

CASHBOX

March 19, 1977

NEWSPAPER

\$1.50



Cover Artist: **PINK FLOYD**
Complete NARM Coverage
Wallichs' Files For Chapter XI
CBS Creates 5 Mktng. VP's
Retailer Reluctance To \$7.98 Fades
Musicland, Peaches Expand
Mel Edwards Testifies At
Payola Hearings
The NARM Convention:
Redefinition Needed (Ed)

*"Back in the Saddle."
Sittin' pretty.*



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"Toys in the Attic" to Top-Ten playlists all over America.*

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From the double-platinum album "Rock's"
On Columbia Records.*

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and Waterfont Productions Ltd.*

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CASH BOX

VOLUME XXXVIII — NUMBER 44 — March 17, 1977

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cash box editorial**NARM: A Need For Redefinition**

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

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

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

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

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



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



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

CASH BOX TOP 100 SINGLES

March 19, 1977

Rank	Song	Artist	Weeks On Chart			Rank	Song	Artist	Weeks On Chart		
			3/12	3/5	Chart				3/12	3/5	Chart
1	LOVE THEME FROM "A STAR IS BORN" (EVERGREEN)	BARBRA STREISAND (Columbia 3-10450)	1	1	15	33	LIVING NEXT DOOR TO ALICE	SMOKIE (RSO/Polydor 860)	22	18	16
2	TORN BETWEEN TWO LOVERS	MARY MACGREGOR (Ariola America/Capitol 7638)	2	2	19	34	WEEKEND IN NEW ENGLAND	BARRY MANILOW (Arista 212)	30	27	17
3	RICH GIRL	DARYL HALL & JOHN OATES (RCA PB 0860)	7	8	9	35	BLINDED BY THE LIGHT	MANFRED MANN (Warner Bros. WBS 8252)	27	21	17
4	DANCING QUEEN	ABBA (Atlantic 3372)	5	7	15	36	SAM	OLIVIA NEWTON-JOHN (MCA 40670)	41	46	8
5	DON'T GIVE UP ON US	DAVID SOUL (Private Stock 45129)	11	16	8	37	ENJOY YOURSELF	JACKSONS (Epic 8-50289)	35	17	19
6	DON'T LEAVE ME THIS WAY	THELMA HOUSTON (Tamlam/Motown T54278F)	10	12	13	38	LOST WITHOUT YOUR LOVE	BREAD (Elektra E45365)	36	29	18
7	CARRY ON WAYWARD SON	KANSAS (Kirshner/Epic ZS8-4267)	8	9	15	39	SAVE IT FOR A RAINY DAY	STEPHEN BISHOP (ABC 12232)	38	24	16
8	THE THINGS WE DO FOR LOVE	10CC (Mercury 73875)	9	11	12	40	I WISH	STEVIE WONDER (Tamlam/Motown T54274F)	39	32	16
9	I LIKE DREAMIN'	KENNY NOLAN (20th Century 2287)	3	4	19	41	WALK THIS WAY	AEROSMITH (Columbia 3-10499)	40	33	18
10	YEAR OF THE CAT	AL STEWART (Janus J266)	4	5	15	42	LIDO SHUFFLE	BOZ SCAGGS (Columbia 3-10491)	69	—	2
11	NIGHT MOVES	BOB SEGER (Capitol 4369)	6	6	16	43	WHEN I NEED YOU	LEO SAYER (Warner Bros. WBS 8332)	60	87	4
12	LONG TIME	BOSTON (Epic 8-50329)	13	15	9	44	MOODY BLUE	ELVIS PRESLEY (RCA PB 10857)	44	41	14
13	MAYBE I'M AMAZED	WINGS (Capitol 4385)	16	19	6	45	REACH	ORLEANS (Asylum E45375)	45	47	9
14	SO IN TO YOU	ATLANTA RHYTHM SECTION (Polydor 14373)	17	25	9	46	COULDN'T GET IT RIGHT	CLIMAX BLUES BAND (Sire/ABC SAA 736)	57	70	6
15	FLY LIKE AN EAGLE	STEVE MILLER (Capitol 4372)	15	3	14	47	WINTER MELODY	DONNA SUMMER (Oasis/Casablanca 872)	47	50	11
16	SAY YOU'LL STAY UNTIL TOMORROW	TOM JONES (Epic/MAM 8-50308)	19	22	13	48	BITE YOUR LIP (GET UP AND DANCE!)	ELTON JOHN (MCA 40677)	42	43	6
17	CRACKERBOX PALACE	GEORGE HARRISON (Dark Horse/WB DRC 8313)	18	20	8	49	JEANS ON	DAVID DUNDAS (Chrysalis 2094)	43	31	27
18	DO YA	ELECTRIC LIGHT ORCHESTRA (United Artists XW 9394)	20	23	7	50	HARD LUCK WOMAN	KISS (Casablanca 873)	46	35	14
19	THE FIRST CUT IS THE DEEPEST	ROD STEWART (Warner Bros. WBS 8321)	21	26	6	51	GLORIA	ENCHANTMENT (United Artists XW 912)	54	64	9
20	I'VE GOT LOVE ON MY MIND	NATALIE COLE (Capitol 4360)	26	38	7	52	MAGICAL MYSTERY TOUR	AMBROSIA (20th Century TC 2327)	61	76	4
21	FREE	DENIECE WILLIAMS (Columbia 3-10429)	24	28	17	53	DAZZ	BRICK (Bang 727)	48	36	22
22	HERE COME THOSE TEARS AGAIN	JACKSON BROWNE (Asylum E45379)	25	30	7	54	I'M YOUR BOOGIE MAN	KC & THE SUNSHINE BAND (TK 1022)	63	83	3
23	GO YOUR OWN WAY	FLEETWOOD MAC (Reprise 8304)	12	10	11	55	I CAN'T SAY NO TO YOU	PARKER MCGEE (Big Tree/Atlantic 10682)	58	61	10
24	RIGHT TIME OF THE NIGHT	JENNIFER WARNES (Arista AS 0223)	31	48	7	56	I WANNA GET NEXT TO YOU	ROSE ROYCE (MCA 40662)	73	92	3
25	DISCO LUCY (I LOVE LUCY THEME)	WILTON PLACE STREET BAND (Island 078)	28	34	9	57	ANGEL IN YOUR ARMS	HOT (Big Tree/Atlantic BT 16085)	68	78	6
26	TRYIN' TO LOVE TWO	WILLIAM BELL (Mercury 73839)	29	42	5	58	CAR WASH	ROSE ROYCE (MCA 40615)	49	37	20
27	SOUTHERN NIGHTS	GLEN CAMPBELL (Capitol 4376)	32	51	5	59	YOU KNOW LIKE I KNOW	OZARK MOUNTAIN DAREDEVILS (A&M 1888)	65	71	9
28	HOTEL CALIFORNIA	EAGLES (Elektra E45386)	37	59	3	60	PHANTOM WRITER	GARY WRIGHT (Warner Bros. WBS 8331)	66	79	3
29	BOOGIE CHILD	BEE GEES (RSO/Polydor 867)	14	14	10	61	YOU + ME = LOVE	UNDISPUTED TRUTH (Whitfield/WB WHI 8306)	67	72	7
30	ALL STRUNG OUT ON YOU	JOHN TRAVOLTA (Midland Intl./RCA MB 10907)	33	39	5	62	KONG	DICKIE GOODMAN (Shock/Janus SH6)	50	52	8
31	NEW KID IN TOWN	EAGLES (Asylum E45373)	23	13	15	63	YOU MAKE ME FEEL LIKE DANCING	LEO SAYER (Warner Bros. WBS 8283)	52	49	23
32	AT MIDNIGHT (MY LOVE WILL LIFT YOU UP)	RUFUS FEATURING CHAKA KHAN (ABC 12239)	34	40	7	64	HOT LINE	SYLVERS (Capitol 4336)	51	44	20
						65	YOUR LOVE	MCCOO/DAVIS (ABC AB 12262)	80	—	2
						66	SOMETHIN' 'BOUT 'CHA	LATIMORE (Glades/TK 1739)	71	75	5
						67	"ROOTS" MEDLEY	QUINCY JONES (A&M 1909)	72	77	6
						68	SOMETIMES	FACTS OF LIFE (Kavette/TK 5128)	75	81	5
						69	CALLING DR. LOVE	KISS (Casablanca NB 880)	82	—	2
						70	HEARD IT IN A LOVE SONG	THE MARSHALL TUCKER BAND (Capricorn/WB CPS 0270)	81	—	2
						71	I'LL ALWAYS CALL YOUR NAME	LITTLE RIVER BAND (Harvest/Capitol 4380)	76	82	7
						72	SAILING SHIPS	MESA (Ariola America/Capitol 7654)	79	86	6
						73	CAN'T STOP DANCIN'	CAPTAIN & TENNILE (A&M 1912)	—	—	1
						74	ROCK AND ROLL STAR	CHAMPAGNE (Ariola America/Capitol P7658)	85	—	2
						75	LOOK INTO YOUR HEART	ARETHA FRANKLIN (Atlantic 3373)	83	88	4
						76	TIE YOUR MOTHER DOWN	QUEEN (Elektra E45385)	—	—	1
						77	REACHING FOR THE WORLD	HAROLD MELVIN & THE BLUE NOTES (ABC 12240)	84	89	4
						78	RACE AMONG THE RUINS	GORDON LIGHTFOOT (Reprise RPS 1380)	86	90	4
						79	ARRESTED FOR DRIVING WHILE BLIND	ZZ TOP (London 251)	87	94	3
						80	PART TIME LOVE	KERRY CHATER (Warner Bros. WBS 8310)	88	91	4
						81	LOVE IS BETTER IN THE A.M.	JOHNNIE TAYLOR (Columbia 3-10478)	89	95	3
						82	WHODUNIT	TAVARES (Capitol 4398)	—	—	1
						83	CHERRY BABY	STARZ (Capitol 4399)	—	—	1
						84	THERE WILL COME A DAY	SMOKEY ROBINSON (Tamlam/Motown T54279F)	92	—	2
						85	OLD FASHIONED BOY (YOU'RE THE ONE)	STALLION (Casablanca NB 877)	100	—	2
						86	I THINK WE'RE ALONE NOW	THE RUBINOOS (Berserkey/Playboy B5741)	93	97	4
						87	SING	TONY ORLANDO & DAWN (Elektra E45387)	91	—	2
						88	HELLO STRANGER	YVONNE ELLIMAN (RSO RS 871)	—	—	1
						89	BROOKLYN	CODY JAMESON (Atco/Atlantic 45-7073)	—	—	1
						90	N.Y., YOU GOT ME DANCING	ANDREA TRUE CONNECTION (Buddah 564)	96	98	4
						91	I WANNA DO IT TO YOU	JERRY BUTLER (Motown M1414F)	94	—	2
						92	LOVE IN C MINOR (PART 1)	CERRONE (Cotillion/Atlantic 33120)	—	—	1
						93	DANCING MAN	Q (Epic 8-50335)	97	—	2
						94	YOUR OWN SPECIAL WAY	GENESIS (Atco/Atlantic 7076)	—	—	1
						95	ROMEO	MR. BIG (Arista AS 0229)	98	99	3
						96	DEEPLY	ANSON WILLIAMS (Chelsea CH 3061)	—	—	1
						97	SPRING RAIN	SILVETTI (Salsoul SZ 2014)	99	100	3
						98	THEME FROM "CHARLIE'S ANGELS"	HENRY MANCINI (RCA PB 10888)	—	—	1
						99	LONELY BOY	ANDREW GOLD (Elektra E45384)	—	—	1
						100	THEME FROM "ROCKY" (GONNA FLY NOW)	RHYTHM HERITAGE (ABC 12243)	—	—	1

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

All Strung Out (Daddy Sam — ASCAP)	30	Hard Luck (Cafe Amer./Kiss Songs — ASCAP)	50	20th Century — ASCAP	1	Sometimes (Stallion — BMI)	68
Angel In Your (Song Tailors — BMI)	57	Heard It In A (No Exit — BMI)	70	Magical Mystery (Comet — ASCAP)	52	Southern Nights (Warner-Tamerlane/Marsaint — BMI)	27
I've Got Love (ASCAP)	57	Hello Stranger (Cotillion/Braintree/Lovelane — BMI)	88	Maybe I'm Amazed (Maclean — BMI)	13	Spring Rain (Barnegar — BMI)	97
Arrested For Driving (Hamstein — BMI)	79	Here Come Those (Swallow Turn/WB — ASCAP/Open Window/Warner-Tamerlane — BMI)	22	Moody Blue (Screen Gems-EMI/Sweet Glory — BMI)	44	The First Cut Is (Duchess — BMI)	19
At Midnight (Amer. B'casting/Elainea — BMI)	32	Hotel California	28	New Kid	31	Theme From Charlie (Spell/Gold — BMI)	98
Bite Your Lip (Big Pig — LTD/Leed — ASCAP)	48	Hot Line (Bull Pen — BMI/Perren Vibes — ASCAP)	64	Night Moves (Gear — ASCAP)	11	Theme From Rocky (UA — ASCAP/Unart — BMI)	100
Blinded (Laurel Canyon — ASCAP)	35	I Can't Say (Dawnbreaker — BMI)	55	N.Y. You Got Me (Buddah/Diamond/MRI — ASCAP)	90	There Will Come (Jobete — ASCAP/Stone Diamond — BMI)	84
Boogie Child (Stigwood/Unichappell — BMI)	29	I Like (Sound of Nolan/Chelsea — BMI)	9	Old Fashioned Boy (Rick's Variena — BMI)	85	The Things (Man-Ken — BMI)	8
Brooklyn (Colgems/Tiny Tiger — ASCAP)	89	I'll Always (Australian Tumbleweed — BMI)	71	Part Time Love (Meadow Ridge — ASCAP)	80	Tie Your Mother (Queen/Beachwood — BMI)	76
Calling Dr. Love (Cafe Amer./Kiss — ASCAP)	69	I'm Your Boogie (Sherlyn/Harrick — BMI)	54	Phantom Writer (High Wave — ASCAP)	60	Torn Between (Muscle Shoals — BMI/Silver Dawn — ASCAP)	2
Can't Stop Dancing (Ahab — BMI)	73	I Think We're Alone (Patricia — BMI)	86	Race Among (Moose Music Ltd. — CAPAC)	78	Tryin' To Love Two (Bell-Kat/Unichappell — BMI)	26
Car Wash (Duchess — BMI)	58	I've Got Love (Jay's Ent./Chappell — ASCAP)	20	Reach (Siren — BMI)	45	Waik This (Dekset — BMI)	41
Cherry Baby (Rock Steady/Stargonzo — ASCAP)	83	I Wanna Do It (Jobete/Butler — ASCAP)	91	Reaching For The (Simi — BMI)	77	Weekend (Unart/Piano Picker — BMI)	34
Couldn't Get It (Bleu Disque/Jirv/Air — ASCAP)	46	I Wanna Get Next (Duchess — BMI)	56	Rich Girl (Unichappell — BMI)	3	When I Need (Unichappell/Begonia Melodies/Albert Hammond — ASCAP)	43
Crackerbox Palace (B.U. — BMI)	17	I Wish (Jobete/Blackball — ASCAP)	40	Rock And Roll Star (Dayglo — ASCAP)	74	Whodunit (Bull Pen — BMI/Perren Vibes — ASCAP)	82
Dancing Man (Amed/Gravenhurst — BMI)	93	Jeans On (Moth/Dick James — BMI)	49	Romeo (Jet Lag — BMI)	95	Winter Melody (Rick's — BMI)	47
Dancing Queen (Countless — BMI)	4	Kong (Unichappell — BMI)	62	"Roots" Medley (WB — ASCAP)	67	Year Of (Dejamus/Purple Pepper — ASCAP)	10
Dazz (Silver Cloud/Trolley — ASCAP)	53	Lido Shuffle (Music/Hudmar — ASCAP)	42	Sailing Ships (Song Tailors/Everybody's/Intercontinental Tunes — BMI)	72	You Know Like I (Lost Cabin — BMI)	59
Deeply (Fox-Gimbel — BMI)	96	Living Next (Chinnichap — BMI)	33	Sam (John Farrar/Blue Gum/Dejamus — BMI/ASCAP)	36	You Make Me (Braintree — BMI/Longmanor-Chrysalis — ASCAP)	63
Disco Lucy (Desilu — ASCAP)	25	Lonely Boy (Luckyu — BMI)	99	Save It (Stephen Bishop — BMI)	39	You + Me (Stone Diamond — BMI)	61
Don't Give Up On (Almo/Macaulay — ASCAP)	5	Long Time (Pure — BMI)	12	Say You'll (Dick James — BMI)	16	Your Love (EI Patricio — BMI)	65
Don't Leave (Mighty Three — BMI)	6	Look Into Your (Warner-Tamerlane — BMI)	75	Sing (Churn — ASCAP)	87	Your Own Special (Warner Bros. — ASCAP)	94
Do Ya (UA/Jet/Innersong — ASCAP)	18	Lost Without (Kipahula — ASCAP)	38	Sing In To You (Low-Sal — BMI)	14		
Do Yourself (Mighty Three — BMI)	37	Love In C Minor (Welbeck — ASCAP)	92	Somethin' 'Bout 'Cha (Sherlyn — BMI)	56		
Fly Like An Eagle (Sailor — ASCAP)	15	Love Is Better (Groovesville — BMI/Conquistador — ASCAP)	81				
Free (Kear/Drick — BMI)	21	Love Theme (First Artists/Fmanid/20th Century — ASCAP)	1				
Gloria (Desert Moon/Willow Girl — BMI)	5						
Go Your (Gentoo/Now Sound — BMI)	21						

DAISY STAR



BY DAVID DUNDAS

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



CHS2142 **Chrysalis** Records
The sound reason

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

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



rock
steady
PRODUCTION, INC.

...FROM THE KISS INSTANT PLATINUM ALBUM, ROCK & ROLL OVER, PRODUCED BY EDDIE KRAMER.

Casablanca
Records and Film Works

NARM Scores A Questionable Success

by Julian Shapiro

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

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

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

and procedures.

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

Business Sessions

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

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

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

Panels Sparsely Attended

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

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

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

Exhibitors Changing

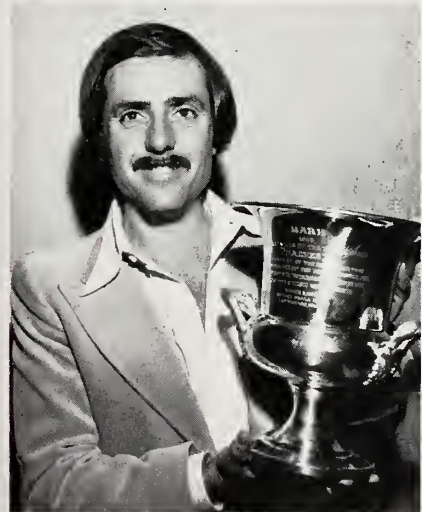
Once again, NARM allocated space for exhibitors to display their products. However, there appears to be an increasing shift in the types of organizations renting booths for such purpose. Over the past several years, more and more paraphernalia manufacturers have utilized NARM as a sales or promotional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

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

NARM's Top Award Winners



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



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



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

Wallichs Files Chapter XI Petition For Reorganization

by Alan Sutton

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

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

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

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

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

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

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

Balance Sheet

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

On the other side of the ledger, accounts

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

On the whole, Wallichs' main com-

(continued on page 51)

Yetnikoff Speech Cites Distribution, Price As Issues

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

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

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

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The Spinners

Yesterday, Today & Tomorrow

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Records & Tapes

Five New Regional Marketing Vice Presidents Appointed By CBS Records

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

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

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

The 5 New VPs

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

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

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

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

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

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

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

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

by Mark Mehler

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

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

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

by Randy Lewis

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

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

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

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

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

Manilow

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

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Mel Edwards Testifies During Week Four Of Payola Hearings

by Joanne Ostrow

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

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

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

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

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

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

(continued on page 28)

More LPs Out At \$7.98 List

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

More \$7.98 Ads

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

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

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

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

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

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

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

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

(continued on page 28)

Anderson Named RCA Promotion VP

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

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

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Musicland, Peaches Announce Expansion. See page 17

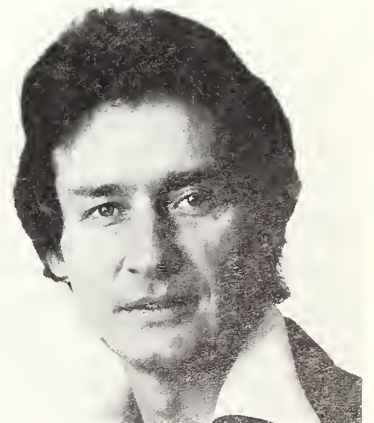
Pink Floyd and Denver albums was keeping pace with the \$6.98 LPs selling for \$2.99.

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

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

Jimmy's Not Alone

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



Ray Anderson

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Peaches Adds Store In Memphis Market; Expansion Continues

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

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

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

Musicland Schedules Expansion Of Chain Into Springfield, Ill.

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

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

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

Musicland plans 10 new '77 stores.



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

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

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

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

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

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

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

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

Ward To Expand 1977 Operations

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

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

Regarding published reports that individual Montgomery Ward store managers have been given authority to delete record/tape departments, another source at the chain said store managers

have always been "pretty autonomous" in their decision-making.

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

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

Montgomery Ward Tops Sales Record

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

Kresge, Penney Report Record Year-End Results

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

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

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

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

EMI Announces Growth, Expansion As Sales Increase

by Chuck Comstock

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

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

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

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

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

Sales, Profits Up

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

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

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

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

Woolworth's Feb. Sales Register 4.8% Increase

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



Sir John Read



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

**Neil Bogart
President**



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

by Phil DiMauro

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

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

Novelty Tag

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

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

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

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

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

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

740,000 Units

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

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

Casablanca Promotes Wasley — Don Wasley has been promoted to the newly created post of national promotion director, custom labels for Casablanca Record and FilmWorks. Previously, he was responsible for western regional promotion for the firm, based in San Francisco. In his new position, he'll be headquartered at the company's Los Angeles office.

Lipold Manager For A&M — Karen Lipold has been appointed to merchandising manager for A&M Records. Her duties include coordinating the manufacturing and distribution of in-store display material and promotional giveaways.

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

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

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

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

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



Weiner

Senoff

Love

Skopp

Senoff Joins Levinson — Pete Senoff has joined Levinson Associates, Inc., international public relations organization, as vice president-marketing services. He has been at ABC Records, where he has functioned as national director of advertising and merchandising.

Chalice Taps Love — Stuart Alan Love has been appointed to the newly created position of director of A&R and production for the Chalice Music Group. He comes to Chalice as a ten year industry veteran who has served at east coast A&R operations for both Columbia and Warner Brothers Records.

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

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

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

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

Powell Joins Calliope Festival — Dave Powell has joined Calliope/Festival Records, Sherman Oaks, as vice president/general manager. Formerly comptroller of Casablanca Records, Powell has held similar posts with Sussex Records and United Artists Records.

Heifetz Named At Rogers & Cowan — Jay Heifetz has been named a vice president of Rogers and Cowan, Inc.'s music division. Prior to joining Rogers & Cowan in 1975, he spent four years as promotion director for the Los Angeles Philharmonic and the Hollywood Bowl.

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

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

Gladys Knight & The Pips

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Kenny Nolan

Kenny Nolan co-writer of
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"Lady Marmalade."
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ALBUM REVIEWS

SHIRAZ KY — Bad Company — Swan Song/Atlantic SS 3596 — Producer: Bad Company — List: 7.98

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



ISLANDS — The Band — Capitol SO-11602 — Producer: The Band — List: 6.98

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



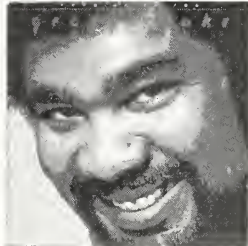
GETTIN' LUCKY — Head East — A&M SP-4624 — Producer: Richard Podolor — List: 6.98

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



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

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



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

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



FOREIGNER — Foreigner — Atlantic SD 18215 — Producers: John Sinclair, Garry Lyons, Mick Jones & Ian McDonald — List: 6.98

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



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

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



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

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



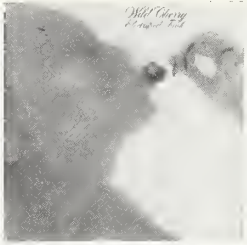
SOMETIMES — Facts of Life — Kayvette/TK 802 — Producer: Millie Jackson — List: 6.98

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



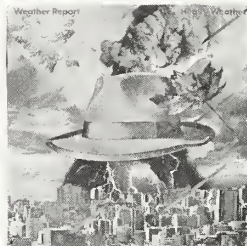
ELECTRIFIED FUNK — Wild Cherry — Epic PE 34462 — Producer: Bob Parissi — List: 6.98

One of the best disco bands around, Wild Cherry is back with a red-hot contender for expanded airplay and a prime catalyst for the national breakout of boogie fever. Of the ten selections, only two are hold-me-close, slow-dancing tunes, the rest being an energetic collection of numbers that are impossible not to move to unless you're catatonic. For top 40, disco and some AOR playlists.



HEAVY WEATHER — Weather Report — Columbia PC 34418 — Producer: Zawinul — List: 6.98

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



A HANDFUL OF BEAUTY — Shakti with John McLaughlin — Columbia PC 34372 — Producer: John McLaughlin — List: 6.98

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



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

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



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

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



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

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



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

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



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

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



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

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



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picks of the week

GENE COTTON (ABC 12250)

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

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

GRAHAM PARKER AND THE RUMOUR (Mercury 74000)

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

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

LADY FLASH (RSO 864) (Dist: Polydor)

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

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

FOREIGNER (Atlantic 3394)

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

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

JIMMY BUFFETT (ABC 12254)

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

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

GINO VANNELLI (A&M 1911)

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

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

THE HOLLIES (Epic 50359)

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

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

ANSON WILLIAMS (Chelsea 3061)

Deeply (3:04) (Fox-Gimbel Productions — BMI) (Fox, Gimbel)

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

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

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

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

MARY KAY PLACE as LORETTA HAGGERS (Columbia 10510)

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

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



CAPTAIN & TENNILLE (A&M 1912)

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

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



MARILYN MCCOO & BILLY DAVIS (ABC 12262)

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

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



YVONNE ELLIMAN (RSO 871) (Dist: Polydor)

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

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

THE KINKS (Arista 2394)

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

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

RON DANTE (RCA 10898)

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

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

VALERIE CARTER (Columbia 10505)

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

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

ALLAN O'DAY (Pacific 001) (Dist: Atlantic)

Undercover Angel (3:24) (WB — ASCAP) (O'Day)

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

GARNETT MIMS & TRUCKIN' COMPANY (Arista 0239)

What It Is (3:36) (Big Boro — BMI) (Lane, Muller)

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

ADDRISI BROS. (Buddah 566)

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

Not slow or fast, but somewhere in between, grafting filtered pop vocals over a mildly funky rhythm track.

Close harmonies, a melodic bass line and handclaps keep it moving.

NEW RIDERS OF THE PURPLE SAGE (MCA 40686)

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

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

MYRA CIARDI (Polydor 14375)

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

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

GATO BARBIERI (A&M 1916)

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

Carlos Santana himself has praised Barbieri's inter-

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

RETURN TO FOREVER (Columbia 10497)

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

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

LAVENDER HILL MOB (UA XW 925)

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

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

PHYLLIS HYMAN (Buddah 567)

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

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

HOUSEBAND (Midsong International 10910) (Dist: RCA)

Dancing Shoes (3:40) (Midsong — ASCAP) (Smid, Smid, Hardholdt)

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

KALYAN (MCA/Rollers 40699)

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

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

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

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

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

SUZANNE STEVENS (Capitol 4395)

Higher Mountain (3:35) (Captain Crystal — BMI) (Eaton)

Skirting the country field at about the same distance as Linda Ronstadt, Ms. Stevens has a crystal clear vocal delivery in this equally clean production. The timbre of the backing vocals gives this record pop, country and easy listening possibilities.

Eric Gale burns on "GINSENG WOMAN"

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

**Hear what makes
Eric burn.**

Produced by Bob James.

n Columbia Records and Tapes.

