
 Woman Don't Try To Sing My Song — Cal Smith — MCA
 32 To 20 — Thinking Of A Rendezvous — Johnny Duncan
 34 To 21 — Sweet Talkin' Man — Lynn Anderson
 40 To 27 — A Little At A Time — Sunday Sharpe

WJJD — CHICAGO

#1 — Her Name Is — George Jones
 Daddy's Little Girl — Ray Sawyer — Capitol
 My Good Thing's Gone — Narvel Felts — ABC/Dot
 Don't Be Angry — Donna Fargo — ABC/Dot
 Cheatin' Is — Barbara Fairchild — Columbia
 Your Place Or Mine — Gary Stewart — RCA
 Are You Ready — Waylon Jennings — RCA
 You Never Miss A Good Thing — Crystal Gayle — UA
 Statues Without Hearts — Larry Gatlin — Monument
 Take My Breath Away — Margo Smith — WB
 She Never Knew Me — Don Williams — ABC/Dot
 Thank God I've Got You — Statlers — Mercury

WIRE — INDIANAPOLIS

#1 — Somebody Somewhere — Loretta Lynn
 Love Is Only Love — Johnny Carver — ABC/Dot
 My Good Thing's Gone — Narvel Felts — ABC/Dot
 I'm All Wrapped Up — Don Gibson — ABC/Hickory
 Hangin' On — Vern Gosdin — Elektra
 A Little At A Time — Sunday Sharpe — Playboy
 Saying Hello — Brown & Cornelius — RCA
 20 To 14 — Take My Breath Away — Margo Smith
 25 To 17 — Storm In Tupelo — Diana Williams
 28 To 19 — Drop Kick Me Jesus — Bobby Bare
 28 To 19 — Fox On The Run — Tom T. Hall
 29 To 22 — Lady Miss Clawdy — Mickey Gilley

WHK — CLEVELAND

#1 — Living It Down — Freddy Fender
 Takin' What I Can Get — Brenda Lee — MCA
 Let My Love Be Your Pillow — Ronnie Milsap — RCA
 Are You Ready — Waylon Jennings — RCA
 Hangin' On — Vern Gosdin — Elektra
 A Little At A Time — Sunday Sharpe — Playboy
 6 To 2 — Lady Miss Clawdy — Mickey Gilley
 7 To 3 — For Love's Own Sake — Ed Bruce
 17 To 12 — Sweet Dreams — Emmylou Harris
 18 To 13 — Every Face Tells A Story — Olivia Newton-John
 24 To 15 — She Never Knew Me — Don Williams

WVOJ — JACKSONVILLE

#1 — 9,999,999 Tears — Dickey Lee
 Are You Ready — Waylon Jennings — RCA
 Let My Love Be Your Pillow — Ronnie Milsap — RCA
 Takin' What I Can Get — Brenda Lee — MCA
 Saying Hello — Brown & Cornelius — RCA
 19 To 10 — Good Woman Blues — Mel Tillis
 21 To 14 — The Wreck — Gordon Lightfoot
 23 To 16 — I've Taken — Jeanne Pruett
 Ex To 26 — Never Did Like Whiskey — B.J. Spears
 Ex To 30 — Woman Don't Try To Sing — Cal Smith

KDJW — AMARILLO

#1 — Take My Breath Away — Margo Smith
 My Good Thing's Gone — Narvel Felts — ABC/Dot
 Let My Love Be Your Pillow — Ronnie Milsap — RCA
 She's Free But She's Not Easy — Jim Glaser — MCA
 27 To 9 — Sweet Dreams — Emmylou Harris
 25 To 10 — Fox On The Run — Tom T. Hall
 28 To 12 — Drop Kick Me Jesus — Bobby Bare
 29 To 13 — Broken Down — Billy "Crash" Craddock

KBOX — DALLAS

#1 — 9,999,999 Tears — Dickey Lee
 Your Place Or Mine — Gary Stewart — RCA
 Daddy's Little Girl — Ray Sawyer — Capitol
 Two Dollars In The Jukebox — Eddie Rabbitt — Elektra
 Lay Down — Charly McClain — Epic
 She Gives It All To Me — Conway Twitty — MCA
 Saying Hello — Brown & Cornelius — RCA
 32 To 22 — Every Face Tells A Story — Olivia Newton-John
 40 To 30 — Baby Boy — Mary Kay Place

IRDA Sets Xmas 45s

NASHVILLE — IRDA Christmas release schedule for this year includes "Rudolph The Red Nosed Reindeer" by Gene Autry, backed with "Here Comes Santa Claus," both on Republic Records. These cuts are also featured on the Republic album, "Christmas With Gene Autry."

Two Christmas novelty singles are to be released as well: "The Christmas Equalization Act" by Gary Seger on Tax Records, a prediction of Christmas in the future; and "Christmas Party Piano Player," a comedy instrumental by Nashville TV personality Boyce Hawkins.



WILLIAMS MAKES HARMONY — ABC/Dot recording artist Don Williams' performance Oct. 27 at the Palomino Club, North Hollywood, was broadcast live over KLAC radio. On hand are (back row, l. to r.) Phil Alexander, asst. to the president, ABC international division; Scot Jackson, ABC national director, album promotion; (front row, l. to r.) Marvin Deane, ABC national director of promotion, MOR and trade liaison; Williams, and Don Kameron, ABC field sales manager.

Gilley's To Add 24-Track Studio

PASADENA, TEXAS — A complete 24-track recording studio is scheduled to open adjacent to Gilley's Club in Pasadena, Texas.

The studio was designed and built by Bert Friot of Houston. Friot said that "the studio will have \$500,000 worth of the newest recording equipment including an MCI 24-track recorder and a Harrison console."

"There is a tremendous advantage in having the studio adjacent to Gilley's," says Friot. "Groups can record live albums from the club. In the past, recording live albums always meant using mobile trucks which

was never as good as studio conditions. At Gilley's groups can now do almost anything from the bandstand which they would do in a studio. TV cameras will be in the club enabling the producer to watch the group back in the studio."

The building housing the studio will include a lounge, color TV, game room, pool tables, pinball machines, full-size kitchen and offices in addition to the studio itself."

Friot will be the full-time manager and engineer. He has been a studio producer in New Orleans and Houston the past 15 years.

Chappell Publishes Religious Song Folio

NASHVILLE — "That Ole Religion," a song folio of favorite church hymns, is being released by Chappell Music.

The 63-page book contains 55 of the country's most popular religious songs, including "Abide With Me," "Holy, Holy, Holy," "What A Friend We Have In Jesus," "O Happy Day" and "Amazing Grace." The soft-cover edition retails for \$3.95.

**MISS PERSONALITY
KELLY WARREN...
HER MUSIC OFFERS
AN INVITATION TO PARADISE**

"I Remember The Good Times"
b/w
"I'm Sorry Baby"
LITTLE RORRY RECORDS



BARNES TO SCREEN GEMS-EMI — Max D. Barnes (seated in center) has been signed to a Screen Gems-EMI Music Inc. writing contract. Joining in the signing are (l to r): Charlie Feldman, Screen Gems' Nashville professional manager; Mark James, composer of such hits as "Suspicious Minds" and "Hooked On A Feeling," artist/songwriter Paul Harrison, and Screen Gems general manager in Nashville, Paul Tannen.

CASH BOX TOP 100 COUNTRY

November 20, 1976

Table with 4 columns: Rank, Song Title, Artist, and Weeks On Chart. It lists the top 100 country singles, including 'Somebody Somewhere' and 'I Don't Wanna Talk It Over Anymore'.

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Alphabetized list of country singles with publisher and licensee information. Includes entries like 'A Little At A (Jack & Bill) - ASCAP' and 'Hillbilly Heart (Dan Penn/Easy Nine - BMI)'.

**NEW
TANYA
NEW
SINGLE
SHORT CUT**

MCA-40650



TANYA TUCKER

Produced by Jerry Crutchfield

MCA RECORDS

Country Singles Reviews - Album Reviews

RONNIE MILSAP (RCA PB 0843)

Why Love Be Your Pillow (3:14) (Chess Music — ASCAP) (John Schweers)

Ronnie Milsap sounds great in the studio, but he sounds even better live, as this cut from his upcoming "Ronnie Milsap Live" LP shows. It's another upbeat love song, done in the dynamic Milsap style. Soulful background vocals and clapping highlight this track, which should be the latest in an unbroken string of hits for the '76 CMA Male Vocalist of the Year.

DR. HOOK (Capitol P-4364)

If Not You (2:59) (Horse Hairs Music — BMI) (Dennis Locorriere)

Dr. Hook seems to have done a complete turnabout from their crazy "Cover Of The Rolling Stone" days, and their last several singles have been lovely love songs; this is another one. In the same vein as "A Little Bit More," and also from the LP of the same title, this song is made even sweeter by Ray Sawyer's always raspy vocal treatment. This one should see extensive airplay, both country and pop.

RAY PRICE (ABC/Dot DOA 17666)

A Mansion On The Hill (2:46) (Milene Music — ASCAP) (H. Williams, F. Rose)

Ray Price gives his special treatment to a classic by his close friend, the legendary Hank Williams. Ray Price has always had a superb flair for the slow, sad songs, and this has to be one of the best he's done. A beautiful instrumental track lets Ray's voice shine through brilliantly. It's too bad Hank isn't here to hear his friend sing his songs.

FREDDIE HART (Capitol P4363)

Why Lovers Turn To Strangers (2:49) (Hartline Music — BMI) (F. Hart, B. Fender)

A sad song is given the romantic, whispery Freddie Hart touch. It's a tale of love gone bad, and Freddie Hart always puts across a song about love. The Heartbeats do a great job with a lush back-up.

JODY MILLER (Epic 8-50304)

When The New Wears Off Our Love (2:47) (Black Sheep Music — BMI) (P. Craft)

This has to be the best single Jody's done in a long time. It's an upbeat, happy tune with an overlay of gospel accented by the prominent background vocals. Jerry Crutchfield's production shows off Jody's energetic vocal.

GEOF MORGAN (MCA 40655)

The License Plate Just Said Texas (2:34) (Pi-Gem Music — BMI) (Geof Morgan)

The first MCA release by newcomer Geof Morgan foretells good things for the young singer-songwriter. It's a story with a folk sound and a progressive feel. Clean instrumentation is highlighted by good guitar and piano work.

BILLY SWAN (Monument 3-10443)

Shake, Rattle And Roll (3:03) (Belinda Music — BMI) (C.E. Calhoun)

Billy Swan dipped back into his 1974 "I Can Help" album to come up with this vintage fifties rocker. It's done slower than usual, with a definite Sun Records sound. Billy Swan could bring back rockabilly all by himself.

BILLY LARKIN (Casino/GRT 097)

Here's To The Next Time (2:59) (Peer Int'l/Seesaw Music — BMI) (J. Carter, G. Stephens)

A plaintive ballad of lost love (and hope for the future) is given a smooth pop sound. Billy Larkin has a way with the sad ones, and this tune is no exception.

BETTIE PIERCE (RCA JH 10844)

The Girl From Prairie Flats (3:25) (Colgems Music — ASCAP) (Bettie Pierce, Becky Dye)

A haunting tale, tinged with folk and pop, is given very interesting instrumentation and a sensuous vocal. This one could cross over to pop very easily.

SUE RICHARDS (ABC/Dot DOA 17665)

My Heart Won't Cry Anymore (2:45) (Allan Cartee Music Inc. — BMI) (A. Aldridge, P. Hand)

Sue Richards puts her incredibly clear voice to a simple instrumental for a traditional country sound. This cut is pure country at its best.

JERRY NAYLOR (Hitsville H6046)

The Last Time You Love Me (3:10) (Caseyem Music/Alta Mesa Music/Winner Circle Music/Stone Diamond Music — BMI) (P. Jordan, J. Styner)

Jerry Naylor's rich vocal highlights this melancholy tale of love gone wrong. A very good cut, this one was produced and arranged by Jerry Styner.

ENGELBERT HUMPERDINCK (Epic 8-50270)

After The Lovin' (3:47) (Silver Blue Music — ASCAP/Oceans Blue Music — BMI) (A. Bernstein, R. Adams)

A beautiful pop ballad with a lush arrangement and a romantic vocal — it's no wonder that this song is crossing over into country. This is the best Humperdinck single in a long while — maybe ever. It can't miss being a big hit in several markets.

TONY BOOTH (United Artists XW 906-Y)

Somethin' 'Bout You Baby I Like (2:47) (Colgems/EMI Music — ASCAP) (R. Supa)

There's something 'bout this record we like! Maybe it's the rockabilly feel; maybe it's Tony's sexy vocal; maybe it's the bouncy beat. Whatever it is, it sounds like a winner.

RED SOVINE (Starday SD 147)

Last Goodbye (2:49) (Moss/Rose — BMI) (K. Herston, D. Miles, B. Prather)

Another two hanky tearjerker from the man who's been making listeners cry for many years, this latest Red Sovine single doesn't have any CB's or dogs or crippled kids, but the people who made "Teddy Bear" a hit should love it.

CHIP TAYLOR (Columbia 3-10446)

Hello Atlanta (3:23) (Back Road Music — BMI) (C. Taylor)

For the first single from his debut Columbia LP, Chip Taylor presents a laid-back track featuring excellent backing by Ghost Train. It's a song that sounds better every time you play it.

JOHN WESLEY RYLES (Music Mill/IRDA 214)

Run Right Back (2:47) (AI Cartee, Ava Aldridge)

John Wesley Ryles puts a bit of recitation on this country cheatin' song with a heavy beat. Background vocals and musical backing are good.

JIMMY C. NEWMAN (Plantation PL 143)

Diggy Liggy Lo (3:45) (Acuff-Rose — BMI) (J.D. Miller, Terry Clement)

Fiddler Rufus Thibodeaux joins Jimmy C. Newman on this hand clappin' Cajun tune. Recorded with a live sound, this one should be good for the boxes, because it'll sure get people on their feet.

WELCOME TO MEL TILLIS COUNTRY — Mel

Tillis — MGM MG 1-5022 — Producer: Jim Vienneau — List: 6.98

1976's CMA Entertainer of the Year Mel Tillis shows a more classic side than we've been hearing from him this year on his current label. This earlier package contains more of the old Mel Tillis sound, especially on "That Woman of Mine," "Heart Over Mind" and his standard, "Ruby, Don't Take Your Love To Town." Ballads predominate, but "Rock And Roll Ruby" is a fifties-style rocker with the Sun Records sound. This LP might appeal to Mel's long-time fans more than his recent progressive sound, and shows another step in the development of a great artist.

HIGH LONESOME — The Charlie Daniels Band — Epic PE 34377 — Producer: Paul Hornsby — List: 6.98

The Charlie Daniels Band is one of the better country-rock groups around today, and this LP shows them off to good advantage. The group is superb instrumentally, as always. "Right Now Tennessee Blues" sounds like a great follow-up single to their recent hit, "Wichita Jail," and "Slow Song" is a beautifully melodic change of pace. All songs are by members of the CDB, and all are perfect for displaying the group's special sound. Sales and airplay should be good, both pop and country.

A HEAD OF HIS TIME — Roy Head — ABC/Dot D0SD 2066 — Producer: Bud Logan — List: 5.98

On his second album for ABC/Dot, Roy Head delves into a variety of material — and handles all of it well, from the fifties rockabilly style of the "Blue Moon Of Kentucky"/"When My Blue Moon Turns To Gold Again" medley to the honky-tonk country of "Angel With A Broken Wing." Top cuts include the soulful "Georgia On My Mind" and Roy's recent single, "One Night." A heavy pop and R&B influence can be felt throughout the set, which is only natural considering the pop hits the man had before turning country a couple of years ago. This LP is included in the new price drop from ABC/Dot.

10TH ANNIVERSARY — Del Reeves — United Artists LA 687-G — Album Coordinators: Jack Mesler and Jerry Seabolt — List: 6.98

Del Reeves celebrates ten years of doodle-doo-doo's on this collection of ten of his biggest hits. Beginning with his "Girl On The Billboard" in 1965, Del moves through "Bells Of Southern Bell," "Good Time Charlie's," and "Lay A Little Lovin' On Me" before getting down to his recent "I Ain't Got Nobody." The only thing wrong with this set is that Del has had so many other hits that didn't get on this album. It's a can't-miss package that showcases the talents of one of country's top performers.

AFTER THE STORM — Wynn Stewart — Playboy PB 416 — Producer: Eddie Kilroy — List: 6.98

Wynn Stewart is back with a new hit single ("After The Storm") and a new album of the same title, his first on Playboy. Stewart sticks to a traditional country sound, with heavy fiddle and steel, and material like his classic from several years ago, "It's Such A Pretty World Today." He injects some good-natured humor in the cuts, "Don't Monkey With My Widder" and "I'm Gonna Kill You." "Big, Big Love" and "Lonely Rain" sound like good single prospects.

DAVE DUDLEY PRESENTS — Dave Dudley — A United Artists LA 675-G — Producers: Jimmy Key, Jack Key — List: 6.98

Dave Dudley keeps on truckin' with a package showing a slower, sadder side than we're used to hearing from him. Dudley's rich, deep voice sounds better than ever on sad ballads like "38 And Lonely," "Don't Need The Rain" and "Where Does A Little Boy Go." Of course, Dave includes a couple of trucker songs — "Texas Ruby" and "Sugarland, U.S.A.," which sounds like a good bet as a single. Also interesting is Dave's version of the Eagles' "Lyn' Eyes."



Reflections 'N' Black

Judge Federick Lacey of the Federal District Court of Newark, New Jersey, has again postponed the trial of **Frankie Crocker** until November 30, 1976.

Bunky Shepard has been hired back at **Motown** as vice president in charge of promotion, replacing Paul Johnson who recently left the company. **Ray Charles'** label **Crossover** is rumored to be getting together with **RCA Records** for a label deal.

Butch Tavares will have to spend approximately ten days in Massachusetts General Hospital next month to repair torn ligaments in his knee. He will be on crutches for an extended period of time.

Far-Out Productions has left **United Artists Records** and is rumored to be talking with **ABC Records**.

Veteran recording artist **Doris Troy** (and sister of **Vi Higginson**, air personality at WRVR in New York), who sang and co-wrote the classic hit "Just One Look," has returned to the states from England, where she lived for the past several years. She starred in her own television series, was backing vocalist for several well known artists, and in the words of Ms. Troy, "I have done everything I could do there; now I have come back to the states to do the same here." Ms. Troy has signed with **Redd Foxx's** management firm, which has plans for her in the area of film and television performances. Ms. Troy has an LP being released on **Midland International Records** soon, entitled "Another Look" and produced by **Artie Ripp**.

Radio:

Nighttime air personality **Larry Joe Williams** has left **KGFJ** in Los Angeles. Filling his slot will be **Lee Bailey**, who was most recently at **KDAY** in Los Angeles.

Bobby Dawson is out as program director at **WCHB's** FMer **WJZZ** in Detroit. He can be reached at (313) 831-3238.

Bernard Miller air personality at **WBOK** in New Orleans is now assistant program and music director.

The weekly syndicated R&B show **Soul Control USA**, similar to the show **American Top Forty**, with **Casey Kasem**, is doing extremely well. Not only has it signed several R&B formatted stations, but several top forties are also airing the 90-minute show. **Roy Jay**, vice president of the company and announcer, told **CB** "that for a limited time the show is being offered to stations free of charge." For more details, he can be reached at (503) 232-2216.

Nat Jackson at **KNOK** in Dallas is looking for an air personality/music director. Send tapes and resume to his attention at 3601 Kimbro Road, Ft. Worth, Tex 76111.

cookie amerson



MCA DIPS INTO BLACK MUSIC MARKET — J.K. Maitland, president of MCA Records, held a press conference in New York recently to announce a major black music pact between **Rollers**, a major production complex, and **MCA Records**. The deal calls for a minimum number of singles and albums to be delivered to MCA from **Rollers** on an annual basis. The first string of black product is scheduled for release in January. (L-r) Bob Schwaid, president of **Rollers**; Mike Maitland, president of **MCA Records**; Reggie Lavong, executive vice president of **Rollers**; Marty Ostrow, executive vice president of **Cash Box**.

Motown To Do Disco Film

LOS ANGELES — Motown Productions has purchased an original screenplay entitled "Discotheque" by Barry Arman Bernstein, it has been announced by Rob Cohen, executive vice president.

The comedy involves one night in the life of a Westwood-type discotheque.

Cohen revealed that a score of original quadraphonic disco songs is being planned for the motion picture.

Wonder Does 'Inner View'

LOS ANGELES — Stevie Wonder will make his first nationally syndicated radio appearance in almost two years on a special Sound Communications production of "Inner View." The two-part presentation, which will begin broadcasting November 29, on over 135 progressive-format FM stations, will feature an in-depth interview with Wonder by host Elliot Mintz.

Early Career

Part one of the program will focus on Stevie's early career influences and will feature early recordings of the classic "Motown Sound." Part two will highlight selections from his new album, "Songs In The Key Of Life."

James To Administer Vri Jon Worldwide

LONDON — Johnny Guitar Watson's publishing company, Vri Jon Music, is to be administered for the world excluding the USA by Dick James Music as a result of the recent American visit by Dick James, chairman of the Dick James Organization.

Included in the pact are the seven Watson compositions in his current album, "Ain't That A Bitch," released by DJM in September. The album topped the R&B chart and a cut from it, "I Need It," reached 35 on the national chart.

A follow-up single, "Superman Lover," was released October 29 to coincide with Watson's November and December tour of the UK, Europe and Scandinavia. The tour includes a concert at the Hammersmith Odeon, London, on November 20.

Shake Your Gold

TORONTO — RCA reported that "Part 3," the new LP by K.C. & The Sunshine Band, achieved gold status within one week of initial shipments.

The single from the album, "Shake Your Booty," has sold over 120,000 copies and is expected to go platinum within days. Platinum sales for a single in Canada total 150,000 units.

TOP 75 R&B ALBUMS

	Weeks On 11/13 Chart		Weeks On 11/13 Chart
1 SONGS IN THE KEY OF LIFE STEVIE WONDER (Tania/Motown T13-34062)	1 6	38 SPARKLE ARETHA FRANKLIN (Atlantic SD 18176)	40 2
2 SPIRIT EARTH, WIND & FIRE (Columbia PC 34241)	2 6	39 TOO HOT TO STOP BAR-KAYS (Mercury SRM 1-1099)	58 2
3 MESSAGE IN THE MUSIC O'JAYS (Phila. Int'l. PZ 34245)	3 9	40 A FIFTH OF BEETHOVEN WALTER MURPHY (Private Stck PS 2015)	26 9
4 THE CLONES OF DR. FUNKENSTEIN PARLIAMENT (Casablanca NBLP 7034)	5 7	41 SOMETHING SPECIAL SYLVERS (Capitol ST 11580)	— 1
5 HOT ON THE TRACKS COMMODORES (Motown MG-867S1)	4 22	42 LOOK OUT FOR NUMBER ONE BROTHERS JOHNSON (A&M 4567)	45 2
6 AIN'T THAT A BITCH JOHNNY "GUITAR" WATSON (Amherst DJM/Amherst DJI PA-3)	7 17	43 NAKED AND WARM BILL WITHERS (Columbia PC 34327)	27 4
7 LOVE TO THE WORLD LTD (A&M 4589)	6 15	44 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	41 2
8 BICENTENNIAL NIGGER RICHARD PRYOR (WB BS 2960)	9 8	45 IT'S YOUR WORLD GIL SCOTT-HERON & BRIAN JACKSON (Arista 5001)	43 3
9 SOUL SEARCHING AVERAGE WHITE BAND (Atlantic SD 18179)	8 18	46 CHILDREN OF THE WORLD BEE GEES (RSO/Polydor RS 1-3003)	47 6
10 PART 3 KC & THE SUNSHINE BAND (TK 605)	12 5	47 OPEN SESAME KOOL AND THE GANG (DeLite DEP 2023)	— 1
11 THE TEMPTATIONS DO THE TEMPTATIONS (Gordy/Motown G6-975S1)	11 11	48 SILK DEGREES BOZ SCAGGS (Columbia PC 33920)	49 2
12 FLOWERS EMOTIONS (Columbia PC 34163)	15 18	49 SOLID MICHAEL HENDERSON (Buddah BDS 5662)	51 9
13 LOVE AND TOUCH TYRONE DAVIS (Columbia PC 34268)	14 9	50 NATALIE NATALIE COLE (Capitol ST 11517)	55 4
14 HAPPINESS IS BEING WITH THE SPINNERS SPINNERS (Atlantic SD 18181)	13 17	51 WAR GREATEST HITS (UA LA 648G)	36 12
15 CAR WASH ORIGINAL SOUNDTRACK (MCA 2-6000)	28 3	52 SKY HIGH TAVARES (Capitol ST 11533)	54 2
16 FEELING GOOD WALTER JACKSON (United Artists CHLA 856G)	17 7	53 BRASS CONSTRUCTION II BRASS CONSTRUCTION (UA LA 677G)	— 1
17 THIS IS NIECY DENICE WILLIAMS (Columbia PC 34242)	20 9	54 ROMEO AND JULIET HUBERT LAWS (Columbia PC 34330)	57 2
18 FOUR SEASONS OF LOVE DONNA SUMMER (Oasis/Casablanca NBLP 7038)	23 3	55 SILVER CONVENTION MADHOUSE (Midland Int'l./RCA BKL 1-1824)	65 2
19 JOY RIDE DRAMATICS (ABC ABCD 955)	25 5	56 EVERYBODY LOVES THE SUNSHINE RON AYERS UBIQUITY (Polydor PD 1-6070)	46 15
20 YOU ARE MY STARSHIP NORMAN CONNORS (Buddah BDS 5655)	10 18	57 MARVIN GAYE'S GREATEST HITS (Tania/Motown T6-348S1)	44 8
21 CHAMELEON LABELLE (Epic PE 34189)	22 10	58 THE MORE YOU DO IT RONNIE DYSON (Columbia PC 34350)	59 5
22 ALL THINGS IN TIME LOU RAWLS (Phila. Int'l./Epic PZ 33957)	19 25	59 HAVE A GOOD TIME AL GREEN (Hi/London SHL 32103)	— 1
23 IS THIS WHATCHA WONT? BARRY WHITE (20th Century T516)	35 3	60 ARABIAN NIGHTS THE RITCHIE FAMILY (Merlin/TK 2201)	66 2
24 I HEARD THAT! QUINCY JONES (A&M SP 3705)	18 8	61 VICKI SUE ROBINSON (RCA APL 1-1829)	42 4
25 TALES OF KIDD FUNKADELIC FUNKADELIC (Westbound/20th Century W227)	16 6	62 DIANA ROSS' GREATEST HITS (Motown M6869S1)	48 2
26 NICE 'N' NAASTY SALSOL ORCHESTRA (Salsoul SZS 5502)	24 7	63 HAPPY BEING LONELY CHI LITES (Mercury 1-1118)	64 2
27 GOIN' UP IN SMOKE EDDIE KENDRICKS (Tania T6-346S1)	21 7	64 LOOKS LIKE SNOW PHOEBE SNOW (Columbia PC 34387)	67 2
28 HARVEST FOR THE WORLD ISLEY BROTHERS (Epic PZ 33809)	30 25	65 WHAT YOU NEED SIDE EFFECTS (Fantasy F9513)	68 2
29 AIN'T NOthin' STOPPIN' US NOW TOWER OF POWER (Columbia PC 34302)	31 10	66 INTIMATE LEON HAYWOOD (Columbia PC 34363)	— 1
30 HOPE WE GET TO LOVE IN TIME MARILYN McCOO & BILLY DAVIS JR. (ABC ABCD 952)	32 8	67 MY SWEET SUMMER SUITE LOVE UNLIMITED ORCHESTRA (20th Century T-517)	— 1
31 GOOD HIGH BRICK (Bang 408)	39 2	68 BRISTOL'S CREME JOHNNY BRISTOL (Atlantic SD 18197)	— 1
32 CATFISH 4 TOPS (ABCD 968)	34 5	69 MIDNIGHT LOVE AFFAIR CAROL DOUGLAS (Midland Int'l./RCA BKL 1-1798)	71 2
33 WILD CHERRY (Epic/Sweet City 34195)	33 18	70 PEABO PEABO BRYSON (Bullet/Web IV/Bang BT 7000)	— 1
34 SECRETS HERBIE HANCOCK (Columbia PC 34280)	29 11	71 DO IT YOUR WAY CROWN HEIGHTS AFFAIR (DeLite DEP 2022)	73 2
35 GOLD OHIO PLAYERS (Mercury SRM 1-1122)	53 2	72 SCHOOL DAYS STANLEY CLARKE (Nemperor/Atlantic NE 439)	50 9
36 E-MAN GROOVIN' JIMMY CASTOR BUNCH (Atlantic SD 18186)	37 5	73 MY NAME IS JERMAINE JERMAINE JACKSON (Motown 6-842S-1)	52 9
37 DR. BUZZARD'S ORIGINAL 'SAVANNAH' BAND (RCA APL 1-1504)	38 4	74 STRETCHIN' OUT IN BOOTSY'S RUBBER BAND BOOTSY'S RUBBER BAND (Warner Brothers BS 2920)	56 2
		75 PASS IT ON STAPLE SINGERS (BS 2945)	60 9

Patti Smith

SANTA MONICA CIVIC — One of the rowdiest of rock 'n' roll hurricanes spun its way into the Civic last Wednesday as the long-awaited Patti Smith group provided a capacity audience a rave-up the likes of which many in attendance probably have only rarely seen.

The success of Wednesday's show can be measured quickly and simply: the band played music that made the audience want to get on its feet and dance. Indirectly, this contributed to the evening's only drawback, as the Civic's muscle-bound security goon squad engaged in several shoving matches with rightly enthusiastic members of the audience who wanted to enjoy the concert on their own terms.

Despite the sporadic and only minor distractions, the show was pure enjoyment. Featured were the considerable talents of a spirited and highly capable band, and showcased was one of rock's most intriguing and energetic performing artists.

Patti Smith is the embodiment of the raw, jagged, sexually urgent power of rock and roll. In interviews she has declared her commitment and allegiance to the art form; in concert Wednesday, she supported that

continued on pg. 56

Richie Havens/ Graham Parker

THE ROXY, L.A. — Basking in the light of his own renovated career, Richie Havens played to a soldout crowd at the Roxy Theatre last week.

Throughout the middle and late sixties, Havens was perhaps the foremost interpreter of contemporary pop music. At The Roxy, he did not forget his roots, and turned in moving versions of "Just Like A Woman" and "Here Comes The Sun." Havens has always managed to make the listener forget (at least for the moment) the originals; his vocal phrasing and punchy, fast-paced guitar work points out nuances of melody and lyric that one never knew existed.

Sporting his new (and much discussed) set of teeth, Havens laid down some engaging between-song patter, drawing spontaneous shouts of agreement from more vocal sections of the audience.

Havens played material from his latest (and first) album for A&M, and the single "I'm Not In Love" was received enthusiastically — his version is much more emotion-filled than the original.

Graham Parker opened the show with hard rock and R&B influenced tunes that have been, and will doubtless be compared to the music of a certain New Jersey singer. His band, The Rumour, is remarkably tight, and his growling, raspy vocals, combined with a solid, charmingly elusive stage person, all made for an extremely satisfying set. Parker played tunes from his recent "Heat Treatment" LP; his drive (and sheer volume) were thoroughly convincing.

j.m.

Jimmy Owens

STORYVILLE, NYC — Celebrating the release of his first album for Horizon, the jazz label manufactured and distributed by A&M Records, trumpet and flugelhorn player Jimmy Owens bowed a four piece group for a one night stand here. The ensemble comprised the same people who form the instrumental core of Owens' album: Kenny Barron on acoustic and electric piano, Chris White on acoustic and electric bass, and Brian Brake playing drums. They opened their set acoustically with a bebop number based on melodies by Charlie Parker, for which the musicians displayed the proper polyrhythmic feel. Barron and White provided nonstop ideas at a breakneck pace, although Brake seemed just a bit uncomfortable with the tempo at the drum kit.

Soloing with the group and in an unac-

continued on pg. 56

Boston

SANTA MONICA CIVIC — Although Boston's current single is entitled "More Than A Feeling," it was the lack of same that caused the New England band's debut appearance here to be less than the spectacular event anticipated.

Brought together under the leadership of 29-year-old Tom Scholtz, whose recent rise from MIT graduate, to Polaroid product design executive, to homemade rock 'n' roll star is the music world's Cinderella story of the moment, Boston is a high-energy, volume-oriented quintet that is set apart in its field by an insistence upon harmonies and melody.

Watching its first album, "Boston," take off on the charts in an unprecedented manner (in its eleventh week, it's bulleted at #5 in **Cash Box**), the band quickly put together its first stage show.

Unfortunately, the lack of preparation was noticeable as problems occurred not only in the band's stage presence (Scholtz appeared uncomfortably immobile, while bassist Fran Sheehan couldn't stop moving), but also in its attempts at translating what had worked so well on vinyl to the concert format (sheer amplified noise took the

continued on pg. 56

Red Steagall

PALOMINO, L.A. — Red Steagall is a natural musical descendant of Bob Wills and his Texas swing style. Steagall's music is so authentically well suited to a Texas honky-tonk that one is tempted to watch for flying beer bottles and a large portion of his material concerns Texas ("Miles and Miles of Texas"), drinking ("Beer Drinkin' Music") or both ("Lone Star Beer and Bob Wills Music"). In a set like this, a song like "Somewhere My Love" might seem out of place, but Steagall gave it a treatment that was compatible with both the song and the singer.