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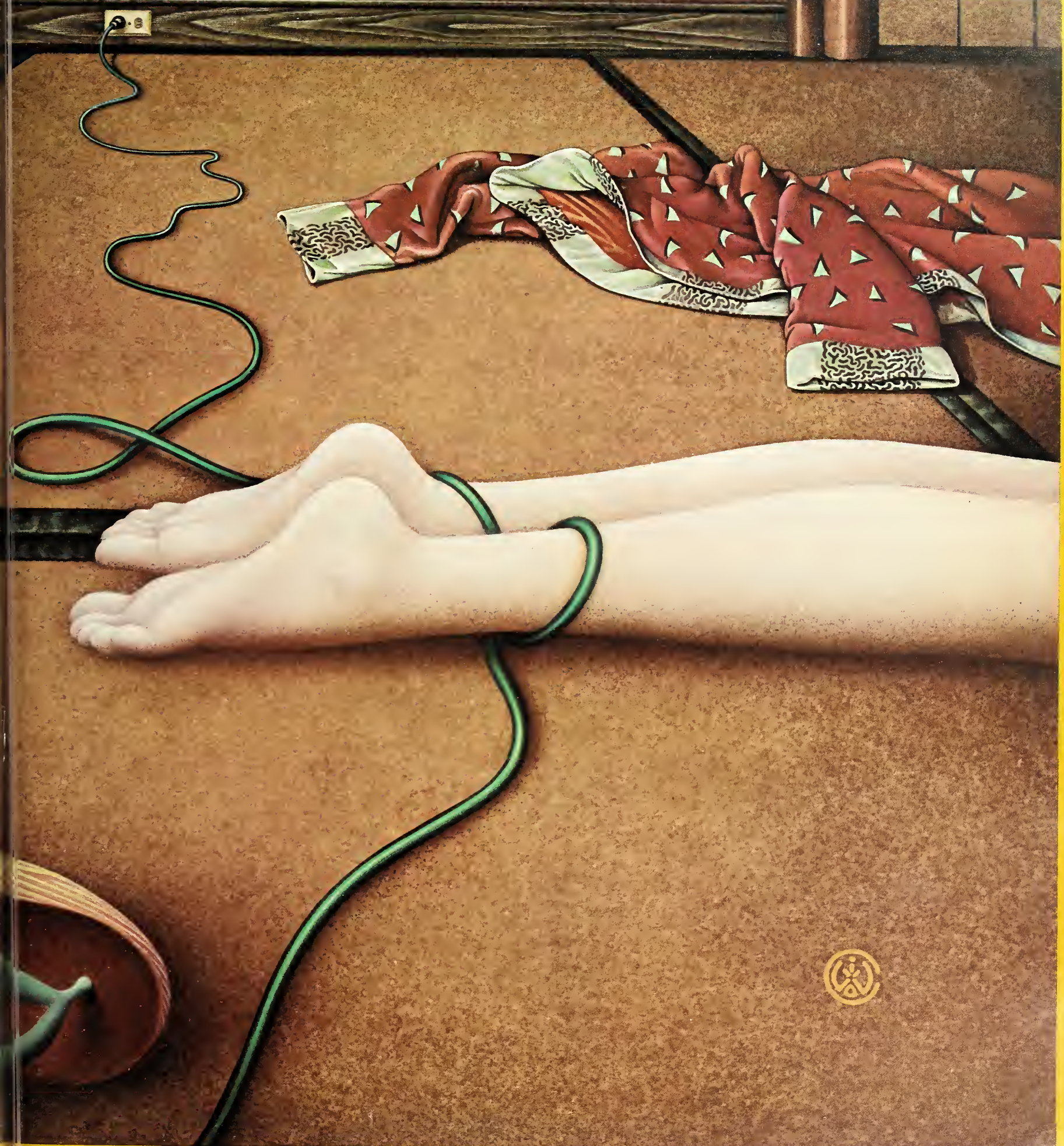
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ERIC GALE GINSENG WOMAN

COLUMBIA STEREO X698

SALE



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

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

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

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

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

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

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

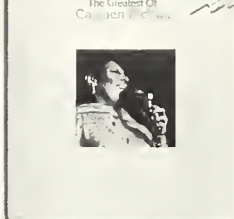
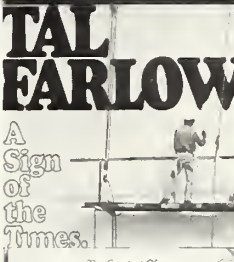
Tal Farlow records occur rarely. This is only his Second LP as a leader in more than fifteen years. Yet there is not a guitarist anywhere who can match his facility, his invention and his all-around jazz ability. There are eight tunes here and the accompaniment (Hank Jones, Ray Brown) is the best one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

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

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

JAZZTIME USA — MCA 4113 — List: 7.98

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



TOP 40 JAZZ ALBUMS

	Weeks On Chart		Weeks On Chart
1 IN FLIGHT GEORGE BENSON (Warner Bros. BSK 2983)	1 6	21 THE SAN FRANCISCO CONCERT HUBERT LAWS (CTI 7071)	32 2
2 SECRET PLACE GROVER WASHINGTON JR. (Kudu 32)	2 12	22 GEORGE BENSON IN CONCERT AT CARNEGIE HALL GEORGE BENSON (CTI/Motown 6072-S1)	18 8
3 ROOTS QUINCY JONES (A&M SP 4626)	11 4	23 HAPPINESS HEARTACHES BRIAN AUGER'S OBLIVION EXPRESS (Warner Bros. BS 2981)	22 5
4 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	4 37	24 THE LION AND THE RAM LARRY CORYELL (Arista AL 4108)	24 8
5 IMAGINARY VOYAGE JEAN-LUC PONTY (Atlantic SD 18195)	5 17	25 SLEEPING GYPSY MICHAEL FRANKS (Warner Bros. BS 3004)	27 4
6 CARICATURES DONALD BYRD (Blue Note/UA BNLA 633G)	6 7	26 SEA WIND (CTI 5002)	28 7
7 MY SPANISH HEART CHICK COREA (Polydor PD 2-9003)	3 11	27 THE BEST OF THE CRUSADERS (Blue Thumb/ABC BTSY 6027/2)	29 15
8 VIBRATIONS ROY AYERS UBIQUITY (Polydor PD 1-6091)	7 12	28 MILTON MILTON NASCIMENTO (A&M SP 4611)	30 6
9 MAIN SQUEEZE CHUCK MANGIONE (A&M 4612)	8 20	29 SIT ON IT JIMMY SMITH (Mercury SRM 1-1127)	31 6
10 CALIENTE GATO BARBIERI (A&M 4597)	9 25	30 BOB JAMES THREE (CTI 6063)	33 37
11 BIRD IN A SILVER CAGE HERBIE MANN (Atlantic SD 18209)	10 8	31 SHOUT IT OUT PATRICE RUSHEN (Prestige/Fantasy 10101)	36 2
12 SHADES KEITH JARRETT (Impulse/ABC AS 9322)	12 7	32 ORGAN/HYMNS-SPHERES KEITH JARRETT (Polydor ECM-2-1086)	— 1
13 RENAISSANCE LONNIE LISTON SMITH & THE COSMIC ECHOES (RCA APL 1-1822)	14 16	33 NOTHING WILL BE AS IT WAS ... TOMORROW FLORA PURIM (Warner Bros. BS 2985)	— 1
14 LIVING INSIDE YOUR LOVE EARL KLUUGH (Blue Note/UA BNLA 667G)	15 21	34 PASTELS RON CARTER (Milestone/Fantasy 9073)	17 6
15 BAREFOOT BALLET JOHN KLEMMER (ABC 950)	16 28	35 THERE'S MUSIC IN THE AIR LETTA MBULU (A&M 4609)	37 4
16 BIG CITY LENNY WHITE (Nemperor/Atlantic NEM 441)	25 3	36 THE FOLLOWING MORNING EBERHARD WEBER (Polydor ECM-1-1084)	— 1
17 UNFINISHED BUSINESS BLACKBYRDS (Fantasy F9518)	13 18	37 THE 25TH ANNIVERSARY THE DAVE BRUBECK QUARTET (Horizon/A&M 714)	40 4
18 SCHOOL DAYS STANLEY CLARKE (Nemperor/Atlantic NE 439)	19 26	38 JOE PASS VIRTUOSO #2 (Pablo/RCA 2310 788)	38 2
19 THE MAN WITH THE SAD FACE STANLEY TURRENTINE (Fantasy F9519)	21 18	39 HANK CRAWFORD'S BACK (Kudu 33)	26 11
20 FOCAL POINT McCOY TYNER (Milestone/Fantasy M9072)	20 13	40 JOYOUS LAKE PAT MARTINO (Warner Bros. BS 2977)	23 28

On Jazz

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

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

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

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

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

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

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

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

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

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

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

A graphic illustration of the direction of

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

bob porter



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

A&M Initiates Jazz LP Program

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

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

Marie Osmond And Fatback Band LPs Included In Nine Polydor Releases

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

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

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

bean/R&B band; "Pictures" by Jack DeJouette and "Diary" from guitarist Ralph Townner.

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

Amazing Rhythm Aces Top New ABC Releases

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

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

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

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

Motown Schedules 3 For March 15 Release

LOS ANGELES — Motown Records will release three albums, "Live At the London Palladium" by Marvin Gaye, "Commodores" by the group of the same name and "Mandre" by Mandre. The Masked Marauder on March 15.

Carter Lampooned On Casablanca Comedy LP

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

New Harper LP Shipped

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

China Album Due On Rocket Records

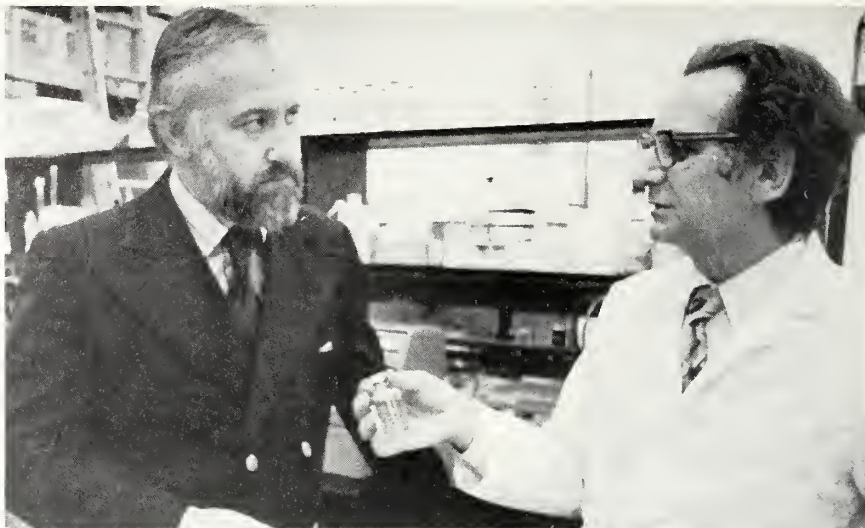
LOS ANGELES — The new group China has been busy at work at Musicland Studios in Munich for their debut album on Rocket Records. China consists of Davey Johnstone, James Newton-Howard, Roger Pope and Cooker Lo Presti. The album is being produced by Elton John and Clive Franks.

Two Capitol LPs Due

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

New Bad Co. LP Ships

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



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

Beatles Mystery Boosts Sales Of Capitol's New Masked Band

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

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

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

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

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

Handleman Declares 5¢ Quarterly Dividend

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

Procol Harum LP Out On Both WB, Chrysalis Labels

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

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

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

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



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

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

Direct To Disc Production Rises Due To Consumer Demand Increases

by Jeffrey Weber

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

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

New Releases

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

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

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

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

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

Audio Financing

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

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

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



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

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

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

White Vinyl

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

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

RIAA Announces Board Executives

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

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

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

Pink Floyd Platinum

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

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

Humphrey Will Receive RIAA Cultural Award

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

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

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

RSO Withdraws \$7M Stones Offer

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

Haven & Arista Sever Relations

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



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

Entertainment At NARM



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

Special NARM Centennial Executive Award Winners



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



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



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



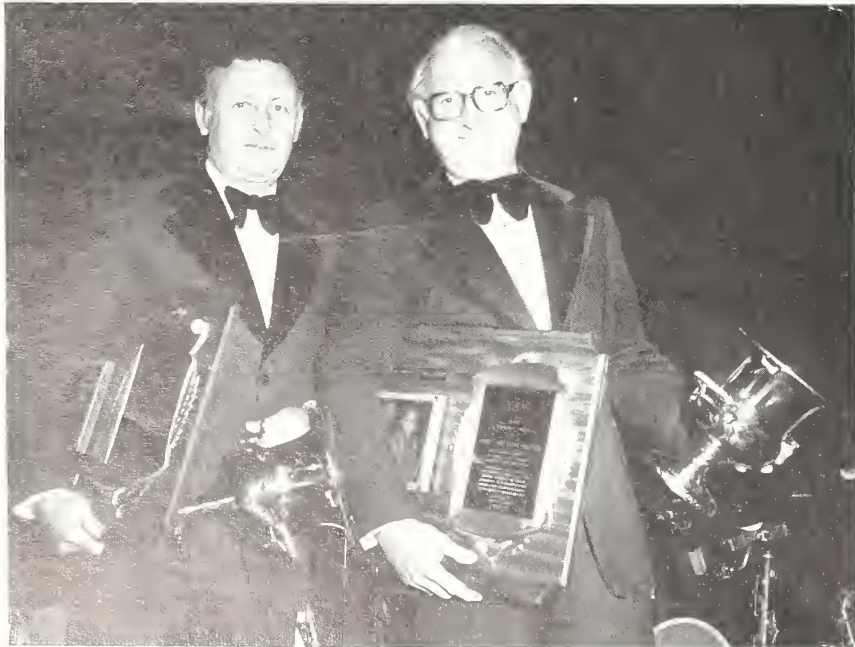
Mo Ostin (left), president of Warner Bros. Records and Joe Smith, chairman of Elektra/Asylum Records, are pictured with their rewards.



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



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



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



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

CASH BOX RADIO

Multimedia Radio Station Programmers Begin Drive To "Screen" Song Lyrics

by Mark Mehler

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

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

The Little Rock program director asserted that neither he nor other Multimedia programmers wanted to be cast in the role of censors. On the contrary, Downe told **Cash Box**, the idea was for similar format station personnel in each market to sit down as "reasonable adults" and set their own standards so government regulators don't have to step in.

In Little Rock, Downe said, other deejays and programmers have at least agreed to discuss the issue. "No station is going to be pressured to do anything. The idea is to try to break through those old barriers of competition (in each market)," Downe noted that if stations could get together on some common standards, it might then be possible to influence record companies in their choice of product.

Stemmed From Complaints

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

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

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

Downe concluded optimistically that the

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WBCN's Winer Goes To KSAN

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

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

Oregon Group Is Boycotting KQIV

by Mike Falcon

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

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

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

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Sklar Named VP Of ABC Radio

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

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

Continued Excellence

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

STATION BREAKS

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

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

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

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

J. Parker Antrim is the new 6-10 am jock at **WCOL**, Columbus. Antrim joins the station from **KSTP** and **WDGY**, both Min-

neapolis and replaces **Wes Hopkins** who is retiring after ten years at **WCOL** and thirty two years in radio.

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

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

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

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MOST ADDED FM LPS

1. **Burnin' Sky** — Bad Company — Atlantic
2. **I Came To Dance** — Nils Lofgren — A&M
3. **Foreigner** — Atlantic
4. **Ghost Writer** — Garland Jeffreys — A&M
5. **Something Magic** — Procol Harum — WB Bareback — Richard Torrance — Capitol Nite City — 20th Century
6. **Dancer With Bruised Knees** — Kate & Anna McGarrigle — WB
7. **Peter Gabriel** — Atco
Freeways — Bachman-Turner Overdrive — Mercury
Songwriter — Justin Hayward — London
In The Falling Dark — Bruce Cockburn — True North
Stratosfear — Tangerine Dream — Virgin
8. **Anytime, Anywhere** — Rita Coolidge — A&M
The Idiot — Iggy Stooze — RCA

MOST ACTIVE FM LPS

1. **Rumours** — Fleetwood Mac — Reprise
— Dreams/Go Your Own Way/The Chain
2. **Animals** — Pink Floyd — Columbia
— Pigs/Dogs
3. **Hotel California** — Eagles — Asylum
— Hotel California/Life In The Fast Lane/Victim Of Love
4. **Night Moves** — Bob Seger — Capitol
— Night Moves/Rock & Roll Never Forgets/Main Street
5. **Songs From The Wood** — Jethro Tull — Chrysalis
— Songs From The Wood/Whistler/Hunting Girl
6. **Sleepwalker** — The Kinks — Arista
— Sleepwalker/Life Goes On/Jukebox Music
7. **Year Of The Cat** — Al Stewart — Janus
— Year Of The Cat/On The Border
Boston — Epic
— Foreplay/Long Time/Hitch A Ride
Leftoverture — Kansas — Kirshner
— Carry On/The Wall
8. **A Rock & Roll Alternative** — Atlanta Rhythm Section — Polydor
— So In To You/Sky High
Carolina Dreams — Marshall Tucker — Capricorn
— Never Love A Stranger/I Heard It In A Love Song
9. **Songs In The Key Of Life** — Stevie Wonder — Tamla
— As/Another Star
Sea Level — Capricorn
— Shake A Leg/Rain In Spain
10. **Peter Gabriel** — Atco
— Solsbury Hill/Waiting For The Big One
A New World Record — ELO — UA
— Do Ya/So Fine
Tejas — ZZ Top — London
— Arrested For Driving While Blind/EI Diablo
11. **Wind & Wuthering** — Genesis — Atco
— 11th Earl Of Mar/Your Own Special Way
12. **Something Magic** — Procol Harum — WB
13. **Just Another Story From America** — Elliott Murphy — Columbia
Amnesia — Pousette-Dart Band — Capitol
— County Line



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

WNEW-FM — NEW YORK — Tom Morrera

Most Active:
 Procol Harum — Something Magic — WB
 Fleetwood Mac — Rumours — Reprise
 Bachman-Turner Overdrive — Freeways — Mercury
 The Lettermen — I Came To Dance — A&M
 Pink Floyd — Animals — Columbia
 Bob Seger — Night Moves — Capitol
 Eagles — Hotel California — Asylum
 Foreigner — Atlantic
 Elliott Murphy — Just Another Story From America — Columbia
 Bad Company — Burnin' Sky — Atlantic

Adds:
 Kate & Anna McGarrigle — Dancer With Bruised Knees — WB
 Flora Purim — Nothing Will Be As It Was... Tomorrow — WB

Steve Gibbons — Rollin' On — MCA
 Thunderbyrd — Columbia
 Garland Jeffreys — Ghost Writer — A&M
 Iggy Pop — The Idiot — RCA
 Michael Nesmith — From A Radio Engine To The Photon Wing — Island
 Tangerine Dream — Stratosfear — Virgin
 John Handy — Carnival — ABC

WPLJ-FM — NEW YORK — Corinne Baldassano

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

Adds:
 America — Harbors — WB
 The Kinks — Sleepwalker — Arista
 Jennifer Warnes — Arista

WBAB-FM — LONG ISLAND, N.Y. — Bernie Bernard

Most Active:
 Fleetwood Mac — Rumours — Reprise
 — Loving Fun
 Peter Gabriel — Atco
 — Solsbury/Dolce Vita
 Genesis — Wind & Wuthering — Atco
 — 11th Earl/Special Way
 Stinky Brown Group — If The Lights Don't Get You The Helots Will — Sire
 — Good To Me/Coal Town
 Pablo Cruise — A Place In The Sun — A&M
 — Atlanta/Tonight
 Marshall Tucker — Carolina Dreams — Capricorn
 Justin Hayward — Songwriter — London
 — Songwriter
 The Kinks — Sleepwalker — Arista
 — Life Goes On/Stormy
 Chilliwack — Dreams, Dreams, Dreams — Mushroom
 Boston — Epic
 America — Harbor — WB
 Jethro Tull — Songs From The Wood — Chrysalis
 ELO — A New World Record — UA
 John Miles — Stranger In The City — London
 — Remember/Manhattan
 Jackson Browne — The Pretender — Asylum

Adds:
 Morkie Cole — Janus
 Garland Jeffreys — Ghost Writer — A&M
 Free Beer — Norveau Chapeau — RCA
 Bad Company — Burnin' Sky — Atlantic
 John Mayall — Lots Of People — ABC
 B.W. Stevenson — Lost Feelings — WB
 Bruce Cockburn — In The Falling Dark — True North

WLIR-FM — LONG ISLAND — Denis McNamara

Most Active:
 Elliott Murphy — Just Another Story From America — Columbia
 — Just Another Story From America/Drive/Anastasia
 Fleetwood Mac — Rumours — Reprise
 — Second Hand/Dreams/Don't Stop
 The Kinks — Sleepwalker — Arista
 — Sleepwalker/Jukebox/Stormy
 Nils Lofgren — I Came To Dance — A&M
 — I Came To Dance/Code/Home
 Pousette-Dart Band — Amnesia — Capitol
 — County/Winter/Dance
 Bob Seger — Night Moves — Capitol
 — Rock & Roll/Night Moves/Sunburst
 Eagles — Hotel California — Asylum
 — Hotel California/Victim/Fast Lane
 Dean Friedman — Lifesong
 — Ariel/Company/I May Be Young
 Peter Gabriel — Atco
 — Solsbury/Slow Burn/Big One
 Stevie Wonder — Songs In The Key Of Life — Tamla
 — As/Isn't She/Star
 Bad Company — Burnin' Sky — Atlantic
 — Burnin' Sky/Man Needs Woman
 Pink Floyd — Animals — Columbia
 — Pigs/Sheep
 Boston — Epic
 — Foreplay/Long Time/Hitch/Home
 Michael Franks — Sleeping Gypsies — WB
 — I Hope/Bwana/Don't Be Blue
 ZZ Top — Tejas — London
 — El Diablo — Arrested

Adds:
 Nils Lofgren — I Came To Dance — A&M
 Flora Purim — Nothing Will Be As It Was Tomorrow — WB
 Bad Company — Burnin' Sky — Atlantic
 Garland Jeffreys — Ghost Writer — A&M
 John Mayall — Lots Of People — ABC
 Foreigner — Atlantic
 Phoenix — Columbia
 Kate & Anna McGarrigle — Dancer With Bruised Knees — WB
 Hall & Oates — No Goodbyes — Atlantic
 Iggy Pop — The Idiot — RCA
 Starz — Cherry Baby (45) — Capitol

WRNW-FM — WESTCHESTER, N.Y. — Meg Griffin

Most Active:
 Piper — A&M
 — Boyfriend/Last Time
 Elliott Randall — Elliott Randall's New York — Kirshner
 Patti Smith — Radio Ethiopia — Arista
 — Poppies/Ask The Angels
 Fleetwood Mac — Rumours — Reprise
 — Don't Stop
 Santana — Festival — Columbia
 — Give Me Love/Children
 David Bowie — Low — RCA
 — Wife/Sound
 Graham Parker — Heat Treatment — Mercury
 — Back Door/Heat Treatment
 Television — Marquee Moon — Elektra
 — Venus/Guiding Light
 Nite City — 20th Century
 — Angel/Bitter Sky
 Elliott Murphy — Just Another Story From America — Columbia
 — Rock Ballad/Let Go

Adds:
 Iggy Pop — The Idiot — RCA
 Rita Coolidge — Anytime, Anywhere — A&M
 Nils Lofgren — I Came To Dance — A&M
 Garland Jeffreys — Ghost Writer — A&M
 Foreigner — Atlantic
 Bad Company — Burnin' Sky — Atlantic
 Bachman-Turner Overdrive — Freeways — Mercury
 Kate & Anna McGarrigle — Dancer With Bruised Knees — WB
 Procol Harum — Something Magic — WB
 John Handy — Carnival — ABC
 Delaney Bramlett — Delaney & Friends-Class Reunion — Prodigal
 Bill Cosby — My Father Confused Me — Capitol
 John Mayall — Lots Of People — ABC

WJKL-FM — CHICAGO — Trude Fisher

Most Active:
 Nils Lofgren — I Came To Dance — A&M
 — I Came To Dance/Going South/Jealous
 Bad Company — Burnin' Sky — Atlantic
 Procol Harum — Something Magic — WB
 Valerie Carter — Just A Stone's Throw Away — Columbia
 — Just A Stone's Throw Away/Appalachia
 Sea Level — Capricorn
 — Snake/Rain
 Genesis — Wind & Wuthering — Atco
 Bruce Cockburn — In The Falling Dark — True North
 — Vagabondage/Silver Wheel
 Flora Purim — Nothing Will Be As It Was... Tomorrow — WB
 — Coming
 Peter Gabriel — Atco
 Derringer — Sweet Evil — Blue Sky
 — Don't Stop
 Michael Walden — Garden Of Lovelight — WB
 — White Knight/Delightful/Sun
 The Kinks — Sleepwalker — Arista
 — Life Goes On/Jukebox/Sleepwalker
 REO Speedwagon Live — You Get What You Play For — Epic
 — 157 Riverside
 Elliott Murphy — Just Another Story From America — Columbia
 Richard Torrance — Bareback — Capitol

Adds:
 Bad Company — Burnin' Sky — Atlantic
 Joe Beck — Match The Time — Polydor
 Delaney Bramlett — Delaney & Friends-Class Reunion — Prodigal
 Tangerine Dream — Stratosfear — Virgin
 Jim Post — Back On The Street Again — Mountain Railroad
 REO Speedwagon Live — You Get What You Play For — Epic
 Flora Purim — Nothing Will Be As It Was... Tomorrow — WB
 Nils Lofgren — I Came To Dream — A&M
 Procol Harum — Something Magic — WB

WXRT-FM — CHICAGO — Harvey Wells

Most Active:
 Fleetwood Mac — Rumours — Reprise
 Pink Floyd — Animals — Columbia
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
 Bob Seger — Night Moves — Capitol
 Journey — Next — Columbia
 Jethro Tull — Songs From The Wood — Chrysalis
 Genesis — Wind & Wuthering — Atco
 ELO — A New World Record — UA
 The Kinks — Sleepwalker — Arista
 Sea Level — Capricorn
 Marshall Tucker — Carolina Dreams — Capricorn
 Peter Gabriel — Atco
 Muddy Waters — Hard Again — Blue Sky
 Sammy Hagar — Capitol

Adds:
 Nils Lofgren — I Came To Dance — A&M
 Procol Harum — Something Magic — WB
 Nite City — 20th Century
 REO Speedwagon Live — You Get What You Play For — Epic
 Flora Purim — Nothing Will Be As It Was... Tomorrow — WB
 Delaney Bramlett — Delaney & Friends-Class Reunion — Prodigal
 Doug Kershaw — Flip, Flop & Fly — WB
 Charlie Rouse — Cinnamon Flower — Casablanca
 Bill Cosby — My Father Confused Me — Capitol
 Tangerine Dream — Stratosfear — Virgin
 Mighty Joe Young — Ovation
 Streetwalker — Vicious But Fair — Vertigo

KLOS-FM — LOS ANGELES — Dabar Hoorelbeke

Most Active:
 Fleetwood Mac — Rumours — Reprise
 Pink Floyd — Animals — Columbia
 Eagles — Hotel California — Asylum
 Stevie Wonder — Songs In The Key Of Life — Tamla
 Jethro Tull — Songs From The Wood — Chrysalis

Adds:
 Bad Company — Burnin' Sky — Atlantic
KMET-FM — LOS ANGELES — Billy Jiggs
Most Active:
 Fleetwood Mac — Rumours — Reprise
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor

Adds:
 Bachman-Turner Overdrive — Freeways — Mercury
 Barclay James Harvest — Octoberon — MCA
 Pablo Cruise — A Place In The Sun — A&M
 America — Harbor — WB
 Bad Company — Burnin' Sky — Atlantic
 Peter Gabriel — Atco
 Pousette-Dart Band — Amnesia — Capitol
 Nils Lofgren — I Came To Dance — A&M

KWST-FM — LOS ANGELES — Paul Sullivan

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

Adds:
 Bad Company — Burnin' Sky — Atlantic
 Foreigner — Atlantic
 Procol Harum — Something Magic — Chrysalis
 Nite City — 20th Century

WMMR-FM — PHILADELPHIA — Paul Fuhr

Most Active:
 Robert Palmer — Some People Can Do What They Like — Island
 — Spanish Moon
 Fleetwood Mac — Rumours — Reprise
 — Own Way
 Eagles — Hotel California — Asylum
 — Victim
 Al Stewart — Year Of The Cat — Janus
 — Year Of The Cat
 Eric Clapton — No Reason To Cry — RSO
 — Carnival
 Joni Mitchell — Hejira — Asylum
 — Black Crow
 Leo Sayer — Endless Flight — WB
 — Reflection
 The Kinks — Sleepwalker — Arista
 — Life Goes On
 Bob Seger — Night Moves — Capitol
 — Night Moves
 Joan Armatrading — A&M
 — Love & Affection

Adds:
 Garland Jeffreys — Ghost Writer — A&M
 The Band — Islands — Capitol
 Bad Company — Burnin' Sky — Atlantic
 Kate & Anna McGarrigle — Dancer With Bruised Knees — WB
 Phoenix — Columbia
WYSP-FM — PHILADELPHIA — Sonny Fox
Most Active:
 Eagles — Hotel California — Asylum
 — Fast Lane/Hotel California/New Kid
 Fleetwood Mac — Rumours — Reprise
 Al Stewart — Year Of The Cat — Janus
 — Border/Year Of The Cat
 Boston — Epic
 Bob Seger — Night Moves — Capitol
 — Night Moves/Rock & Roll
 Pink Floyd — Animals — Columbia
 Kansas — Leftoverture — Kirshner
 Manfred Mann — Roaring Silence — WB
 Steve Miller — Fly Like An Eagle — Capitol
 Sammy Hagar — Capitol

Adds:
 Richard Torrance — Bareback — Capitol
 Flame — Queen Of The Neighborhood — RCA
 Tangerine Dream — Stratosfear — Virgin
 Jimmy Buffett — Changes In Latitudes — ABC
 Michael Nesmith — From A Radio Engine To The Photon Wing — Island
 Free Beer — Nouveau Chapeau — RCA
 Bad Company — Burnin' Sky — Atlantic

WABX-FM — DETROIT — Jim Owens

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

Adds:
 Iggy Pop — The Idiot — RCA
 Garland Jeffreys — Ghost Writer — A&M
 Steve Gibbons — Rollin' On — MCA
 Hard Steel — Collectors Items — Columbia
 Foreigner — Atlantic
 Bad Company — Burnin' Sky — Atlantic
 Muddy Waters — Hard Again — Blue Sky
WWW-FM — DETROIT — Joel Eurbliel
Most Active:
 Genesis — Wind & Wuthering — Atco
 — Special Way
 Pink Floyd — Animals — Columbia — Pigs
 Gary Wright — The Light Of Smiles — WB

— Silent Fury/Weeping
 Jethro Tull — Songs From The Wood — Chrysalis
 — Hunting
 Marshall Tucker — Carolina Dreams — Capricorn
 — Love Song
 The Kinks — Sleepwalker — Arista
 Peter Gabriel — Atco
 Sea Level — Capricorn
 Fleetwood Mac — Rumours — Reprise
 — Own Way/Dreams
 Eagles — Hotel California — Asylum
 — Hotel California/Fast Lane

Adds:
 Nils Lofgren — I Came To Dance — A&M
 Justin Hayward — Songwriter — London
 America — Harbor — WB
 Pousette-Dart Band — Amnesia — Capitol
 Bad Company — Burnin' Sky — Atlantic
 Richard Torrance — Bareback — Capitol
 Bachman-Turner Overdrive — Freeways — Mercury
KSAN-FM — SAN FRANCISCO — Don Potoczak
Most Active:
 Nils Lofgren — I Came To Dance — A&M
 Pink Floyd — Animals — Columbia
 Fleetwood Mac — Rumours — Reprise
 The Kinks — Sleepwalker — Arista
 Sea Level — Capricorn
 Todd Rundgren's Utopia — RA — WB

Adds:
 Bad Company — Burnin' Sky — Atlantic
 Foreigner — Atlantic
 Eddie & The Hot Rods — Island
 Rita Coolidge — Anytime, Anywhere — A&M
 Minnie Riperton — Stay In Love — Epic
 Teruo Nakamura — Rising Sun — Polydor

KYA-FM — SAN FRANCISCO — Jay Hansen

Most Active:
 Boston — Epic
 Eagles — Hotel California — Asylum
 Fleetwood Mac — Rumours — Reprise
 George Harrison — Thirty-Three & 1/3 — Dark Horse
 Journey — Next — Columbia
 Manfred Mann — The Roaring Silence — WB
 Pablo Cruise — A Place In The Sun — A&M
 Pink Floyd — Animals — Columbia
 Bob Seger — Night Moves — Capitol
 Al Stewart — Year Of The Cat — Janus
 Stevie Wonder — Songs In The Key Of Life — Tamla
 The Kinks — Sleepwalker — Arista

Adds:
 Bad Company — Burnin' Sky — Atlantic
 Bachman-Turner Overdrive — Freeways — Mercury
 Foreigner — Atlantic
 Garland Jeffreys — Ghost Writer — A&M
 REO Speedwagon/Live — You Get What You Play For — Epic
 Ruby — PBR Intl.