Steagall's rich voice and pleasant manner are perfectly suited to large venues like the rodeos he often plays, but he also has the audience contact to come across well in a small, intimate club.

A great deal of attention has been paid to the artists and the music of Texas in the last couple of years, and it seems that many country performers are getting on the "Texas Music" bandwagon. This does not hold true for Red Steagall, who is still making the same fine music he has made for the last several years. Red Steagall is a very individual talent — a modern singing cowboy with a voice and presence as big as Texas.

l.f.c.

Steve Martin/Liberty

TROUBADOUR, L.A. — Steve Martin, unlike many of his more serious-minded contemporaries, is the epitome of the goofy stuff comedian — an artist not on stage to sell or preach any sociological or political dogma, but rather to have a good time doing outrageously silly things.

He was in top form Halloween weekend, playing six shows to a sold-out, SRO house. While previewing new material (save for "trying out" a new bit consisting of banging one microphone into another's stand), Martin casually waded through his superb repertoire.

I would try to tell you some of his jokes or routines here but, as anyone who has ever attempted to retell one of Martin's stories will confirm, it's impossible to relate and have you understand, much less laugh.

Performing sans record contract, Martin's brand of comedy is cemented in the visual; relying on the personal touch. Unfortunately this is not a quality that can easily or successfully be transferred to vinyl.

In addition to being a very funny, "ramblin' guy," Martin is also an accomplished juggler and banjo player, getting an opportunity to blend skill and comedy

continued on pg. 56



TRANSFER IN MANHATTAN — Atlantic recording artists the Manhattan Transfer recently played New York's Carnegie Hall, wrapping up the third leg of their current U.S. tour. Shown backstage (from left) are: Tim Hauser and Laurel Masse of the Transfer; Ahmet Ertegun, chairman of Atlantic Records; Atlantic artist Michel Polnareff; Janis Siegel of the Transfer, Nesuhi Ertegun, president of WEA International; Ira Newborn, musical director for the Manhattan Transfer; and the Transfer's Alan Paul.



THOSE BOSTON BOYS ARE HERE — Epic Records' golden boys, Boston, are presently on tour doing both headline and support shows promoting their debut LP, "Boston" which recently turned gold. Pictured above at the Santa Monica Civic where the band sold out 2 shows are (l to r): Bud O'Shea, associate director of promotion for Epic and the associated labels, co-manager Paul Ahern; guitarist Barry Goudreau; group leader Tom Scholtz; producer John Boylan; concert promoter Sepp Donahower; drummer Sib Hashian; co-manager Charlie McKenzie; lead singer Brad Delp; Greg Geller, Epic west coast A&R; Epic AOR promotion man Jim McKeon; (kneeling): bassist Fran Sheehan and associate director of Epic product management, Steve Slutzah.



CLIMB EVERY 'HILL' — Dan Hill, 20th Century Records singer/songwriter, took some time to visit the offices of **Cash Box** while he was in L.A. to discuss an upcoming tour with 20th executives. Hill's current release is titled "Hold On." Pictured in the foreground is 20th promotion representative Judy Stearns, along with artist relations man Tom Hayden. Standing (l-r) are **CB's** John Mankiewicz, Hill, David Budge, **CB** editor-in-chief, and Barry Goldberg, director of national promotion for 20th.



MacDONALD PLAYS AVERY FISHER — Marlin/T.K. recording artist Ralph MacDonald recently gave a concert in New York with an orchestra featuring strings and many of the city's top session musicians. Shown backstage after the show (from left) are: William Salter, MacDonald's co-writer and partner at Antisia Music; Henry Stone, president of T.K. Records; MacDonald; Sandy Ross, MacDonald's manager; and Ray Caviano, T.K.'s press director.

CASH BOX COIN MACHINE

Bally Delivering 'Aladdin's Castle'

CHICAGO — In announcing delivery this week of a new 2-player flipper pinball, "Aladdin's Castle," Paul Calamari, sales manager of Bally Manufacturing Corporation, emphasized "kickback skill challenge," a new play technique built into the playfield.

"Ball crossing A, B, C, D top rollovers when lit," Calamari explained, "is a key to important scoring advantages. But in order to cross two, three or all four rollovers, the player must exercise flipper skill, flipping the ball back to the top of the panel for a repeat performance roll-down.

"Although thumper bumper action may also kick balls back to the top, the main weapon for kickback success are the flippers," he continued, "and the player gets an assist in flipper finagling from a third extra flipper, located directly above the right twin of the pair of standard flippers, guarding the outhole.

"Among the scoring advantages which depend on kickback skill are extra balls, requiring ball contact with all four A, B, C, D top rollovers when lit; doubled outhole bonus, the double bonus signal lit by ball crossing C, D rollovers when lit; and outlane specials, which are possible only after ball contacts both A and B rollovers when lit.

"However," Calamari added, "lit and hit A, B rollovers are only the first twist of the key to specials. The special light must also be lit by skill action associated with the new Aladdin's Alley, a double-entry horseshoe alley in the upper left area of the panel. Ball contact with rollover button at top of alley advances skill-value lights directly below entry to alley. 500 value is lit before each ball is shot, and values advance with each button hit to 1000, 2000, 3000, 4000, 5000, SPECIAL, the SPECIAL light then remaining lit until ball enters outhole. Thus, if SPECIAL is lit, after ball contact of both A and B top rollovers when lit, a ball exiting either right or left outlane scores special.

"The alley buttons not only advance score values," Calamari added, "but also

collect lit score value; one shot into the alley lighting SPECIAL, for example, the next shot collecting the special; and the fact that SPECIAL may remain lit until the ball enters the outhole gives players a chance to score several specials with each ball."

Aladdin's Castle, in addition to providing a multitude of challenging scoring features for the player, is housed in a very eye-catching cabinet of outstanding color and design.



New Orleans 8-Ball Tourn. Championship Set For November 28 At The Marriott

NEW ORLEANS — Championship playoffs for the second annual \$12,000 Greater New Orleans Coin-Operated 8-Ball Pool Tournament will be held on Sunday, November 28 in La Galerie Ballrooms of the Marriott Hotel (Canal & Chartres Sts.) in New Orleans. Starting time will be 10:00 a.m.

The event, sanctioned by U.S. Billiards Inc. (Amityville, N.Y.), manufacturers of coin-operated pool tables and other amusement equipment, is under the direction of the AMA Distributors, Inc. (New Orleans) and sponsored by Coin-Operated Amusement Game Operators of New Orleans.

In announcing the championship specifics, Robert E. Nims, tournament director and chief executive of AMA Distributors, Inc., indicated that a total of 144 finalists from the New Orleans area would be competing for a share of the \$3,550 cash pot. Three class divisions (A, B, C) will be represented by 48 players each, vying for eight cash prizes to be awarded in each

division. Winner and first runner-up in each division will also receive trophies for presentation to the establishments in which they qualified for the playoffs.

Nearly 2,600 men and women have competed in the first five weeks of the scheduled nine weeks of qualifying rounds being held in 48 locations covering the areas of New Orleans, Algiers, Arabi, Belle Chasse, Gretna, Jefferson, Kenner and Metairie; and climaxing the week of November 15.

A total of 561 cash, merchandise and trophy prizes are being awarded in the overall tournament.



'Surfer' 2-Pl. Flipper

CHICAGO — "Surfer," the 2-player version of Gottlieb's successful Surf Champ 4-player flipper, was recently released by the firm.

The attractive design and action packed features which contributed to the wide acceptance of the 4-player are all present in "Surfer" and geared to capture the 2-player market.

In competing for high score, players have many options to add points including 5 drop targets and 5 star rollovers in sequence for extra ball or special; kick-out hole to advance 1000 points for each star rollover hit; plus ways to advance bonus to double or triple value, etc.

Surfer is on the current production schedule at the D. Gottlieb & Co. factory in Northlake.

Why Set Up A Pinball Properly?

by Bernie Powers
Bally Manufacturing Corporation

It has become more prevalent today that the operator attain the maximum revenue from his machines that is possible in order to ensure his profitability. Knowledgeable people in the industry continue to write and plead with operators to increase their percentage of take or drop low volume locations because, frankly they are not generating a profit. I intend to ask operators to *market* their pinball machines to generate additional revenues.

I would like to discuss the operating of a pinball under a marketing term called "Product Life Cycle." Products, like people, have life cycles. A person goes through many different stages from birth to inevitable death. Unfortunately, we cannot control a person's life or stretch out particular periods as we can in a product which goes through the same type of life cycle — conception to abandonment.

The first part in controlling a product's cycle is to understand the essential parts of the cycle. The life cycle of any product can be broken down into six stages that can also be seen on the accompanying diagram. They are: introduction, growth, maturity, saturation, decline and abandonment.

Introduction: The first stage of a product's life cycle comes mostly from the manufacturer of a new product. The pinball may be well known to a location, but a new (or different) machine will have different features added to it. This stage is the most risky and expensive of all stages because, if

a machine is not set up or operating properly, it will become a failure. A high percentage of product failures are ex-



Bernie Powers

perienced in this stage of the cycle.

Growth: This is the acceptance stage. The particular location players accept and play the flipper. Both sales and profits rise during this period.

Maturity and Saturation: It is difficult to distinguish between the two for purposes of this discussion. They are two separate stages with sales increasing during the first, and leveling off in the second. It is important to an operator at this point to keep his pinball in these stages to acquire profits over a longer time span.

Decline and Abandonment: New machines start their life cycles. Player interest decreases. The sales volume drops.

The shape and time span of the sales

continued on pg. 50

O'Donnell Testimonial Spurs Heavy Sales of Israel Bonds; Approx. 3/4 Million Pledged

CHICAGO — An estimated three-quarters of a million dollars in Israel Bond purchases was generated by the recent testimonial dinner honoring Bill O'Donnell, president of Bally Manufacturing Corporation. O'Donnell received the Prime Minister of Israel Medal for "distinguished service to humanity" during the event, which took place on October 25 in the Wellington Room of the Continental Plaza Hotel.

Joe Robbins, vice president of Empire Distributing, who served as co-chairman of the sponsoring Amusement Machine Industry State of Israel Bonds Campaign, indicated that late pledges are continuing to be tabulated.

Among the many large scale contributors who made bond purchases at the testimonial were: Bally Mfg. Corp.; O'Donnell, personally; Arthur A. Young & Co.; Sam Stern, prominent coin machine industry figure; Aladdin's Castle, Inc.; Lenc-Smith Mfg. Co.; C.A. Robinson Company (whose president Al Bettelman and his wife flew in from Los Angeles to attend); Williams Electronics, Inc., Lewis E. Cohn; Steve Lieberman (Lieberman Music-Minneapolis); Michigan State Bank; and Al Rodstein of Banner Specialty Co., who traveled to Chicago from Philadelphia to participate.

Officiating at the formal presentation of the medal was the honorable Abraham Lincoln Marovitz, chief judge, United States

District Court, northern district of Illinois — a friend of Bally for thirty years and, like O'Donnell, a veteran of the U.S. Marine Corps. In draping the medal on O'Donnell's



Bill O'Donnell

shoulders, Judge Marovitz said, "Successful as Bill O'Donnell is, we honor him not for what he has but for what he gives."

O'Donnell and his gracious wife, Nikki,

continued on pg. 50

Powers On Pinball Etiquette fr 49

Curve is not inevitable in a pinball and, surprisingly, can be controlled to some extent. The reason for control is profitability which is essential for a company to exist.

The two most critical stages for an operator are the introduction and growth stages. The introduction stage is left mostly up to the operator with new Bally pinballs. They have already been field tested for profitability. It is essential that the operator set up and level the game to acquire the action that was designed into the game.

A game is levelled by the bottom edge of the cabinet, from front to back and from side to side. This sets the scene for the growth stage that, with proper controls, will help the operator retain his game on location longer during the maturity and saturation stages which follow.

Average Location

Bally ships its pinballs with recommended score cards and playfield set to what could be called the average location. There are many adjustments and alternate score cards which can be used to increase or decrease the percentage of free play. These adjustments can be found in the Bally game manual which accompanies the game.

The idea of percentaging is to attain the optimum player appeal which will hold players' interest over a longer period of time. A pinball — either too easy or impossible to win on — will not give the player the appeal to continue to play the game in the long run. Relating that to the product life cycle, it is important that games be percentaged during their growth stage to keep them in the maturity and saturation stage for the optimum period of time when sales and profits are high.

Percentaging is taking the total plays that were paid for and subtracting that from the total plays to acquire the total free plays. Then divide that by the total plays to acquire the percentage of free play. Example:

$$\frac{\text{Total Free Plays}}{\text{Total Plays}} = \text{Percentage of Free Play}$$

$$\frac{700}{2000} = 35\%$$

The optimum percentage is around 35%, give or take 5%. It can now be stated that a game should be adjusted to the players of the location during this growth stage. Through experimentation — assuming the game is levelled and all features operating properly — adjustments should be made to attain the percentage of free play desired.

The maturity and saturation stages, as can be seen in the diagram, show the peak in the sales curve or largest dollar volume. This is where profit is realized. It would be easy to state that, because of proper set-up and percentaging, the time span would automatically be drawn out during this period. This is a start — and a good one — but the job does not end here.

Maintenance

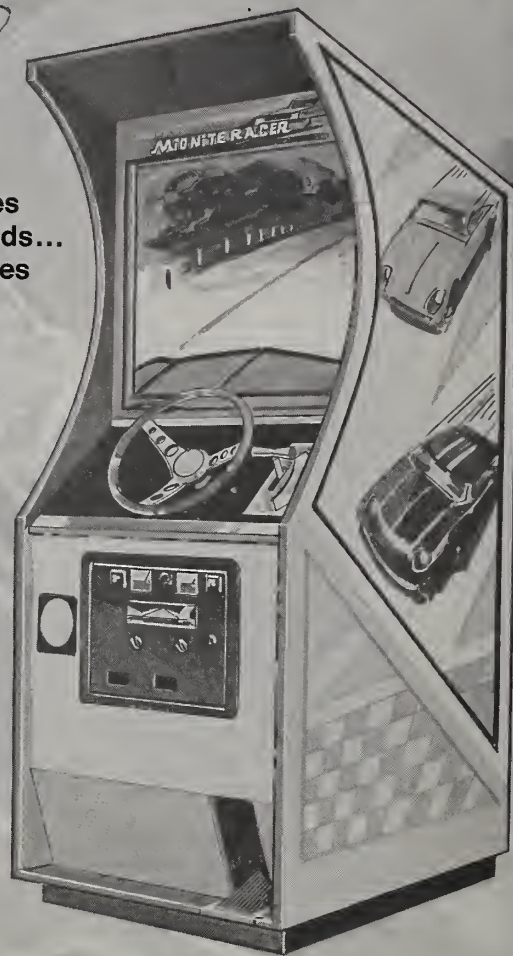
Thorough, regular maintenance must now be performed. A clean playfield and all features working properly will become a must. The players have accepted and learned the game. The challenge has been percentaged for their interest. Taking away the action or features at this point will create a loss of interest.

The inevitable will set in: decline and

continued on pg. 51

New From Midway

MIDNITE RACER



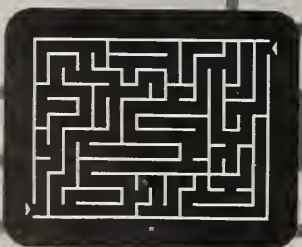
Thrilling action matches skills against tight bends... fast straights... S-curves & more for real driving excitement!

- Realistic Engine, Crash & Accelerator Sound Effects
- 3-Dimensional Driving Game with High & Low Gear Shift
- Constantly Changing Race Course
- High Score of the Day Feature
- Adjustable Extended Play
- Adjustable Time Control
- 23" Solid State TV Monitor
- Proven Midway Micro Processor Logic Cards
- Cabinet Dimensions: 26½" Wide, 31½" Deep & 64½" High

Midway's AMAZING MAZE



- 1 or 2 Player Game
- As A One Player Game, Player Is Challenged By The Computer
- Over A MILLION Patterns
- Proven Midway Micro-Processor Logic Cards
- Adjustable Time Feature
- 23" Solid State T.V. Monitor
- Cabinet Size: 26½ (67cm) wide 64½ (164cm) high 24 (61cm) deep
- Weight: 220 lbs.
- Available in Cocktail Table



LOS ANGELES — Photogenic folks who gathered at Hollywood Wherehouse Records store recently to present Bally Captain Fantastic flipper games to KHJ radio contest winners included (left to right): Ron Fisher, Wherehouse Hollywood store manager; George Banfalvi, contest winner; Wayne McManners, MCA Records promotion manager; Bobby Ocean (top), KHJ air personality; Lee Lubin, contest winner; Steve Shapiro, director sales, promotion and public relations, Wherehouse record chain; and Wendy Wilkinson, promotion director, KHJ radio. Games for the contest were provided by Bally and C. A. Robinson & Co., Los Angeles Bally distributor.

O'Donnell Testimonial fr 49

received an exuberant ovation from the capacity assemblage jammed into the huge banquet hall. In his brief address O'Donnell, with characteristic modesty, attributed the success of the bond campaign not to his personal efforts or popularity, but to all who worked so diligently in the drive, par-

ticularly Joe Robbins, Samuel H. Millman (chairman) and Milton Karzen (advisory chairman).

Guest speaker at the banquet was Leon H. Keyserling, noted economist and former chairman of the President's Council of Economic Advisors.

CHICAGO CHATTER

Since this issue of **Cash Box** was on the presses as MOA Expo '76 opened in the Conrad Hilton Hotel (12), a full report will be featured later — but, there was evidence enough (as we observed when the giant 3-hall exhibit area began unfolding as workmen and exhibitor reps feverishly worked during the pre-show set up period) that the event would indeed fulfill all expectations and be the biggest ever sponsored by the association!

IN CONVERSATION WITH **Gary Stern** this past week, **Cash Box** learned that he and **Stephen Kaufman**, representing their recently organized Kiss Amusement Machines, Inc., would be exhibiting product, including the Italian made Zaccaria pinball machine and an imported foosball table, at the MOA convention . . . Also learned that the ranks of local bachelors will be reduced by one this coming December when Stephen marries Chicago girl **Shella Gershon**. Our congratulations!

ATTENTION OPERATORS: Local artist **Don Drumm**, appearing nightly at the Playboy here in town, has a new country record he feels is a natural for jukebox play. Title is "Lonely Hours Lady" on the GRT-distributed Casino label. Give it a listen.

BALLY'S MARKETING SECRETARY **Gloria Kollmayer** is mighty proud of her teenage daughter, **Tracy**, who was just elected vice president of marketing of her Junior Achievement organization. A freshman student at Lane Tech, Tracy is 14, the youngest member of her group, and the school's sole JA representative. Some of Mom's expertise in the field has obviously rubbed off on her — right, Gloria?

BERNIE POWERS, Bally's field representative, just wrapped up a successful 3-day visit at C.A. Robinson on the west coast. Trip was not for a formal service school presentation, actually, but more of a goodwill endeavor with Bernie making himself available in the Robinson showrooms to assist customers, answer questions, give individual service instruction, etc. His new traveling partner, by the way, is **Jack O'Donnell**, who accompanied Bernie to L.A. and was also with him at the recent Rowe school in Phoenix — and will be along on many future trips.

WORLD WIDE DIST. execs **Nate Feinstein** and **Fred Skor** will be heading for New Orleans this week to attend the IAAPA convention. Both were also scheduled to be on hand for MOA Expo, as they are each year, along with other members of the firm . . . Said a quick hello to the distrib's **John Neville** who's been covering his usual sales territory and hearing all sorts of great comments about the Seeburg "Sunstar" phonograph (which is among the big sellers at World Wide, he said) as well as Williams' "Aztec" pin. Games are very much in the fore these days, as John noted, and business in general is on the upswing!

ON THE SINGLES SCENE: **Chet Kajeski** of Martin & Snyder One Stop in Detroit lists the following as very active with area ops: (pop) "Love Me" by **Yvonne Elliman** (RSO), "Sorry Seems To Be The Hardest Word" by **Elton John** (MCA), "Ob-La-Di-Ob-La-Da" by **The Beatles** (Capitol); (country) "I Can't Believe She Gives It All To Me" by **Conway Twitty** (MCA), "She Never Knew Me" by **Don Williams** (Dot), "Short Cut" by **Tanya Tucker** (MCA); (R&B) "Free" by **Deniece Williams** (Columbia), "Superman Lover" by **Johnny Guitar Watson** (DJM) and "Saturday Night" by **Earth, Wind & Fire** (Columbia).

EASTERN FLASHES

To start this week's column off on a happy note, we'd like to extend **Cash Box** felicitations to R.H. Belam's **Bob Haim**, and his **Evie**, on the October 23 arrival of their newborn son, **Daniel Woodstock Benson** — weighing in at 7 lbs. 9 oz.! You can bet Bob accepted congratulations all over the place at MOA! . . . **Arnold Kaminkow**, **Bob Mahony**, **Bob LeBlanc** and **Jim Segerson** were among the Robert Jones int'l.-Dedham people who were in Chicago for MOA, and with the exception of Jim, will be headin' for New Orleans this week to attend the IAAPA show at the Rivergate. Jim will be minding the store and finalizing details with **Bob Rondeau** of Empire Dist.- Green Bay for the upcoming week-long service school RJi is sponsoring. Definite dates have not as yet been determined but Jim said they're aiming for late January . . . Preparations are under way at Betson Enterprises (No. Bergen, N.J.) for three territorial showings of the new Rock-Ola phono line. Firm's **Peter Bettl** said each will also showcase some of the new games product revealed at last week's MOA convention. Showing dates and locations are: **December 1, Stratford Motor Inn** (Connecticut); **December 2, Leonard's in Great Neck**; and **December 8, Sheraton Motor Inn** (Newark) . . . **Barry Feinblatt** and the Universe Affiliated int'l. crew will be participating in IAAPA every bit as enthusiastically as they did in MOA. Barry said some of the same equipment shown in Chicago will also be featured for the parks show people and, in addition, since UAI is representing Cromptons Products in the No. American market, the firm's Pusher machines, along with the new single sided trailer mounted model, will be included in their lineup at the IAAPA.

ON THE SINGLES SCENE: Got the word from **Frank DiMarsico** of Program One Stop in Union, N.J., that area ops are showing heavy interest in the following: "Sorry Seems To Be The Hardest Word" by **Elton John** (MCA), "You Make Me Feel Like Dancing" by **Leo Sayer** (WB), "You'll Never Find Another Love" by **Stanley Turrentine** (Fantasy), "Can't Take My Eyes Off Of You" by **Brook Benton** (Ali Platinum), "Bless My Soul" by **Skip Mahoney** (Abet) — and a sure-bet disco item, according to Frank, called "Let's Get It Together" by **El Coco** (Avis).

MILWAUKEE MENTIONS

BUSINESS INDICATORS ARE MIXED, says **Red Jacomet**, Red's Novelty, Milwaukee. While gross receipts are up, so are costs. Red tells us that other operators in the area have been reporting the same conditions. While speaking to him, he also mentioned that he will be signing up an apprentice shortly in the WMMA Coin Operated Repair Technician Apprenticeship Program in Wisconsin.

MORE INDUSTRY PRESS has appeared in the Milwaukee area. Post Publications' suburban newspapers such as the Wauwatosa Post recently ran a front page article entitled "Pinball Wizards — Television Provides Competition." The story addressed itself to the onslaught of electronic games as well as home equipment. It indicated that while pinball continues to be quite popular, other games have begun to "chip away at its dominance." However, the article emphasized that these other types of games would never replace pinball because they appeal to different markets and because electronic games are not adaptable to all locations.

MISSED A GOOD ONE in our last report about entertainment around town. For you jazz lovers, the Performing Arts Center, Milwaukee, will be presenting a special festival for one night only on November 24. Included on the bill will be **Ella Fitzgerald**, **Oscar Peterson**, and **Joe Pass**.

MORE BIG CHANGES IN MILWAUKEE RADIO. With what seems to be a habit-like regularity, the big city's radio stations are switching and pruning and adding and . . . WOKY's **Bob Murphy** has left for greener pastures in Charlotte, N.C., where it is rumored he will get a healthy \$45,000. That leaves a gap that the station is out beating the bushes to fill. But, the WOKY change is nothing compared to the many changes at WISN, both AM and FM. **Oogie Pringle** is the new disk jockey scheduled for the 4 to 7 p.m. slot on AM. He comes to us from New York's WNBC. WISN's AM veteran **Tom Lambert** is moving to FM in the 8 to 10 a.m. drive time slot. Taking the afternoon drive time period on the station's FM band will be long time broadcasting personality, **Paul Bartell**. And the midday slot between Lambert and Bartell will be handled by another vet, **Ward Chase**. Several other scheduling changes are also taking place, but the music format will remain the same. WISN-AM will continue carrying soft rock, and WISN-FM will broadcast "beautiful music."

MINNESOTA MUSINGS

A PRESIDENTS' CLUB has been approved for the Music Operators of Minnesota by the association's board of directors. Operators, distributors, suppliers, and manufacturers will be eligible for this special category of membership by pledging a premium annual membership dues rate. Among the benefits that accrue to Presidents' Club participants are a special recognition plaque and three full page ads per year in "The Minnesota Operator," M.O.M.'s official publication. Incidentally, we are told that that magazine has begun accepting advertising, and it will be sent to all operators and other industry firms in Minnesota, not just to members of M.O.M.

RESTING COMFORTABLY after having been released from the hospital recently is **Mike Hannes** of Playland Amusement. Mike was in an automobile accident, and sprained his neck. Best wishes for a speedy recovery, Mike.

THE DEUTSCH WURLITZER phonograph is coming on strong, according to Hanson Distributing Company's **Randy Jensen**. Randy also notes that they are looking forward to offering several new products, to be announced shortly.

HERE'S A NAME CHANGE to make a note of. **Darrel Weber** tells us that his company name is now Weber Music Company Inc. The old name was Weber Music and Vending Company.

A FINAL DECISION is expected momentarily concerning the location and dates for the Music Operators of Minnesota 1977 Convention and Show. Still in the running are the Radisson South Hotel, the Holiday Inn-Downtown, and the Leamington Hotel, all of which are in Minneapolis.

DAVE CHAPMAN of Cedar Lake Music is out of the hospital after having had prostate surgery. Get well soon, Dave.

ON THE VACATION FRONT, **Mr. and Mrs. Steve Lieberman** and **Mrs. Harold Lieberman** just returned from two weeks in Israel. **Mr. and Mrs. Frank Grant**, St. Cloud, had a nice vacation in Las Vegas recently. And **Mr. and Mrs. Saul Pascal** from Winnipeg, Canada just spent an enjoyable few days in Minneapolis.

OUR CONDOLENCES to the family of **Arnold Brevik** of Watertown, South Dakota. Arnold passed away recently. He was retired after having been in the operating business for many years.

Pinball Setup, Powers fr 50

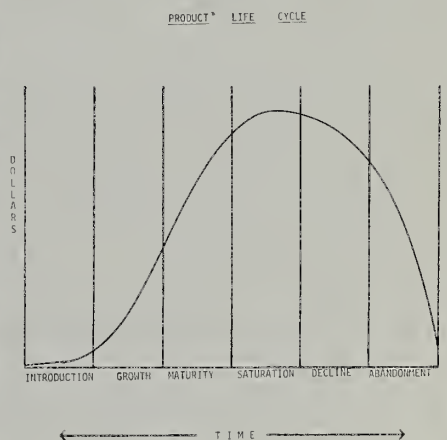
abandonment. In the pinball industry, decline does not mean abandonment, as in most products. A pinball can be rotated or re-introduced to a new location to recreate its life cycle once again.

Decline and abandonment are inevitable as players' tastes and desires change. It is important that an operator notice early signs of decline. The early signs will notify the operator, by declines in sales volume, that it is time for a move. The decline stage can be long before the inevitable abandonment.

This recognition will enable the operator to move the machine to a new location to again stretch out the life of the machine in the maturity and saturation stages. Operators who do not rotate will also find that early recognition of decline is when the trade-in value of the used piece is still at its peak.

Proper set-up, percentaging and maintenance will increase revenues on a per machine basis. Recognition of the machine

as a product having a life can help increase the essential element of any good business — profit!



State Association

Calendar 1977

Jan. 14-16; Oregon Amusement & Music Operators Assn., annual mtg., Village Green, Cottage Grove, Ore.

Mar. 18-20; Wisconsin Music Merchants Assn., Inc., spring conv., Olympia Hotel & Spa, Oconomowoc, Wis.

Jan. 28-30; So. Carolina Coin Operators Assn., Inc., annual mtg., Carolina Inn, Columbia, S.C.

May 12-15; Music 7/8 Amusement Assn., Inc., conv. & trade show, Stevensville Country Club, Swan Lake, N.Y.

Mar. 11-13; Music Operators of Michigan, annual conv., Kalamazoo Center, Kalamazoo, Mich.

Sept. 23-25; No. Carolina Coin Operators Assn., Inc., annual mtg., Raddison Hotel, Charlotte, N.C.

CASH BOX

NOW HAS

THE BEST RADIO COVERAGE

OF ALL THE TRADES

THAT'S WHAT THEY'RE SAYING

CASH BOX RADIO

●
CASH BOX POP RADIO ANALYSIS
STATION ADDS THIS WEEK
RADIO ACTIVE SINGLES
ADDITIONS TO POP PLAYLISTS
THE SINGLES BULLETS

●
SECONDARY RADIO ACTIVE
ADDITIONS TO SECONDARY MARKETS PLAYLISTS

●
FM ANALYSIS
NEW FM ACTION LP'S
MOST ADDED LP'S
MOST REQUESTED CUTS
PREDICTIONS

●
R&B SINGLES TO WATCH
MOST PROGRAMMED NEW R&B LPS
R&B CROSSING TO TOP 40
TOP 40 CROSSING TO R&B
ADDITIONS TO R&B PLAYLISTS

●
COUNTRY RADIO ACTIVE
MOST ADDED SINGLES
MOST ACTIVE SINGLES
ADDITIONS TO COUNTRY PLAYLISTS
STATION BREAKS
●

Jack Daley Points Out The Importance Of Artist Support

by Paul Simmons

LOS ANGELES — In these days when concert promoters are experiencing big deficits, nobody wants to get involved with a losing act. Jack Daley, manager for Pure Prairie League and Shawn Phillips, stated, "Once a group gets reviewed as having played a half-filled hall, they find it's very difficult to get booked for future dates. Record companies should support their acts on tour, whether or not there is new product available."

Concert Promotion

As for pre-concert promotion, Daley has received varied responses from the record companies he deals with. There have been occasions when Daley asked for support and the record company replied, "We're not in the touring business, you can get your promotion from your concert promoter." Daley feels that this attitude is irresponsible and in the long run detrimental to the company itself. He expounded further on the situation: "Record companies must realize that tours are important. They should concentrate on selling the group, instead of a certain piece of merchandise. Too often record companies and concert promoters work against each other. After a time, concert promoters became too greedy and demanded too much from record companies. Everyone should basically be doing the same thing, helping to sell the act."

First Clients

Daley has been managing since '56. Two of his first clients were Odette and Randy Sparks. He was also the first to manage John Denver. Daley feels that managers should limit themselves to a small number of acts. "Managing is quite time-consuming. You shouldn't try to overreach yourself. The investments are very expensive before you see any results."

Real Expenses

Daley admitted that the real expenses of the rock industry don't begin until the group becomes a major act. At that point the more sophisticated equipment becomes necessary for stage effects and advanced sound systems. However there is a considerable distance a group has to travel before becoming a major act. Daley pointed out that major tours are not the only answer to a group's growth. "After a long tour it's often difficult for a group to get enthusiastic about going back into the studio. For a new LP, you have to record about 30 songs and pick out the best ones. When you choose the single, you have to try and decide what the radio programmers will like."

Pure Prairie League

After Pure Prairie League recorded the LPs "Two Lane Highway" and "If The Shoe Fits," a new direction was deemed necessary. They were considered good records but not as dynamic as they should have been. Daley arranged for the group to change producers — from John Boylan to Alan Abrahams. The switch almost caused the group and manager Daley to go their separate ways. "The change brought back all the group's enthusiasm. They were loyal to their old producer. That natural loyalty did cause some problems. The group felt comfortable with Boylan. As a friend they didn't want to insult him."

Variety Artists

Pure Prairie League grossed nearly a million in concerts last year. They're doing better financially than similar groups like Arista's Outlaws. One of the pluses for Pure Prairie League is their booking agency — Variety Artists. Variety operates out of Min-

neapolis, primarily booking college concerts. PPL's tours consist of 60% college dates. Daley commented, "The college audience is quite influential and should not be overlooked. PPL was Variety's first act. Variety is an aggressive organization; they're constantly keeping tabs on all operations. Each week they service a new group's itineraries to all their record companies. It's important to keep a group together financially. PPL grosses about \$5,000-\$7,500 a concert. PPL members still make about \$350 a week. Someone in the group once remarked that their bus driver makes more than they do. But they wouldn't care to trade places with their driver, their future looks much more rewarding. PPL doesn't tour with just one major act. They're currently on a nine-week tour; some dates with the Eagles, some with Leon Russell. This method of hopping from one major tour to another has proved to be successful."

Clive Davis

Daley also manages a new act on Arista called Volunteers. Monterey Artists handles Volunteers' bookings. Daley mentioned that Arista's president Clive Davis has been constructively active with the group. Recently Davis phoned one of the Volunteer members to suggest a new ending for a song. Daley is quite pleased that Davis can take the time to be personally involved. Daley discussed record company cooperation: "A&M goes out of their way to work properly with managers. Everyone there works very enthusiastically for A&M head people like Jerry Moss. At RCA the product managers do a consistently good job. Each product manager takes care of all the press and radio advertising spots for three or four groups."