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

Most Active:
 Sea Level — Capricorn
 Nils Lofgren — I Came To Dance — A&M
 Valerie Carter — Just A Stone's Throw Away — Columbia
 Gene Clarke — Two Sides To Every Story — RSO
 Jimmy Buffett — Changes In Latitudes — ABC
 Marshall Tucker Band — Carolina Dreams — Capricorn
 Pousette-Dart Band — Amnesia — Capitol
 Fleetwood Mac — Rumours — Reprise
 Jonathan Edwards — Sailboat — WB
 Racing Cars — Downtown Tonight — Mercury

Adds:
 Kate & Anna McGarrigle — Dancer With Bruised Knees — WB
 Bruce Cockburn — In The Falling Dark — True North/Island
 Richard Torrance — Bareback — Capitol
 Mick Newbury — Rusty Tracks — ABC
 Garland Jeffreys — Ghost Writer — A&M
 George Duke — From Me To You — Epic
 Graham Parker — Pink Parker (EP) — Mercury
 Bad Company — Burnin' Sky — Atlantic
 Dave Mason — So High (45) — Columbia
 Doug Kershaw — Flip Flop & Fly — WB

WBEN-FM — BOSTON — Ellen Darst

Most Active:
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
 Eagles — Hotel California — Asylum
 ELO — A New World Record — UA
 Fleetwood Mac — Rumours — Reprise
 Garland Jeffreys — Ghost Writer — A&M
 Jethro Tull — Songs From The Wood — Chrysalis
 The Kinks — Sleepwalker — Arista
 Pousette-Dart Band — Amnesia — Capitol
 Bob Seger — Night Moves — Capitol
 Tony Wilson — I Like Your Style — Bearsville

Adds:
 Bad Company — Burnin' Sky — Atlantic
 Nils Lofgren — I Came To Dance — A&M
 Curtis Mayfield — Never Say You Can't Survive — Curtom
 Kate & Anna McGarrigle — Dancer With Bruised Knees — WB
 Tom Petty & The Heartbreakers — Live Bootleg — ABC

WCOZ-FM — BOSTON — Beverly Mire

Most Active:
 Pousette-Dart Band — Amnesia — Capitol
 — County Line
 Graham Parker — Pink Parker (EP) — Mercury
 Head East — Getting Lucky — A&M
 Eagles — Hotel California — Asylum — Try & Love
 Jethro Tull — Songs From The Wood — Chrysalis
 — Songs From The Wood
 Pink Floyd — Animals — Columbia
 — Dogs
 Stevie Wonder — Songs In The Key Of Life — Tamla
 — AS
 Queen — A Day At The Races — Elektra
 — Take My Breath
 Fleetwood Mac — Rumours — Reprise
 — Chain

Bob Seger — Night Moves — Capitol
— Fire Down Below
Boston — Epic
— Feeling
The Kinks — Sleepwalker — Arista
— Sleepwalker

Adds:
Bad Company — Burnin' Sky — Atlantic
Teddy Pendergrass — Phila. Intl.
Nils Lofgren — I Came To Dance — A&M
Return To Forever — Music Magic (45) — Polydor
Marshall Tucker — Heard It In A Love Song (45) — Capricorn

KFWD-FM — DALLAS — Tim Spencer
Most Active:
Fleetwood Mac — Rumours — Reprise
Kansas — Leftover — Kirshner
Pink Floyd — Animals — Columbia
Eagles — Hotel California — Asylum
Bob Seger — Night Moves — Capitol
— Main St./Papa/Rock & Roll
George Benson — In Flight — WB
— Valdez/Ghetto
ZZ Top — Tejas — London
Jethro Tull — Songs From The Wood — Chrysalis
— Whistler/Songs From The Wood/Velvet
Al Stewart — Year Of The Cat — Janus
— Year Of The Cat/Border
The Kinks — Sleepwalker — Arista
— Sleepwalker/Jukebox

Adds:
Rodger McGuin — Thunderbyrd — Columbia
Weather Report — Heavy Weather — Columbia
Dave Mason — So High — Columbia
Michael Nesmith — From A Radio Engine To The
Photon Wing — Island
Bad Company — Burnin' Sky — Atlantic
Vangelis — Albedo 0.39 — RCA
Muddy Waters — Hard Again — Blue Sky
Nils Lofgren — I Came To Dance — A&M
Procol Harum — Something Magic — WB
Jennifer Warnes — Arista

KZEW-FM — DALLAS — Charlie Kendall
Most Active:
Eagles — Hotel California — Asylum
— Fast Lane/Victim
Fleetwood Mac — Rumours — Reprise
— Make Loving Fun/Dreams/Don't Stop
Kansas — Leftover — Kirshner
— Mind/Carry On/The Wall
Stevie Wonder — Songs In The Key Of Life — Tamla
— As/Another Star
Pink Floyd — Animals — Columbia
— Dogs/Pigs
Bob Seger — Night Moves — Capitol
— Main St./Rock & Roll
Jackson Browne — The Pretender — Asylum
— Daddy's Tune/The Fuse
George Benson — In Flight — WB
— Gonna Love/Ghetto
Boston — Epic
— Take You Home/Hitch/Long Time
Jimmy Buffett — Changes In Latitudes — ABC
— Tampico Trauma
Genesis — Wind & Wuthering — Atco
— Special Way
Jethro Tull — Songs From The Wood — Chrysalis
— Songs From The Wood/Velvet
ELO — A New World Record — UA
— Telephone Line
Marshall Tucker — Carolina Dreams — Capricorn
— Stranger/Love Song
Queen — A Day At The Races — Elektra
— Tic
Todd Rundgren's Utopia — RA — WB
— Overture/Communion
America — Harbor — WB
— Slow Down

Adds:
Bad Company — Burnin' Sky — Atlantic
Valerie Carter — Just A Stone's Throw Away —
Columbia
Son Seals — Midnight Sun — Alligator
Nite City — 20th Century
Head East — Getting Lucky — A&M
Lavender Hill Mob — UA

KADI-FM — ST. LOUIS — Pete Parisl
Most Active:
REO Speedwagon Live — You Get What You Play For —
Epic
— Stallin' Out/Pushing/Like You Do
Eagles — Hotel California — Asylum
— Victim/Fast Lane
Fleetwood Mac — Rumours — Reprise
— Dreams/Chain
Bob Seger — Night Moves — Capitol
— Night Moves/Fire Down Below
Pink Floyd — Animals — Columbia
— Pigs/Dogs
Boston — Epic
— Long Time/Hitch/Peace
Marshall Tucker Band — Carolina Dreams —
Capricorn
— Love Song/Stranger
Atlanta Rhythm Section — A Rock & Roll Alternative —
Polydor
— Sky High/So In To You
Gary Wright — The Light Of Smiles — WB
— Fury/Weeping
Renaissance — Novella — Sire
— Midas
George Benson — In Flight — WB
— Ghetto
Starcastle — Fountains Of Light — Epic
— Diamonds/Lights
Sammy Hagar — Capitol
— Cruisin'
Bachman-Turner Overdrive — Freeways — Mercury
— Down Down
Jimmy Buffett — Changes In Latitudes — ABC
— Banana Republic
Jethro Tull — Songs From The Wood — Chrysalis
— Whistler

Adds:
Foreigner — Atlantic
Ian Mathews — Hit & Run — Columbia
Peter Gabriel — Atco
Dave Mason — So High — Columbia
Little River Band — Import
Bad Company — Burnin' Sky — Atlantic
Offenbach — Never Too Tender — A&M
Procol Harum — Something Magic — WB

KSHE-FM — ST. LOUIS — Tad Habeck
Most Active:
Jethro Tull — Rumours — Reprise
Marshall Tucker Band — Carolina Dreams —
Capricorn
Pink Floyd — Animals — Columbia
Fleetwood Mac — Rumours — Reprise
Eagles — Hotel California — Asylum
Chilliwack — Dreams, Dreams, Dreams — Mushroom
The Kinks — Sleepwalker — Arista
Mama's Pride — Uptown & Lowdown — Atco
ELO — A New World Record — UA
Bob Seger — Night Moves — UA
Atlanta Rhythm Section — A Rock & Roll Alternative —
Polydor
Sammy Hager — Capitol
ZZ Top — Tejas — London
Bachman-Turner Overdrive — Freeways — Mercury
REO Speedwagon/Live — You Get What You Play For
— Epic

Adds:
America — Harbors — WB
Nite City — 20th Century
Delaney Bramlett — Delaney & Friends-Class Reunion
— Prodigal
Foreigner — Atlantic
Bad Company — Burnin' Sky — Atlantic
Dave Mason — So High (45) — Columbia
Ram Jam — Black Beauty (45) — Epic

WDVE-FM — PITTSBURGH — Marsy Posner
Most Active:
Eagles — Hotel California — Asylum
Fleetwood Mac — Rumours — Reprise
Kansas — Leftover — Kirshner
Bob Seger — Night Moves — Capitol
Al Stewart — Year Of The Cat — Janus
Gary Wright — The Light Of Smiles — WB
Jethro Tull — Songs From The Wood — Chrysalis
Genesis — Wind & Wuthering — Atco
Pink Floyd — Columbia

Adds:
Bad Company — Burnin' Sky — Atlantic
Bruce Cockburn — In The Falling Dark — True North
Emmylou Harris — Luxury Liner — WB
Nite City — 20th Century
Procol Harum — Something Magic — WB

WYDD-FM — PITTSBURGH — Steve Downes
Most Active:
Atlanta Rhythm Section — A Rock & Roll Alternative —
Polydor
Automatic Man — Island
Fleetwood Mac — Rumours — Reprise
Kansas — Leftover — Kirshner
The Kinks — Sleepwalker — Arista
— Sleepwalker/On The Road
Marshall Tucker — Carolina Dreams — Capricorn
— Love Song
Bob Seger — Night Moves — Capitol
Stevie Wonder — Songs In The Key Of Life — Tamla
Gary Wright — The Light Of Smiles — WB
— Phantom
ZZ Top — Tejas — London

Adds:
Flora Purim — Nothing Will Be As It Was... Tomorrow
— WB
Booker T & The MG's — Universal Language — Asylum
Elliott Murphy — Just Another Story From America —
Columbia
REO Speedwagon/Live — You Get What You Play For
— Epic
Nils Lofgren — I Came To Dance — A&M

KPFT-FM — HOUSTON — Bruce Litven
Most Active:
Flora Purim — Nothing Will Be As It Was... Tomorrow
— WB
Elliott Murphy — Just Another Story From America —
Columbia
Kate & Anna McGarrigle — Dancer With Bruised Knees
— WB
Garland Jeffreys — Ghost Writer — A&M
Bill Summers — Feel The Heat — Prestige
Yvonne Elliman — Love — RSO
Bill Ouatemán — RCA
Procol Harum — Something Magic — WB
Paulinto DaCosta — Agora — Pablo
Rita Coolidge — Anytime, Anywhere — A&M
Steve Dees — Hot Spot — RCA

Adds:
Ian Mathews — Hit & Run — CBS
George Rule — Frome Me To You — Epic
Gong — Expresso — Virgin
Bobby Hall — League For Lovers — 20th Century
Martee Leboys — The Lady Wants To Be A Star —
Image
Steve Marsh — Lucky — UA
Pat Lundy — Loving You-The Funky Feeling — Pyramid
Weather Report — Heavy Weather — CBS
Foreigner — Atlantic
Nite City — 20th Century
Bonnie Furguson — I'll Be There — Vision

M105-FM — CLEVELAND — Eric Stevens
Most Active:
Eagles — Hotel California — Asylum
— Hotel California/New Kid
Pink Floyd — Animals — Columbia
Fleetwood Mac — Rumours — Reprise
— Your Own Way
Genesis — Wind & Wuthering — Atco
Neil Diamond — Love At The Greek — Columbia
Kansas — Leftover — Kirshner
Wings — Wings Over America — Capitol
Average White Band — Person To Person — Atlantic
Bob Seger — Night Moves — Capitol
— Rock & Roll

Al Stewart — Year Of The Cat — Janus

Adds:
Bad Company — Burnin' Sky — Atlantic
Wild Cherry — Electrified Funk — Sweet City
Marshall Tucker Band — Carolina Dreams —
Capricorn

WKLS-FM — ATLANTA — Draw Murray
Most Active:
Fleetwood Mac — Rumours — Reprise
— Chain/Dreams
Eagles — Hotel California — Asylum
— Hotel California/Last Resort
Atlanta Rhythm Section — A Rock & Roll Alternative —
Polydor
— So In To You/Georgia
Bob Seger — Night Moves — Capitol
— Main St./Sunburst
Boston — Epic
ELO — A New World Record — UA
— Do Ya/So Fine
A Star Is Born — Streisand & Kristofferson — Columbia
— Watch Closely/In The Mood
Kansas — Leftover — Kirshner
— Carry On/Opus
Pink Floyd — Animals — Columbia
— Pigs/Sheep
Al Stewart — Year Of The Cat — Janus
— Year Of The Cat/Naturally

Adds:
Bad Company — Burnin' Sky — Atlantic
Delaney Bramlett — Delaney & Friends-Class Reunion
— Prodigal
Richard Torrance — Bareback — Capitol
Henry Gross — Show Me To The Stage — Lifesong
Nils Lofgren — I Came To Dance — A&M
Starz — Sweet Cherry (45) — Capitol

KEZY-FM — ANAHEIM — Ron Burnstein
Most Active:
Al Stewart — Year Of The Cat — Janus
The Kinks — Sleepwalker — Arista
Frank Zappa — Zoot Allures — WB
Graham Parker — Heat Treatment — Mercury
David Bowie — Low — RCA
Peter Gabriel — Atco

Adds:
Bruce Cockburn — In The Falling Dark — True North
Foreigner — Atlantic
Big Wha-Koo — ABC
Molkie Cole — Janus
Nils Lofgren — I Came To Dance — A&M

KBPI-FM — DENVER, CO — Jean Valdez
Most Active:
Fleetwood Mac — Rumours — Reprise
Stevie Wonder — Songs In The Key Of Life — Tamla
Bob Seger — Night Moves — Capitol
Pink Floyd — Animals — Columbia
Eagles — Hotel California — Asylum

Adds:
Bad Company — Burnin' Sky — Atlantic
Bachman-Turner Overdrive — Freeways — Mercury
Peter Gabriel — Atco
Foreigner — Atlantic

KZOZ-FM — SEATTLE, WA — Lori Holder
Most Active:
George Benson — In Flight — WB
Elvin Bishop — Careless — ABC
Jimmy Buffett — Changes In Latitudes — ABC
Fleetwood Mac — Rumours — Reprise
Michael Franks — Sleeping Gypsy — WB
Kansas — Leftover — Kirshner
The Kinks — Sleepwalker — Arista
Klaatu — Capitol
Pink Floyd — Animals — Columbia
Leon Redbone — Double Time — WB
Jethro Tull — Songs From The Wood — Chrysalis

Adds:
Blondie Chaplin — Elektra
Michael Nesmith — From A Radio Engine — Island
Garland Jeffreys — Ghost Writer — A&M
Bad Company — Burnin' Sky — Atlantic
Klaatu — Capitol
Corky Laing — Makin' It On The Streets — Elektra
Richard Torrance — Bareback — Capitol
Nite City — 20th Century
Foreigner — Atlantic
John Handy — ABC
Kenny Rankin — The Kenny Rankin Album — Little
David
Peter Gabriel — Atco
Justin Hayward — Songwriter — London

WEBN-FM — CINCINNATI — Denton Marr
Most Active:
Fleetwood Mac — Rumours — Reprise
Stevie Wonder — Songs In The Key Of Life — Tamla
Eagles — Hotel California — Asylum
Bob Seger — Night Moves — Capitol
Jethro Tull — Songs From The Wood — Chrysalis
Boston — Epic
Pink Floyd — Animals — Columbia
Kansas — Leftover — Kirshner
George Benson — In Flight — WB
Al Stewart — Year Of The Cat — Janus

Adds:
Pablo Cruise — A Place In The Sun — A&M
Flora Purim — Nothing Will Be As It Was... Tomorrow
— WB
Jimmy Buffett — Changes In Latitudes — ABC
Law — Breakin' It — MCA
Grover Washington Jr. — A Secret Place — CTI
Jennifer Warnes — Arista

KSJO-FM — SAN JOSE — Tawn Mestrey
Most Active:
Bad Company — Burnin' Sky — Atlantic
Nils Lofgren — I Came To Dance — A&M
Procol Harum — Something Magic — WB
Pink Floyd — Animals — Columbia
Jethro Tull — Songs From The Wood — Chrysalis
Sammy Hagar — Capitol
Journey — Next — Columbia
Rick Derringer — Sweet Evil — Blue Sky
The Kinks — Sleepwalker — Arista
Todd Rundgren's Utopia — RA — WB

Adds:
Bad Company — Burnin' Sky — Atlantic
Nils Lofgren — I Came To Dance — A&M
Phoenix — Columbia
Ruby — PBR Intl.
Flora Purim — Nothing Will Be As It Was... Tomorrow
— WB
Nite City — 20th Century

KOME-FM — SAN JOSE — Dana Jang
Most Active:
Jimmy Buffett — Changes In Latitudes — ABC
Fleetwood Mac — Rumours — WB
Michael Franks — Sleeping Gypsy — WB
Peter Gabriel — Atco
Jethro Tull — Songs From The Wood — Chrysalis
The Kinks — Sleepwalker — Arista
Pink Floyd — Animals — Columbia
Justin Hayward — Songwriter — London
Kenny Rankin — The Kenny Rankin Album — Little
David
Sea Level — Capricorn

Adds:
Nils Lofgren — I Came To Dance — A&M
Procol Harum — Something Magic — WB
Doug Kershaw — Flip, Flop & Fly — WB
Tony Joe White — Eyes — 20th Century
Flora Purim — Nothing Will Be As It Was... Tomorrow
Ruby — PBR Intl.
Nite City — 20th Century
Tangerine Dream — Stratosfer — Virgin
Rita Coolidge — Anytime, Anywhere — A&M

WCOL-FM — COLUMBUS — Guy Evans
Most Active:
Pink Floyd — Animals — Columbia
Eagles — Hotel California — Asylum
Fleetwood Mac — Rumours — Reprise
Bob Seger — Night Moves — Capitol
Al Stewart — Year Of The Cat — Janus
Boston — Epic
Rufus — Ask Rufus — ABC
Kansas — Leftover — Kirshner
Jethro Tull — Songs From The Wood — Chrysalis
Todd Rundgren's Utopia — RA — WB

Adds:
Nils Lofgren — I Came To Dance — A&M
Bad Company — Burnin' Sky — Atlantic
Foreigner — Atlantic
Jimmy Buffett — Changes In Latitudes — ABC
Television — Marquee Moon — Elektra
Mr. Big — Photographic Smile — Arista
Ham Bros. — Ariola
Gentle Giant — Playing The Fool — Capitol
Starz — Cherry Baby — Capitol

WMC-FM — MEMPHIS — Ron Olson
Most Active:
Fleetwood Mac — Rumours — Reprise
— Dreams/Never Going Back
Kansas — Leftover — Kirshner
— Carry On/The Wall
Pink Floyd — Animals — Columbia
Marshall Tucker — Carolina Dreams — Capricorn
— Love Song/Desert Sky
Joan Armatrading — A&M
— Down To Zero/Help Yourself
Henry Gross — Show Me To The Stage — Lifesong
— Painting/Show Me To The Stage
Jimmy Buffett — Changes In Latitudes — ABC
— Margaritaville/Changes In Latitudes
Boston — Epic
— Peace/Foreplay/Long Time
Jethro Tull — Songs From The Wood — Chrysalis
— Whistler/Hunting Girl
Kinks — Sleepwalker — Arista
— Jukebox/Sleepwalker

Adds:
Bad Company — Burnin' Sky — Atlantic
Nils Lofgren — I Came To Dance — A&M
Peter Gabriel — Atco
Dean Friedman — Lifesong

WKDD-FM — AKRON — Bobby Knight
Most Active:
Fleetwood Mac — Rumours — Reprise
Eagles — Hotel California — Asylum
Pink Floyd — Animals — Columbia
Jethro Tull — Songs From The Wood — Chrysalis
The Kinks — Sleepwalker — Arista
Bob Seger — Night Moves — Capitol
Atlanta Rhythm Section — A Rock & Roll Alternative —
Polydor
Gary Wright — The Light Of Smiles — WB
Genesis — Wind & Wuthering — Atco
ZZ Top — Tejas — London

Adds:
Foreigner — Atlantic
Pousette-Dart Band — Amnesia — Capitol
Henry Gross — Show Me To The Stage — Lifesong
Nils Lofgren — I Came To Dance — A&M
Justin Hayward — Songwriter — London
Peter Gabriel — Atco
Wild Cherry — Electrified Funk — Sweet City
Ian Mathews — Hit & Run — Columbia
Head East — Getting Lucky — A&M
Graham Parker — Pink Parker (EP) — Mercury

WKQQ-FM — LEXINGTON, KY — Dick Hungate
Most Active:
Jimmy Buffett — Changes In Latitudes — ABC
George Benson — In Flight — WB
Fleetwood Mac — Rumours — Reprise
Bob Seger — Night Moves — Capitol
Sea Level — Capricorn
Kansas — Leftover — Kirshner
Pink Floyd — Animals — Columbia
Eagles — Hotel California — Asylum
A Star Is Born — Streisand & Kristofferson — Columbia
ZZ Top — Tejas — London
Al Stewart — Year Of The Cat — Janus
Kiss — Rock & Roll Over — Casablanca
Peter Gabriel — Atco
Stevie Wonder — Songs In The Key Of Life — Tamla
Emmylou Harris — Luxury Liner

Adds:
Rita Coolidge — Anytime, Anywhere — A&M

(continued on page 48)

POP RADIO PLAYLIST HIGHLIGHTS

WCUE — AMRON
2-1 — Hall & Oates
*Captain & Tennille
*Champagne
*Kiss
*David Bowie
*Queen
*Andrew Gold
*Crown Heights Affair
3 To 4 — Thelma Houston
31 To 12 — Atlanta Rhythm Section
33 To 14 — Wings
30 To 21 — Natalie Cole
31 To 22 — Glen Campbell
32 To 25 — O
38 To 29 — Jennifer Warnes
40 To 33 — William Bell
Ex To 35 — Stallion
Ex To 36 — 36 — Spinners
Ex To 37 — Burton Cummings
Ex To 38 — Climax Blues Band
Ex To 39 — Rubinoos
Ex To 40 — Starz

KRKE — ALBUQUERQUE
1-1 — Kenny Nolan
*Leo Sayer
*Glen Campbell
*Ambrosia
*Boz Scaggs
*Hot
7 To 2 — Eagles (old)
12 To 6 — David Soul
16 To 12 — Wonder — I Wish
20 To 15 — Boston
Ex To 18 — Eagles
Ex To 19 — ELO
Ex To 20 — Atlanta Rhythm Section

WAEB — ALLENTOWN
1-1 — David Soul
*Cody Jameson
*Eagles
*Kiss
22 To 17 — Hot
24 To 12 — Hall & Oates
25 To 18 — Wilton Place Street Band
27 To 19 — John Travolta
28 To 23 — Tom Jones
Ex To 24 — Rod Stewart
Ex To 26 — Deniece Williams
Ex To 27 — Olivia Newton-John
Ex To 28 — Jennifer Warnes
Ex To 29 — William Bell

KEZY — ANAHEIM
1-1 — Al Stewart
*Leo Sayer
*Jackson Browne
*Kiss
*Wilton Place Street Band
10 To 5 — Barbra Streisand
14 To 9 — Rod Stewart
17 To 11 — Kansas
19 To 14 — Atlanta Rhythm Section
23 To 17 — David Bowie
34 To 29 — Olivia Newton-John
35 To 25 — Boz Scaggs
Ex To 33 — Climax Blues Band

WISE — ASHEVILLE
1-1 — Hall & Oates
*Glen Campbell
*John Travolta
*Andrew Gold
*Gary Wright
*O
*Dobie Gray
*Alan O'Day
9 To 5 — George Harrison
13 To 9 — Wings
16 To 11 — Tom Jones
24 To 20 — David Soul
26 To 22 — Mesa
29 To 25 — Helen Schneider
Ex To 29 — Leo Sayer
Ex To 30 — William Bell
Ex To 31 — Kerry Chater
Ex To 32 — Jennifer Warnes

WFRC — ATHENS
2-1 — Orleans
Natalie Cole
McCoo/Davis
Flash Cadillac
Hot
8 To 4 — Bee Gees
9 To 3 — Thelma Houston
12 To 7 — Rufus
19 To 13 — William Bell

Z-93 — ATLANTA
1-1 — Barbra Streisand
Jennifer Warnes
*Leo Sayer
11 To 7 — David Soul
16 To 10 — Glen Campbell
22 To 13 — Hall & Oates
26 To 14 — Natalie Cole
Ex To 26 — Eagles
Ex To 30 — Gary Wright

WOXI — ATLANTA
1-1 — Abba
Glen Campbell
Leo Sayer
Joe Tex
9 To 4 — William Bell
17 To 8 — Hall & Oates
19 To 11 — ELO
24 To 16 — David Soul
26 To 21 — Rod Stewart
27 To 22 — Eagles
28 To 20 — Natalie Cole
29 To 25 — Wings

WAUG — AUGUSTA
2-1 — Bob Seger
*Hot
*Marshall Tucker Band
*Rose Royce
*Natalie Cole
*Climax Blues Band
*Boz Scaggs
15 To 9 — Thelma Houston
Ex To 23 — Leo Sayer
Ex To 24 — Glen Campbell
Ex To 25 — Jennifer Warnes

WBBO — AUGUSTA
2-1 — Bob Seger
*McCoo/Davis
*Boz Scaggs
*Adriani Brothers
*Captain & Tennille
21 To 18 — Glen Campbell
25 To 21 — Jennifer Warnes
29 To 22 — Leo Sayer
Ex To 29 — Hot

Ex To 30 — Natalie Cole

KERN — BAKERSFIELD
5-1 — Barbra Streisand
*Glen Campbell
8 To 4 — 10cc
12 To 6 — Eagles
16 To 10 — Atlanta Rhythm Section
20 To 16 — Tom Jones
22 To 18 — Rose Royce (new)
Ex To 22 — Boz Scaggs
Ex To 25 — KC & Sunshine Band
Ex To 26 — Rubinoos

KAFY — BAKERSFIELD
1-1 — Hall & Oates
*Jennifer Warnes
*Boz Scaggs
6 To 2 — Barbra Streisand
15 To 8 — David Soul
20 To 12 — Eagles
22 To 17 — Atlanta Rhythm Section
Ex To 24 — Tom Jones
Ex To 25 — Rose Royce

WCAO — BALTIMORE
1-1 — Hall & Oates
Glen Campbell
McCoo/Davis
*Ambrosia
*Boz Scaggs
*Hot
6 To 2 — Abba
9 To 4 — Barbra Streisand
20 To 11 — Eagles
22 To 18 — Tom Jones
27 To 22 — John Travolta
28 To 21 — Natalie Cole
Ex To 26 — William Bell
Ex To 28 — Deniece Williams

WFBR — BALTIMORE
1-1 — Barbra Streisand
Valerie Carter
McCoo/Davis
Boz Scaggs
Ambrosia
Climax Blues Band
29 To 22 — Glen Campbell
38 To 32 — Leo Sayer

WGUY — BANGOR
1-1 — David Soul
*Boz Scaggs
*Kiss
*Andrew Gold
10 To 6 — George Harrison
14 To 9 — Jackson Browne
16 To 12 — Atlanta Rhythm Section
22 To 18 — Glen Campbell
27 To 22 — Gary Wright
Ex To 26 — Leo Sayer
Ex To 28 — Climax Blues Band
Ex To 29 — Rubinoos
Ex To 30 — William Bell

WHNN — BAY CITY
4-1 — 10cc
Tom Jones
Olivia Newton-John
Eagles
Johnny Bristol
12 To 8 — Fleetwood Mac
19 To 10 — Wings
22 To 12 — Atlanta Rhythm Section
27 To 18 — ELO
Ex To 24 — Glen Campbell
Ex To 25 — KC & Sunshine Band

WERC — BIRMINGHAM
2-1 — Barbra Streisand
*Natalie Cole
*McCoo/Davis
*Jackson Browne
18 To 12 — George Harrison
21 To 13 — Tom Jones
26 To 19 — Glen Campbell
31 To 25 — Thelma Houston
Ex To 26 — Atlanta Rhythm Section
Ex To 29 — Jennifer Warnes

WSGN — BIRMINGHAM
1-1 — David Soul
*Captain & Tennille
*Leo Sayer
*Hot
*McCoo/Davis
*O
11 To 5 — Bob Seger
14 To 9 — Thelma Houston
16 To 6 — Glen Campbell
17 To 12 — Atlanta Rhythm Section
18 To 10 — William Bell
26 To 18 — John Travolta
Ex To 17 — Jennifer Warnes
Ex To 25 — Eagles
Ex To 26 — Natalie Cole

KFYR — BISMARCK
2-1 — Barbra Streisand
*Climax Blues Band
*Wings
14 To 10 — Jennifer Warnes
17 To 8 — David Soul
Ex To 17 — Tom Jones
Ex To 18 — Rod Stewart
Ex To 19 — Glen Campbell
Ex To 20 — Eagles

WRKO — BOSTON
1-1 — Thelma Houston
Natalie Cole
Cody Jameson
Undisputed Truth — WB
10 To 6 — Hall & Oates
13 To 9 — Rod Stewart
14 To 8 — David Soul
16 To 10 — Wonder — Lovely
21 To 12 — Leo Sayer
29 To 21 — Glen Campbell

WBGW — BOWLING GREEN
4-1 — Barbra Streisand
*Glen Campbell
*Foghat
*Boz Scaggs
*Wonder — Lovely
*KC & Sunshine Band
*Adriani Brothers
18 To 14 — Ozark Mtn Daredevils
24 To 20 — Wings
Ex To 22 — Gary Wright
Ex To 26 — Ambrosia
Ex To 29 — Elton John

WICC — BRIDGEPORT
1-1 — Barbra Streisand
*Jackpot — EMI
*McCoo/Davis
*Leo Sayer
*Andrew Gold
*Klaates (various cuts)