Television

In the past, Daley worked in television, as a music director for Tom Smothers and Arthur Godfrey. He also helped Bill Boyd get his TV deal for the "Hopalong Cassidy" films. All of these jobs have proved to be beneficial for Daley as a manager. Daley only has one major complaint — against the commercial airlines. "The cost of a group traveling on tour is phenomenal. It costs \$1,800 to fly 2 tons of equipment." As a final comment, Daley stated what his essential needs are as a manager: "Agency and record company support for tours, and getting the airlines to cut their fares in half, changing the FCC rules."

Al Bunetta Acts As Manager-Publisher For His Clients

by Paul Simmons

LOS ANGELES — Al Bunetta wears two hats, one as a personal manager, the other as a publisher. He handles the publishing for his two singer-songwriter clients, Steve Goodman and John Prine. Bunetta operates two companies: Big Ears Music for ASCAP and Grandma Annie Music for BMI. Bunetta says, "Publishing is a very lucrative security to have for the later years. We have a research person who is constantly listening to tapes and looking for songs which might be good for a particular artist. When the right songs are found, a demo record is made, which is then sent to the producer. We try and send one or two songs that might be appropriate for the artist, which is opposed to the usual procedure of sending 10 or 15 songs to one producer."

As a publisher, Bunetta has the advantage of being a manager. As a manager he's aware of everything that happens in the business. It's very easy for him to find out which artists are going into the studio to record. ASCAP and BMI monitor song performance activity for both radio and concerts. Bunetta commented, "With those two companies we can be sure that no one is playing our artists' songs without giving them credit as the author. You have to make sure that the songs in your catalogue are available and accounted for."

Record Labels

Bunetta feels that the major record labels help the concert promoter a great deal. He doesn't really see a conflict between the two groups. He explained: "You really can't expect a major push from the record company without new product. Of course, your rapport with the record companies will be a major factor. Everyone involved — the manager, the artist, the agent and the record company — has to coordinate all of his activities very carefully. I'm on the road, usually 3 days a week. I take the time to see many of the regional record company representatives. It gives me an opportunity to see how my artist is doing on tour, and also how our product is selling in that particular area. It's better for me, as a manager, to know these things first hand."

For Bunetta the essential promotion needed for new product release depends on the artist's support in a given market. For John Prine there is a higher concentration of popularity in Chicago than in San Diego. Therefore, there would be a higher level of promotion activity in the larger market of Chicago. Bunetta pointed out, "It sometimes happens that a group will get booked into a large hall because they had one successful LP, or even just one successful single. There is usually some difficulty in selling that type of concert. Artists, without

a strong foundation, can quickly get into trouble by trying to overextend themselves. You have to build a foundation gradually. Otherwise, without doing good business, groups will find that they have trouble getting future bookings."

The personal relationship and commitment between manager and client is most important for Bunetta. He elaborated on the relationship that he has with his clients: "Both Steve Goodman and John Prine often call me about song and album concepts. Communication is very open. An artist and his manager should share all of their highs and lows. Both Steve and John need a lot of personal attention in order to develop their style for a larger audience. Developing an artist takes a lot of time and work. Without achieving record sales success, both Prine and Goodman are headline artists in most cases."

Self-contained

Bunetta believes in having his office self-contained. Sy Miller is in the in-house attorney. The management firm even owns a bus for national tours. (Recently Bob Dylan borrowed the bus for his famous Rolling Thunder Revue). Tom King has been Bunetta's administrative assistant for three years. Bunetta Management has been in California for two years now; before then, they were in New York. Bunetta's background includes being the Young Rascals' road manager and also an agent for CMA. In '76 he formed a management company with Paul Anka.

Bunetta also manages the Warner Brothers recording act Crackin'. Their new LP is set for a January release. They're very different from his other two clients, Prine and Goodman; the group's style is similar to that of AWB. When asked if he sees any problem in handling a different type of act, Bunetta replied, "We will be dealing with basically the same promoters. Most promoters handle a variety of acts. The staging will be very different for a seven-member band. There will be a larger road crew for Crackin'. And there will be a lot more to oversee. I will be along for most of their tour."

Bunetta seems very enthusiastic about his new clients. Crackin' had been on the Polydor label, but there was no commitment for a followup after the first LP. Bunetta is pleased to be dealing with WEA, a corporation whose reputation he feels comfortable with. He has big plans for Crackin'; their LP was produced by Steve Cropper. Bunetta hopes that they will be the band for '77.

Confrontation

Bunetta has a daily confrontation with his artists. He stated that he doesn't face the same problems that other managers have. He feels that his artists have a good outlook on record companies. Bunetta remarked "Jerry Sharell is terrific at Elektra/Asylum. Their company is very family oriented. I don't get weird phone calls at 2 in the morning. My new clients, Crackin' are 7 people who have very business-like attitudes. That gives us more time for projects, instead of ego trips. All members of the Crackin' group live in a 28-room house that has its own recording studio."

Professionalism

Tom King commented on Bunetta's professionalism. "Al has an endless amount of energy. He doesn't let any of his people get hurt. He's involved in all activities. His commitment is not just lip service. He keeps tabs on everything in order to control unknown factors. Some managers are not even familiar with outstanding tour dates for their artists."

Managers' Notes

Pete Rudge, manager for the Rolling Stones and Lynyrd Skynyrd, reports that he has been meeting with the American TV networks to discuss plans for a Stones TV concert special, which was filmed at the Knebworth Music Festival this past summer. The program will probably be an hour and it will be ready for broadcast around February. **Mick Jagger** has also been in on the network discussions. The Stones' live LP is planned for an early spring release. The LP tracks will be from three years of live tape, which cover 100 concerts. **Lynyrd Skynyrd** will go into Criteria studio in Dec. to record their next LP, to be produced by **Tom Dowd**. . . **Jane Friedman**, manager for **Patti Smith**, reports that Smith will do a special evening of poetry readings with special guests at the Roxy on Nov. 15. Smith will also make a special guest appearance at the Blue Oyster Cult concert at the Forum. . . **Butch Stone**, manager for the A&M group **Target**, was extremely delighted when the group stole the show at San Bernardino's Swing Auditorium last Sunday. Also on the bill were **Bob Seeger** and **Black Sabbath**. . . **Connie De Nave**, manager for **Robert Palmer**, reports that Palmer will perform two songs on the **Mike Douglas** show Nov. 15. Lately Palmer has had many TV requests and also requests to do a European tour. It has been decided however, that he will extend his American tour (after an Xmas break) from Jan. into Mar. . . **David Gersherson**, manager for the **Keane Brothers**, announces that the brothers will be on the **Dinah Shore** show Dec. 7. . . **Fred Piro**, manager for **Ambrosia**, reports that his clients will play the Santa Monica Civic Dec. 13.

paul simmons

THESE DAYS A HARD MAN IS GOOD TO FIND.

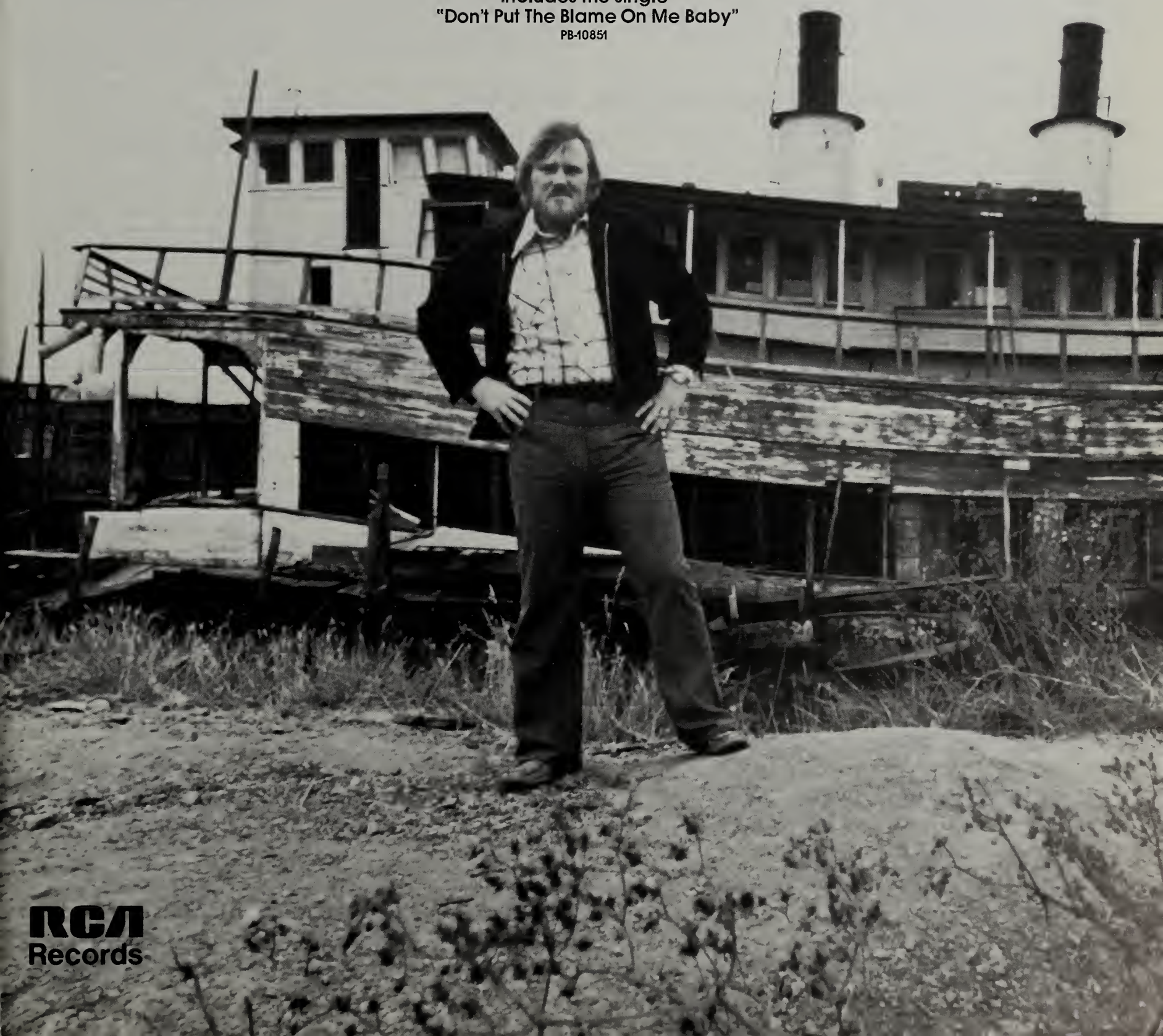
APL1-1910

This is no soft spoken straightman with a song and a prayer. This is a man with muscle who laces you with every vocal hook he throws. Meet Roger Troy. A stablemate of James Brown, Jerry Garcia and Michael Bloomfield. A songwriter for Tracy Nelson, Michael Finnegan



and Jose Feliciano. Listen to his debut album. You'll hear immediately why Roger's years in the background will lead to a lifetime of success out front. Roger Troy. Absolutely unheard of. In more ways than one.

Includes the single
"Don't Put The Blame On Me Baby"
PB-10851



RCA
Records

needed only \$1 million in sales as opposed to one half million units sold, because the album was released in 1970. Platinum certification for both singles and albums has been sanctioned this year by the RIAA for the first time in the 18 years since the organization began certifying records. To date, 21 albums and three singles have received this distinction.

Simple Procedure

The procedure for certification is relatively simple. A manufacturer issues a request to the RIAA, which authorizes a representative of an independent certified public accounting firm to examine the company's sales records. If the minimum requirements have been met, the accounting firm relays that information to the RIAA, which in turn transmits a certification letter to the company. The cost to the company is \$150, whether it is a member of the RIAA or not. In addition, the company pays for every plaque that it wants; \$45 per single and \$50 per album. As of November 6, 47 singles and 112 albums had been certified gold in addition to the 24 platinum awards.

Despite the attendant pomp and ceremony, Henry Brief, executive director of the RIAA, is quick to place this function in perspective. "Certification is one of the least important things we do for the industry," he noted. "The RIAA was not created just to certify gold records.

'Mail Rate'

"If there were no RIAA," he continued, "there wouldn't have been anyone to represent the industry for the last 20 years on copyright legislation. There wouldn't have been a special mail rate for phonograph records. There wouldn't have been reductions in freight rates. There would be no technical standards for the production of records and tapes. And then there's the whole anti-piracy campaign." This summer Delaware became the 45th state to enact some form of legislation outlawing the illegal duplication and sale of sound recordings. Presently, only Montana, Missouri, North Dakota, Vermont and Wyoming do not have statutory provisions relating to record and tape piracy.

Membership Role

Members of the RIAA include ABC, Alshire International, A&M, Ansonia, Arista, Atlantic, Bee Gee, Capitol, Casablanca, Casino, and CBS Records group. Also Elektra/Asylum/Nonesuch, Folkways, GNP-Crescendo, Goldband, GRT, Ickadell, Indian House, Jamie, Kelit-Aurora, Lifesong, London, MCA, Michele Audio, Mill City, Minority-Owned, Monitor, Nashboro, Ovation and Peters International.

Other members are Phonogram, Pickwick International, Platinum, Playboy, Polydor, Private Stock, RCA, Tabu, Takoma, 20th Century, UA, Thomas J. Valentino, Vanguard, Vantage, Warner Bros. and

Jimmy Owens

 fr 48

companied cadenza, Owens soared away, pulling melodies out of the air at certain times, and fitting complicated patterns of short notes together at others.

Moving to electric instruments and the funkier sounds of "What's The Use" and "Do It To It," White and Brake used fattened notes for a heavy emphasis on the upbeat, while Barron's ten fingers divided the rhythms a thousandfold. In these pieces, the central focus remained the soloing abilities of Owens and Barron, who returned to the grand piano for many of his breaks. The group was later joined by vocalist Dan Day for a blues number.

By varying styles and maintaining a relaxed approach, Owens and his group of fine players have developed a live presentation that works perfectly in a club atmosphere such as this.

p.d.

Word. Associate members are Capricorn, Curtom, Discreet, Little David, John Reid Enterprises and Tom Cat. Most notable among the list of record companies who are not members are Fantasy, Monument, Motown, Mushroom, and TK. The largest of these, Motown and TK, have not requested certification for any of their records released during 1976.

FM Analysis

 fr 19

- * Ask The Angels/Poppies — Patti Smith — Arista
- * Free Bird/Sweet Home Alabama — Lynyrd Skynyrd — MCA

- † Remember Yesterday — John Miles — London
- † I Thought I Would Try — Lyons & Clark — Shelter/ABC
- † 99½ — Target — A&M

KSFA-FM — NACOGDOCHES, TX — Charlie Palmer

- Johnny The Fox — Thin Lizzy — Mercury
- A New World Record — ELO — UA
- Billy Preston — A&M
- Dance — Pure Prairie League — RCA
- Gold Plated — Climax Blues Band — Sire/ABC
- Target — A&M
- Slip Stream — Sutherland Bros. & Ouiver — Columbia
- Warren Zevon — Asylum
- Blue Moves — Elton John — MCA-Rocket/MCA
- It Looks Like Snow — Phoebe Snow — Columbia
- Kid Blast — Claridge
- Night Moves — Bob Seger — Capitol
- Leftoverture — Kansas — Kirshner/Epic
- Stairway To Heaven — Led Zeppelin — Swan Song/Atlantic
- Love's In Need Of Love Today — Stevie Wonder — Tamla/Motown
- Blinded By The Light — Manfred Mann — WB
- † Caruso — Joan Baez — A&M
- † Crazy Water/Bite Your Lip — Elton John — MCA-Rocket/MCA
- † Money To Burn — Kid Blast — Claridge

WORJ-FM — ORLANDO, FL — Bill McGathy

- Blue Moves — Elton John — MCA-Rocket/MCA
- Johnny The Fox — Thin Lizzy — Mercury
- Gulf Winds — Joan Baez — A&M
- A New World Record — ELO — UA
- The Song Remains The Same — Led Zeppelin — Swan Song/Atlantic
- It Looks Like Snow — Phoebe Snow — Columbia
- Night Moves — Bob Seger — Capitol
- Slip Stream — Sutherland Bros. & Ouiver — Columbia
- Modern Music — Be Bop Deluxe — Capitol
- Gold Plated — Climax Blues Band — Sire/ABC
- Help Is On The Way — Melissa Manchester — Arista
- Rock & Roll Heart — Lou Reed — Arista
- Caliente — Gato Barbieri — A&M
- Imaginary Voyage — Jean-Luc Ponty — Atlantic
- All This & World War II — Various Artists — 20th Century
- One More From The Road — Lynyrd Skynyrd — MCA
- No Reason To Cry — Eric Clapton — RSO/Polydor
- Ringo's Rotogravure — Ringo Starr — Atlantic
- Year Of The Cat — Al Stewart — Janus
- † Year Of The Cat (entire LP) — Al Stewart — Janus

WQDR-FM — RALEIGH, NC — Bill Hard

- It Looks Like Snow — Phoebe Snow — Columbia
- Night Moves — Bob Seger — Capitol
- Careless — Stephen Bishop — ABC
- A New World Record — ELO — UA
- Gulf Winds — Joan Baez — A&M
- Crystal Ball — Styx — A&M
- In One Eye & Out The Other — Cate Bros. — Asylum
- Stairway To Heaven — Led Zeppelin — Swan Song/Atlantic
- Year Of The Cat — Al Stewart — Janus
- Long May You Run — Stills-Young Band — WB
- Tonight's The Night — Rod Stewart — WB
- † I Wish — Stevie Wonder — Tamla/Motown
- † Saturday Night — Earth, Wind & Fire — Columbia
- † One Horse Town — Elton John — MCA-Rocket/MCA

KGB-FM — SAN DIEGO — Steve Capan

- Spirit — Earth, Wind & Fire — Columbia
- Blue Moves — Elton John — MCA-Rocket/MCA
- The Song Remains The Same — Led Zeppelin — Swan Song/Atlantic
- Songs In The Key Of Life — Stevie Wonder — Tamla/Motown
- No Reason To Cry — Eric Clapton — RSO/Polydor

KSML-FM — TRUCKEE/LAKE TAHOE — Todd Tolces

- It Looks Like Snow — Phoebe Snow — Columbia
- Blue Moves — Elton John — MCA-Rocket/MCA
- Romeo & Juliet — Hubert Laws — Columbia
- Power Of Soul — Idris Muhammed — Kudu
- N.Y. Mary — Arista
- Rock & Roll Heart — Lou Reed — Arista
- Unorthodox Behaviour — Brand X — Passport/ABC
- Johnny The Fox — Thin Lizzy — Mercury
- It's Your World — Gil Scott-Heron/Brian Jackson — Arista

- Liberated Fantasies — George Duke — Audiofidelity
- Flowing Free Forever — Michael Murphy — Epic
- Dance — Pure Prairie League — RCA
- Gulf Winds — Joan Baez — A&M
- The Song Remains The Same — Led Zeppelin — Swan Song/Atlantic
- 1971-1976 — Leo Kottke — Capitol
- Jimmy Owens — A&M
- † Behind The Rain/Fiesta/Los Desperados — Gato Barbieri — A&M
- † Indecision — Hubert Laws — CBS
- † When A Man Loves A Woman — Roger Troy — RCA

CHUM-FM — TORONTO — Benjy Karch

- All This & World War II — Various Artists — 20th Century
- Help Is On The Way — Melissa Manchester — Arista
- Johnny The Fox — Thin Lizzy — Mercury
- Leftoverture — Kansas — Kirshner/Epic
- Hometown Boy Makes Good — Elvin Bishop — Capricorn/WB

- Where Did All The Money Go — Baby — Mercury
- Hoppkorv — Hot Tuna — Grunt/RCA
- Life Is Like That — Tom Chapin — Fantasy
- Dance — Pure Prairie League — RCA
- Alessi — A&M
- Benson & Farrell — CTI
- Snakes & Ladders — Best Of The Faces — WB
- Best Of The Doobie Bros. — WB
- It Looks Like Snow — Phoebe Snow — Columbia
- All This & World War II — Various Artists — 20th Century

Executives On The Move

 fr 12

Goldman Joins Rosenfield — Larry Goldman joined the public relations firm of Stan Rosenfield & Associates as vice president. He resigned as vice president of Jay Bernstein Public Relations where he served for the past three years as account executive.

Williams Leaves UA — Thom Williams, director of creative services for United Artists Records, announced he was leaving UA this week to pursue further interests in the record business. He will announce his plans shortly.

Marcus Joins Fantasy — Cristie Joy Marcus has joined Fantasy as associate national promotion director. She comes to Fantasy from K SAN-FM, where she was librarian/music director.

Knight Exits Sutton-Miller — David Knight has left Sutton-Miller Ltd., where he was general manager and head of promotion and sales. Knight has not announced his future plans. He can be reached at (213) 659-2516.

Boston

 fr 48

place of diverse musical textures throughout the evening).

Boston worked its small repertoire to the limits with the use of "music helper" — long instrumental passages featuring Scholtz on his bionic guitar. Highlights of the set featured the band's radio cuts, "Something About You" and "More Than A Feeling." The latter, however, would have come across even more remarkably if the group had returned to the song's basic riffs following the instrumental interlude.

A group of the not-so-distant future, it's only a matter of time before Boston transcends its current stage limitations and begins conveying the obvious technological dynamics inherent in the band's sound.

r.f.

Patti Smith

 fr 48

commitment with a thoroughly satisfying performance that included numbers from her much-heralded "Horses" LP and her most recent "Radio Ethiopia" album. Although some of the songs off the recent album were greeted with less visible recognition (probably due to relative unfamiliarity with the new album, which was released only a week ago), her familiar songs were greeted with notable anticipation, and most importantly, she delivered.

Rousing versions of the classic "Gloria" and the Stones' "Time Is On My Side" (with Patti affecting a strikingly accurate Jag-geresque posture) were two highlights, as was a free-form instrumental and vocal interlude that featured Smith in a kind of wild, sexual abandonment.

Wednesday's show was late in getting underway, but it was worth the wait. Smith's music is a move away from the glossy, polished stuff of what could be called more orthodox artists. Hers is a music that bites and teases and stings. It is music that compels one to listen. She is different, sometimes dark and strange. She is alive.

d.b.

Additions To Pop Playlists

 fr 22

- 20 To 13 — Spinners
- 19 To 12 — Commodores
- 18 To 9 — Leo Sayer
- 17 To 8 — England Dan & Coley
- Ex To 24 — McCoo/Davis

KELI — TULSA

- #1 — Rod Stewart
- *Gladys Knight
- *Larry Santos
- *Mary MacGregor
- *Kiss — Hard Luck
- *George Harrison
- 7 To 3 — Eric Clapton
- 11 To 7 — Spinners
- 14 To 8 — England Dan & Coley
- 15 To 9 — Leo Sayer
- 28 To 13 — Elton John
- Ex To 27 — David Dundas
- Ex To 28 — John Travolta
- Ex To 29 — Hall & Oates

98Q — VIDALIA

- #1 — Rod Stewart
- *George Harrison
- *Yvonne Elliman
- *Kenny Nolan
- *Ted Nugent
- 18 To 10 — Brick
- 26 To 14 — Leo Sayer
- 20 To 15 — Lynyrd Skynyrd
- 38 To 18 — Engelbert Humperdinck
- Ex To 36 — Easy Street
- Ex To 37 — Walter Murphy
- Ex To 39 — Seals & Crofts
- Ex To 40 — Styx

WPGC — WASHINGTON

- #1 — Rod Stewart
- Burton Cummings
- Brick

- Aerosmith
- *Robert Palmer
- 12 To 8 — DeVorzon & Botkin
- 21 To 17 — Leo Sayer
- 24 To 19 — Engelbert Humperdinck
- 25 To 18 — Rose Royce

WKWK — WHEELING

- #1 — Capt. & Tennille
- *Kenny Nolan
- *Beatles
- *George Harrison
- 12 To 2 — Alice Cooper
- 18 To 14 — Boston
- 21 To 10 — Rod Stewart
- 23 To 19 — Leo Sayer
- 26 To 21 — Commodores
- 29 To 25 — Engelbert Humperdinck
- Ex To 27 — Elton John
- Ex To 28 — Sylvers
- Ex To 30 — Walter Murphy

KLEO — WICHITA

- #1 — Capt. & Tennille
- Elton John
- Sylvers
- Aerosmith
- *David Dundas
- 6 To 2 — Rod Stewart
- 14 To 9 — Abba
- 16 To 11 — Spinners
- 23 To 13 — Alan Parsons
- 27 To 21 — Bee Gees
- 28 To 23 — Alice Cooper

WAIR — WINSTON-SALEM

- #1 — Rod Stewart
- *Tavares
- *Andrew Gold

*Tammy Wynette

- *Bergen White
- *Yvonne Elliman
- *John Travolta
- *Mary MacGregor
- *Kenny Nolan
- *Walter Murphy
- 7 To 12 — Spinners
- 20 To 15 — Amazing Rhythm Aces
- 24 To 19 — ELO
- Ex To 18 — Elton John
- Ex To 25 — Sylvers
- Ex To 26 — Norman Connors
- Ex To 27 — Eric Clapton

WORC — WORCESTER

- #1 — Rod Stewart
- *Aerosmith
- *Kenny Nolan
- *Walter Murphy
- *George Harrison
- *Olivia Newton-John
- 7 To 4 — Yvonne Elliman
- 11 To 8 — David Dundas
- 21 To 12 — Mary MacGregor
- 23 To 17 — Engelbert Humperdinck
- 30 To 22 — Elton John
- Ex To 27 — Lynyrd Skynyrd
- Ex To 29 — Rose Royce

WHOT — YOUNGSTOWN

- #1 — Rod Stewart
- *Brick
- 15 To 8 — Alice Cooper
- 16 To 9 — Burton Cummings
- 23 To 14 — McCoo/Davis
- 28 To 18 — Yvonne Elliman
- Ex To 23 — Walter Murphy
- Ex To 25 — Styx
- Ex To 29 — Engelbert Humperdinck

RCA's Peter Harding Details Australian Music Explosion

by Robert Rohwer

LOS ANGELES — Peter Harding, sales manager for RCA-Australia, feels it's most unfortunate that neither the American artist nor his manager consider the Australian music market viable:

"With a population of 14 million people, Australia sells more records per capita than any other country in the world."

Visiting Southern California following an extensive cross-country trip through Canada and a stay in Nashville during the CMA convention, Harding explained to **Cash Box** that his mission during this current trip to North America was to represent Australian country music.

"At the present time, country music isn't very big in Australia," Harding noted. "By far the biggest country personality is Charley Pride. While he's had only one hit single, 'Kiss An Angel Good Morning,' he's been successful because he's really worked at making Australians aware of and interested in country music."

CMA Began Five Years Ago

Australia's own CMA began a short five years ago under the direction of Max Ellison, general manager of 2TM Radio. RCA was the first major Australian record company to get behind the fledgling organization.

"Bob Cook, managing director of RCA-Australia, was the guiding mentor behind Australia's CMA," Harding said. "Though Bob is an international board member of the U.S. CMA, Australia's version is a separate entity entirely. Our country music month is January and this year's awards ceremonies will be held January 28-30."

Pop Music Exploding

While country music is just beginning to get a toe-hold on the Australian market, pop music is rapidly scaling the heights of acceptance. Harding likened the current surge of local bands making good to the phenomenon that was England in the early '60s:

"All Australian kids are aware that there is easy money to be made in rock 'n' roll if they can hit it big. Thus, with seven offices, one in each major Australian city, and our own pressing and distribution locations, the RCA game plan for the upcoming year is to explode local talent."

Ironically, in the last nine months, the company has trimmed its artist roster from 35 to 5. Harding explained: "We simply felt that we had too many borderline artists in

Eurodisc Rebuilds Production Dept.

PARIS — Eurodisc, French label of Ariola's group, has reinforced its production department under the responsibility of newly-appointed Jacques Chabiron.

Created three years ago by Rene Cacheux, the company has imposed itself on the market through its classical and background catalogs. Today, Eurodisc is building its impact upon a constant search for new products and exploitable ideas suited to the French market and, eventually, the international scene.

Eurodisc has jumped on the disco craze bandwagon with the signing of individual members of Silver Convention for solo careers. After the success of member Penny McLean, a single will be released shortly by Ramona Wulf entitled "Save The Last Dance For Me."

In a different field, there is currently an important promotion on to help launch two new Eurodisc groups, Memoriance and Atull, which are presently on the road touring France's major cities, introducing their new albums.

too many saturated fields. While we definitely want to break new artists, we also want to break even financially.

"RCA's eventual goal is to gain built-in audiences for a fewer number of artists, allowing them to explore many musical areas with success."

International Market A Must

Harding sees this musical exploration leading to international acceptance. He staunchly believes that the only way Australian product can make money is if it expands on an international level.

"Right now we have several Australian groups doing quite nicely for themselves on the international scene," Harding noted. "Sherbet is charted in the States and Rick Springfield, Skyhook, Hush, and the Little River Band are all doing quite well. In England, AC/DC is a great success."

It's fairly easy to see why Harding places such importance on the international arena when one sees how successful the Scandinavian group Abba has been in Australia. Harding expected advance orders for the RCA group's new single, "Money, Money, Money" from its "Arrival" album, to reach 750,000 units by the November 15 shipping date, and the single to replace another Abba hit, "Dancing Queen" at the top of the Australian charts immediately. Incidentally, gold records are awarded in Australia for sales totalling 15,000 units.

"We in Australia take full credit for the

continued on pg. 58



SHINING OVER AUSTRALIA — Marcia Hines recently received gold and platinum records for her first LP, "Marcia Shines" on Wizard Records. The album has sold over 25,000 copies and is rapidly heading toward the 100,000 unit mark, making it the most successful LP ever recorded by a female in Australia. Ms. Hines' new album, "Shining," shipped double gold, thus being the first gold release for Miracle Records, the new Australian record label spearheaded by Ms. Hines. Miracle is Australia's first soul label. To coincide with the LP release, Ms. Hines embarked on an extensive Australian tour entitled "Shining Over Australia." From left: Tony Hogarth, Wizard Records; Ms. Hines; and Robie Porter, Wizard Records.

LRB Winds Up World Tour In U.S.

SYDNEY — An appearance at the prestigious Bottom Line in New York will be the highlight of the second leg of the Little River Band's initial world tour.

The group is presently in London preparing to wind up their European tour as support act to the Hollies with appearances at the Marquis and on the highly rated "Supersonic" television show. On October 14 the band leaves London for New York where it will begin an east coast tour with the Average White Band. It is during this time that they will share the bill at the Bottom Line with Don McLean.

Following this, LRB will headline a series of concerts in Jacksonville, Miami and Tampa, Florida, where its self-titled album has been riding near the top of the regional charts for several weeks. In a swing across the southern states of the U.S., the Little River Band has engagements with such headlining acts as the Doobie Brothers and Black Oak Arkansas. A brief sortie north to Chicago to appear at the Quiet nightclub will be followed by performances at L.A.'s Roxy nightclub and will close with several concerts in the San Francisco Bay area.



HEAVEN'S NOT MISSIN' SILVER — Capitol artists Tavares recently were presented with the Silver Record Award for the success of the single "Heaven Must Be Missin' An Angel" in England. From left in the back row: Brian Panella, Tavares' manager; Leslie Hill, managing director of EMI Records; Don Zimmerman, executive vice-president and chief operating officer, Capitol Records Inc.; and Ralph Tavares. In the front from left: the remaining Tavares brothers "Pooch," "Butch," "Chubby" and "Tiny."

Japan Tape Prices Spark War

TOKYO — The war that has been brewing between Japan's tape manufacturers and retailers concerning the discrepancy between profit margins on the sale of records, as opposed to those on the sale of music tapes, has heated up considerably.

As earlier reported in **Cash Box** (Sept. 11), retail prices for both records and tapes are set by mutual agreement between Japan's manufacturers and retailers. For records, the wholesale price is 70 percent that of retail. For tapes, it's 75 percent. Thus the margin of profit for retailers is five percent less on tapes than records.

Island Switches To RCA In Canada

TORONTO — Island Records of Canada has changed its manufacturing and distribution lease from GRT Records to RCA in Canada. Terms of the agreement call for a straight buy/sell lease for one year and renewal of the contract in October of 1977.

Further news from Island Canada's chief of operations Liam Mullan indicates that Island's central office will be shifting from Toronto to Montreal in the next few months. No office address has been given as yet however. When and if this does become official, the Ontario operations manager will be Stewart Raven-Hill, presently Ontario promotions rep for the label.

As a progressive music label, Island has found the Montreal market to be highly accepting of its product, partially due to the presence of two major progressive FM stations there.

In the ten years since music tapes were first introduced on the Japanese market, the product has grown from an unstable commodity status to an established marketable one. Consequently, Japan's Record Retailers Union (JRRU) has demanded that manufacturers reduce the wholesale price of tapes to make them equitable with record prices.

Up until last year, all of Japan's manufacturers had refused to yield to the retailers' demands. The Polydor company finally reduced its wholesale price to 70 percent. With the Polydor move, the JRRU has strengthened its demands to other manufacturers but with no results. As a result, the JRRU, at its recent general meeting, decided upon a countermeasure of pushing tapes manufactured solely by Polydor.

EMI Dominates UK 3rd Quarter

LONDON — EMI continued its strong showing in the UK as it once again emerged as the leading company in terms of total sales for the third quarter (July-September) of 1976, according to figures recently released by the British Market Research Bureau.