11 To 7 — David Soul
23 To 17 — Tom Jones
26 To 22 — Deniece Williams
30 To 20 — Eagles
38 To 21 — Natalie Cole
Ex To 27 — Glen Campbell
Ex To 28 — Jennifer Warnes
Ex To 29 — Wilton Place Street Band
Ex To 30 — William Bell

WKBW — BUFFALO
1-1 — Barbra Streisand
*Tom Jones
*Kiss
*Boz Scaggs
18 To 8 — Eagles
29 To 21 — Thelma Houston
Ex To 4 — Wonder — Lovely
Ex To 26 — Wings
Ex To 29 — Leo Sayer
Ex To 30 — Atlanta Rhythm Section

WYSL — BUFFALO
1-1 — Barbra Streisand
*Wings
*Andrew Gold
*Leo Sayer
16 To 5 — Eagles
17 To 6 — Genesis
21 To 15 — John Travolta
26 To 20 — Elton John
Ex To 22 — George Harrison
Ex To 24 — Atlanta Rhythm Section
Ex To 27 — Wilton Place Street Band

WTMA — CHARLESTON
1-1 — Hall & Oates
Facts of Life
*KC & Sunshine Band
*Rose Royce
13 To 5 — William Bell
16 To 6 — David Soul
20 To 16 — Natalie Cole
24 To 20 — Deniece Williams
28 To 24 — Rufus
Ex To 28 — Glen Campbell
Ex To 29 — Enchantment

WBT — CHARLOTTE
1-1 — Barbra Streisand
Eagles
Captain & Tennille
Bobby Goldsboro

WAYS — CHARLOTTE
2-1 — Abba
William Bell
10 To 4 — 10cc
11 To 5 — Barbra Streisand
16 To 10 — Thelma Houston
18 To 11 — Atlanta Rhythm Section
23 To 12 — Glen Campbell

WFLI — CHATTANOOGA
2-1 — Barbra Streisand
*Rose Royce
*Boz Scaggs
12 To 8 — Atlanta Rhythm Section
18 To 11 — Glen Campbell
20 To 14 — David Soul
Ex To 22 — Leo Sayer
Ex To 24 — Jennifer Warnes
Ex To 25 — Climax Blues Band

WLS — CHICAGO
5-1 — Barbra Streisand
Thelma Houston
Eagles
8 To 2 — Kansas
12 To 5 — 10cc
14 To 9 — Abba
16 To 12 — Boston
20 To 14 — Hall & Oates
22 To 18 — Wings

WMET — CHICAGO
1-1 — Mary Macgregor
Jackson Browne
Kiss
17 To 10 — 10cc
25 To 18 — Eagles
27 To 22 — Atlanta Rhythm Section

Q-102 — CINCINNATI
1-1 — Barbra Streisand
Eagles
*Atlanta Rhythm Section
6 To 2 — Bob Seger
12 To 7 — Hall & Oates
21 To 14 — Rod Stewart
24 To 17 — George Harrison

WSAI — CINCINNATI
1-1 — Mary Macgregor
No new additions
13 To 8 — 10cc
22 To 14 — Boston
26 To 12 — Eagles

WGCL — CLEVELAND
2-1 — Hall & Oates
Eagles
Boz Scaggs
Kiss
Captain & Tennille
Hot
9 To 4 — David Soul
15 To 7 — Atlanta Rhythm Section
24 To 16 — Olivia Newton-John
26 To 18 — Glen Campbell
27 To 17 — KC & Sunshine Band
30 To 24 — O

WCOL — COLUMBUS
1-1 — David Soul
Leo Sayer
Boz Scaggs
Kiss
21 To 17 — Orleans
23 To 12 — Eagles
26 To 16 — Rufus
32 To 19 — Natalie Cole
33 To 25 — John Travolta
36 To 21 — Glen Campbell

WNCI — COLUMBUS
1-1 — Barbra Streisand
Glen Campbell
Natalie Cole
*Captain & Tennille
9 To 2 — David Soul
12 To 7 — Bee Gees
15 To 11 — Boston
19 To 12 — Fleetwood Mac
20 To 13 — Thelma Houston
21 To 16 — Quincy Jones
23 To 15 — Eagles

KNUS — DALLAS
1-1 — Mary Macgregor
Jackson Browne
David Soul
Wilton Place Street Band

15 To 9 — Wonder — Lovely
16 To 10 — Abba
21 To 16 — Tom Jones
22 To 11 — Glen Campbell
24 To 19 — Eagles
29 To 21 — Hall & Oates

KLIF — DALLAS
1-1 — Barbra Streisand
Olivia Newton-John
Natalie Cole
24 To 20 — Eagles
23 To 19 — William Bell
27 To 21 — Glen Campbell

WING — DAYTON
2-1 — Al Stewart
Deniece Williams
Hot
Boz Scaggs
Heart & Soul
McCoo/Davis
Andrea True
John Denver
16 To 11 — Wings
28 To 20 — Hall & Oates
33 To 28 — Glen Campbell
37 To 32 — Climax Blues Band
43 To 34 — Rose Royce
44 To 38 — Natalie Cole
45 To 39 — Gary Wright

WMFJ — DAYTONA BEACH
2-1 — Fleetwood Mac
*Starz
*David Soul
*Mike Post
*Bobby Gosh
6 To 3 — Mesa
8 To 4 — Al Stewart
20 To 14 — Kansas
21 To 17 — Jackson Browne
Ex To 30 — Eagles
Ex To 31 — James Darren
Ex To 32 — Rod Stewart
Ex To 34 — Tom Jones

KTLC — DENVER
2-1 — Boz Scaggs
*Stallion
*Kiss
*Boston
*Ambrosia
*Climax Blues Band
*Andrew Gold
12 To 5 — Bob Seger
14 To 6 — Hall & Oates
21 To 12 — David Soul
26 To 17 — Atlanta Rhythm Section
28 To 19 — 10cc
30 To 20 — Eagles
31 To 23 — Thelma Houston
33 To 27 — Jackson Browne
40 To 33 — Rod Stewart
Ex To 36 — Jennifer Warnes
Ex To 37 — Glen Campbell

KIMN — DENVER
1-1 — Barbra Streisand
Atlanta Rhythm Section
Ozark Mtn. Daredevils
*Stallion
*Ambrosia
*Natalie Cole
*Boz Scaggs
*B.W. Stevenson
13 To 4 — David Soul
19 To 9 — Olivia Newton-John
20 To 13 — Tom Jones
21 To 18 — Elvis Presley
23 To 19 — Jackson Browne
25 To 17 — Jennifer Warnes
Ex To 22 — Glen Campbell

KIOA — DES MOINES
1-1 — Hall & Oates
Wonder — Lovely
George Harrison
Leo Sayer
Boz Scaggs
Jennifer Warnes
Kiss
Starz
Queen
Adriani Brothers
12 To 5 — Bee Gees
15 To 8 — Tom Jones
16 To 6 — David Soul
18 To 13 — Boston
19 To 10 — Eagles
20 To 15 — Fleetwood Mac
23 To 17 — Elvis Presley
28 To 18 — Jackson Browne
29 To 21 — Glen Campbell
30 To 20 — Thelma Houston
33 To 27 — Firefall
34 To 28 — Hot
36 To 29 — Henry Mancini
37 To 31 — Ambrosia
39 To 30 — Climax Blues Band
40 To 23 — Atlanta Rhythm Section

CKLV — DETROIT
1-1 — Barbra Streisand
Glen Campbell
*Eagles
18 To 12 — 10cc
20 To 15 — Rod Stewart
24 To 16 — Jerry Butler
25 To 20 — Latimore
Ex To 30 — ELO

WDRO — DETROIT
1-1 — Barbra Streisand
Jerry Butler
14 To 10 — Fleetwood Mac
24 To 20 — Barry Manilow
29 To 24 — Smokey Robinson
Ex To 30 — Eagles

WXYZ — DETROIT
1-1 — Barbra Streisand
Atlanta Rhythm Section
David Soul

EDBO — DUBUQUE
1-1 — David Soul
*Ambrosia
*Rose Royce
*Gordon Lightfoot
*Rubinoos
8 To 4 — Glen Campbell
14 To 10 — Tom Jones
16 To 5 — Kansas
23 To 19 — Bee Gees
24 To 20 — George Harrison
25 To 17 — Jennifer Warnes
29 To 24 — Jackson Browne
Ex To 25 — Thelma Houston
Ex To 27 — John Travolta
Ex To 28 — Bobby Goldsboro

Ex To 29 — Wilton Place Street Band
Ex To 30 — Burton Cummings

WEBC — DULUTH
2-1 — 10cc
*Glen Campbell
*Atlanta Rhythm Section
*Boz Scaggs
*Fleetwood Mac — Dreams
*Cory
14 To 10 — George Harrison
17 To 11 — Wings
23 To 16 — ELO
24 To 17 — Tom Jones
26 To 18 — Thelma Houston
27 To 23 — Eagles
Ex To 25 — Leo Sayer

WEAQ — EAU CLAIRE
6-1 — Abba
Eagles
Rubinoos
Leo Sayer
Climax Blues Band
9 To 2 — Barbra Streisand
18 To 11 — Kenny Nolan
24 To 19 — Jackson Browne
28 To 12 — Glen Campbell
31 To 25 — Jennifer Warnes

KINT — EL PASO
1-1 — Barbra Streisand
*Captain & Tennille
*Jennifer Warnes
*William Bell
*Leo Sayer
17 To 12 — Hall & Oates
22 To 16 — Atlanta Rhythm Section
Ex To 23 — Rod Stewart
Ex To 24 — Jackson Browne
Ex To 25 — Bee Gees

WJET — ERIE
3-1 — Barbra Streisand
Natalie Cole
John Travolta
*Leo Sayer
*Boz Scaggs
8 To 2 — Hall & Oates
15 To 8 — David Soul
28 To 22 — Atlanta Rhythm Section
30 To 21 — Eagles
Ex To 25 — Jennifer Warnes
Ex To 27 — Glen Campbell

14-RKO — EVERETT
3-1 — Glen Campbell
*Captain & Tennille
*Yvonne Elliman
12 To 7 — Olivia Newton-John
15 To 10 — Hall & Oates
28 To 20 — Atlanta Rhythm Section
30 To 21 — Leo Sayer
Ex To 29 — Orleans
Ex To 30 — George Harrison

KQWB — FARGO
1-1 — Barbra Streisand
Jennifer Warnes
*William Bell
*Marshall Tucker Band
*Kiss
27 To 15 — Eagles
Ex To 19 — Glen Campbell
Ex To 21 — Olivia Newton-John
Ex To 28 — Rod Stewart

WFLB — FAYETTEVILLE
2-1 — Barbra Streisand
*Boz Scaggs
*McCoo/Davis
*Andrew Gold
*Joe Tex
*Queen
11 To 7 — Thelma Houston
16 To 11 — Rose Royce
19 To 14 — Tom Jones
20 To 13 — Rufus
30 To 25 — Kiss
31 To 15 — Leo Sayer
Ex To 32 — Hot
Ex To 33 — Natalie Cole
Ex To 34 — Jennifer Warnes
Ex To 35 — Starz

KFJZ — FORT WORTH
1-1 — Barbra Streisand
Eagles
Barry Manilow
Wings
Abba
14 To 9 — EWF
16 To 10 — 10cc

WVBF — BIRMINGHAM
1-1 — Barbra Streisand
*Glen Campbell
*Leo Sayer
*Queen
*Boz Scaggs
*Wonder — Lovely
11 To 7 — Thelma Houston
15 To 10 — Hall & Oates
Ex To 19 — Deniece Williams
Ex To 23 — Natalie Cole
Ex To 26 — Eagles
Ex To 27 — Olivia Newton-John

KYNO — FRESNO
2-1 — Jacksons
Ambrosia
*William Bell
*Jennifer Warnes
*Boz Scaggs
*O
10 To 4 — Bee Gees
12 To 7 — Hall & Oates
15 To 10 — 10cc
20 To 14 — David Soul
Ex To 22 — Glen Campbell
Ex To 26 — Eagles
Ex To 29 — Jackson Browne

KKXL — GRAND FORKS
2-1 — Barbra Streisand
Leo Sayer
Yvonne Elliman
Climax Blues Band
Stallion
Deniece Williams
9 To 4 — Boston
12 To 6 — Eagles
13 To 8 — Wings
16 To 7 — Kansas
27 To 21 — Jennifer Warnes
29 To 15 — Glen Campbell
31 To 25 — Jackson Browne

WLAV — GRAND RAPIDS
1-1 — Barbra Streisand
*William Bell
*Bobby Goldsboro

*Smokey Robinson
*McCoo/Davis
10 To 6 — Atlanta Rhythm Section
17 To 9 — Thelma Houston
18 To 14 — Burton Cummings
26 To 16 — Natalie Cole
27 To 19 — Deniece Williams
28 To 18 — Orleans
Ex To 26 — Glen Campbell
Ex To 27 — Olivia Newton-John

Z-96 — GRAND RAPIDS
1-1 — Mary Macgregor
*Eagles
*Leo Sayer
*Boz Scaggs
*Gary Wright
11 To 6 — Hall & Oates
17 To 13 — Steve Miller
19 To 12 — Thelma Houston
20 To 16 — Glen Campbell
31 To 17 — Kenny Nolan
Ex To 21 — Natalie Cole
Ex To 27 — Jennifer Warnes

KEIN — GREAT FALLS
1-1 — Hall & Oates
*Mesa
*Boz Scaggs
14 To 8 — Olivia Newton-John
20 To 15 — Atlanta Rhythm Section
Ex To 19 — ELO

WGSV — GUNTERSVILLE
1-1 — Barbra Streisand
*Boz Scaggs
*McCoo/Davis
*Rose Royce
*Dobie Gray
14 To 10 — Jackson Browne
26 To 21 — Hot
Ex To 32 — Leo Sayer
Ex To 33 — Deniece Williams

WDRG — HARTFORD
2-1 — Barbra Streisand
*Natalie Cole
*Boz Scaggs
*Klaata
*Marshall Tucker Band
*Klaata
10 To 4 — Thelma Houston
18 To 12 — Bee Gees
19 To 14 — Kansas
26 To 21 — Tom Jones
Ex To 28 — Glen Campbell
Ex To 29 — Hall & Oates
Ex To 30 — Eagles

KILT — HOUSTON
3-1 — Barbra Streisand
*Atlanta Rhythm Section
7 To 3 — Thelma Houston
19 To 12 — Glen Campbell
24 To 20 — Rod Stewart
27 To 22 — Jennifer Warnes
29 To 21 — Wings
32 To 25 — Rufus
34 To 28 — Eagles
39 To 34 — Kenny Rogers
40 To 32 — Olivia Newton-John

KRBE — HOUSTON
2-1 — Barbra Streisand
Jennifer Warnes
*Climax Blues Band
*Olivia Newton-John
*Mesa
20 To 14 — Abba
21 To 13 — Glen Campbell
28 To 24 — Eagles
29 To 22 — Wings
30 To 15 — David Soul
Ex To 27 — William Bell

WAAY — HUNTSVILLE
1-1 — Bob Seger
*Jennifer Warnes
*Ambrosia
*Adriani Brothers
*McCoo/Davis
17 To 10 — David Soul
29 To 23 — Atlanta Rhythm Section
Ex To 25 — Jackson Browne
Ex To 29 — Climax Blues Band
Ex To 30 — Quincy Jones

WNDE — INDIANAPOLIS
1-1 — Kenny Nolan
Wings
*Boz Scaggs
*Anson Williams
*William Bell
*Atlanta Rhythm Section
*ELO
*Eagles
*Rose Royce
*Jackson Browne
*KC & Sunshine Band
12 To 7 — 10cc
19 To 11 — Glen Campbell
20 To 16 — Fleetwood Mac
30 To 19 — David Soul

WIFE — INDIANAPOLIS
1-1 — Kenny Nolan
Thelma Houston (re-add)
Kansas (re-add)
Wilton Place Street Band
David Soul
17 To 12 — 10cc
19 To 9 — Steve Miller
22 To 17 — Tom Jones
23 To 19 — Climax Blues Band
25 To 18 — Eagles

WJDX — JACKSON
1-1 — David Soul
KC & Sunshine Band
Atlanta Rhythm Section
Leo Sayer
Jennifer Warnes
11 To 6 — Tom Jones
21 To 14 — Eagles
22 To 16 — Glen Campbell

WAPE — JACKSONVILLE
6-1 — Hall & Oates
*Jackson Browne
9 To 3 — Abba
15 To 10 — Kansas
20 To 15 — David Soul
22 To 13 — Eagles
23 To 17 — Glen Campbell
25 To 20 — Wings
26 To 20 — ELO
30 To 26 — Leo Sayer
Ex To 25 — Atlanta Rhythm Section
Ex To 28 — Climax Blues Band

POP RADIO PLAYLIST HIGHLIGHTS CONT.

WCRO — JOHNSTOWN
 2-1 — Hall & Oates
 *Boz Scaggs
 *Gary Wright
 *Natalie Cole
 *McCoo/Davis
 19 To 3 — Leo Sayer
 28 To 18 — Enchantment
 29 To 20 — Eagles
 30 To 25 — Ambrosia
 Ex To 27 — KC & Sunshine Band
 Ex To 28 — Atlanta Rhythm Section
 Ex To 29 — William Bell
 Ex To 30 — Kiss

KBEO — KANSAS CITY
 1-1 — Barbra Streisand
 Leo Sayer
 Jennifer Warnes
 8 To 2 — Hall & Oates
 26 To 15 — ELO
 29 To 7 — Glen Campbell

WRJZ — KNOXVILLE
 1-1 — Hall & Oates
 *Natalie Cole
 *Glen Campbell
 15 To 9 — Atlanta Rhythm Section
 Ex To 15 — David Soul
 Ex To 26 — Eagles
 Ex To 27 — Thelma Houston

KVOL — LAFAYETTE
 2-1 — Al Stewart
 *Alan O'Day
 *Genesis
 *Natalie Cole
 *McCoo/Davis
 *Leo Sayer
 22 To 18 — Rose Royce
 24 To 20 — Wings
 27 To 23 — David Soul
 34 To 29 — Maze
 37 To 31 — Glen Campbell
 39 To 35 — Mesa
 Ex To 34 — Jennifer Warnes
 Ex To 36 — Eagles
 Ex To 37 — Ambrosia
 Ex To 38 — Current

WOPO — LAKELAND
 1-1 — Barbra Streisand
 Boz Scaggs
 McCoo/Davis
 Tavares
 *Andrew Gold
 *Kiss
 *Queen
 *Jimmy Buffett
 *Mike Post
 *Hayes & Warwick
 20 To 16 — Wings
 27 To 20 — Latimore
 32 To 27 — Genesis
 36 To 21 — David Parton
 38 To 33 — Leo Sayer
 40 To 34 — Starz
 Ex To 35 — Ambrosia
 Ex To 36 — Gary Wright
 Ex To 37 — Rubinoos
 Ex To 38 — Eagles

KENO — LAS VEGAS
 2-1 — Steve Miller
 Boz Scaggs
 William Bell
 Glen Campbell
 *Ambrosia
 23 To 15 — David Soul
 30 To 25 — Eagles

KAAY — LITTLE ROCK
 1-1 — Barbra Streisand
 Tom Jones
 Ambrosia
 ZZ Top
 Climax Blues Band
 William Bell

WBLL — LONG ISLAND
 4-1 — Barbra Streisand
 *Tom Jones
 *Natalie Cole
 Ex To 9 — Fleetwood Mac
 Ex To 10 — Hall & Oates

KHJ — LOS ANGELES
 4-1 — Barbra Streisand
 Captain & Tennille
 William Bell
 Leo Sayer
 12 To 7 — Hall & Oates
 15 To 9 — Thelma Houston
 24 To 19 — Wings
 26 To 22 — ELO

WAKY — LOUISVILLE
 4-1 — Abba
 William Bell
 *Starz
 *Thin Lizzy
 *Queen
 *Climax Blues Band
 10 To 5 — Hall & Oates
 23 To 10 — Thelma Houston
 26 To 16 — O
 Ex To 27 — Wilton Place Street Band
 Ex To 28 — Leo Sayer
 Ex To 29 — KC & Sunshine Band

WKLO — LOUISVILLE
 4-1 — 10cc
 Glen Campbell
 Firefall
 *Cody Jameson
 *Climax Blues Band
 17 To 5 — David Soul
 22 To 17 — Jennifer Warnes
 23 To 18 — Thelma Houston
 25 To 13 — Natalie Cole
 Ex To 21 — Thin Lizzy
 Ex To 22 — Bobby Goldsboro
 Ex To 25 — Kiss

WISM — MADISON
 1-1 — Barbra Streisand
 *Captain & Tennille
 *Glen Campbell
 *Boz Scaggs
 *Natalie Cole
 *Leo Sayer
 20 To 15 — Wings
 23 To 18 — Atlanta Rhythm Section
 Ex To 28 — Jennifer Warnes
 Ex To 29 — Rufus
 Ex To 30 — Eagles

WFOM — MARIETTA
 3-1 — 10cc
 *Deniece Williams
 *Deniece Williams
 *Climax Blues Band

*Kiss
 *Flash Cadillac
 15 To 11 — Boston
 18 To 12 — Rod Stewart
 21 To 17 — Donna Summer
 26 To 20 — Glen Campbell
 29 To 24 — Natalie Cole
 Ex To 26 — Rufus
 Ex To 29 — Eagles
 Ex To 30 — Mesa

KRIB — MASON CITY
 1-1 — Barbra Streisand
 *McCoo/Davis
 *Marshall Tucker Band
 *Rufus
 *Boz Scaggs
 23 To 18 — Rod Stewart
 26 To 21 — Atlanta Rhythm Section
 28 To 23 — Jennifer Warnes
 Ex To 27 — Thelma Houston
 Ex To 28 — Burton Cummings
 Ex To 30 — Glen Campbell

WMPS — MEMPHIS
 1-1 — Barbra Streisand
 McCoo/Davis
 Boz Scaggs
 Jennifer Warnes
 Hot
 9 To 5 — Bob Seger
 10 To 4 — Thelma Houston
 14 To 7 — Tom Jones
 17 To 11 — David Soul
 23 To 10 — William Bell
 28 To 15 — Deniece Williams

WHBO — MEMPHIS
 1-1 — Barbra Streisand
 Natalie Cole
 Eagles
 Glen Campbell
 12 To 6 — David Soul
 13 To 7 — Abba
 16 To 8 — William Bell
 22 To 11 — Thelma Houston
 25 To 18 — Rose Royce

Y-100 — MIAMI
 1-1 — Barbra Streisand
 William Bell
 Starz
 5 To 2 — Hall & Oates
 15 To 9 — Abba
 16 To 10 — David Soul
 20 To 14 — 10cc
 22 To 18 — Kansas
 24 To 20 — Eagles

WOAM — MIAMI
 3-1 — Thelma Houston
 David Soul
 *Jimmy Buffett
 12 To 6 — Abba
 19 To 15 — Enchantment
 21 To 17 — Kansas
 25 To 19 — Atlanta Rhythm Section
 26 To 22 — Eagles

96X — MIAMI
 1-1 — Rose Royce (old)
 Sylvers — Now I Want You
 Jacksons — Good Times
 6 To 2 — Rose Royce — Going Down
 11 To 7 — Enchantment
 14 To 10 — Al Stewart
 22 To 14 — KC & Sunshine Band
 25 To 16 — Fleetwood Mac
 26 To 17 — Aerosmith
 31 To 15 — Bay City Rollers
 36 To 23 — Hall & Oates

KCRS — MIDLAND
 3-1 — Fleetwood Mac
 *Kenny Rogers
 *ZZ Top
 *Hot
 7 To 2 — Atlanta Rhythm Section
 14 To 9 — Kansas
 19 To 11 — Hall & Oates
 23 To 14 — Rufus
 Ex To 29 — John Travolta
 Ex To 30 — Enchantment

WOKY — MILWAUKEE
 1-1 — Barbra Streisand
 Glen Campbell
 Thelma Houston
 Eagles
 *Champagne
 11 To 6 — Abba
 22 To 18 — Tom Jones
 23 To 19 — John Travolta
 25 To 21 — James Darren
 29 To 24 — Atlanta Rhythm Section
 32 To 20 — Rod Stewart
 33 To 27 — Leo Sayer

WZUU — MILWAUKEE
 3-1 — Al Stewart
 No new additions
 12 To 8 — Bob Seger
 Ex To 16 — Rod Stewart
 Ex To 18 — Leo Sayer
 Ex To 19 — Wings
 Ex To 20 — Jennifer Warnes

KDWB — MINNEAPOLIS
 1-1 — Mary Macgregor
 Wonder — Lovely
 Yvonne Elliman
 13 To 6 — Bob Seger
 26 To 19 — Ozark Mtn. Daredevils

WOGY — MINNEAPOLIS
 2-1 — Barbra Streisand
 No new additions
 9 To 4 — Wonder — I Wish
 21 To 14 — Kansas
 23 To 16 — Eagles

KSTP — MINNEAPOLIS
 3-1 — Abba
 *Kiss
 *Henry Mancini
 24 To 18 — Wings
 25 To 20 — Jennifer Warnes
 27 To 22 — Mr. Big

WABB — MOBILE
 2-1 — Hall & Oates
 *Leo Sayer
 *McCoo/Davis
 *Firefall
 *Boz Scaggs
 8 To 4 — 10cc
 12 To 8 — Bee Gees
 19 To 15 — Deniece Williams
 22 To 16 — Olivia Newton-John
 25 To 18 — Glen Campbell
 Ex To 25 — Natalie Cole
 Ex To 27 — Eagles
 Ex To 30 — Jennifer Warnes

KFIV — MOESTO
 3-1 — Hall & Oates
 Wilton Place Street Band
 Maynard Ferguson
 Jimmy Buffett
 John Travolta
 McCoo/Davis
 20 To 15 — Wings
 33 To 16 — Leo Sayer
 35 To 26 — Glen Campbell

KNOE — MONROE
 1-1 — Al Stewart
 *Mesa
 *Cody Jameson — Atco
 *Natalie Cole
 *Lighthouse — Shock
 *Mickey Hunicut
 9 To 4 — Abba
 13 To 9 — Atlanta Rhythm Section
 16 To 9 — David Soul
 29 To 23 — Leo Sayer
 31 To 25 — Hot
 35 To 22 — Eagles
 Ex To 37 — Boz Scaggs
 Ex To 39 — Glen Campbell

WHHY — MONTGOMERY
 1-1 — Leo Sayer
 *Natalie Cole
 *Boz Scaggs
 *Yvonne Elliman
 *Firefall
 15 To 7 — Glen Campbell
 21 To 13 — Eagles
 24 To 17 — Thelma Houston
 Ex To 23 — Jimmy Buffett
 Ex To 24 — Gary Wright
 Ex To 25 — William Bell
 Ex To 26 — John Travolta

KVOX — MOORHEAD
 13-1 — Leo Sayer
 *Yvonne Elliman
 *Wilton Place Street Band
 *Boz Scaggs
 *Firefall
 *Mr. Big
 16 To 10 — Boston
 17 To 12 — Jackson Browne
 18 To 9 — Wings
 28 To 17 — Eagles
 Ex To 25 — Jennifer Warnes

WLAC — NASHVILLE
 4-1 — Bob Seger
 *Leo Sayer
 *Enchantment
 *Boz Scaggs
 19 To 6 — Tom Jones
 24 To 18 — Wonder — Lovely
 28 To 16 — Rose Royce
 29 To 21 — Bee Gees
 Ex To 22 — Jackson Browne
 Ex To 23 — William Bell
 Ex To 24 — Thelma Houston

WMAK — NASHVILLE
 1-1 — Hall & Oates
 *Q
 *Boz Scaggs
 *Natalie Cole
 *Yvonne Elliman
 17 To 10 — Kansas
 20 To 9 — Glen Campbell
 23 To 18 — William Bell
 Ex To 19 — Leo Sayer
 Ex To 21 — Thelma Houston
 Ex To 28 — Jennifer Warnes
 Ex To 30 — John Travolta

WAVZ — NEW HAVEN
 2-1 — Barbra Streisand
 Glen Campbell
 Rose Royce
 Jennifer Warnes
 11 To 3 — Kansas
 16 To 10 — Hall & Oates
 19 To 14 — Barry Manilow
 28 To 21 — Tom Jones

WNOE — NEW ORLEANS
 4-1 — Steve Miller
 Eagles
 *Hall & Oates
 *ELO
 *Abba
 *Gary Wright
 *Firefall
 *Starz
 7 To 3 — Wonder — Sir Duke
 13 To 9 — Kansas
 19 To 12 — Boston
 20 To 15 — Bee Gees
 21 To 17 — Glen Campbell
 26 To 21 — William Bell
 29 To 22 — Atlanta Rhythm Section
 Ex To 28 — David Soul
 Ex To 30 — Rufus

WTIX — NEW ORLEANS
 1-1 — Barbra Streisand
 Atlanta Rhythm Section
 Wilton Place Street Band
 McCoo/Davis
 10 To 5 — Deniece Williams
 12 To 7 — Abba
 20 To 17 — David Soul
 22 To 12 — 10cc
 23 To 18 — Kansas
 30 To 26 — Tom Jones

KOTN — PINE BLUFF
 1-1 — David Soul
 Foghat
 *Kiss
 *Boz Scaggs
 10 To 5 — Atlanta Rhythm Section
 17 To 12 — Wings
 21 To 13 — Rod Stewart
 Ex To 28 — Leo Sayer
 Ex To 29 — Natalie Cole

WPEZ — PITTSBURGH
 2-1 — Hall & Oates
 10cc
 Boz Scaggs
 6 To 2 — Barbra Streisand
 11 To 6 — Al Stewart
 12 To 7 — Kenny Nolan
 24 To 17 — Eagles
 29 To 21 — David Soul
 35 To 30 — Kiss

13Q — PITTSBURGH
 1-1 — Hall & Oates
 David Soul
 Thelma Houston
 KC & Sunshine Band
 *Genesis
 7 To 3 — Al Stewart
 13 To 8 — Kenny Nolan

14 To 9 — Bob Seger
 17 To 11 — Natalie Cole
 19 To 12 — David Soul
 22 To 15 — Hall & Oates
 23 To 14 — Wings
 27 To 22 — Kansas

WKY — OKLAHOMA CITY
 1-1 — Barbra Streisand
 *Atlanta Rhythm Section
 *Glen Campbell
 6 To 2 — 10cc
 14 To 10 — Bee Gees
 16 To 12 — Wonder — Lovely
 Ex To 14 — Jackson Browne
 Ex To 16 — Eagles