EMI increased its leading percentage in the singles market from last quarter's 16.5 to 24.7 percent. CBS finished second with 12.2 percent, followed by Phonogram, 9.4; Pye, 9; WEA, 7.6; Polydor, 6.7; and Island, 6.0.

Both the CBS and Capitol labels garnered 6.2 percent of UK singles sales. They were followed most closely by Pye with 6 percent; EMI, 5.8; Epic, 5.5; and Rocket, 5.4 percent.

Continuing its dominance, EMI had a whopping 24.3 percent of album sales in the UK during the third quarter. This compared with 17.4 percent the last quarter. WEA was EMI's closest competitor with 10.3 percent, followed by CBS, 9.9; Phonogram, 9.4; Polydor, 7.8; Decca, 7.3; and RCA, 6.7 percent.

Capitol once again was the dominant label, this time in album sales with 6.8 percent. CBS finished second with 6.1 percent followed by RCA Victor, 5.8; and Polydor with 5.1 percent.



FONA HOLDS SCANDINAVIAN CONFERENCE — Fona, EMI's Scandinavian retail chain, presented an audio-visual package showcasing the company's new products and special conference guest stars, the Swedish duo Svenne & Lotta, performed numbers from their recent chart topping "Letters" LP. (They record for the Polar label, licensed to EMI-Denmark.) Pictured with the seated Svenne & Lotta, are, from left: Kurt Hviid Mikkelsen, managing director of EMI-Denmark; H.P. Hansen, sales manager for Fona Records; Sonja Greve, marketing assistant for Fona; Jerry Ritz, manager of the international repertoire for EMI; Bruno Evers, marketing manager for Fona; and Ole Jerse, EMI sales manager.

RPM Sponsors Buyers Conference

TORONTO — The Talent Buyers Conference, sponsored by RPM Music Weekly, was held in this city at the Hotel Toronto Oct. 29-31 and attracted top personnel from the live entertainment field from all parts of Canada.

This first annual conference is an extension of the campus-oriented Canadian Entertainment Conference put together by Joe Recchia in past years. The three day conference included panels moderated by experts in the Canadian music industry. Seminars included discussion on such topics as record company promotion, women in the industry, A&R and record production, national tours, careers in the record industry and a panel entitled "The Two Way Street — From Pre-Contract to Post Encore." Moderators included Johnny Murphy, Marg Topping, Tom Williams, Mel Shaw, Ron Scribner and Richard Fohil.

Also speaking at the conference were Jim Henning of Waymark Reid and Co. and Arlene Ezrin, head of the Speakers Guild of Canada.

A number of acts were showcased in the evenings, including Teaze, China, Robbie Roxx, Future Shock, James Ackroyd,

Attic To Handle Greedy In Canada

TORONTO — Hollywood's Greedy Records and Toronto's Attic Records have recently completed contracts giving Attic exclusive Canadian distribution rights to the Greedy roster.

The first release is "Greedy For Your Love" by Donny Gerrard, former lead singer of Skylark, the Vancouver band that scored internationally with "Wildflower." Written by Henry G. Marx and Robbie Buchanan, a fellow Canadian, the single qualifies as Canadian content under Canadian broadcasting regulations. Gerrard's debut LP is being rush released and he will be appearing on a number of Canadian television and radio shows during an upcoming promotion trip to Vancouver and Toronto.

Concurrent with the record deal, a sub-publishing agreement between Attic Publishing Group and Greedy Music (ASCAP) and Joyfully Sad Music was completed.

Choya, Lynx, Boarding House, Lydia Taylor & Trixter, Marc Jordan, Coyote and Hot Roxx.

WEA Takes To Cinemas

THE HAGUE — WEA Holland is currently experimenting with publicity films screening in 40 cinema houses. These are 21 second spots for three albums: Herbie Mann's "Herbiemania, Maggie MacNeil's first LP, and "20 Original Dean Martin Hits." WEA is also planning a VCR video service for record dealers with 30 minute programs of local as well as American artists.

London Recording Session Over; December Release Set For Le Orme

MILAN — Le Orme, one of Italy's top pop acts, has recently completed recording its new album at Vangelis Papathanassiou's studios in London. It is expected to be released in Italy in December.

The group has been popular in Italy since 1970, when the release of its "Collage" LP opened up a new market for homemade, quality pop products. That record was followed by a string of hits (both singles and albums) for the group, up to its "Smog-magica" LP, recorded last November in Burbank, California. It was released around Christmastime and has subsequently enjoyed a ten-month run on the Italian album charts. Le Orme is presently represented in the Italian top ten with its latest single, "Canzone d'Amore" ("Song Of Love").

Le Orme began its career in 1967 with a couple of minor hits. The group's line-up was then reduced to three members (Toni Pagliuca, Aldo Tagliapietra and Miki Kei Rossi) who concentrated their efforts on reproducing the sound of British progressive rock, adding their own melodic approach and soft arrangements. Early this year, guitarist Germano Serafin was added to the band.

The group signed with Phonogram in 1970 and has since released six LPs, including a live one, plus a special compilation for the U.S. market ("Beyond Leng"). The English version of its "Felona & Sorona" album was issued in Great Britain by Charisma. During its career, Le Orme has

International Executives On The Move

Intersong Tabs Beck — Ronnie Beck has been named chairman of Intersong Music Ltd., effective December 1. A veteran music publisher, Beck served 12 years as director of Feldman Music, now part of the EMI Publishing Group, until he left to join the publishing arm of State Records when that organization was formed 18 months ago. Adrian Rudge will continue as managing director of Intersong Music.

CMRRA Makes Appointments — Cyril Devereux, who recently retired from the management of Chappel Music, was appointed general manager of the Canadian Musical Reproduction Rights Agency Limited (CMRRA). Devereux is director of the Canadian Music Publishers Association and a director and president of CAPAC. Al Mair of Attic Publishing Group was appointed president of CMRRA.

Offermann Joins Disfal/Disc Jockey — Rolando Offerman, until recently commercial director of EMI-Odeon, joins Disfal/Disc Jockey, the independent group of labels headed by Jose Calvo, Alfredo Rheingold and Leonardo Verta.

Dudgeon Leaves Rocket — Gus Dudgeon, a director of the Rocket Records and Rocket Music since their formation in 1972, resigned his directorship in both companies this week, returning to freelance production.

Australian Explosion tr 57

worldwide success of Abba," Harding said. "For if it wasn't for the initial success of the group here, who knows what may have happened."

Abba Outsell Beatles

Abba is Australia's biggest selling recording group ever, according to Harding, bigger than even the Beatles. In fact, the single "Fernando" replaced the Beatles' "Hey Jude" as the longest running number one song on the Australian charts, appearing in that position a record 14 weeks. At one time, the band had five records in the top 40 and three of those were in the top five.

Other top international stars in Australia include the Eagles, Doobie Brothers and Rod Stewart. Recently, 39,000 people witnessed an outdoor, televised concert by Neil Diamond in Sydney. The only other artist that could top that figure, according to Harding, is Elvis Presley.

"Elvis has never toured Australia," Harding said. "But he, more than anyone else in the music scene today, is who the Australian people want to see."

Stevie Wonder's success in Australia comes only as a pop artist, Harding said, as most radio stations are reluctant to play any

soul music unless it's pop soul.

"There are no specialized soul radio stations in Australia as there are here in the States," Harding explained, "so soul music is almost entirely restricted to the discos. And while the disco is a good music medium in Australia, only in isolated cases does it successfully break a record. The same holds true for the Australian club scene."

Television Is Key Medium

Television, however, is the key medium for pop music in Australia according to Harding. Even more so than radio, television attracts the music listener.

"Australian television is very oriented towards pop music," said Harding, "as there are currently three vital shows on the air — "Bandstand," "Sounds Unlimited," and "Countdown" — devoted to the music scene. Australians will turn to their televisions rather than their radios to catch new groups.

Because of this major visual influence, Harding stressed the fact that television promo clips are perhaps the most important aid in helping to break a new artist, as presently no part of the country is without television service.

Radio's 20% Rule

But while television may be of uppermost importance in breaking an international artist on the Australian market, radio play is still the key to a local artist's success, thanks, in no small part, to the Australian government.

"Australian radio is controlled, somewhat, by the country's government," Harding explained. "There is a 20 percent law which when translated means that 20 percent of all that is played on Australian radio must either be recorded, written or performed by Australian artists.

This ruling, coupled with television's extraordinary interest in pop music, as well as a growing national pride as Australians become more aware of and interested in their country's recording industry has given rapid rise to the Australian artist and his expanding music market.

Currency Exchange Rates

This information is applicable to independent trading on a low-volume basis; accelerated volume (over one million dollars) will enjoy decreased rates. These figures compare against the U.S. dollar as quoted by Bank of America, November 11.

Currency	Value
Pound Sterling (Britain)	\$1.6275
Dollar (Australia)	\$1.2375
Dollar (Canada)	\$1.026
Mark (Germany)	\$.415
Guilder (Holland)	\$.3955
Franc (France)	\$.201
Lira (Italy)	\$.001157
Yen (Japan)	\$.003395
Cruzeiro (Brazil)	\$.089
Peso (Mexico)	\$.043
Peso (Argentina)	245 per dollar

INTERNATIONAL BEST SELLERS

Argentina

- 1 **Porque Te Vas** — Jeanette — Microfon
- 2 **Esclavo Y Amo** — Los Mensajeros — CBS
- 3 **MI Promesa** — Pomada — RCA
- 4 **Dos Cosas** — Los Terricolas — EMI
- 5 **Me Quede En El Bar** — Los Iracundos — RCA
- 6 **Enamorada Mia** — Raul Abramzon — CBS
- 7 **Te He Querido Tanto** — Manolo Otero — EMI
- 8 **Zamba Para Olvidarte** — Daniel Toro — Microfon
- 9 **Atraparon Al Ladron** — Cacho Castana — Polydor
- 10 **El Amor Duele** — Nazareth — Philips
- 11 **Y Tu Donde Estas** — Miguel Gallardo — EMI
- 12 **No Se Si Te Amo O Si Te Ame** — Sergio Denis — TK
- 13 **Tu Amor Junto A Mi** — Batallon Mermelada — Music Hall
- 14 **Levante Y Balla Boogie** — Silver Convention — Music Hall
- 15 **Historia Triste De Una Muchacha** — Quique Villanueva — RCA
- 16 **Tema De S.W.A.T.** — Rhythm Heritage — Music Hall
- 17 **Dicen Que Mi Nina** — Blue Caps — Philips
- 18 **Adios John, Paul, George Y Ringo** — Los Barbaros — EMI
- 19 **Navegando** — Sabu — Microfon
- 20 **Corrlo La Voz** — Creedence Clearwater Revival — RCA

TOP TEN LPs

- 1 **El Amor** — Julio Iglesias — CBS
- 2 **En Tu Piel Los MH Positivos** — Selection — Music Hall
- 3 **Primavera En Marte** — Selection — RCA
- 4 **Belt Beat** — Selection — Polydor
- 5 **Domingos Para La Juventud** — Selection — CBS
- 6 **Hay Una Especie De Silencio** — Carpenters — EMI
- 7 **Esto Es** — Chebere — TK
- 8 **Los Mas Grandes Exitos** — Teen Tops — CBS
- 9 **En America** — Katunga — RCA
- 10 **Por Siempre** — Nino Bravo — Polydor

Great Britain

- 1 **If You Leave Me Now** — Chicago — CBS
- 2 **Mississippi** — Pussycat — Sonet
- 3 **When Forever Has Gone** — Demis Roussos — Philips
- 4 **Howzat** — Sherbet — Epic
- 5 **Don't Take Away The Music** — Tavares — Capitol
- 6 **Hurt** — Manhattans — CBS
- 7 **Summer Of My Life** — Simon May — Pye
- 8 **Dancing With The Captain** — Paul Nicholas — RSO
- 9 **Salling** — Rod Stewart — Warner Bros.
- 10 **Couldn't Get It Right** — Climax Blues Band — BTM
- 11 **I'll Meet You At Midnight** — Smokie — Rak
- 12 **Play That Funky Music** — Wild Cherry — Epic
- 13 **Girl Of My Best Friend** — Elvis Presley — RCA
- 14 **You Make Me Feel Like Dancing** — Leo Sayer — Chrysalis
- 15 **Dancing Queen** — Abba — Epic
- 16 **Love And Affection** — Joan Armatrading — A&M
- 17 **If Not You** — Dr. Hook — Capitol
- 18 **Jaws** — Lalo Schifrin — CTI
- 19 **Coming Home** — David Essex — CBS
- 20 **Beautiful Noise** — Neil Diamond — CBS

TOP TEN LPs

- 1 **Songs In The Key Of Life** — Stevie Wonder — Tamla Motown
- 2 **The Who Story** — The Who — Polydor
- 3 **Abba Greatest Hits** — Abba — Epic
- 4 **Soul Motion** — Various Artists — K-Tel
- 5 **Stupidity** — Dr. Feelgood — United Artists
- 6 **A Night On The Town** — Rod Stewart — Riva
- 7 **Atlantic Crossing** — Rod Stewart — Warner Bros.
- 8 **Forever And Ever** — Demis Roussos — Philips
- 9 **Best Of Stylistics Vol. II** — Stylistics — Avco
- 10 **Frampton Comes Alive** — Peter Frampton — A&M

Holland

- 1 **Heaven Must Be Missing An Angel** — Tavares — Capitol
- 2 **Mon Amour** — BZN — Negram
- 3 **Daddy Cool** — Boney M. — Hansa
- 4 **Play That Funky Music** — Wild Cherry — Epic
- 5 **The Best Disco In Town** — Ritchie Family — Philips
- 6 **Chanson d'Amour** — The Manhattan Transfer — Atlantic
- 7 **Price Of Love** — Bryan Ferry — Island
- 8 **Dance Little Lady Dance** — Tina Charles — CBS
- 9 **Invisible Andre** — Andre van Duin — CNR
- 10 **Disco Duck** — Rick Dees & His Cast Of Idiots — RSO

TOP TEN LPs

- 1 **Songs In The Key Of Life** — Stevie Wonder — Bovema
- 2 **Let's Stick Together** — Bryan Ferry — Ariola
- 3 **Long May You Run** — Stills Young Band — WEA
- 4 **Troubadour** — J.J. Cale — Phonogram
- 5 **River Song** — George Baker Selection — Negram
- 6 **Treemonisha** — Houston Grand Opera — Polydor
- 7 **Chicken Skin Music** — Ry Cooder — WEA
- 8 **Once Upon A Time In The West** — Ennio Morricone — Inelco
- 9 **Arrival** — Abba — Polydor
- 10 **Eli** — Akkerman Lux — WEA

Italy

- 1 **Margherita** — Riccardo Cocciante — RCA
- 2 **Music** — John Miles — Decca
- 3 **Linda** — Pooh — CBS
- 4 **Amore Mio Perdonami** — Juli & Julie — Yep
- 5 **Amore Nel Ricordi** — Bottega dell'Arte — EMI
- 6 **Svaluation** — Adriano Celentano — Clan
- 7 **Tu E Cosi' Sia** — Franco Simone — Rifi
- 8 **Europa** — Santana — CBS
- 9 **Lonely Summer** — Paco Andorra — WJK
- 10 **Canzone D'Amore** — Le Orme — Phonogram

TOP TEN LPs

- 1 **Concerto Per Margherita** — Riccardo Cocciante — RCA
- 2 **Via Paolo Fabbri 43** — Francesco Guccini — Columbia
- 3 **Poohlover** — Pooh — CBS
- 4 **Arabian Nights** — Ritchie Family — CBS
- 5 **La Torre Di Babele** — Edoardo Bennato — Ricordi
- 6 **Desire** — Bob Dylan — CBS
- 7 **Rebel** — John Miles — Decca
- 8 **Amigos** — Santana — CBS
- 9 **Trouble Maker** — Roberta Kelly — Durium
- 10 **A Love Trilogy** — Donna Summer — Durium

Australia

- 1 **Let's Stick Together** — Bryan Ferry — Island
- 2 **Dancing Queen** — Abba — RCA
- 3 **Mississippi** — Pussycat — EMI
- 4 **Jeans On** — David Dundas — Chrysalis
- 5 **Don't Go Breaking My Heart** — Elton John & Kiki Dee — Rocket
- 6 **Devil Woman** — Cliff Richard — EMI
- 7 **Kiss And Say Goodbye** — Manhattans — CBS
- 8 **I Just Don't Know What To Do With Myself** — Marcia Hines — Wizard
- 9 **I Only Wanna Be With You** — Bay City Rollers — Bell
- 10 **Salute To Abba** — Norman Gunston — Lamington
- 11 **Tonight's The Night** — Rod Stewart — Warner Bros.
- 12 **Blue Jeans** — Skyhooks — Mushroom
- 13 **Young Hearts Run Free** — Candi Staton — Warner Bros.
- 14 **Nutbush City Limits** — Ike & Tina Turner — United Artists
- 15 **Boogie Fever** — Sylvers — Capitol
- 16 **I Wanna Make You My Lady** — Mark Holden — EMI
- 17 **The Price Of Love/Bryan Ferry** — Bryan Ferry — Island
- 18 **Dance With A Dolly** — Silver Studs — Philips
- 19 **Looking For An Echo** — Ol'55 — Mushroom
- 20 **A Little Bit More** — Dr. Hook — Capitol

TOP TEN LPs

- 1 **A Night On The Town** — Rod Stewart — Warner Bros.
- 2 **Let's Stick Together** — Bryan Ferry — Island
- 3 **Beautiful Noise** — Neil Diamond — CBS
- 4 **Dirty Deeds Done Dirt Cheap** — AC/DC — Albert
- 5 **Dedication** — Bay City Rollers — Bell
- 6 **Take It Greasy** — Ol'55 — Mushroom
- 7 **Alice Cooper Goes To Hell** — Alice Cooper — Warner Bros.
- 8 **Fleetwood Mac** — Reprise
- 9 **The Best Of Abba** — RCA
- 10 **A Little Bit More** — Dr. Hook — Capitol

Japan

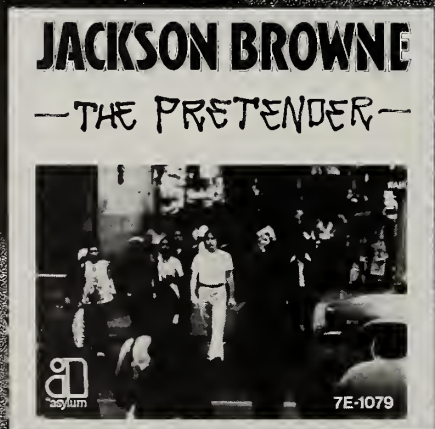
- 1 **Pearl Colour Ni Yurete** — Momoe Yamaguchi — CBS-Sony
- 2 **Anata Dakewo** — Teruhiko Aoyi — Teyichiku
- 3 **Ochiba Ga Yukini** — Akira Fuse — King
- 4 **Love Is Blind** — Janis Ian — CBS/Sony
- 5 **Kitano Yadokara** — Harumi Miyako — Columbia
- 6 **Yureru Manazashi** — Keyi Ogura — Kitty/Polydor
- 7 **Saygo No Ichlyoo** — Hiromi Ohta — CBS/Sony
- 8 **Shinyoju** — Goro Noguchi — Polydor
- 9 **Jolene** — Olivia Newton-John — EMI/Toshiba
- 10 **Cobalt No Kisetsu No Nakade** — Kenji Sawada — Polydor
- 11 **Abayo** — Naoko Ken — Canyon
- 12 **Hajimeteno Bokudesu/Higashimurayamaondo** — Cha Kato/Ken Shimura — Toshiba
- 13 **Moolchido Ayltayl** — Aki Yashiro — Teyichiku
- 14 **Shiki No Uta** — Yoko Seri — King
- 15 **Dokowe Kaweru** — Hiroshi Itsuki — Minoruphone/Tokuma
- 16 **SeyshunJidayl** — Kooichi Morita & Top Garan — CBS/Sony
- 17 **Doozo Konomama** — Keyiko Maruyam — Pop Shop/King
- 18 **Omoide Boroboro** — Yasuko Nayito — Columbia
- 19 **Aitakute Kitagunlwe** — Rumiko Koyangi — Reprise/Warner-Pioneer
- 20 **Melancholy** — Michiyo Azusa — King

TOP TEN LPs

- 1 **Nanika Yllywasuretayoode** — Akira Inaba — Discomate
- 2 **Al No Yoyn** — Janis Ian — CBS/Sony
- 3 **Yumin Brand** — Yumi Araya — Toshiba
- 4 **Masatoshi Nakamura** — Omoide No Kakera — Columbia
- 5 **Mizunonaka No Yoosyyl** — Olivia Newton-John — Toshiba
- 6 **Michikusa** — Keyi Ogura — Polydor
- 7 **Seylshun Ni Sasageru Melody** — Bay City Rollers — Toshiba
- 8 **Sannenzaka** — Grape Live — Warner-Pioneer
- 9 **Bay City Rollers** — New Best — Toshiba
- 10 **Fashionable Lover** — High Figh Set — Toshiba

A
NOVEMBER
AND
DECEMBER
TO
REMEMBER


IT'S HERE



The Pretender. From Jackson Browne.

Produced by Jon Landau • On Asylum Records and Tapes 

CASH BOX TOP 100 ALBUMS

November 20, 1976

		Weeks On 11/13 Chart
1 SONGS IN THE KEY OF LIFE 13.98 STEVIE WONDER (Tamla/Motown T13-340C2) 1 6		
2 THE SONG REMAINS THE SAME 11.98 LED ZEPPELIN (Swan Song/Atlantic SS 2-201) 3 3		
3 SPIRIT 6.98 EARTH, WIND & FIRE (Columbia PC 34241) 2 6		
4 BLUE MOVES 12.98 ELTON JOHN (MCA/Rocket 2-11004) 7 2		
5 BOSTON 6.98 (Epic PE 34188) 6 11		
6 FRAMPTON COMES ALIVE 7.98 PETER FRAMPTON (A&M SP 3703) 4 43		
7 FLY LIKE AN EAGLE 6.98 STEVE MILLER BAND (Capitol ST 11497) 5 26		
8 ONE MORE FROM THE ROAD 7.98 I.LYNYRD SKYNYRD (MCA 2-6001) 9 8		
9 A NIGHT ON THE TOWN 6.98 ROD STEWART (Warner Bros. BS 2938) 14 19		
10 DREAMBOAT ANNIE 6.98 HEART (Mushroom 5005) 8 33		
11 SILK DEGREES 6.98 BOZ SCAGGS (Columbia PC 33920) 10 37		
12 CHICAGO X 6.98 CHICAGO (Columbia PC 34200) 12 21		
13 CHILDREN OF THE WORLD 6.98 BEE GEES (RSO/Polydor RS 1-3003) 11 9		
14 FLEETWOOD MAC 6.98 (Warner Bros. MS 2225) 16 69		
15 LONG MAY YOU RUN 6.98 STILLS-YOUNG BAND (Warner Bros. MS 2253) 15 8		
16 HASTEN DOWN THE WIND 6.98 LINDA RONSTADT (Asylum 7E-1072) 13 13		
17 THEIR GREATEST HITS 6.98 EAGLES (Asylum 7E-1052) 19 38		
18 A NEW WORLD RECORD 6.98 ELECTRIC LIGHT ORCHESTRA (United Artists UA-LA 679) 35 3		
19 NO REASON TO CRY 6.98 ERIC CLAPTON (RSO/Polydor RS 1-3004) 20 6		
20 SPITFIRE 6.98 JEFFERSON STARSHIP (Grunt/RCA BFL 1-1557) 18 19		
21 SUMMERTIME DREAM 6.98 GORDON LIGHTFOOT (Warner Bros. MS 2246) 23 22		
22 FREE FOR ALL 6.98 TED NUGENT (Epic PE 34121) 21 9		
23 LONG MISTY DAYS 6.98 ROBIN TROWER (Chrysalis CHR 1107) 22 7		
24 HARD RAIN 6.98 BOB DYLAN (Columbia PC 34349) 17 8		
25 HOT ON THE TRACKS 6.98 COMMODORES (Motown M6-867S1) 24 21		
26 A FIFTH OF BEETHOVEN 6.98 WALTER MURPHY BAND (Private Stock PS 2015) 25 12		
27 AGENTS OF FORTUNE 6.98 BLUE OYSTER CULT (Columbia PC 34164) 29 23		
28 BIGGER THAN BOTH OF US 6.98 HALL & OATES (RCA APL 1-1467) 28 13		
29 THE CLONES OF DR. FUNKENSTEIN 6.98 PARLIAMENT (Casablanca NBLP 7043) 31 7		
30 PART 3 6.98 KC & THE SUNSHINE BAND (TK 605) 32 5		
31 YEAR OF THE CAT 6.98 AL STEWART (Janus JXS 7022) 39 7		
32 NIGHTS ARE FOREVER 6.98 ENGLAND DAN & JOHN FORD COLEY (Big Tree/Atlantic BT 89517) 30 14		
33 GREATEST HITS 6.98 WAR (United Artists UA-LA 648-G) 27 12		
34 THIS ONE'S FOR YOU 6.98 BARRY MANILOW (Arista 4090) 34 14		

		Weeks On 11/13 Chart
35 MESSAGE IN THE MUSIC 6.98 O'JAYS (Phila. Int'l./Epic PZ 34245) 26 9		
36 BEST OF LEON 6.98 LEON RUSSELL (Shelter/ABC SRL 52004) 38 6		
37 BICENTENNIAL NIGGER 6.98 RICHARD PRYOR (Warner Bros. BS 2960) 33 8		
38 SPIRIT 6.98 JOHN DENVER (RCA APL 1-1694) 37 13		
39 SONG OF JOY 6.98 CAPTAIN & TENNILLE (A&M SP 4570) 42 36		
40 DR. BUZZARD'S ORIGINAL 'SAVANNAH' BAND 6.98 THE SAVANNAH BAND (RCA APL 1-1504) 40 16		
41 ALL THE WORLD'S A STAGE 7.98 RUSH (Mercury SRM 2-7058) 44 6		
42 FIREFALL 6.98 (Atlantic SD 18174) 41 30		
43 SOME PEOPLE CAN DO WHAT THEY LIKE 6.98 ROBERT PALMER (Island ILPS 9420) 48 5		
44 WILD CHERRY 6.98 (Epic/Sweet City 8-50025) 36 18		
45 HAPPINESS IS BEING WITH THE SPINNERS 6.98 SPINNERS (Atlantic SD 18181) 43 17		
46 ROCKS 6.98 AEROSMITH (Columbia PC 34165) 46 26		
47 BREEZIN' 6.98 GEORGE BENSON (Warner Bros. BS 2919) 45 33		
48 ABANDONED LUNCHEONETTE 6.98 HALL & OATES (Atlantic SD 7269) 49 47		
49 IT LOOKS LIKE SNOW 6.98 PHOEBE SNOW (Columbia PC 34387) 61 3		
50 BAREFOOT BALLET 6.98 JOHN KLEMMER (ABC 950) 52 11		
51 BEAUTIFUL NOISE 6.98 NEIL DIAMOND (Columbia PC 33695) 53 21		
52 SCHOOL DAYS 6.98 STANLEY CLARKE (Nemperor/Atlantic NE 439) 47 10		
53 I HEARD THAT 7.98 QUINCY JONES (A&M SP 3705) 51 9		
54 FOUR SEASONS OF LOVE 6.98 DONNA SUMMER (Oasis/Casablanca NBLP 7038) 67 4		
55 TECHNICAL ECSTASY 6.98 BLACK SABBATH (Warner Bros. BS 2969) 59 5		
56 RINGO'S ROTOGRAVURE 6.98 RINGO STARR (Atlantic SD 18193) 58 5		
57 DEDICATION 6.98 BAY CITY ROLLERS (Arista 4093) 57 10		
58 ALL THINGS IN TIME 6.98 LOU RAWLS (Phila. Int'l./Epic PZ 33957) 55 24		
59 ALICE COOPER GOES TO HELL 6.98 ALICE COOPER (Warner Bros. BS 2896) 63 19		
60 DIANA ROSS' GREATEST HITS 6.98 (Motown M6869S1) 50 16		
61 WAKING AND DREAMING 6.98 ORLEANS (Asylum 7E-1070) 56 13		
62 DON'T STOP BELIEVIN' 6.98 OLIVIA NEWTON-JOHN (MCA 2223) 84 3		
63 YOU ARE MY STARSHIP 6.98 NORMAN CONNORS (Buddah BDS 5655) 54 29		
64 SOUL SEARCHING 6.98 AVERAGE WHITE BAND (Atlantic SD 18179) 60 19		
65 THE GIST OF THE GEMINI 6.98 GINO VANNELLI (A&M SP 4596) 64 15		
66 SOMEWHERE I'VE NEVER TRAVELLED 6.98 AMBROSIA (20th Century T-510) 65 10		
67 BEST OF THE DOOBIES 6.98 DOOBIE BROTHERS (Warner Bros. BS 2978) — 1		

		Weeks On 11/13 Chart
68 GREATEST HITS 6.98 ABBA (Atlantic SD 18189) 72 9		
69 GULF WINDS 6.98 JOAN BAEZ (A&M SP 4603) 89 2		
70 CHICAGO'S GREATEST HITS 6.98 (Columbia PC 33900) 70 52		
71 TED NUGENT 6.98 (Epic PE 33692) 66 50		
72 ON THE ROAD TO KINGDOM COME 6.98 HARRY CHAPIN (Elektra 7E-1082) 78 4		
73 TROUBADOUR 6.98 J.J. CALE (Shelter/ABC SRL 52002) 71 10		
74 JOHNNY THE FOX 6.98 THIN LIZZY (Mercury SRM 1-1119) 86 3		
75 THE DREAM WEAVER 6.98 GARY WRIGHT (Warner Bros. MS 2868) 69 67		
76 LEFTOVERTURE 6.98 KANSAS (Kirshner/Epic PZ 34224) 97 3		
77 BREAD & ROSES 6.98 JUDY COLLINS (Elektra 7E-1076) 62 11		
78 BURTON CUMMINGS 6.98 (Portrait/CBS PR 34261) 99 4		
79 BEST OF B.T.O. (SO FAR) 6.98 BACHMAN-TURNER OVERDRIVE (Mercury SRM 1-1101) 77 15		
80 AT THE SPEED OF SOUND 6.98 WINGS (Capitol SW 11525) 75 33		
81 15 BIG ONES 6.98 BEACH BOYS (Warner Bros. MS 2251) 74 19		
82 HOW LATE'LL YA PLAY 'TIL 6.98 DAVID BROMBERG (Fantasy F9007) 80 8		
83 FLOWERS 6.98 EMOTIONS (Columbia PC 34163) 88 12		
84 I HOPE WE GET TO LOVE IN TIME 6.98 MARILYN McCOO & BILLY DAVIS, JR. (ABC ABCD 952) 92 10		
85 MODERN MUSIC 6.98 BE-BOP DELUXE (Capitol ST 11575) 83 7		
86 IN THE POCKET 6.98 JAMES TAYLOR (Warner Bros. BS 2912) 68 21		
87 NIGHT MOVES 6.98 BOB SEGER (Capitol ST 11557) 105 3		
88 AIN'T NOTHIN' STOPPIN' US NOW 6.98 TOWER OF POWER (Columbia PC 34302) 73 10		
89 LOVE TO THE WORLD 6.98 LTD (A&M 4589) 81 16		
90 GOLD 6.98 OHIO PLAYERS (Mercury SRM 1-1122) 109 2		
91 LOVE WILL KEEP US TOGETHER 6.98 THE CAPTAIN & TENNILLE (A&M SP 3505) 93 76		
92 ARABIAN NIGHTS 6.98 THE RITCHIE FAMILY (Marlin/TK 2201) 79 19		
93 ROCK AND ROLL OVER 7.98 KISS (Casablanca NBLP 7037) — 1		
94 ENDLESS SUMMER 6.98 BEACH BOYS (Capitol SVBB 11307) 87 62		
95 OLE ELO 6.98 ELECTRIC LIGHT ORCHESTRA (UA LA 630-G) 90 21		
96 MARVIN GAYE'S GREATEST HITS 6.98 (Tamla/Motown T6-34851) 76 7		
97 CRYSTAL BALL 6.98 STYX (A&M SP 4604) 107 5		
98 AIN'T THAT A BITCH 6.98 JOHNNY "GUITAR" WATSON (DJM/Amherst DJLPA-3) 91 18		
99 CHAMELEON 6.98 LABELLE (Epic PE 34189) 100 10		
100 THE TEMPTATIONS DO THE TEMPTATIONS 6.98 (Gordy/Motown G6-975S1) 82 11		

Do You Believe In Funk After Death?

Funk upon a time...

... in the days of the Funkapus, the concept of specially designed afronauts — capable of funkating galaxies — was first laid on man child, but later re-possessed and placed among the secrets of the pyramids until a more positive attitude could be obtained. There in these terrestrial projects, it, along with its co-inhabitants of Kings and Pharaohs, would wait like sleeping beauties for the kiss that would awaken them to multiply in the image of the chosen one...

DR. FUNKENSTEIN!!
a new experience...

"THE CLONES OF DR. FUNKENSTEIN"



from the outrageous

PARLIAMENT

believe...and funk is its own reward...!!

Management:

backstage
MANAGEMENT

Casablanca

Booking: William Morris
XXX

**“..best buy since
the 10¢ Twinkie!”**



ILPS 9419

**The James Montgomery Band.
Funkier than a six-pack of onions.
Available everywhere
on Island Records & Tapes.**

Produced by Allen Toussaint & Marshall Sehorn