KOMA — OKLAHOMA CITY
 1-1 — Steve Miller
 Glen Campbell
 Boz Scaggs
 Jennifer Warnes
 Atlanta Rhythm Section
 Donna Summer
 Rufus
 Ambrosia
 10 To 5 — Wonder — Lovely
 17 To 11 — Kenny Nolan
 20 To 13 — Hall & Oates
 21 To 15 — Fleetwood Mac
 23 To 16 — George Harrison
 28 To 20 — Wings
 35 To 22 — David Soul
 36 To 31 — Eagles
 40 To 32 — Rod Stewart

WOW — OMAHA
 11-1 — David Soul
 Natalie Cole
 *Boz Scaggs
 10 To 5 — Wings
 17 To 10 — Glen Campbell

WLOF — ORLANDO
 1-1 — Barbra Streisand
 *McCoo/Davis
 *Boz Scaggs
 *Tony Orlando
 14 To 9 — David Soul
 Ex To 15 — Glen Campbell
 Ex To 22 — Eagles
 Ex To 29 — Enchantment
 Ex To 30 — Leo Sayer

KACY — OXNARD
 1-1 — Barbra Streisand
 Eagles
 John Travolta
 Boz Scaggs
 Rose Royce
 8 To 3 — Abba
 16 To 4 — Hall & Oates
 19 To 12 — David Soul
 33 To 27 — Glen Campbell
 40 To 30 — Deniece Williams

WBSR — PENSACOLA
 1-1 — Abba
 *Bobby Goldsboro
 *Kiss
 *Stallion
 *Rufus
 *Mesa
 14 To 10 — Hall & Oates
 20 To 13 — David Soul
 22 To 16 — Wings
 29 To 22 — Rod Stewart
 32 To 24 — Natalie Cole
 Ex To 34 — Hot
 Ex To 38 — Eagles
 Ex To 40 — Climax Blues Band

WIRL — PEORIA
 2-1 — Barbra Streisand
 Eagles
 Wings
 *Jennifer Warnes
 *Jackson Browne
 *Atlanta Rhythm Section
 Ex To 20 — Glen Campbell

WFIL — PHILADELPHIA
 4-1 — Kenny Nolan
 *Boz Scaggs
 *Captain & Tennille
 12 To 6 — 10cc
 14 To 8 — Hall & Oates
 17 To 10 — David Soul
 21 To 17 — Kansas
 22 To 16 — Deniece Williams
 24 To 18 — Tom Jones
 Ex To 23 — Atlanta Rhythm Section
 Ex To 24 — Eagles
 Ex To 25 — McCoo/Davis

WIFI — PHILADELPHIA
 8-1 — Hall & Oates
 Natalie Cole
 Eagles
 Rod Stewart
 Glen Campbell
 Leo Sayer
 Atlanta Rhythm Section
 Wilton Place Street Band
 McCoo/Davis
 10 To 5 — Deniece Williams
 12 To 7 — Abba
 20 To 17 — David Soul
 22 To 12 — 10cc
 23 To 18 — Kansas
 30 To 26 — Tom Jones

WBBF — ROCHESTER
 1-1 — Barbra Streisand
 Deniece Williams
 Eagles
 John Miles
 Rubinoos
 *Kiss
 *Leo Sayer
 *Starz
 *Genesis
 22 To 18 — Rod Stewart
 23 To 19 — Hot
 27 To 22 — Ambrosia

WRWK — ROCKFORD
 1-1 — Mary Macgregor
 *Genesis
 *Leo Sayer
 *Supercharge — Virgin
 13 To 7 — Jacksons
 15 To 9 — Bob Seger
 23 To 17 — Kansas
 25 To 18 — Hall & Oates
 Ex To 35 — Kenny Nolan

KNOE — SACRAMENTO
 2-1 — Barbra Streisand
 *Boz Scaggs
 *Jennifer Warnes
 *Thelma Houston
 14 To 8 — Kansas
 Ex To 17 — George Harrison

KROY — SACRAMENTO
 1-1 — Mary Macgregor
 Boz Scaggs
 23 To 19 — David Soul

WJON — ST. CLOUD
 2-1 — Abba
 *Rod Stewart
 *Deniece Williams
 18 To 14 — Glen Campbell

KSLO — ST. LOUIS
 1-1 — Mary Macgregor
 Deniece Williams
 ELO

16 To 12 — Bob Seger
 20 To 15 — Fleetwood Mac
 24 To 18 — 10cc
 Ex To 29 — Eagles

KGW — PORTLAND
 2-1 — Hall & Oates
 *Eagles
 *Olivia Newton-John
 *Climax Blues Band
 *Leo Sayer
 *Boz Scaggs
 *Ambrosia
 13 To 5 — David Soul
 19 To 13 — George Harrison
 22 To 18 — Thelma Houston
 Ex To 28 — Jackson Browne
 Ex To 30 — Rod Stewart

KPAM — PORTLAND
 5-1 — Hall & Oates
 Captain & Tennille
 Climax Blues Band
 *Natalie Cole
 *Ambrosia
 18 To 11 — Rod Stewart
 26 To 13 — Thelma Houston
 27 To 20 — Eagles
 29 To 16 — Atlanta Rhythm Section
 Ex To 27 — Boz Scaggs
 Ex To 28 — Kim Carnes

WPRO — PROVIDENCE
 1-1 — Barbra Streisand
 Leo Sayer
 *Captain & Tennille
 *Tavares
 *Glen Campbell
 16 To 9 — Al Stewart
 Ex To 21 — Orleans

G-55 — PROVIDENCE
 1-1 — Fleetwood Mac
 *Queen
 *Rufus
 9 To 4 — Hall & Oates
 16 To 11 — 10cc
 28 To 20 — Eagles
 Ex To 24 — Leo Sayer
 Ex To 27 — Atlanta Rhythm Section

WKIX — RALEIGH
 3-1 — David Soul
 *McCoo/Davis
 *Hot
 *Leo Sayer
 15 To 7 — Thelma Houston
 16 To 5 — Natalie Cole
 17 To 12 — Hall & Oates
 18 To 10 — William Bell
 22 To 14 — Glen Campbell
 Ex To 29 — Jennifer Warnes
 Ex To 30 — Eagles

KKLS — RAPIO CITY
 1-1 — David Soul
 *Wilton Place Street Band
 *Yvonne Elliman
 *Rubinoos
 13 To 4 — Olivia Newton-John
 18 To 12 — Thelma Houston
 22 To 14 — Smokie
 Ex To 26 — Tom Jones
 Ex To 27 — Leo Sayer
 Ex To 28 — Glen Campbell
 Ex To 29 — Jennifer Warnes
 Ex To 30 — Mesa

WLEE — RICHMOND
 6-1 — Al Stewart
 Boz Scaggs
 *ELO
 *Burton Cummings
 *John Travolta
 12 To 5 — David Soul
 17 To 12 — Atlanta Rhythm Section
 18 To 8 — Hall & Oates
 23 To 17 — Tom Jones
 Ex To 2 — Leo Sayer

O-94 — RICHMOND
 1-1 — Hall & Oates
 *Boz Scaggs
 *Olivia Newton-John
 6 To 2 — Barbra Streisand
 13 To 8 — William Bell
 17 To 13 — Kansas
 20 To 3 — Eagles
 23 To 16 — Thelma Houston
 25 To 15 — Natalie Cole
 Ex To 24 — Leo Sayer
 Ex To 30 — William Bell
 Ex To 31 — Jennifer Warnes

WBBF — ROCHESTER
 1-1 — Barbra Streisand
 Deniece Williams
 Eagles
 John Miles
 Rubinoos
 *Kiss
 *Leo Sayer
 *Starz
 *Genesis
 22 To 18 — Rod Stewart
 23 To 19 — Hot
 27 To 22 — Ambrosia

WROK — ROCKFORD
 1-1 — Mary Macgregor
 *Genesis
 *Leo Sayer
 *Supercharge — Virgin
 13 To 7 — Jacksons
 15 To 9 — Bob Seger
 23 To 17 — Kansas
 25 To 18 — Hall & Oates
 Ex To 35 — Kenny Nolan

KNOE — SACRAMENTO
 2-1 — Barbra Streisand
 *Boz Scaggs
 *Jennifer Warnes
 *Thelma Houston
 14 To 8 — Kansas
 Ex To 17 — George Harrison

KROY — SACRAMENTO
 1-1 — Mary Macgregor
 Boz Scaggs
 23 To 19 — David Soul

WJON — ST. CLOUD
 2-1 — Abba
 *Rod Stewart
 *Deniece Williams
 18 To 14 — Glen Campbell

KSLO — ST. LOUIS
 1-1 — Mary Macgregor
 Deniece Williams
 ELO

Boz Scaggs
 *Queen
 12 To 8 — 10cc
 14 To 6 — Hall & Oates
 21 To 17 — Boston
 22 To 14 — Glen Campbell
 24 To 20 — Eagles
 27 To 16 — David Soul

KXOK — ST. LOUIS
 1-1 — Abba
 Eagles
 William Bell
 Boz Scaggs
 *Ozark Mtn. Daredevils
 *Climax Blues Band
 *Marshall Tucker Band
 *REO Speedwagon
 10 To 3 — 10cc
 13 To 8 — Hall & Oates
 21 To 16 — Natalie Cole
 23 To 19 — Rod Stewart

KCPX — SALT LAKE CITY
 2-1 — 10cc
 Captain & Tennille
 *Boz Scaggs
 *Leo Sayer
 *Natalie Cole
 21 To 14 — Glen Campbell
 22 To 18 — Stallion
 28 To 21 — Eagles
 Ex To 28 — Kinks

KRSP — SALT LAKE CITY
 4-1 — Kansas
 *Boz Scaggs
 *Leo Sayer
 *Climax Blues Band
 9 To 5 — George Harrison
 12 To 6 — Rubinoos
 14 To 7 — Atlanta Rhythm Section
 19 To 13 — Eagles
 27 To 20 — Kiss
 28 To 18 — Glen Campbell
 Ex To 25 — Tom Jones
 Ex To 26 — Jennifer Warnes

B-100 — SAN DIEGO
 1-1 — Barbra Streisand
 *Rose Royce
 10 To 4 — Boston
 22 To 16 — ELO
 25 To 12 — David Soul
 30 To 20 — Eagles
 Ex To 29 — George Harrison
 Ex To 30 — Hot

KCBO — SAN DIEGO
 1-1 — Mary Macgregor
 Jackson Browne
 Tavares
 *Tom Jones
 *Olivia Newton-John
 *Anson Williams
 *Stallion
 12 To 5 — Hall & Oates
 16 To 12 — Boston
 22 To 14 — David Soul
 29 To 24 — Wings
 30 To 21 — Eagles
 Ex To 25 — ELO
 Ex To 28 — Glen Campbell

KFRS — SAN FRANCISCO
 5-1 — Wonder — Lovely
 Glen Campbell
 Natalie Cole
 Kenny Nolan (re-add)
 26 To 20 — Kansas
 28 To 23 — Boz Scaggs

KYA — SAN FRANCISCO
 2-1 — Barbra Streisand
 *Glen Campbell
 *Eagles
 *Wings
 9 To 4 — Hall & Oates
 11 To 7 — Abba
 18 To 11 — 10cc
 19 To 15 — ELO
 20 To 13 — Kansas
 22 To 14 — Boston
 23 To 19 — Kiss
 Ex To 23 — Natalie Cole
 Ex To 24 — Atlanta Rhythm Section
 Ex To 25 — Jennifer Warnes

KLIV — SAN JOSE
 3-1 — Barbra Streisand
 *Klaatu — California Jam
 *Klaatu — Sub Rosa Subway
 *Hot
 *ZZ Top
 *Wilton Place Street Band
 15 To 10 — Hall & Oates
 Ex To 17 — Kansas
 Ex To 19 — Jackson Browne
 Ex To 30 — Rod Stewart

KSly — SAN LUIS OBISPO
 1-1 — Barbra Streisand
 *Rose Royce
 *William Bell
 *Alan O'Day
 7 To 2 — 10cc
 10 To 6 — Wings
 19 To 14 — Wilton Place Street Band
 20 To 10 — Thelma Houston
 21 To 17 — Rubinoos
 24 To 18 — Tom Jones
 26 To 21 — Hot
 27 To 23 — Atlanta Rhythm Section
 28 To 22 — Glen Campbell
 30 To 26 — Babys
 Ex To 25 — Olivia Newton-John
 Ex To 30 — Natalie Cole

WSGA — SAVANNAH
 3-1 — Abba
 Kiss
 Natalie Cole
 Rose Royce
 Anson Williams
 *Jimmy Buffett
 15 To 9 — David Soul
 17 To 12 — Thelma Houston
 23 To 18 — Rod Stewart
 25 To 16 — Eagles
 27 To 21 — Glen Campbell
 Ex To 26 — Jackson Browne

KJR — SEATTLE
 3-1 — Hall & Oates
 *Glen Campbell
 13 To 7 — Fleetwood Mac
 22 To 18 — Eagles
 25 To 19 — Thelma Houston

(continued on page 48)

CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS

This Week To Date

STATION ADDS THIS WEEK

Rank	Record	This Week	To Date	Stations
1.	Lido Shuffle — Boz Scaggs — Columbia	33%	45%	WFIL, WCAO, WGCL, KSLO, KXOK, WMPS, WCOL, WPEZ, WLAC, WKBW, KGW, WMAK, WORC, WDRC, Z96, KIOA, WOW, WJET, WHHY, KTLK, Q94, WISM, WBBO, WLEE, WVBF, WING, KJOY, KNDE, KTAC, KOPX, WNDE, KIMN, KEEL.
2.	When I Need You — Leo Sayer — WB	23%	41%	KHJ, Z93, WIFI, WOXL, WCOL, KGW, WTIK, WLAC, WORC, Z96, KIOA, WJET, WISM, KEEL, WBBF, KCPX, KJRB, WPRO, KJOY, WSGN, KBEO, KEZY, WVBF.
3.	Southern Nights — Glen Campbell — Capitol	21%	66%	CKLW, WCAO, WHBO, KFRO, KYA, KING, WIFI, WOXL, KJR, WVBF, WKLO, WOKY, WAVZ, KJOY, WPRO, KJRB, WBGW, WNCI, WISM, WKY, KERN.
4.	I've Got Love On My Mind — Natalie Cole — Capitol	18%	46%	WRKO, WHBO, KFRC, KLIF, WIFI, WMAK, WERC, WDRC, WOW, WJET, WHHY, WISM, WSGA, WNCI, KIMN, KCPX, KJOY, KPAM.
5.	Hotel California — Eagles — Elektra	16%	78%	WLS, CKLW, WHBQ, WGCL, O102, KXOK, KYA, WNOE, WIFI, KGW, WOKY, WBI, WNDE, WBBF, WIRL, Z96.
6.	Calling Dr. Love — Kiss — Casablanca	12%	18%	WGCL, WCOL, WMET, WKBW, WTIK, KIOA, KTLK, WSGA, WBBF, WFOM, KSTP, KEZY.
7.	Can't Stop Danclin' — Captain & Tennille — A&M	11%	11%	KHJ, WFIL, WGCL, WISM, WBBO, WNCI, KOPX, WPRC, WSGN, KPAM, WBT.
8.	So In To You — Atlanta Rhythm Section — Polydor	8%	75%	WIFI, WTIK, KILT, O102, WNDE, KIMN, WIRL, WKY.
9.	Right Time Of The Night — Jennifer Warnes — Arista	8%	52%	Z93, WMPS, KRBE, KBEO, WAVZ, KNDE, WIRL, KIOA.
10.	Tryin' To Love Two — William Bell — Mercury	8%	40%	KHJ, Y100, WPGC, KXOK, WTIK, WAYS, WNDE, WAKY.
11.	Couldn't Get It Right — Climax Blues Band — Sire	8%	27%	KXOK, KRBE, KGW, KPAM, WKLO, WFOM, KTLK, WAKY.
12.	Here Come Those Tears Again — Jackson Browne — Asylum	7%	51%	KNUS, WMET, KEZY, KCBO, WNDE, WIRL, WERC.
13.	Your Love — McCoo & Davis — ABC	7%	10%	WCAO, WMPS, WIFI, WING, WSGN, WBBO, WERC.
14.	Magical Mystery Tour — Ambrosia — 20th Century	6%	22%	WCAO, KGW, KPAM, KTAC, KIMN, KTLK.

RADIO ACTIVE SINGLES

- HOTEL CALIFORNIA — EAGLES — ASYLUM**
KJR 22-18, WPEZ 24-17, WDGW 23-16, KRBE 28-24, KNUS 24-19, WFOM ex-29, WPIX ex-20, WKBW 18-8, KCBO 30-21, 130 ex-29, WVBF ex-26, WPGC 6-1, WSAI 26-12, KJOY 15-10, WSGN ex-25, KLIF 20-14, KILT 34-28, WDRO ex-30, KPAM 27-20, WTIK ex-22, KLEO 29-20, KERN 12-6, WHHY 21-13, WDRC ex-30, WKY ex-16, KIOA 19-10, WMET 25-18, WFIL ex-24, WSGA 25-16, KTLK 30-20, B-100 30-20, WOXL 27-22, KEEL 24-17, WOAM 26-22, Z-93 ex-26, WNCI 23-15, WCOL 24-20, Y-100 24-20, WCAO 20-11, WISM ex-30, KJRB 18-13.
- SOUTHERN NIGHTS — GLEN CAMPBELL — CAPITOL**
WNOE 21-17, KLEO 23-15, WTIK ex-20, KILT 19-12, KLIF 27-21, WRKO 29-21, WSGA 16-6, WING 33-28, KTAC ex-24, KSLO 22-14, KCBO ex-28, WMAK 20-9, Z-93 26-18, KIMN ex-22, WCOL 36-21, WNDE 19-11, WBBO 21-18, WAYS 23-12, KBEO 29-7, KRBE 21-13, KNUS 22-11, WFOM 26-20, WORC ex-26, WERC 26-19, WOW 17-10, WHHY 15-7, WDRC ex-28, Z-96 30-16, WJET ex-27, KIOA 29-21, WIRL ex-20, WSGA 27-21, KTLK ex-37.
- DON'T GIVE UP ON US — DAVID SOUL — PRIVATE STOCK**
WHBO 12-6, 99X 19-12, WRKO 14-8, KLEO 7-2, Z-93 11-7, WOXL 24-16, WOW 11-1, WMPS 17-11, WJET 15-8, KIOA 16-6, WFIL 17-10, WLEE 12-5, O-94 17-13, WSGA 15-9, KTLK 21-12, B-100 25-21, WNCI 9-2, WGCL 9-4, KIMN 13-4, Y-100 16-10, WNOE 30-19, WPEZ 29-21, KRBE 30-15, WPEZ 29-21, WPIX ex-15, KCBO 22-14, WKLO 17-5, KSLO 27-16.
- RICH GIRL — HALL & OATES**
WAKY 10-5, WABC 27-21, WDRC ex-29, Z-96 11-6, WJET 8-2, WFIL 14-9, WLEE 18-8, KTLK 14-6, WOXL 17-8, Z-93 22-13, Y-100 5-2, O-102 12-7, KJRB 10-4, KBEO 8-2, KCBO 12-5, WVBF 15-10, KSLO 14-6, KXOK 13-8, WING 28-20, WAVZ 16-10, WRKO 10-6, 99X 22-18, KHJ 12-7, WBLI ex-20, KYA 9-4.
- DON'T LEAVE ME THIS WAY — THELMA HOUSTON — TAMLA**
KPAM 26-13, WNCI 20-13, KTLK 31-23, WAKY 23-10, WERC 31-25, WHHY 24-17, WMPS 10-4, WDRC 10-4, Z-96 19-12, KIOA 30-20, O-94 23-16, KJRB 27-24, KJR 25-19, WAYS 16-10, WMAK ex-24, WKBW 29-21, WKLO 23-18, WVBF 11-7, WSGN 14-9, WHBO 22-11, KHJ 15-9, KILT 7-3.
- SO IN TO YOU — A.R.S. — POLYDOR**
WERC ex-27, KERN 16-10, WJET 28-22, KIOA 30-23, WMET 27-22, WFIL ex-23, WLEE 17-12, KTLK 26-17, KEEL 21-15, WOAM 25-19, WGCL 15-7, WISM 23-18, KJRB ex-26, WAYS 18-11, WKBW ex-30, KJOY 20-13, WOKY 29-24, WSGN 17-12, KEZY 19-14, KPAM 29-16, KYA ex-24, WNOE 29-22.
- RIGHT TIME OF THE NIGHT — JENNIFER WARNES — ARISTA**
WORC ex-27, WERC ex-29, Z-96 ex-27, WJET ex-25, O-94 ex-31, KTLK ex-36, WZUU ex-20, KIMN 25-17, WBBO 25-21, WISM ex-28, KJR ex-25, WMAK ex-28, WKLO 22-17, KSTP 25-20, WSGN ex-17, KILT 27-22, KYA ex-25.

SECONDARY RADIO ACTIVE

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

- YOUR LOVE — MARILYN MCCOO & BILLY DAVIS — ABC**
Adds: WAAY, WFLB, WLOF, WING, WLAV, WICC, KVOL, KRIB, WORD, WKIX, KELI, WABB, WOPD, WGLF, WRFC, KFIV, WGSV.
- ANGEL IN YOUR ARMS — HOT — ATLANTIC**
Adds: WKIX, KELI, WRFC, WING, KLIV, KCRS; Jumps: WAEB 22-17, KSLY 26-21, WGSV 26-21, KNOE 31-25, WORD Ex-16, WGLF Ex-27, WFLB Ex-32, WBSR Ex-34.
- MAGICAL MYSTERY TOUR — AMBROSIA — 20th CENTURY**
Adds: 980, KELI, WDBQ, WTRY, KRKE, KENO, WAAY, KAAV, KOMA; Jumps: WCRO 30-25, WBGW Ex-26, WTLB Ex-28, WOPD Ex-35, KVOL Ex-37.
- CALLING DR. LOVE — KISS — CASABLANCA**
Adds: 980, WTLB, KOWB, WOPD, WFOM, WAEB, WGUY, WBSR; Jumps: WFLB 30-25, KRSP 27-20, WCRO Ex-30, WAIR Ex-29.
- SAILING SHIPS — MESA — ARIOLA AMERICA**
Adds: KNOE, WBSR, KAKC, KEIN; Jumps: WMFJ 6-3, WISE 26-22, KVOL 39-35, WTRY Ex-35, WGLF Ex-29, WFOM Ex-30, KKLS Ex-30.
- I THINK WE'RE ALONE NOW — RUBINOOS — BESERKLEY**
Adds: 980, WTLB, WDBQ, WSPT, WEAO, KKLS; Jumps: KRSP 12-6, KSLY 21-17, WOPD Ex-37, WGUY Ex-29.
- I WANNA GET NEXT TO YOU — ROSE ROYCE — MCA**
Adds: WDBQ, KACY, KAFY, WNDE, WGSV, KSLY, WTMA; Jumps: WFLB 16-11, WING 43-34, WORD Ex-12.
- I'M YOUR BOOGIE MAN — KC & THE SUNSHINE BAND — TK**
Adds: WTRY, WJDX, WBGW, WNDE, WTMA; Jumps: 96X 22-14, WHNN Ex-25, WCRO Ex-28, WORD Ex-18.
- LONELY BOY — ANDREW GOLD — ELEKTRA**
Adds: WICC, WQPD, WISE, WCUE, WYSL, WFLB, WGUY.
- SWEET CHERRY — STARZ — CAPITOL**
Adds: WORD, WMFJ, WLCY; Jumps: WQPD 38-33, WFLB Ex-35, WCUE Ex-40.
- GLORIA — ENCHANTMENT — UA**
Jumps: KELI 29-25, WCRO 28-18, 96X 11-7, 980 Ex-37, WLOF Ex-29, WTMA Ex-29, KCRS Ex-30.
- YOUR OWN SPECIAL WAY — GENESIS — ATCO**
Adds: 980, WROK, KVOL; Jumps: WYSL 17-6, WQPD 32-27.

THE SINGLES BULLETS

- #1 BARBRA STREISAND** — #1 rotation at 55% of our reporting stations including WMPS, B-100, KTLK, Y-100, KIMN, WNCI, Q-102, Z-93, WIRL, WBBF, CKLW, WKBW, WBGH, KLIF, WHBQ, KHJ, KJRB, WPRO, WOKY, KBEQ, KRBE. Top 5 airplay at 85% of our reporters. Prime movers at WABC 5-3, Q-94 6-2, WCAQ 9-4, WLS 5-1, WAYS 11-5, WPEZ 6-2, WPIX 20-11. #1 sales at Tower/Sac., Bee Gee/Albany, El Roy/L.I., Dicks/Boston, Win/N.Y., Peaches/L.A., Harmony House/Det., Stark/Cleve., Bromo/Okla. City, Sieberts/Little Rock. #2 selling single at City One Stop/L.A., Peaches/Ft. Laud./Denver, Cavages/Buffalo, Peters/Boston, Radio Dr./Milw., Sound Unltd./Chi.
- #3 HALL AND OATES** — Top 5 airplay at 48% of our reporting stations including #1 at 13Q, WPEZ, WMAK, KJR, KJOY, KTAC, WGCL, WCAO, KIOA. Top 5 at WAKY-5, WOW-3, WHHY-3, WMPS-3, WKY-3, Y-100-2, WNCI-3, WCOL-4, WFIL-5, WZUU-5, KCPX-3, CKLW-3, WLS-3, WAYS-2, KLIF-4, WHBQ-3, WPGC-4, KCBQ-5, KNDE-5, KSTP-2, WDGY-2, KBEQ-2. #4 most active single with 25 big jumps including WABC 27-12, WFIL 14-8, WLEE 18-8, KTLK 14-6, WQXI 17-8, Z-93 22-13, Q-102 12-7, KBEQ 8-2. Top 5 sales at Licorice Pizza/L.A., Tower/Sac./S.D., World Wide/Seattle, Peaches/Cleve., Richman Bros./Phila., Peters/Boston, Waxie Maxie/D.C., Double B/L.I., Win/N.Y., Moreys, Zamoskis/Balt., Singer/Chi., Giant/Va., Franklin/Atl.
- #4 ABBA** — Good jumps at WABC 6-4, WQAM 12-6, Y-100 15-9, WCAO 6-2, WLS 14-9, KRBE 20-14, KNUS 16-10, KTAC 17-12, WOKY 11-6. Top 5 airplay at 40% of our reporters including WAKY-1, WABC-4, KIOA-2, WSGA-1, WQXI-1, WCAO-2, KIMN-3, WCOL-5, WFIL-4, KDWB-2, WZUU-2, WAYS-1, 99X-4, WPGC-3, KCBQ-2, KXOK-1, KSLQ-2, WPIX-2, WMAK-2, KSTP-1, WDGY-3, WFOM-4, WKLO-2, KBEQ-4. Top 5 selling single at Peaches/Atl./L.A., Norman Cooper/Phila., Bee Gee/Albany, Waxie Maxie/D.C., El Roy/L.I., Zamoski/Balt., Radio Dr./Milw., Giant/Va., Franklin/Atl., Sieberts/Little Rock, United/Miami.
- #5 DAVID SOUL** — Key adds at WABC, WQAM, KNUS, 13Q. #3 most active single with 28 big jumps including WFIL 17-10, WLEE 12-5, KTLK 21-12, WQXI 24-16, WHBQ 12-6, 99X 19-12, WRKO 14-8, Z-93 11-7, WNCI 9-2, WGCL 9-4, Y-100 16-10, WPEZ 29-21, KRBE 30-15, WPIX ex-15, KSLQ 27-16. Top 5 rotation at WERC-2, Z-96-3, WNCI-2, WCOL-1, WGCL-4, WLEE-5, KCPX-4, WLS-1, WBGH-3, KHJ-5, WPGC-2, WMAK-4, KBEQ-5. Excellent sales at Licorice Pizza, City One Stop/L.A., Tower/Sac./S.F., World Wide/Seattle, Peaches/Cleve./Delwood/Denver/Columbus, Norman Cooper/Phila., Cavages/Buffalo, Peters, Dicks/Boston, Waxie Maxie/D.C., El Roy/L.I., King Karol, Win/N.Y., Radio Dr./Milw., Giant/Va., Stark, Northern/Cleve., Franklin/Atl.
- #6 THELMA HOUSTON** — Added at WLS, 13Q, WQKY, KNDE. #5 most active single with 23 prime movers including WAKY 23-10, WMPS 10-4, Z-96 19-12, KTLK 31-23, WNCI 20-13, WAYS 16-10, WMAK ex-24, WKBW 29-26, WKLO 23-18, KHJ 15-9. Top 5 airplay at WORC-5, WMPS-4, WQXI-2, Y-100-4, Z-93-2, WLEE-4, WQAM-1, WRKO-1, WPRO-3, KRBE-2. Strong sales at Licorice Pizza/L.A., Tower/S.D., Peaches/Atl./Ft. Laud./L.A./Dallas, Norman Cooper, Richman Bros./Phila., Bee Gee/Albany, Waxie Maxie/D.C., Dicks/Boston, Win/N.Y., Harmony House/Det., Franklin/Atl.
- #7 KANSAS** — Added at WNDE. Jumps at WDRC 19-14, WFIL 21-17, WQAM 21-17, Y-100 22-18, WLS 8-2, WDGY 21-14, WMAK 17-10, KTAC ex-26, KFRC 26-20. Top 5 airplay at WERC-5, WJET-5, B-100-2, WSGA-4, WBBQ-4, WCAO-3, WNCI-5, KCPX-5, WSAI-5, WLS-2, WKBW-2, KAKC-3, KRSP-1, KSLQ-3, WAVZ-3, WFOM-3. Top 10 sales at Peaches/Cleve./Columbus, Cavages/Buffalo, Bee Gee/Albany, Peters/Boston, El Roy/L.I., Singer/Chi., Giant/Va., Bromo/Okla. City, Franklin/Atl.
- #8 10cc** — Added at WPEZ, WPIX. Key jumps at WABC 25-14, WMET 17-10, WFIL 12-6, KTLK 28-9, Y-100 20-14, WLS 12-5, CKLW 18-12, KXOK 10-3, WSAI 13-8, KSLQ 12-8, 13Q 24-18. Top 5 airplay at 35% of our reporters including WRKO-3, KXOK-3, KJR-5, WAKY-3, KIOA-3, WQXI-3, WBBQ-5, WCAO-5, WGCL-3, Z-93-3, WLEE-3, KCPX-1, WLS-5, WAYS-4, WKBW-5. Top 10 sales at Tower/S.F., World Wide/Seattle, Peaches/Cleve., Cavages/Buffalo, Bee Gee/Albany, Peters/Boston, Waxie Maxie/D.C., El Roy/L.I., King Karol, Win/N.Y., Singer, Galgano/Chi., Giant/Va., Stark/Cleve., Bromo/Okla. City, West. Merch./Amarillo, Sieberts/Little Rock.
- #13 WINGS** — Added at WNDE and readded at WABC. Jumps include WQXI 29-25, WZUU ex-19, WBGH 24-20, KRBE 29-22, WKBW ex-26, KSTP 24-28, WING 16-11, 99X 23-14, KHJ 24-19. Strong sales at Music Street/Seattle, Tower/S.D., Peaches/Delwood/Denver, Norman Cooper/Phila., Cavages/Buffalo, Bee Gee/Albany, Peters, Dicks/Boston, Double B/L.I., Win/N.Y., Singer/Chi., Stark, Northern/Cleve., West. Merch./Amarillo.
- #14 ARS** — #6 most active single with 22 big jumps including WMET 27-22, WFIL ex-23, KTLK 26-17, WQAM 25-19, WGCL 15-7, WAYS 18-11, WKBW ex-30, WOKY 29-24, WSGN 17-12, WLEE 17-12, KEEL 21-15. #8 most added single with 8 new stations including Q-102, KIMN, WIRL, WKY, WTI, KILT. Top 5 airplay at WHHY-5, WQXI-5, WBBF-3, WFQM-5. Strong sales at Licorice Pizza, City One Stop/L.A., Tower/S.D., Peaches/Atl./Cleve./Denver, Norman Cooper/Phila., Cavages/Buffalo, Bee Gee/Albany, Peters, Dicks/Boston, King Karol, Win/N.Y., Waxie Maxie/D.C., Double B/L.I., Giant/Va., Prospect, Stark/Cleve., Singer, Galgano/Chi., Harmony House/Det.
- #16 TOM JONES** — Added at WKBW, KCBQ. Last week added at WPGC, KSTP. Jumps at WORC 28-23, WERC 21-13, KERN 20-16, WLEE 23-17, KIMN 20-13, WCAO 22-18, KNUS 21-16, WOKY 11-6. Top 5 airplay at WLS-2, WOW-2. Sales at World Wide/Seattle, Peaches/Maple Heights/Ft. Laud./Dallas/Cleve./Columbus, Norman Cooper/Phila., Bee Gee/Albany, Peters/Boston, Waxie Maxie/D.C., Double B/L.I., Win/N.Y., Radio Dr./Milw., Consolidated/Det., Stark, Prospect/Cleve., West. Merch./Amarillo, Sieberts/Little Rock.
- #18 ELO** — Added at KSLQ, WLEE, WNDE. Jumps at WQXI 19-11, KEEL ex-27, KJRB ex-25, KBEQ 26-15, CKLW ex-30, KCBQ ex-25, 99X 27-22, KHJ 26-20. Sales at Licorice Pizza, City One Stop/L.A., Tower/S.F., Cavages/Buffalo, Peters, Dicks/Boston, Waxie Maxie/D.C., Double B/L.I., King Karol, Win/N.Y., Peaches/Columbus, Galgano/Chi., Prospect/Cleve., Franklin/Atl.
- #19 ROD STEWART** — Added at KTAC. Last week added at KTLK, WPEZ, WOKY, WDRQ. Jumps at WSGA 23-18, KTLK 40-33, WQXI 26-21, KEEL ex-28, WZUU ex-16, Q-102 21-14, KJRB ex-27, CKLW 20-15, KXOK 23-19, WRKO 13-9, WOKY 32-20. Strong sales at Licorice Pizza/L.A., Tower/S.D., Peaches/Delwood, Norman Cooper, Richman Bros./Phila., Cavages/Buffalo, Bee Gee/Albany, Peters, Dicks/Boston, Waxie Maxie/D.C., El Roy/L.I., King Karol, Win/N.Y., Singer, Galgano/Chi., Harmony House/Det., Stark, Northern/Cleve., West. Merch./Amarillo.
- #20 NATALIE COLE** — #4 most added single with 18 new stations including
- WRKO, KFRC, WHBQ, WMAK, KIMN, WNCI, WSGA, WHHY, WOW, WERC. Jumps at Z-96 ex-21, WQXI 28-20, Z-93 26-14, WCOL 32-19, WCAO 28-21, WKLO 25-13, WVBF ex-23, WPGC 20-11, KXOK 21-16, WING 43-38, WSGN ex-26, 99X 19-12. Sales at Music Street/Seattle, City One Stop/L.A., Tower/S.F./S.D., Peaches/Atl./Maple Heights/Ft. Laud./Dallas/L.A./Denver, Norman Cooper/Phila., Waxie Maxie/D.C., Double, El Roy/L.I., Dicks/Boston, King Karol/N.Y., Singer, Galgano/Chi., Consolidated/Det., Giant/Va., Stark, Northern/Cleve., Franklin/Atl. (#1 on CB R&B singles chart for the third week in a row).
- #21 DENICE WILLIAMS** — Added at KSLQ, WING, WFOM, WBBF. Last week added at WMPS, WCAO, KNDE, KJOY. Jumps at WFIL 22-16, WCAO ex-28, WVBF ex-19. Sales at Peaches/Cleve., Norman Cooper/Phila., El Roy, Double B/L.I., Dicks/Boston, King Karol, Win/N.Y., Galgano, Singer/Chi., Specs/Fla.
- #22 JACKSON BROWNE** — Added at WMET, KCBQ, KNUS, WNOE, WIRL, WERC. Jumps at KIOA 26-18, WSGA ex-26, KTLK 33-27, KEEL ex-29, KIMN 23-19. Sales at Tower/Sac./S.D., Peaches/Delwood/Denver, Peters/Boston, Moreys/Balt., Singer, Galgano/Chi., Franklin/Atl., United/Miami.
- #24 JENNIFER WARNES** — #9 most added single with 8 new stations including WMPS, WIRL, KIOA, KBEQ, KRBE, WAVZ, WNDE. Jumps at Z-96 ex-27, KTLK ex-36, WZUU ex-20, KIMN 25-17, WBBQ 25-21, WISM ex-28, KJR ex-25, WMAK ex-28, WKLO 22-17, KSTP 25-20, WSGN ex-17. Sales at Licorice Pizza/L.A., Tower/Sac./S.F., Waxie Maxie/D.C., Dicks/Boston, King Karol, Win/N.Y., Singer/Chi., Giant/Va., Stark, Prospect/Cleve., West. Merch./Amarillo, Franklin/Atl.
- #25 WILTON PLACE STREET BAND** — Added at WGCL, KNUS, KEZY. Last week added at WMPS, WCOL, WAPE, WLEE, WAKY. Jumped at WAKY ex-27. Strong sales at Licorice Pizza/L.A., Tower/Sac./S.D., Peaches/Ft. Laud./Denver, Richman Bros./Phila., Double B/L.I., Moreys, Zamoskis/Balt., Win/N.Y., Giant/Va., Bromo/Okla. City.
- #26 WILLIAM BELL** — #10 most added single with 8 new stations including KHJ, KXOK, WPGC, WAYS, WAKY, Y-100, WNDE. Jumps at WORC ex-28, KJOY 16-8, WSGN 18-10, WMPS 23-10, WQXI 9-4, WCAO ex-26, KRBE ex-27, WMAK 23-18, KLIF 23-19, WHBQ 16-8. Strong sales at Peaches/Atl./Ft. Laud., Waxie Maxie/D.C., Double B/L.I., Dicks/Boston, King Karol, Win/N.Y., Harmony House/Det., Giant/Va., Northern, Prospect/Cleve., Southern/Miami, Franklin/Atl. (#6 on CB R&B singles chart).
- #27 GLEN CAMPBELL** — #2 most active single with 33 big jumps including Z-93 16-10, WGCL 26-28, KBEQ 29-7, KRBE 21-13, KNUS 22-11, WFOM 26-20, WMAK 20-9, KSLQ 22-14, WING 33-28, WRKO 29-21, KLIF 27-21. #3 most added single with 21 new stations including CKLW, WKLO, WHBQ, WPRO, KJR, WCAO, WNCI, WQXI, WVBF, WOKY, KFRC. Sales at Peaches/Ft. Laud./Dallas/Columbus, Richman Bros./Phila., Waxie Maxie/D.C., Double B/L.I., Dicks/Boston, Radio Dr./Milw., Stark, Prospect/Cleve., Franklin/Atl.
- #28 EAGLES** — #1 most active single with 41 big jumps including WMET 25-18, WFIL ex-24, KTLK 30-20, WQXI 27-22, KEEL 24-17, WQAM 26-22, Z-93 ex-26, WNCI 23-15, Y-100 24-20, WCAQ 20-11, KJRB 18-13. #5 most added single with 16 new stations including Z-96, WIRL, WGCL, WBBF, WNDE, WLS, CKLW, KXOK, WOKY, WHBQ, KILT. Sales at City One Stop/L.A., Tower/Sac./S.F./S.D., Peaches/Ft. Laud./Delwood, Waxie Maxie/D.C., King Karol/N.Y., Radio Dr./Milw., Consolidated/Det., Giant/Va., Stark, Prospect/Cleve., United/Miami, Sieberts/Little Rock.
- #30 JOHN TRAVOLTA** — Added at WLEE, WJET. Last week added at WHBQ, WPRO. Jumps at WHHY ex-26, WCOL 33-25, WMAK ex-30, WOKY 23-19, WSGN 26-18. Sales at Bee Gee/Albany, Waxie Maxie/D.C., King Karol, Win/N.Y., Giant/Va., Northern, Prospect/Cleve., Franklin/Atl.
- #36 OLIVIA NEWTON-JOHN** — Added at KLIF, KCBQ, KRBE, Q-94. Last week added at KILT, KXOK. Jumps at KIMN 19-9, WVBF ex-27, KILT 40-32, KEZY 34-29. Sales at Licorice Pizza, Peaches/L.A., Bee Gee/Albany, Peters, Dicks/Boston, Double B/L.I., Singer/Chi., Harmony House/Det., Giant/Va., Prospect/Cleve., Franklin/Atl.
- #42 BOZ SCAGGS** — The most added single in the last 6 months with 33 new stations including Z-96, WFIL, WLEE, KTLK, KEEL, KIMN, WCOL, WCAQ, WBBQ, WPEZ, WGCL, KSLQ, WMPS, WKBW. Jumps at KERN ex-22, KFRC 28-23. Sales at City One Stop/L.A., Tower/Sac., Peaches/Delwood, Peters, Dicks/Boston, Waxie Maxie/D.C., Consolidated/Det.
- #43 LEO SAYER** — #2 most added single with 23 new stations including WMPS, Z-96, WQXI, KEEL, Z-93, WCOL, WPRQ, KBEQ, WVBF, WSGN, KLIF, KHJ, WTI, X. Jumps at WAKY ex-28, WLEE ex-28, Q-94 ex-24, WZUU ex-18, WBBQ 29-22, WMAK ex-19, WKBW ex-29, WOKY 33-27, WRKO 21-12. Sales at Tower/S.D., Peaches/Cleve., Bee Gee/Albany, Richman Bros./Phila., Waxie Maxie/D.C., Radio Dr./Milw., Northern, Prospect/Cleve., Franklin/Atl.
- #46 CLIMAX BLUES BAND** — Added at WAKY, KTLK, KRBE, WKLO, WFOM, KXOK, KPAM. Jumps at KIQA 39-20, KJOY 29-16, WING 37-22. Sales at Giant/Va., Prospect/Cleve., World Wide/Seattle.
- #52 AMBROSIA** — Added at KTLK, WCAO, KTAC, KIMN. Last week added at KCBQ, WHHY, KIOA, KDWB. Jumps at WORC 29-22, KIQA 37-26, WBBF 27-22, WBGH ex-26. #3 most active on the secondary level with new adds at 98Q, KELI, WDBQ, WTRY, KRKE, KENO. Sales at Double B/L.I., Win/N.Y., Stark/Cleve.
- #54 KC AND THE SUNSHINE BAND** — Added at 13Q, WBGH, WNDE. Last week added at WPRO, WCOL, KTLK, WAKY, KERN. Jumps at WAKY ex-29, KERN ex-25, WGCL 27-17. #8 most active single on the secondary level with new adds at WTRY, WJDX, WTMA. Sales at Tower/S.F./S.D., Peaches/Atl./Maple Heights/L.A., Peters/Boston, Moreys/Balt., Win/N.Y., Northern, Prospect/Cleve., Franklin/Atl., United/Miami. (#37 bullet on CB R&B singles chart).
- #56 ROSE ROYCE** — Added at WSGA, B-100, WNDE, WAVZ. Last week added at WHBQ, WING. Jumped at KERN 22-18, WING 43-34. #7 most active on the secondary level with new adds at WDBQ, KACY, KAFY, WGSV, KSLY, WTMA. Sales at Music Street/Seattle, Licorice Pizza/L.A., Tower/S.F., Peaches/Maple Heights/Atl., Waxie Maxie/D.C., King Karol/N.Y., Harmony House/Det., Stark, Northern/Cleve. (#16 bullet on CB R&B singles chart).
- #57 HOT** — Added at WMPS, WCAO, WGCL, WING, WSGN. Last week added at WMAK, KIOA. Jumped at B-100 ex-30, WBBQ ex-29, WBBF 23-19, KIOA 34-28, KCBQ 27-20. #2 most active single on the secondary level with new adds at WKVX, KELI, WRFC, KLIV, KCRS. Sales at Tower/S.D., Win/N.Y., McCoo and Davis
- #65 McCOO AND DAVIS** — Added at WERC, WMPS, WCAO, WBBQ, WING, WSGN. Jumped at WFIL ex-25. #1 most active single on the secondary level with new adds at WAAV, WFLB, WLOF, WLAV, WICC, WGSV, WRFC. Sales at Peaches/Maple Heights, Norman Cooper/Phila., Giant/Va. (#79 bullet

(continued on page 51)

REGIONAL ALBUM ACTION

NORTH CENTRAL

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

1. BARRY MANILOW (TRYIN')
2. NEIL DIAMOND (GR. HITS — MCA)
3. NEIL DIAMOND (BEAUTIFUL)
4. GEORGE BENSON (BREEZIN')
5. NEIL DIAMOND (HOT AUGUST)
6. BARRY MANILOW II
7. TOM JONES
8. ROCKY (SOUNDTRACK)
9. HAYES & WARWICK
10. ANGEL

MIDWEST

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

1. REO SPEEDWAGON
2. THELMA HOUSTON
3. GLEN CAMPBELL
4. MINNIE RIPERTON
5. JUSTIN HAYWARD
6. LENNY WHITE
7. NILS LOFGREN
8. TEDDY PENDERGRASS
9. KENNY RANKIN
10. DRAMATICS

NORTHEAST

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

1. MARY MACGREGOR
2. RENAISSANCE
3. TOM JONES
4. DIANA ROSS
5. HALL & OATES (RCA)
6. TRAMMPS
7. THELMA HOUSTON
8. TEDDY PENDERGRASS
9. POUSETTE-DART BAND
10. JUSTIN HAYWOOD
11. JENNIFER WARNES
12. MANHATTANS
13. BRAINSTORM
14. BACHMAN-TURNER OVERDRIVE
15. CERRONE

WEST

(California, Seattle, Portland)

1. NILS LOFGREN
2. HALL & OATES (RCA)
3. SEA LEVEL
4. GEORGE BENSON (BREEZIN')
5. PABLO CRUISE
6. BACHMAN-TURNER OVERDRIVE
7. MINNIE RIPERTON
8. ROCKY (SOUNDTRACK)
9. THELMA HOUSTON
10. MICHAEL FRANKS
11. JUSTIN HAYWARD
12. KENNY RANKIN
13. JOHNNIE TAYLOR
14. SMOKEY ROBINSON
15. JENNIFER WARNES

NATIONAL BREAKOUTS

- | | |
|-------------------------|---------------------------|
| 1. JETHRO TULL | 6. KINKS |
| 2. JOHN DENVER | 7. ATLANTA RHYTHM SECTION |
| 3. QUINCY JONES (ROOTS) | 8. MARSHALL TUCKER |
| 4. JIMMY BUFFETT | 9. AMERICA |
| 5. BOOTSY'S RUBBER BAND | 10. PETER GABRIEL |

BALTIMORE/WASHINGTON

1. TEDDY PENDERGRASS
2. THELMA HOUSTON
3. MINNIE RIPERTON
4. CERRONE
5. JEAN CARN
6. BRAINSTORM
7. MARLENA SHAW
8. TRAMMPS
9. HAROLD MELVIN
10. SLAVE

DENVER/PHOENIX

1. REO SPEEDWAGON
2. BACHMAN-TURNER OVERDRIVE
3. NILS LOFGREN
4. HALL & OATES (ATLANTIC)
5. PABLO CRUISE
6. SEA LEVEL
7. HAYES & WARWICK
8. POUSETTE-DART BAND
9. JENNIFER WARNES
10. TANGERINE DREAM

SOUTH CENTRAL

(Dallas, Houston, New Orleans, Little Rock)

1. UTOPIA
2. SEA LEVEL
3. MINNIE RIPERTON
4. MAZE
5. HAYES & WARWICK
6. MICHAEL FRANKS
7. JOHNNIE TAYLOR
8. SMOKEY ROBINSON
9. ANGEL
10. STEPHEN BISHOP

SOUTHEAST

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

1. THELMA HOUSTON
2. HALL & OATES (RCA)
3. SEA LEVEL
4. MARY MACGREGOR
5. MINNIE RIPERTON
6. MANHATTANS
7. JUSTIN HAYWARD
8. REO SPEEDWAGON
9. JOHNNIE TAYLOR
10. ATLANTA RHYTHM SECTION (MCA)

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

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

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

Retailer Reluctance To \$7.98 List Continues To Fade

(continued from page 9)

Peaches' presence in Detroit.

Goody's Lowers Philly Prices

An unusual Sam Goody ad appeared in Sunday's Philadelphia Bulletin, promoting a multi-label sale along with 10 "Super Picks" all for \$3.99.

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

petitive market.

The \$3.99 sale on catalog product, according to the source, represents Goody's lowest price on a multi-label sale. While the chain has promoted \$3.99 Philadelphia all-label sales in the past, the spokesman speculated that the normal multi-label sale price, previously about \$4.19, might be permanently lowered to \$3.99. That decision, he added, is made in New York.

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

TV-Tagged Ads Continue

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

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

the latest Neil Diamond release, "we gain access to millions of potential record buyers who otherwise are difficult for us to reach through normal airplay channels."

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

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

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

Born," tied to an upcoming Barbra Streisand TV special, appeared in the Cleveland Plain Dealer.

Korvettes Battles Peaches

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

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

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

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ALBUM CHART ANALYSIS

#9★ NEIL DIAMOND

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

#10★ KANSAS

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

#15★ BARRY MANILOW

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

#18★ NATALIE COLE

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

#21★ JETHRO TULL

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

#27★ ROOTS

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

#34★ JIMMY BUFFETT

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

#39★ KINKS

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

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

#40★ MARSHALL TUCKER BAND

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

#41★ ATLANTA RHYTHM SECTION

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

#44★ AMERICA

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

#51★ THELMA HOUSTON

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

#67★ SEA LEVEL

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

#79★ PETER GABRIEL

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

#111★ TOM JONES

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

#135★ REO SPEEDWAGON

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

#145★ MINNIE RIPERTON

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

Young Turks Become N.O.V.A.; Group Discusses Future Action

by Julian Shapiro

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

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

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

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

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

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

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

Frampton, Ronstadt Top Award Winners

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

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

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

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

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

Record Retailers' Future Explored By Professor

by Mike Falcon

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

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

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

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

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

NARM Scholarships Grow To Sixteen

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

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

In 1972 the RCA Records Scholarship was started. In 1974 ABC Records established the Jim Croce Memorial Scholarship. And the Warner Communications Scholarship was founded in 1975 by

Warner, Elektra, Atlantic Records.

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

Radio Examined

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

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

Guest Speakers At NARM

Family/Business Conflict Viewed By Psychologist

by Mike Falcon

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

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

Janus Type

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

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

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

Market Variables Cause Concern For Economist

by Julian Shapiro

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

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

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

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

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

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

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

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

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

Indie Distributors Need Aid To Be Healthier Force

by Gary Cohen

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

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

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

Audience Reaction Limited

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

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

Inventory Control Slides

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



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

Rack Jobbing Seminar Tackles 'Crises'; Pricing, Image, Lost Business Discussed

by Julian Shapiro

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

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

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

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

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

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

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

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

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

Fred Meyer, a large department store chain located in the northwest, has decided to service its record departments internally, thus eliminating the need for rack jobbers

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



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

Retailers: Pricing Is Crucial

by Mike Falcon

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

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

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

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

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

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

Competition Not Price Alone

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

When Oxenfeldt asked the audience if

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

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

NARM Elects New Officers For '77

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

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

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

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

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

Bishop/Doheny At The Roxy



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



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

Payola Hearings Continue

(continued from page 9)

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

DJ Lineup

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

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

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

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

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

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

'Bad Vibes'

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

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

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

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

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

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

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

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

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

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

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

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Cash Box Country

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

by Lola Scobey

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

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

"We chose the living room set," ex-

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

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

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

April Is Loretta Lynn Month, Proclaims MCA

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

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

Vanderbilt Copyright Symposium Scheduled

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

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

MOST ADDED SINGLES

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

MOST ACTIVE SINGLES

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

Top 50 Country Albums

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



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

Additions to Country Playlists

WSL - DALLAS
1-1 — Sammi Smith
2-1 — Loretta Lynn
3-1 — Mickey Gilley
4-1 — Charley Rich — Epic
5-1 — Don Williams
6-1 — Moe Bandy
7-1 — Vern Gosdin
8-1 — Johnny Cash
9-1 — Freddy Fender — Sugar
10-1 — Don King
11-1 — Glen Campbell
12-1 — Elvis Presley
13-1 — T.G. Sheppard
14-1 — Johnny Rodriguez
15-1 — David Rogers
16-1 — Loretta Lynn
17-1 — Moe Bandy
18-1 — Charley Rich — Epic
19-1 — Don Williams
20-1 — Moe Bandy
21-1 — Margo Smith
22-1 — Kenny Dale
23-1 — Bobby Bare
24-1 — Billy "Crash" Craddock

KDJW — AMARILLO
11-1 — Johnny Duncan
Barbara Fairchild
Darrell Dodson
Linda Cassidy
Dottie West
Randy Barlow
11 To 1 — Johnny Duncan
20 To 9 — Lynn Anderson
25 To 11 — Charlie Rich — Epic
22 To 12 — Dave & Sugar
28 To 18 — Mickey Gilley
32 To 24 — Kenny Dale
38 To 28 — Emmylou Harris
46 To 34 — Jennifer Warnes
48 To 35 — Don King
37 To 47 — T.G. Sheppard
Ex To 39 — McCall/Nelson
Ex To 41 — Don Williams
Ex To 42 — Cristy Lane
Ex To 44 — Bobby Bare
Ex To 45 — Vern Gosdin
Ex To 48 — Margo Smith
Ex To 49 — Moe Bandy
Ex To 50 — Narvel Felts

WPLO — ATLANTA
3-1 — Charley Pride
12 To 3 — Glen Campbell
16 To 8 — Engelbert Humperdinck
14 To 9 — Johnny Duncan
15 To 10 — Vern Gosdin
17 To 11 — Johnny Rodriguez
22 To 15 — Larry Gatlin
29 To 19 — Conway Twitty
Ex To 27 — Don Williams
Ex To 28 — Gene Watson
Ex To 29 — Moe Bandy
Ex To 30 — Narvel Felts

KVET — ASUTIN
3-1 — Sonny James
Freddy Fender
Johnny Carver — Living Next
Karen Blackwell
Connie Smith
Tammy Wynette
18 To 11 — Jacky Ward
19 To 11 — Don King
31 To 21 — Kenny Dale
37 To 23 — T.G. Sheppard
40 To 24 — Vern Gosdin
Ex To 25 — Don Williams
Ex To 33 — Don Gibson
Ex To 39 — Stella Parton
Ex To 40 — Terry Melton

WPOC — BALTIMORE
1-1 — Tom Jones
Tammy Wynette
Lois Johnson
Crystal Gale
Dickey Lee
Barbara Fairchild
9 To 2 — Glen Campbell
8 To 3 — Charley Pride
13 To 8 — Olivia Newton-John
17 To 11 — Billie Jo Spears
23 To 16 — Loretta Lynn
25 To 20 — Dave & Sugar
27 To 22 — Marty Robbins
30 To 24 — Johnny Paycheck
34 To 25 — Mickey Gilley
31 To 26 — Kenny Starr
32 To 27 — Emmylou Harris
35 To 29 — Conway Twitty
36 To 30 — Larry Gatlin
38 To 31 — Gene Watson
37 To 32 — Sammi Smith
39 To 34 — T.G. Sheppard
40 To 35 — Jeanne Pruett
Ex To 33 — Moe Bandy
Ex To 36 — Narvel Felts
Ex To 37 — Billy "Crash" Craddock
Ex To 38 — Charly McLain
Ex To 39 — Donna Fargo — WB

WYDE — BIRMINGHAM
7-1 — Mickey Gilley
Tammy Wynette
Dottie West
Jacky Ward
LaWanda Lindsey
Vivian Bell
Mel McDaniels
Gene Watson
Don King
20 To 4 — Glen Campbell
19 To 7 — Loretta Lynn
31 To 17 — T.G. Sheppard
32 To 22 — Larry Gatlin
34 To 28 — Conway Twitty
Ex To 39 — Dickey Lee
Ex To 40 — Stella Parton

WCOP — BOSTON
4-1 — Mary Macgregor
David Rogers
Conway Twitty
Johnny Cash
Jennifer Warnes
13 To 7 — Statler
18 To 11 — Marty Robbins
19 To 12 — Sonny James
20 To 13 — Kenny Rogers
22 To 14 — Johnny Duncan
25 To 18 — Dave & Sugar
26 To 19 — Lois Johnson
28 To 23 — Lynn Anderson
29 To 24 — Emmylou Harris
Ex To 25 — Gene Watson

Ex To 26 — Donna Fargo — WB
Ex To 27 — Sammi Smith
Ex To 28 — Loretta Lynn
Ex To 29 — Mickey Gilley
Ex To 30 — Charlie Rich — Epic

KHAK — CEDAR RAPIDS
1-1 — Tommy Overstreet
Johnny Carver — Living Next
Vern Gosdin
Freddy Fender — Sugar
Don King
5 To 2 — Glen Campbell
8 To 3 — Elvis Presley
9 To 4 — Johnny Rodriguez
13 To 7 — David Rogers
14 To 8 — Tom Jones
18 To 12 — Johnny Duncan
24 To 16 — Sonny James
30 To 23 — Charlie Rich
Ex To 34 — Conway Twitty
Ex To 35 — Emmylou Harris
Ex To 38 — Donna Fargo
Ex To 39 — T.G. Sheppard
Ex To 40 — Johnny Cash

WAME — CHARLOTTE
4-1 — Glen Campbell
Don King
Smokie
17 To 12 — Sammi Smith
24 To 17 — Charlie Rich — Epic
25 To 20 — Donna Fargo — WB
29 To 21 — Loretta Lynn
Ex To 30 — Johnny Paycheck

WJJD — CHICAGO
1-1 — Tom Jones
Vern Gosdin
Olivia Newton-John
18 To 10 — Johnny Duncan
20 To 13 — Kenny Rogers
23 To 18 — David Rogers
24 To 20 — Conway Twitty
28 To 23 — Dave & Sugar
Ex To 26 — Emmylou Harris
Ex To 29 — Billie Jo Spears
Ex To 30 — Lynn Anderson

WMAQ — CHICAGO
8-1 — Glen Campbell
Emmylou Harris
Donna Fargo — WB
Little David Wilkins
Don Williams
Mickey Gilley
Vern Gosdin
8 To 1 — Glen Campbell
25 To 18 — Olivia Newton-John
28 To 19 — Charley Pride
31 To 21 — Kenny Rogers
32 To 22 — Gene Watson
33 To 27 — Conway Twitty
34 To 28 — Loretta Lynn

WUBE — CINCINNATI
2-1 — Glen Campbell
Don Williams
Crystal Gayle
Narvel Felts
T.G. Sheppard
Tammy Wynette
15 To 5 — Mickey Gilley
14 To 6 — Johnny Paycheck
23 To 8 — Gene Watson
18 To 10 — Conway Twitty
24 To 12 — Lois Johnson
28 To 20 — Jennifer Warnes
33 To 27 — Johnny Carver — Living Next
35 To 30 — Michael Murphey
Ex To 26 — Moe Bandy
Ex To 31 — Little David Wilkins
Ex To 33 — Vern Gosdin
Ex To 34 — Emmylou Harris
Ex To 35 — Lynn Anderson

WHK — CLEVELAND
3-1 — Glen Campbell
Ray Stevens
Billy "Crash" Craddock
Vern Gosdin
Jerry Reed
Margo Smith
Crystal Gayle
Conway Twitty
Eddy Arnold
Loretta Lynn
Johnny Paycheck
Jeanne Pruett
13 To 9 — Kenny Rogers
21 To 14 — Emmylou Harris
25 To 15 — Mickey Gilley
26 To 16 — Jennifer Warnes
28 To 17 — T.G. Sheppard
29 To 23 — Larry Gatlin
30 To 25 — Gene Watson
Ex To 26 — Don Williams
Ex To 27 — Donna Fargo — WB
Ex To 28 — Narvel Felts

KBOX — DALLAS
3-1 — Steve Young
Bobby Bare
Sonny James
Burton Cummings
Marshall Tucker Band
McCall/Nelson
Bobby Goldsboro
Asleep At The Wheel
Tina Rainford
Johnny Carver — Living Next
20 To 8 — Kenny Dale
21 To 10 — Gene Watson
25 To 15 — Jennifer Warnes
26 To 16 — Billie Jo Spears
28 To 18 — Parker McGee
29 To 18 — Loretta Lynn

WONE — DAYTON
5-1 — Charley Pride
Ava Barber
Brenda Lee
Dickey Lee
5 To 1 — Charley Pride
7 To 2 — Glen Campbell
19 To 6 — Marty Robbins
17 To 9 — Johnny Duncan
23 To 14 — Gene Watson
25 To 16 — Charlie Rich — Epic
40 To 33 — Larry Gatlin
43 To 36 — Narvel Felts
44 To 37 — Johnny Cash
48 To 38 — Jerry Reed
50 To 39 — Don Williams
46 To 41 — T.G. Sheppard
47 To 42 — Vern Gosdin
49 To 44 — Moe Bandy

Ex To 45 — Cristy Lane
Ex To 46 — Eddy Arnold
Ex To 47 — Billy "Crash" Craddock
Ex To 48 — Bobby Bare
Ex To 49 — Randy Barlow
Ex To 50 — Kenny Dale

KERE — DENVER
1-1 — Glen Campbell
Rayburn Anthony
12 To 5 — Ray Stevens
Ex To 20 — Don Williams
Ex To 24 — Eddy Arnold
Ex To 26 — Larry Gatlin
Ex To 29 — Mickey Gilley
Ex To 30 — Bobby Goldsboro

KLAK — DENVER
4-1 — Mary Macgregor
Conway Twitty
Johnny Carver — Living Next
Don Williams
Billy "Crash" Craddock
Barbara Fairchild
Tammy Wynette
Randy Barlow
Dickey Lee
16 To 11 — Johnny Duncan
23 To 14 — Marty Robbins
Ex To 32 — Don King
Ex To 33 — Johnny Cash
Ex To 34 — Johnny Denver
Ex To 35 — T.G. Sheppard

WDEE — DETROIT
2-1 — Mel Tillis
T.G. Sheppard
Vern Gosdin
Johnny Cash
13 To 7 — Kenny Rogers
17 To 12 — Johnny Duncan
22 To 13 — Marty Robbins
29 To 16 — Dave & Sugar
24 To 20 — Gene Watson
28 To 21 — Lynn Anderson
27 To 22 — David Rogers
34 To 25 — Johnny Paycheck
38 To 32 — Loretta Lynn
Ex To 34 — Emmylou Harris
Ex To 37 — Larry Gatlin
Ex To 38 — Conway Twitty

KHEY — EL PASO
6-1 — Tina Rainford
Margo Smith
Dottie West
Freddy Fender — The Rains
Kathy Barnes
Paula Kay Evans
Gene Watson
Terry Stafford
Ann J. Morton
6 To 1 — Tina Rainford
10 To 5 — Mary Macgregor
13 To 7 — Mel Tillis
11 To 8 — Ava Barber
21 To 15 — Charley Pride
25 To 18 — Rebecca Lynn
40 To 32 — Mickey Gilley
Ex To 36 — Dale McBride
Ex To 37 — Don Williams
Ex To 38 — Kenny Dale
Ex To 39 — Don King
Ex To 40 — Bucky Allied

KXOL — FORT WORTH
1-1 — Mary Macgregor
Red Steagall
Johnny Carver — Living Next
Pall Rakes
Jerry "Max" Lane
Rayburn Anthony
David Allan Coe
John Wesley Ryles
Dottie West
Don Gibson
15 To 7 — Billie Jo Spears
16 To 8 — Statler
19 To 12 — Glen Campbell
20 To 13 — Jacky Ward
22 To 17 — Mary Lou Turner
26 To 18 — Kenny Rogers
Ex To 49 — Johnny Cash
Ex To 50 — Danny Wood
Ex To 51 — Bobby Goldsboro
Ex To 52 — McCall/Nelson
Ex To 53 — Jerry Reed
Ex To 54 — Moe Bandy
Ex To 55 — Jennifer Warnes

WBAP — FORT WORTH
1-1 — Glen Campbell
Dottie West
Vern Gosdin
Margo Smith
Red Steagall
Dickey Lee
T.G. Sheppard
Freddy Fender — The Rains
27 To 11 — Mickey Gilley
29 To 12 — Conway Twitty
28 To 13 — Loretta Lynn
41 To 20 — Johnny Paycheck
34 To 29 — Dale McBride
Ex To 28 — Kenny Dale
Ex To 35 — Don Williams
Ex To 36 — Larry Gatlin
Ex To 40 — Mary Lou Turner
Ex To 42 — Moe Bandy
Ex To 44 — Jeanne Pruett
Ex To 46 — Kenny Seratt

KENR — HOUSTON
1-1 — Glen Campbell
Margo Smith
Dickey Lee
Dottie West
Freddy Fender — The Rains
Tammy Wynette

KIKK — HOUSTON
1-1 — Glen Campbell
Cal Smith
Linda Hargrove
Freddy Fender — The Rains
Dickey Lee
Tammy Wynette
Eddy Arnold

KNUZ — HOUSTON
1-1 — Glen Campbell
Narvel Felts
LaWanda Lindsey
Freddy Fender — Sugar Coated
Connie Smith
Johnny Carver — Living Next
7 To 3 — Billy Parker
18 To 6 — Mickey Gilley

33 To 22 — Conway Twitty
36 To 26 — Randy Cornor
Ex To 35 — Don Williams
Ex To 36 — McCall/Nelson
Ex To 37 — Larry Gatlin
Ex To 38 — Kenny Fulton
Ex To 40 — Mundo Earwood

WIRE — INDIANAPOLIS
1-1 — Mel Tillis
Amazing Rhythm Aces
Randy Barlow
Johnny Carver — Living Next
Kenny Dale
Brenda Joyce
Cristy Lane
Susan Raye
Crystal Gayle
18 To 12 — Marty Robbins
19 To 14 — Johnny Duncan
20 To 15 — Charlie Rich — RCA
25 To 17 — Dave & Sugar
30 To 21 — Charlie Rich — Epic
28 To 23 — Cal Smith
34 To 26 — Loretta Lynn
37 To 31 — Sammi Smith
42 To 36 — Conway Twitty
43 To 35 — Emmylou Harris
Ex To 39 — Johnny Paycheck
Ex To 40 — Don King
Ex To 42 — Jeanne Pruett
Ex To 43 — Mel McDaniels
Ex To 44 — Don Williams

KCKN — KANSAS CITY
1-1 — Glen Campbell
Tammy Wynette
Dottie West
Eddy Arnold
Kenny Dale
Red Steagall
Billy "Crash" Craddock
Don Gibson
Charlie Tango
15 To 6 — Moe Bandy
19 To 13 — Mickey Gilley
29 To 15 — T.G. Sheppard
Ex To 16 — Jerry Reed
Ex To 17 — Conway Twitty
Ex To 21 — Don Williams
Ex To 22 — Lois Johnson
Ex To 28 — Jeanne Pruett
Ex To 29 — C.W. McCall
Ex To 30 — Lynn Anderson

WDAF — KANSAS CITY
1-1 — Glen Campbell
Johnny Carver — Living Next
11 To 6 — Johnny Duncan
15 To 11 — Emmylou Harris
16 To 13 — Mickey Gilley
Ex To 23 — David Rogers
Ex To 24 — T.G. Sheppard

WIVK — KNOXVILLE
1-1 — Kenny Rogers
Tammy Wynette
Stella Parton
15 To 10 — Dave & Sugar
19 To 14 — Johnny Paycheck
29 To 19 — David Allan Coe
25 To 20 — Loretta Lynn
30 To 22 — Mickey Gilley
Ex To 28 — Don Williams
Ex To 29 — Larry Gatlin
Ex To 30 — Kenny Dale

KXLR — LITTLE ROCK
1-1 — Mary Macgregor
Dave Lee
Brenda Lee
David Allan Coe
Jennifer Warnes
Cristy Lane
19 To 12 — Donna Fargo
18 To 14 — Dave & Sugar
26 To 19 — Mickey Gilley
35 To 23 — Larry Gatlin
34 To 24 — Johnny Paycheck
31 To 25 — Jacky Ward
32 To 26 — Sammi Smith
38 To 30 — Emmylou Harris
39 To 31 — Narvel Felts
41 To 33 — Conway Twitty
43 To 34 — Don King
44 To 37 — Vern Gosdin
Ex To 40 — Don Williams
Ex To 42 — Johnny Cash
Ex To 43 — Johnny Carver — Living Next
Ex To 46 — Don Gibson
Ex To 47 — Barbara Fairchild
Ex To 48 — Joni Lee
Ex To 49 — C.W. McCall

KFOX — LONG BEACH
2-1 Mel Tillis
John Denver
Vivian Bell
Red Steagall
Dickey Lee
Bobby Bare
Cristy Lane
18 To 13 — Kenny Rogers
27 To 12 — Emmylou Harris
30 To 23 — Donna Fargo — WB
33 To 25 — Charlie Rich — Epic
34 To 28 — T.G. Sheppard
40 To 34 — Eddy Arnold
Ex To 26 — Sonny James
Ex To 29 — Don Williams
Ex To 36 — Freddy Fender — Sugar
Ex To 37 — Margo Smith
Ex To 39 — Billy "Crash" Craddock
Ex To 40 — Vern Gosdin

KLAC — LOS ANGELES
1-1 — Mary Macgregor
14 To 7 — Kenny Rogers
19 To 8 — Johnny Duncan
17 To 10 — Marty Robbins
22 To 16 — Dave & Sugar
21 To 17 — Billie Jo Spears
25 To 18 — Donna Fargo — WB
29 To 20 — Gene Watson
28 To 21 — Charlie Rich — Epic
32 To 22 — Little David Wilkins
37 To 27 — Loretta Lynn
35 To 28 — Mickey Gilley
42 To 32 — Emmylou Harris
44 To 37 — Larry Gatlin
53 To 39 — Conway Twitty
Ex To 53 — Margo Smith
Ex To 54 — Red Steagall
Ex To 55 — Bobby Bare

Ex To 56 — Tammy Wynette
Ex To 57 — Original Texas Playboys)

WINN — LOUISVILLE
1/4 + 1/2 — Kenny Rogers
13 To 8 — Mickey Gilley
19 To 9 — Don Williams
18 To 12 — Moe Bandy
24 To 14 — Larry Gatlin
Ex To 37 — Terry Stafford
Ex To 38 — Margo Smith
Ex To 39 — Rayburn Anthony
Ex To 40 — Freddy Fender — The Rains

WTSO — MADISON
4-1 — Charley Pride
C.W. McCall
Kathy & Larry Barnes
Rayburn Anthony
Kenny Dale
Vivian Bell
Freddy Fender
Don Gibson
14 To 9 — Dave & Sugar
21 To 14 — Emmylou Harris
26 To 18 — Little David Wilkins
29 To 21 — Mickey Gilley
30 To 22 — Loretta Lynn
33 To 23 — T.G. Sheppard
37 To 26 — Larry Gatlin
40 To 27 — Don Williams
41 To 28 — Barbara Fairchild
42 To 32 — Margo Smith
44 To 33 — Moe Bandy
45 To 35 — Mel Street
Ex To 36 — Tammy Wynette
Ex To 37 — Dickey Lee
Ex To 38 — Don King
Ex To 39 — Billy "Crash" Craddock
Ex To 40 — Cristy Lane
Ex To 41 — Jennifer Warnes
Ex To 42 — Jeanne Pruett
Ex To 43 — Johnny Cash
Ex To 44 — McCall/Nelson
Ex To 45 — Jerry Reed

WMC — MEMPHIS
11-1 — Glen Campbell
Don King
Bobby Goldsboro
Jerry Reed
T.G. Sheppard
Kenny Dale
Jennifer Warnes
Jeanne Pruett
Bobby Bare
Johnny Cash
Barbara Fairchild
McCall/Nelson
Moe Bandy
Margo Smith
Red Steagall
Johnny Carver — Living Next
11 To 1 — Glen Campbell
9 To 3 — Kenny Rogers
25 To 17 — Barbara Mandrell
30 To 18 — Gene Watson
32 To 19 — Conway Twitty
36 To 20 — Emmylou Harris
27 To 21 — Mickey Gilley
37 To 25 — Ace Cannon
Ex To 29 — Dave & Sugar
Ex To 31 — Don Williams
Ex To 32 — Lois Johnson
Ex To 33 — Jacky Ward
Ex To 35 — Sammi Smith
Ex To 36 — Reba McEntire
Ex To 37 — Loretta Lynn
Ex To 40 — Statler

WWOK — MIAMI
3-1 — Glen Campbell
Don Williams
Johnny Paycheck
Moe Bandy
Margo Smith
Crystal Gayle
15 To 2 — Kenny Rogers
20 To 12 — Conway Twitty
22 To 13 — Billie Jo Spears
25 To 16 — Larry Gatlin
23 To 18 — Mickey Gilley
Ex To 23 — Freddy Fender — Sugar
Ex To 26 — McCall/Nelson
Ex To 28 — Marshall Chapman
Ex To 30 — Narvel Felts

KTCR — MINNEAPOLIS
2-1 — Mel Tillis
Don Williams
Kenny Seratt
Kenny Dale
Jerry Reed
T.G. Sheppard
Vern Gosdin
Crystal Gayle
17 To 10 — Johnny Duncan
22 To 13 — Dave & Sugar
24 To 19 — Little David Wilkins
28 To 22 — Mickey Gilley
29 To 24 — Loretta Lynn
Ex To 14 — Cal Smith
Ex To 21 — Johnny Paycheck
Ex To 23 — Sammi Smith
Ex To 27 — Larry Gatlin
Ex To 28 — Emmylou Harris
Ex To 30 — Billy "Crash" Craddock

WUNI — MOBILE
1-1 — Kenny Rogers
Freddy Fender — The Rains
Johnny Carver — Living Next
Don Gibson
Cristy Lane
Don Williams
Billy "Crash" Craddock
8 To 5 — David Rogers
15 To 8 — Johnny Paycheck
24 To 15 — Charlie Rich — Epic
30 To 20 — Kenny Dale
28 To 22 — Emmylou Harris
Ex To 25 — Conway Twitty
Ex To 27 — Loretta Lynn
Ex To 28 — Vern Gosdin
Ex To 29 — Dickey Lee
Ex To 30 — Mickey Gilley

WBAM — MONTGOMERY
1-1 — Kenny Rogers
Ray Price
Kenny Dale
Vivian Bell
Johnny Carver — Living Next
20 To 11 — Johnny Paycheck
24 To 18 — Jennifer Warnes
25 To 20 — John Wesley Ryles
32 To 24 — Conway Twitty
33 To 27 — Rene Sloan

35 To 29 — Vern Gosdin
37 To 30 — Loretta Lynn
Ex To 32 — Donna Fargo — WB
Ex To 34 — Don Williams
Ex To 35 — Crystal Gayle
Ex To 36 — Narvel Felts
Ex To 37 — Asleep At The Wheel
Ex To 38 — Larry Gatlin
Ex To 39 — Jacky Ward
Ex To 40 — Moe Bandy

WKDA — NASHVILLE
2-1 — Glen Campbell
Tina Rainford
Barbara Mandrell
Sherri Williams
Dickey Lee
Margo Smith
Crystal Gayle
Narvel Felts
9 To 3 — Charley Pride
12 To 7 — Cal Smith
17 To 8 — Loretta Lynn
Ex To 29 — Conway Twitty
Ex To 30 — Dave & Sugar
Ex To 31 — Kenny Dale

WCMS — NORFOLK
3-1 — Mary Macgregor
Ray Price
L. Ballard
Randy Barlow
Linda Hargrove
Ruth Buzzy
Cal Smith
22 To 14 — Kenny Rodgers
29 To 19 — Johnny Duncan
Ex To 56 — Donna Fargo
Ex To 57 — Vern Gosdin
Ex To 60 — Narvel Felts

KNEW — OAKLAND
3-1 — Tom Jones
David Rogers
Johnny Cash
Narvel Felts
Randy Barlow
Jerry Reed
T.G. Sheppard
Don Williams
Eddy Arnold
10 To 5 — Loretta Lynn
15 To 9 — Kenny Rogers
18 To 13 — Gene Watson
29 To 16 — Emmylou Harris
24 To 17 — Cal Smith
30 To 18 — Charlie Rich — Epic
26 To 20 — Little David Wilkins
28 To 22 — Mickey Gilley
Ex To 28 — Sammi Smith
Ex To 29 — Larry Gatlin
Ex To 30 — Conway Twitty

KEBC — OKLAHOMA CITY
4-1 — Roy Head
Freddy Fender — The Rains
Linda Hargrove
Ex To 51 — Geof Morgan
Ex To 53 — George Kent
Ex To 54 — David Allan Coe
Ex To 57 — Conway Twitty
Ex To 58 — Barbara Fairchild
Ex To 60 — Kenny Dale

WHOO — ORLANDO
5-1 — Mary Macgregor
Ben Reece
Barbara Fairchild
Moe Bandy
Tammy Wynette
Rayburn Anthony
11 To 5 — Kenny Rogers
24 To 15 — Johnny Duncan
21 To 16 — Olivia Newton-John
25 To 17 — Charlie Rich — Epic
26 To 19 — Donna Fargo — WB
27 To 21 — Marty Robbins
30 To 23 — Loretta Lynn
31 To 25 — Mickey Gilley
Ex To 37 — Emmylou Harris
Ex To 39 — Conway Twitty
Ex To 40 — Larry Gatlin

WXCL — PEORIA
3-1 — Charley Pride
Vivian Bell
Billy "Crash" Craddock
Eddy Arnold
Bobby Bare
Kenny Dale
David Allan Coe
Red Steagall
Tammy Wynette
14 To 6 — Marty Robbins
22 To 15 — Billie Jo Spears
24 To 16 — Gene Watson
27 To 19 — Charlie Rich — Epic
30 To 25 — Loretta Lynn
Ex To 31 — Emmylou Harris
Ex To 32 — Jacky Ward
Ex To 33 — Kenny Starr
Ex To 34 — Kenny Seratt
Ex To 35 — Jeanne Pruett

WRPC — PHILADELPHIA
2-1 — Mary Macgregor
Sammi Smith
Emmylou Harris
Jennifer Warnes
Mickey Gilley
12 To 7 — Johnny Rodriguez
15 To 11 — Cal Smith
Ex To 14 — Kenny Rogers
Ex To 15 — Sonny James
Ex To 18 — David Rogers

KWJJ — PORTLAND
5-1 — Johnny Rodriguez
Conway Twitty
T.G. Sheppard
Jerry Reed
Don Gibson
Red Steagall
Billy Parker
Billy "Crash" Craddock
Vern Gosdin
Don Williams
Cristy Lane
Johnny Carver — Living Next
20 To 10 — Sonny James
27 To 14 — Marty Robbins
32 To 24 — Dave & Sugar
37 To 30 — Sammi Smith
40 To 31 — Loretta Lynn
Ex To 36 — Larry Gatlin
Ex To 37 — Jacky Ward
Ex To 38 — Emmylou Harris

(continued on page 51)

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

ASCAP Meeting Set For Nashville

NASHVILLE — The American Society of Composers, Authors and Publishers (ASCAP) will hold its second membership meeting on March 16 at 4:00 p.m. in the Hyatt Regency, announced ASCAP's southern regional director, Ed Shea.



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

Across-The-Board Radio Airplay Linked To Nonclassification

by Carmen Adams

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

Capitol Plans Meet

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

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

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

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

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

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

TWO FROM CON BRIO "with enthusiasm"

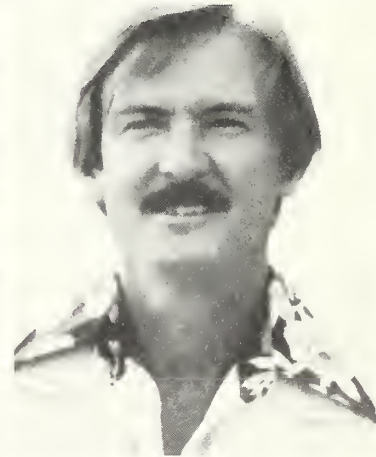
"I'VE GOT YOU" (to come home to)
CBK 116

"I'M SAVIN UP SUNSHINE"
CBK 117



DON KING

BILL BOARD 49 — 36
RECORD WORLD 66 — 50
CASH BOX 66 — 56



DALE McBRIDE

BILLBOARD 94 — 79
RECORD WORLD 90 — 84
CASH BOX 97 — 92

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Country Singles Reviews ~ Album Reviews

FREDDY FENDER (ABC/Dot DO 17686)

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

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

TAMMY WYNETTE (Epic 8-50349)

(Let's Get Together) One Last Time (2:27) (Algee Music — BMI) (B. Sherrill, G. Richey)

Tammy awards a grand vocal performance on this intimate love song, produced by Billy Sherrill, for top chart action.

RAY PRICE (Columbia 3-10503)

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

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

DICKEY LEE (RCA JH 10914)

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

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

CONNIE SMITH (Columbia 3-10501)

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

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

RED SOVINE (Starday SD152)

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

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

MARSHALL TUCKER BAND (Capricorn CPS 0270)

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

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

RAYBURN ANTHONY (Polydor PD 14380)

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

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

ORIGINAL TEXAS PLAYBOYS (Capitol P-4401)

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

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

RANDY BARLOW (Gazelle IRDA 381)

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

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

HANK LOCKLIN (Plantation PL 151)

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

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

DIANA WILLIAMS (Capitol 4400)

Old Fashioned Love Song (2:31) (Cedarwood Pub. Co. — BMI) (Williams, Dille, Williams)

From the LP "Diana Williams," this spirited number has the sound of top charting. Produced by Bill Denny, it is an excellent country tune.

KATHY BARNES (Republic IRDA R376)

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

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

GENE MacLELLAN WITH ANNE MURRAY (Capitol P4402)

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

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

WENDEL ATKINS (Hitsville H6050)

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

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

CAROL CHANNING & WEBB PIERCE (Plantation PL 149)

Got You On My Mind (2:42) (Shelby Singleton Music — BMI) (Howard Biggs, Joe Thomas)

Reminiscent of a '50s stroll, this slow beat production by Shelby Singleton should bring many box and chart plays.

JIMMY NALL (Monument 45-213)

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

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

LINDA CASSADY (Cin-Kay 116)

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

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

KEN WESTON (Phono P2642)

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

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



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

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



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

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



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

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



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

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



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

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



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

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



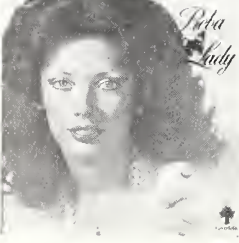
GENE CLARK — Two Sides Of Every Story — RSO RS 1-3011 — Producer: Thomas Jefferson Kay

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



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

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



REBA LADY — Greentree R3419 — Producer: Phil Johnson

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

CASH BOX TOP 100 COUNTRY

March 19, 1977

	Weeks On Chart	3/12		Weeks On Chart	3/12		Weeks On Chart	3/12
1 HEART HEALER MEL TILLIS (MCA 40667)	2	10	36 LIARS ONE, BELIEVERS ZERO BILL ANDERSON (MCA 40661)	28	16	70 IF YOU GOTTA MAKE A FOOL OF SOMEBODY DICKEY LEE (RCA PB 10914)	82	2
2 SHE'S JUST AN OLD LOVE TURNED MEMORY CHARLEY PRIDE (RCA PB 10875)	3	8	37 SOME BROKEN HEARTS NEVER MEND DON WILLIAMS (ABC/Dot DO 17683)	53	3	71 SUNDAY SCHOOL TO BROADWAY ANNE MURRAY (Capitol 4375)	52	7
3 SOUTHERN NIGHTS GLEN CAMPBELL (Capitol 4376)	8	7	38 TWO LESS LONELY PEOPLE REX ALLEN JR. (Warner Bros. 8297)	30	14	72 GOOD OLD FASHIONED SATURDAY NIGHT BARROOM BRAWLS VERNON OXFORD (RCA PB 10872)	49	9
4 SAY YOU'LL STAY UNTIL TOMORROW TOM JONES (Epic 8-50308)	1	12	39 WHISPERS BOBBY BORCHERS (Playboy 6092)	27	15	73 CHEROKEE FIDDLE MICHAEL MURPHEY (Epic 8-50319)	51	8
5 TORN BETWEEN TWO LOVERS MARY MACGREGOR (Ariola America/Capitol 7638)	6	10	40 RIDIN' RAINBOWS TANYA TUCKER (MCA 40550)	38	18	74 LET ME LOVE YOU ONCE BEFORE YOU GO BARBARA FAIRCHILD (Columbia 3-10485)	84	4
6 LUCILLE KENNY ROGERS (United Artists UA XW 929Y)	10	7	41 SAM OLIVIA NEWTON-JOHN (MCA 40670)	37	8	75 DADDY, THEY'RE PLAYIN' A SONG ABOUT YOU KENNY SERATT (Hitsville/Motown 6049F)	78	5
7 MOODY BLUE ELVIS PRESLEY (RCA PB 10857)	5	13	42 LOVIN' ON TEXAS ANGEL T.G. SHEPPARD (Hitsville/Motown 6053F)	57	4	76 BLUEST HEARTACHE OF THE YEAR KENNY DALE (Capitol 4389)	94	3
8 DESPERADO JOHNNY RODRIGUEZ (Mercury 73878)	9	9	43 TEXAS ANGEL JACKY WARD (Mercury 73880)	50	7	77 TRYIN' TO FORGET ABOUT YOU CRISTY LANE (LS/GRT 110)	86	2
9 IF LOVE WAS A BOTTLE OF WINE TOMMY OVERSTREET (ABC/Dot DOA 17672)	7	12	44 A MANSION ON A HILL RAY PRICE (ABC/Dot DOA 17666)	36	15	78 MY SWEET LADY JOHN DENVER (RCA PB 10911)	85	2
10 CRAZY LINDA RONSTADT (Asylum 4536)	4	14	45 CHEATIN' OVERTIME MARY LOU TURNER (MCA 40674)	46	8	79 I LEFT MY HEART IN SAN FRANCISCO RED STEAGALL (ABC/Dot DO 17684)	89	2
11 DON'T THROW IT ALL AWAY DAVE & SUGAR (RCA PB 10876)	17	6	46 YESTERDAY'S GONE VERN GOSDIN (Elektra 45353)	59	4	80 LAY SOMETHING ON MY BED BESIDES A BLANKET CHARLY McCLAIN (Epic 8-50338)	81	5
12 HE'LL PLAY THE MUSIC, BUT YOU CAN'T MAKE HIM DANCE LITTLE DAVID WILKINS (MCA 40668)	14	9	47 THE FEELIN'S RIGHT NARVEL FELTS (ABC/Dot DOA 17680)	56	5	81 ALL THE SWEET MEL McDANIELS (Capitol 4373)	55	8
13 THE MOVIES THE STATLER BROTHERS (Mercury 73877)	13	9	48 NEW KID IN TOWN EAGLES (Asylum 45373)	42	10	82 I'LL DO IT ALL OVER AGAIN CRYSTAL GAYLE (United Artists UA XW 948Y)	—	1
14 YOU'RE FREE TO GO SONNY JAMES (Columbia 3-10466)	16	8	49 MIDNIGHT ANGEL BARBARA MANDRELL (ABC/Dot DOA 17668)	40	14	83 WIGGLE WIGGLE RONNIE SESSIONS (MCA 40624)	58	18
15 ADIOS AMIGO MARTY ROBBINS (Columbia 3-10472)	23	6	50 I'M SORRY FOR YOU, MY FRIEND MOE BANDY (Columbia 3-10487)	67	4	84 LILY DALE DARRELL McCALL & WILLIE NELSON (Lone Star/Columbia 3-10480)	90	3
16 I JUST CAME HOME TO COUNT THE MEMORIES CAL SMITH (MCA 40671)	18	9	51 LOVE'S EXPLOSION MARGO SMITH (Warner Bros. 8339)	62	3	85 EVERY WORD I WRITE DOTTIE WEST (United Artists UA XW 946Y)	—	1
17 I'M GONNA LOVE YOU RIGHT OUT OF THE WORLD DAVID ROGERS (Republic 343)	19	8	52 ME & THE ELEPHANTS KENNY STARR (MCA 40672)	54	7	86 RODEO BUM MEL STREET (GRT 116)	87	3
18 WRAP YOUR LOVE AROUND YOUR MAN LYNN ANDERSON (Columbia 3-10467)	20	9	53 JUST A LITTLE THING BILLY "CRASH" CRADDOCK (ABC/Dot DO 17682)	64	3	87 STRAWBERRY CURLS FREDDY WELER (Columbia 3-10482)	88	4
19 PAPER ROSIE GENE WATSON (Capitol 4378)	25	7	54 I'M LIVING A LIE JEANNE PRUETT (MCA 40678)	60	5	88 FAN THE FLAME, FEED THE FIRE DON GIBSON (ABC/Hickory AH 54010)	93	2
20 IT COULDN'T HAVE BEEN ANY BETTER JOHNNY DUNCAN (Columbia 3-10474)	26	6	55 SAYING HELLO, SAYING I LOVE YOU, SAYING GOODBYE JIM ED BROWN & HELEN CORNELIUS (RCA PB 10822)	44	18	89 WAITIN' AT THE END OF YOUR RUN AVA BARBER (Ranwood 1071)	91	4
21 I'M NOT EASY BILLIE JO SPEARS (United Artists UA XW 935Y)	24	8	56 I'VE GOT YOU (TO COME HOME TO) DON KING (Con Brio 116)	66	3	90 RUBY'S LOUNGE BRENDA LEE (MCA 40683)	92	2
22 YOUR PRETTY ROSES CAME TOO LATE LOIS JOHNSON (Polydor 14371)	22	9	57 SWEET CITY WOMAN JOHNNY CARVER (ABC/Dot DOA 17675)	47	7	91 KENTUCKY WOMAN RANDY BARLOW (Gazelle/IRDA 381)	—	1
23 THERE SHE GOES AGAIN JOE STAMPLEY (Epic 8-50316)	11	14	58 WHY LOVERS TURN TO STRANGERS FREDDIE HART & THE HEARTBEATS (Capitol 4363)	45	16	92 I'M SAVIN' UP SUNSHINE DALE McBRIDE (Con Brio CBK 117)	97	2
24 EASY LOOK CHARLIE RICH (Epic 8-50328)	29	6	59 RIGHT TIME OF THE NIGHT JENNIFER WARNES (Arista 0223)	70	5	93 THE ANGEL IN YOUR ARMS VIVIAN BELL (GRT 118)	—	1
25 SHE'S PULLING ME BACK AGAIN MICKY GILLEY (Playboy 6100)	33	5	60 AUDUBON C.W. McCALL (Polydor 14377)	63	5	94 DO THE BUCK DANCE RUBY FALLS (Fifty States FS 50)	95	3
26 SHE'S GOT YOU LORETTA LYNN (MCA 40679)	34	5	61 (LET'S GET TOGETHER) ONE LAST TIME TAMMY WYNETTE (Epic 8-50349)	80	2	95 GET CRAZY WITH ME RAY STEVENS (Warner Bros. 8318)	96	3
27 MOCKINGBIRD HILL DONNA FARGO (Warner Bros. 8305)	31	6	62 SUGAR COATED LOVE/THE RAINS CAME FREDDY FENDER (ABC/Dot DO 17686)	76	2	96 LORD IF I MAKE IT TO HEAVEN (CAN I BRING MY OWN ANGEL ALONG) BILLY PARKER (SCR SC 136)	68	8
28 LOVING ARMS SAMMI SMITH (Elektra 45374)	32	7	63 I NEED YOU ALL THE TIME EDDY ARNOLD (RCA PB 10899)	72	3	97 BLUE EYES CRYING IN THE RAIN ACE CANNON (Hi/London 2313)	98	3
29 (YOU NEVER CAN TELL) C'EST LA VIE EMMYLOU HARRIS (Warner Bros. 8239)	39	4	64 THE LAST GUNFIGHTER BALLAD JOHNNY CASH (Columbia 3-10483)	73	3	98 OUT OF MY MIND CATES (Caprice 2030)	75	5
30 SLIDE OFF YOUR SATIN SHEETS JOHNNY PAYCHECK (Epic 8-50334)	35	6	65 LATELY I'VE BEEN THINKIN' TOO MUCH LATELY DAVID ALLAN COE (Columbia 3-10475)	69	5	99 MR. HEARTACHE SUSAN RAY (United Artists UA XW 934Y)	100	2
31 UNCLOUDY DAY WILLIE NELSON (Columbia 3-10453)	12	14	66 SEMOLITA JERRY REED (RCA PB 10893)	74	3	100 LOVE DOESN'T LIVE HERE ANYMORE RANDY CORNOR (ABC/Dot DOA 17676)	77	6
32 PLAY, GUITAR PLAY CONWAY TWITTY (MCA 40682)	43	4	67 AFTER THE LOVIN' ENGLBERT HUMPERDINCK (Epic 8-50270)	48	13			
33 ANYTHING BUT LEAVIN' LARRY GATLIN (Monument 212)	41	5	68 LIVING NEXT DOOR TO ALICE JOHNNY CARVER (ABC/Dot DO 17685)	83	2			
34 NEAR YOU GEORGE JONES & TAMMY WYNETTE (Epic 8-50314)	15	14	69 LOOK WHO I'M CHEATING ON TONIGHT BOBBY BARE (RCA PB 10902)	79	3			
35 MY MOUNTAIN DEW CHARLIE RICH (RCA PB 10859)	21	11						

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Adios (Al Gallico/Algee — BMI)	15	I Just (Contention — SESAC)	16	Me & The Elephants (Youngun — BMI)	52	Some Broken (Maplehill/Vogue — BMI)	37
After The Lovin' (Silver Blue — ASCAP/ Oceans Blue — BMI)	67	I Left (General — ASCAP)	79	Midnight (Music City — ASCAP)	49	Southern Nights (Warner Tamerlane/ Marsaint — BMI)	3
All The Sweet (Combine — BMI/ Music City — ASCAP)	81	I Need You (House of Bryant — BMI)	63	Mockingbird Hill (Southern — ASCAP)	27	Strawberry Curls (United Artists — ASCAP)	87
A Mansion On The Hill (Milene — ASCAP)	44	I'll Do It (Hall-Clement/Vogue — BMI)	82	Moody Blue (Screen Gems-Col./ Sweet Glory — BMI)	7	Sugar Coated (Excellorc/Crazy Cajun — BMI)	62
Anything But (First Generation — BMI)	33	I'm Gonna (Singletree — BMI)	17	Mr. Heartache (Pi-Jem — BMI)	99	Sunday School (Mandy — ASCAP)	71
Audubon (Amer. Gramophone — SESAC)	60	I'm Living (Vogue/Maple Hill — BMI)	54	My Mountain (Charles Rich — BMI)	35	Sweet City (Covered Wagon — ASCAP)	57
Blue Eyes Crying (Milene — ASCAP)	97	I'm Not Easy (Hotei — ASCAP)	91	My Sweet (Cherry Lane — ASCAP)	78	Texas Angel (Jack & Bill — ASCAP)	43
Bluest Heartache (Publicare — ASCAP)	76	I'm Savin' (Wiljex — ASCAP)	22	Near You (Supreme — ASCAP)	34	The Angel (Song Tailors — BMI/I Got The Music — ASCAP)	93
Cheatin' Overtime (Hello Darlin' — SESAC)	45	I'm Sorry For You (Fred Rose — BMI)	50	New Kid	48	The Last Gunfighter (Sunbury — ASCAP)	64
Cherokee (Mystery — BMI)	73	I've Got You (Wiljex — ASCAP)	56	Out Of My Mind (Sound — ASCAP)	98	The Movies (American Cowboy — BMI)	13
Crazy (Tree — BMI)	10	It Couldn't Have Been (Blue Echo — ASCAP)	20	Paper Rosie (Double Play/Quality — BMI)	19	The Feelin's (Jack & Bill — ASCAP)	47
Daddy, They're (Wilbeck — ASCAP/ATV — BMI)	75	Just A Little (Ray Stevens — BMI)	53	Play Guitar (Twitty Bird — BMI)	32	There She (Gallico — BMI)	23
Desperado (WB/Kicking Bear — ASCAP)	8	Kentucky Woman (Tallyrand — BMI)	91	Ridin' (Paddle Wheel — ASCAP/Dick James — BMI)	40	Torn Between (Muscle Shoals — BMI/ Silver Dawn — ASCAP)	5
Do The Buck Dance (Music Craft Shop/ Sandburn — ASCAP)	94	Lately I've Been (Show For — BMI)	65	Right Time (Amer. Broadcasting — ASCAP)	59	Tryin' To Forget (House of Bryant — BMI)	77
Don't Throw It (Famous — ASCAP)	11	Lay Something (Julep/Partner — BMI)	80	Rodeo Bum (Heavy — BMI/Andromeda — ASCAP)	86	Two Less Lonely (Maplehill/Vogue — BMI)	38
Easy Look (Tree — BMI)	24	Let Me Love (Almo — ASCAP/Pesco — BMI)	74	Ruby's Lounge (Hobby Horse — BMI)	90	Uncoloudy Day (Willie Nelson — BMI)	31
Every Word (Brougham/Hall — BMI)	85	Lets' Get Together (Algee — BMI)	61	Sam (John Farrar/Blue Gum/ Dejamus — BMI/ASCAP)	41	Waitin' At The End (Jack & Bill — ASCAP)	89
Fan The Flame (Milene — ASCAP)	88	Liars One (Tree — BMI)	36	Saying Hello (Don Kirshner — BMI/ Kirshner Songs — ASCAP)	55	Whispers (Chappell — ASCAP)	39
Get Crazy (Ray Stevens — BMI)	95	Lily Dale (Four Star — BMI)	84	Say You'll (Dick James — BMI)	4	Why Lovers (Hartline — BMI)	58
Good Old (Sweet Dreams/Arabella — BMI)	72	Living Next Door (Chinnichap/Island — BMI)	68	Semolita (September — ASCAP)	66	Wiggle (Ahab — BMI)	83
Heart Healer (Sawgrass — BMI)	1	Look Who (Hall-Clement/Vogue — BMI)	69	She's Got You (Tree — BMI)	26	Wrap Your Love (Starship — ASCAP)	18
He'll Play (Ash Valley/Forest Hills — BMI)	12	Loving Arms (Almo — ASCAP)	28	She's Just (Chess — ASCAP)	2	Yesterday's Gone (Pax House — BMI)	46
If Love (Tree — BMI)	9	Lovin' On (Ben Peters — BMI)	42	She's Pulling (Jack & Bill — ASCAP)	25	You Never Can (ARC — BMI)	29
If You Gotta (God Songs — BMI)	70	Lucille (Bramhall/Andite — BMI)	6	Slide Off (Rose Bridge — BMI)	30	You're Free (Intersong/USA — ASCAP)	14
						Your Pretty (Jack & Bill — ASCAP)	22

RETAIL LP SELLING PRICES

Atlanta

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

Baltimore

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

Boston

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

Chicago

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

Cincinnati

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

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

Cleveland

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

Dallas

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

Denver

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

Detroit

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

Houston

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

Kansas City

No ads appeared in the Sunday Kansas City Star.

Los Angeles

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

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

Miami

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

New Orleans

At **New Attitude Records and Tapes**, four "features of the week," including the latest LPs by the Eagles, Thelma Houston, Jimmy Buffett and the Bar-Kays for \$2.99. At **Tape City U.S.A.**, 5 CBS "Soul Sauce '77" releases, including the latest LPs by Boz Scaggs, the Emotions, the Manhattans, Santana and the O'Jays for \$3.98/\$4.98 tape. At **Woolco** stores, assorted cutout tapes for \$.99. At **Woolworth** stores, six releases, including the latest LPs by Natalie Cole, Thelma Houston, Grover Washington Jr. and Bootsy's Rubber Band for \$3.99/\$4.99 tape; and assorted 45s for \$.83. (Sunday New Orleans Times-Picayune).

New York

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

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

Philadelphia

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

Pittsburgh

No ads appeared in the Sunday Pittsburgh Press.

San Diego

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

San Francisco

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

(continued on page 48)

NARM Panelists Discuss Black Merchandising Aspects

by Cookie Amerson

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

Tunnel Vision

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

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

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

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

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



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

Reflections 'N Black

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

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

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

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

(continued on page 48)

TOP 75 R&B ALBUMS

	Weeks On 3/12 Chart		Weeks On 3/12 Chart
1		SONGS IN THE KEY OF LIFE STEVIE WONDER (Tamla/Motown T13-340G2)	1 23
2		ASK RUFUS RUFUS FEATURING CHAKA KHAN (ABC AB 975)	2 7
3		UNPREDICTABLE NATALIE COLE (Capitol SO 11600)	6 3
4		IN FLIGHT GEORGE BENSON (Warner Bros. BSK 2983)	5 6
5		CAR WASH ORIGINAL SOUNDTRACK (MCA 2-6000)	3 20
6		ANY WAY YOU LIKE IT THELMA HOUSTON (Motown T6-345S1)	7 13
7		... AHH, THE NAME IS BOOTSIE BABY BOOTSIE'S RUBBER BAND (Warner Bros. BS 2972)	9 7
8		GOOD HIGH BRICK (Bang 408)	4 19
9		THE JACKSONS (Epic PE 34229)	8 17
10		THIS IS NIECY DENIECE WILLIAMS (Columbia PC 34242)	10 26
11		PERSON TO PERSON AVERAGE WHITE BAND (Atlantic SD 2-1002)	11 9
12		REACHING FOR THE WORLD HAROLD MELVIN & THE BLUE NOTES (ABC ABCD 969)	13 7
13		UNFINISHED BUSINESS BLACKBYRDS (Fantasy F9518)	12 17
14		SECRET PLACE GROVER WASHINGTON JR. (Kudu 32)	14 10
15		JOY RIDE DRAMATICS (ABC ABCD 955)	17 21
16		SPIRIT EARTH, WIND & FIRE (Columbia PC 34241)	15 23
17		DISCO INFERNO TRAMMPS (Atlantic SD 18211)	19 9
18		FOUR SEASONS OF LOVE DONNA SUMMER (Oasis/Casablanca NBLP 7038)	16 20
19		AN EVENING WITH DIANA ROSS (Motown M7-877R2)	18 6
20		LET 'EM IN BILLY PAUL (Phila. Intl./Epic PZ 34369)	20 14
21		ROOTS QUINCY JONES (A&M SP 4626)	38 4
22		METHOD TO THE MADNESS UNDISPUTED TRUTH (Warner Bros. WH 2967)	25 9
23		BRASS CONSTRUCTION II (UA LA 677G)	21 18
24		WITH YOU MOMENTS (Stang/All Platinum ST 1030)	22 15
25		TEDDY PENDERGRASS (Phila. Intl./Epic PZ 34390)	62 2
26		TOO HOT TO STOP BAR-KAYS (Mercury SRM 1-1099)	24 19
27		SOLID MICHAEL HENDERSON (Buddah BDS 5662)	30 26
28		THE CLONES OF DR. FUNKENSTEIN PARLIAMENT (Casablanca NBLP 7034)	26 24
29		WELCOME TO OUR WORLD MASS PRODUCTION (Atlantic SD 9910)	31 12
30		IT FEELS SO GOOD MANHATTANS (Columbia PC 34450)	40 4
31		VIBRATIONS ROY AYERS UBIQUITY (Polydor PD 1-6091)	33 11
32		JEAN CARN (Phila. Intl./Epic PZ 34394)	34 12
33		A MAN AND A WOMAN DIONNE WARWICK & ISAAC HAYES (ABC AB 996-2)	36 4
34		SO SO SATISFIED ASHFORD & SIMPSON (Warner Bros. BS 2992)	28 8
35		DEEP IN MY SOUL SMOKEY ROBINSON (Tamla/Motown T6-350S1)	47 6
36		ENCHANTMENT (UA LA 682G)	41 7
37		MESSAGE IN THE MUSIC O'JAYS (Phila. Intl./Epic PZ 34245)	23 26
38		RATED EXTRAORDINAIRE JOHNNIE TAYLOR (Columbia PC 34401)	59 2
39		OPEN SESAME KOOL & THE GANG (DeLite DEP 2023)	27 18
40		FLOWERS EMOTIONS (Columbia PC 34163)	29 35
41		SUITE FOR THE SINGLE GIRL JERRY BUTLER (Motown M6878S1)	52 5
42		STAY IN LOVE MINNIE RIPERTON (Epic PE 34191)	66 2
43		DR. BUZZARD'S SAVAN- NAH BAND (RCA APL 1-1504)	46 21
44		SWEET BEGINNINGS MARLENA SHAW (Columbia PC 34458)	67 2
45		CHAMELEON LABELLE (Epic PE 34189)	39 27
46		HOPE WE GET TO LOVE IN TIME MARILYN McCOO & BILLY DAVIS JR. (ABC ABCD 952)	37 25
47		CARICATURES DONALD BYRD (Blue Note/United Artists BNLA 633G)	51 6
48		PART 3 KC & THE SUNSHINE BAND (TK 605)	35 22
49		BODY HEAT JAMES BROWN (Polydor PD 1-6093)	32 11
50		LOVE CRAZY MIRACLES (Columbia 34460)	57 2
51		HARDCORE JOLLIES FUNKADELIC (Warner Bros. BS 2973)	42 17
52		KING SIZE B.B. KING (ABC AB 977)	43 5
53		WHAT YOU NEED SIDE EFFECT (Fantasy F9513)	50 19
54		CHILDREN OF THE WORLD BEE GEES (RSO/Polydor RS 1-3003)	45 23
55		BRISTOL'S CREME JOHNNY BRISTOL (Atlantic SD 18197)	44 18
56		SOMETHING SPECIAL SYLVERS (Capitol ST 11580)	48 18
57		ALL MY LIFE ARTHUR PRYSOCK (Old Town 12-004)	56 10
58		RENAISSANCE LONNIE LISTON SMITH & THE COSMIC ECHOES (RCA APL 1-1822)	61 15
59		MAZE (Capitol ST 11607)	64 3
60		DO IT YOUR WAY CROWN HEIGHTS AFFAIR (DeLite DEP 2022)	53 16
61		LOVE TO THE WORLD LTD (A&M SP 4589)	58 32
62		FLY LIKE AN EAGLE STEVE MILLER (Capitol ST 11497)	68 3
63		LIFE IS MUSIC RITCHIE FAMILY (Marlin/TK 2203)	63 6
64		HOT ON THE TRACKS COMMODORES (Motown M6-867S1)	54 39
65		MELBA MELBA MOORE (Buddah BDS 5677)	60 13
66		BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	— 1
67		EASY TO LOVE JOE SIMON (Spring/Polydor SP 1-6713)	69 2
68		CALIENTE GATO BARBIERI (A&M SP 4597)	72 9
69		BRAINSTORM (Tabu/RCA BQL 1-2048)	— 1
70		IT AIN'T WHERE YOU BEEN LATIMORE (Glades/TK 7509)	73 8
71		KALYAN (MCA 2245)	— 1
72		AIN'T THAT A BITCH JOHNNY GUITAR WATSON (DJM/Amherst DJLPA-3)	— 1
73		FESTIVAL SANTANA (Columbia PC 34423)	71 7
74		LAST NIGHT ON EARTH RHYTHM HERITAGE (ABC AB 987)	65 4
75		FEELING GOOD WALTER JACKSON (United Artists CHLA 656G)	49 24

ADDITIONS TO R&B PLAYLISTS

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

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

WWIN — BALTIMORE — Don Brooks
#1 — Sometimes — Facts of Life
At Midnight — Rufus — ABC
You're Throwing A Good Love Away — Spinners —
Atlantic
Superband — Kool & The Gang — De-Lite
Your Love — McCoo & Davis — ABC
There Will Come A Day — Smokey Robinson — Tamia
Searchin' — Roy Ayers — Polydor
By The Time I Get To Phoenix/Say A Little Prayer —
Hayes/Warwick — ABC

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

WILD — BOSTON — Charlene Watts
#1 — I've Got Love On My Mind — Natalie Cole
I Want To Do It To You — Jerry Butler — Motown
Love In C Minor — Cerrone — Cotillion
Dreamer Of A Dream — Candi Staton — WB
The Pride — Isley Brothers — T-Neck
The Pinocchio Theory — Boots Collins — WB
You're Throwing A Good Love Away — Spinners —
Atlantic
Disco Inferno — Trampms — Atlantic
Laying Beside You — Eugene Record — WB
25 To 20 — Let Yourself Go — Supremes
22 To 15 — Winter Melody — Donna Summer
20 To 14 — Love Is Better In The A.M. — Johnnie Taylor
19 To 12 — I Wanna Get Next To You — Rose Royce
New LPs — Tony Wilson, Teddy Pendergrass, Johnnie
Taylor, Osibisa, Minnie Riperton, Curtis Mayfield.

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

WGIV — CHARLOTTE — Manny Clark
#1 — I Wanna Get Next To You — Rose Royce
Saturday Night — EW&F — Columbia
A Dreamer Of A Dream — Candi Staton — WB
Who's Watching The Baby — R.B. Greaves — Bareback
Superband — Kool & The Gang — De-Lite
You're What's Missing In My Life — G.C. Cameron —
Motown
I Want You Baby — Arthur Prysock — Old Town
Your Love — McCoo & Davis — ABC
Life Is Music — Ritchie Family — Marlin
25 To 15 — Rigor Mortis — Cameo
32 To 13 — Disco Inferno — Trampms
39 To 26 — Love Is Better In The A.M. — Johnnie Taylor
18 To 5 — Welcome To Our World — Mass Production
27 To 16 — The Pride — Isley Brothers

WBMX — CHICAGO — Ernest James
I Wanna Do It To You — Jerry Butler — Motown
Feel So Good — Manhattans — Columbia
Your Love — McCoo & Davis — ABC
Uptown Festival — Shalimar — Soul Train
New LPs — Smokey Robinson, Dramatics, Cerrone,
Melba Moore

WVON — CHICAGO — E. Rodney Jones
#1 — I've Got Love On My Mind — Natalie Cole
Roots — Weapons Of Peace — Playboy
Real Love — Al Hutson
You're Gonna Get Next To Me — Bo Kirkland & Ruth Davis
— Claridge
Cloudy — Tamiko Jones — Contempo
33 To 11 — I Wanna Do It To You — Jerry Butler
35 To 12 — Disco Inferno — Trampms
#1 LP — Blackbyrds
New LPs — T-Connection, Candi Staton

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

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

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

WJMO — CLEVELAND — Lynn Tolliver
#1 — I've Got Love On My Mind — Natalie Cole
Feel So Good — Manhattans — Columbia
I Wanna Do It To You — Jerry Butler — Motown
That's What It's All About/and flip — Brick — Bang
On Your Face — EW&F — Columbia
Roots — Weapons Of Peace — Playboy
Lido Shuffle — Boz Scaggs — Columbia
12 To 7 — Trying To Love Two — William Bell
21 To 15 — Cloudy — AWB
24 To 19 — There Will Come A Day — Smokey Robinson
28 To 20 — Blessed Is The Woman — Shirley Brown
#1 LP — Natalie Cole
New LP — Joe Simon

WKOK — COLUMBUS — Keith Willis
#1 — I've Got Love On My Mind — Natalie Cole
Free Love — Jean Carn — Phila. Int'l
Your Love — McCoo & Davis — ABC
Same Old Feeling — Side Effect — Fantasy
By The Time I Get To Phoenix/Say A Little Prayer —
Hayes/Warwick — ABC

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

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

WCHB — DETROIT — Wade Briggs
#1 — Trying To Love Two — William Bell
On Your Face — EW&F — Columbia
Feel So Good — Manhattans — Columbia
Baby I Love Your Way — Walter Jackson — Chi-Sound
Your Love — McCoo & Davis — ABC
So So Satisfied — Ashford & Simpson — WB
Disco Raggae — Kalyan — MCA
Dynamite — John Freeman — Dakar
You're What's Missing In My Life — G.C. Cameron —
Motown
Angel In My Arms — Hot — Big Tree
Roots — Weapons Of Peace — Playboy
27 To 14 — I'm Your Boogie Man — K.C. & Sunshine Band
30 To 22 — You're Throwing A Good Love Away — Spin-
ners

WJLB — DETROIT — Al Perkins
#1 — Trying To Love Two — William Bell
Out Of The Blue — Gap Band — RCA
You're Gonna Get Next To Me — Bo Kirkland & Ruth Davis
— Claridge
Do What You Want Be What You Are — Lew Kirton —
Marlin
Life Is Music — Ritchie Family — Marlin
Stone To The Bone — Timmy Thomas — Glades
Cloudy — Tamiko Jones — Contempo
Phoenix — Aquarian Dream — Buddah

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

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

KJLH — LOS ANGELES — Rod McGrew
New LPs — Johnny Hartman, Ernestine Anderson,
Johnny Mathis, Miracles, Syretta Wright, Patrice
Rushen
KGJF — LOS ANGELES — Pierre Gonnet
#1 — I've Got Love On My Mind — Natalie Cole
Whodunit — Tavares — Capitol
My Love Is Free — Double Exposure — Salsoul
Baby I Love Your Way — Walter Jackson — Chi-Sound
28 To 19 — The Pride — Isley Brothers
KUTE — LOS ANGELES — Pierre Gonnet
#1 LP — Rufus
New LPs — Jerry Butler, Eric Gale

WLOU — LOUISVILLE — Neal O'Rea
#1 — I've Got Love On My Mind — Natalie Cole
You're Throwing A Good Love Away — Spinners —
Atlantic
So In To You — Atlanta Rhythmic Section — Polydor
I Wanna Do It To You — Jerry Butler — Motown
Stone To The Bone — Timmy Thomas — Glades
Out Of The Blue — Gap Band — RCA
12 To 7 — Qualified To Satisfy — Barry White
15 To 9 — Let's Go Down To The Disco — Undisputed
— Truth
20 To 15 — Magic Mountain — War
27 To 20 — I'm Your Boogie Man — K.C. & Sunshine Band

WIBB — MACON — Hamp Swain
#1 — Good Thing Man — Frank Lucas
You Turned Me On To Love — Johnny Bristol — Atlantic
Your Love — McCoo & Davis — ABC
You're Throwing A Good Love Away — Spinners —
Atlantic
It Feels So Good — Manhattans — Columbia
37 To 30 — I'm Your Boogie Man — K.C. & The Sunshine
Band
3 To 3 — Be My Girl — Dramatics
#1 LP — Boots Collins
New LPs — Teddy Pendergrass, Johnnie Taylor.

WDIA — MEMPHIS — Max Fortune
#1 — Trying To Love Two — William Bell
Fly Like An Eagle — Steve Miller Band — Capitol
Ain't Gonna Bump No More — Joe Tex — Epic
Disco Inferno — Trampms — Atlantic
Angel In My Arms — Hot — Big Tree
Feel So Good — Manhattans — Columbia
On Your Face — EW&F — Columbia
17 To 9 — The Pride — Isley Brothers
15 To 10 — The Pinocchio Theory — Boots's Rubber Band
19 To 12 — Reaching For The World — Melvin & Blue
Notes

21 To 14 — Let's Steal Away To The Hideaway — Luther
Ingram
28 To 16 — Qualified To Satisfy — Barry White
29 To 17 — My Love Is Free — Double Exposure
24 To 19 — There's Love In The World — Mighty Clouds
30 To 20 — You're Throwing A Good Love Away — Spin-
ners
#1 LP — Rufus
New LPs — Karma, Brainstorm, Gap Blue

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

WVOL — NASHVILLE — David Lombard
#1 — I've Got Love On My Mind — Natalie Cole
You're Throwing A Good Love Away — Spinners —
Atlantic
Let's Steal Away To The Hideaway — Luther Ingram —
KOKO
There Will Come A Day — Smokey Robinson — Tamia
Don't Leave Me This Way — Thelma Houston — Tamia
13 To 8 — Boogie Child — Bee Gees
32 To 19 — Feel So Good — Manhattans
#1 LP — Boots/Rose Royce
New LP — Teddy Pendergrass

WBLB — NEW YORK — Wand Ramos
Top Single — Reaching For The World — Harold Melvin
It Feels So Good — Manhattans — Columbia
We Can Work It Out — Sam & Dave — Contempo
I Like It — Players Association — Vanguard
You Got To Know Better — Touch Of Class — Midsong
Int'l
Out Of The Blue — Gap Band — RCA
Top LP — Crown Heights Affair
New LPs — Jerry Butler, Pendergrass, Pat Lundy, Joe Simon,
Johnnie Hartman, Cerrone, Deniece Williams, Kalyan,
Wood, Brass and Steel, Brass Construction, Gloria
Gaynor

WVWL — NEW YORK — Sonny Taylor
#1 — I've Got Love On My Mind — Natalie Cole
I'm Your Boogie Man — K.C. & The Sunshine Band — TK
You're Throwing A Good Love Away — Spinners —
Atlantic
Laying Beside You — Eugene Record — Warner Bros.
Whodunit — Tavares — Capitol
8 To 2 — Disco Inferno — Trampms
13 To 6 — Trying To Love Too — William Bell
15 To 8 — Free Love — Jean Carn
#1 LP — George Benson

KOWH — OMAHA — Mike Jones
#1 — I've Got Love On My Mind — Natalie Cole
Truth Is Marching On — Rance Allen — Capitol
Where Is Your Woman Tonight — Soul Children — Epic
Dreamer Of A Dream — Candi Staton — WB
By The Time I Get To Phoenix/Say A Little Prayer —
Warwick/Hayes — ABC
Double Dutch — Fatback Band — Spring
I Get High — Freda Payne — Capitol
I Want To Do It To You — Jerry Butler — Motown
Whodunit — Tavares — Capitol
Come On Have Yourself A Good Time — Major Lance —
Columbia
16 To 9 — Love Is Better In The A.M. — Johnnie Taylor
29 To 15 — There Will Come A Day — Smokey Robinson
25 To 20 — Qualified To Satisfy — Barry White
#1 LP — Boots Collins
New LPs — Teddy Pendergrass, Miracles, Johnnie Taylor,
Nytro, Minnie Riperton, Eugene Record, Curtis
Mayfield, Formula Five

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

WVOR — ORLANDO — Steve Crumley
#1 — Let's Steal Away To The Hideaway — Luther Ingram
On Your Face — E, W&F — Columbia
Get Closer — Purify Brothers — Mercury
Superband — Kool & The Gang — De-Lite
What Would I Have — Stevens And Foster — Jerri
You Turned Me On To Love — Johnny Bristol — Atlantic
That's What It's All About — Brick — Bang
How Good Is Your Game/Flip — Billy Paul — Phila Int'l
6 To 2 — Ain't Gonna Dance — Joe Tex
(continued on page 51)

MOST PROGRAMMED NEW R&B SINGLES

- 1. YOUR LOVE — MCCOO & DAVIS — ABC**
WSOK, WENZ, WGIV, WBMX, WCHB, KNOK, WVKO, WWIN, WIBB, WOKJ, WOL.
- 2. IT FEELS SO GOOD — MANHATTANS — COLUMBIA**
WJMO, WIGO, WENZ, WDIA, WBMX, WCHB, WBLB, WIBB, WJPC, WOKJ.
- 3. YOU'RE THROWING A GOOD LOVE AWAY — SPINNERS — ATLANTIC**
WLOU, WTLC, WESL, WAMO, WWRL, WVOL, WWIN, KOKY, WIBB, WILD.
- 4. LAYING BESIDE YOU — EUGENE RECORD — WB**
WESL, WAMO, WWRL, WCKO, WRBD, WUFO, WILD, WOKJ, KATZ.

MOST PROGRAMMED NEW R&B LP'S

- 1. NEVER SAY YOU CAN'T SURVIVE — CURTIS MAYFIELD — CURTOM**
WIGO, WANM, KOWH, WESL, WAMO, WCHB, KNOK, WWIN, WJPC, WUFO, WILD, WOKJ, WORL.
- 2. TEDDY PENDERGRASS — TEDDY PENDERGRASS — PHILA. INT'L.**
KOWH, WAMO, WCIN, WVOL, WWIN, WBLB, WIBB, WJPC, WUFO, WILD, WOKJ.
- 3. STAY IN LOVE — MINNIE RIPERTON — EPIC**
KOWH, WAMO, WEDR, WAOK, WDAO, WUFO, WIGO, WOKJ, KATZ.
- 4. SWEET BEGINNINGS — MARLENA SHAW — COLUMBIA**
WENZ, WESL, WEDR, WCKO, WRBD, WUFO, WOL.

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

KNOK — DALLAS/FT WORTH — Nat Jackson
#1 — Sometimes — Facts of Life
Blessed Is The Woman — Shirley Brown — Arista
The Pride — Isley — T-Neck
Lady Luck — Ritchie Family — Marlin
Your Love — McCoo & Davis — ABC
So So Satisfied — Ashford & Simpson — WB
Uptown Festival — Shalimar — Soul Train
The Pinocchio Theory — Boots's Rubber Band
15 To 9 — Gloria — Enchantment
22 To 18 — What Would The World Be Without Music —
Mystique
30 To 24 — We Don't Cry — Moments
25 To 20 — Windy City Theme — Carl Davis Orchestra
29 To 23 — That's What It's All About — Brick
#1 LP — Boots
New LPs — Miracles, Curtis Mayfield.

WDAO — DAYTON — Turk Logan
#1 — I've Got Love On My Mind — Natalie Cole
Pinocchio Theory — Boots Collins — WB
Disco Inferno — Trampms — Atlantic
I Want To Do It To You — Jerry Butler — Motown
Free Love — Jean Carn — Phila Int'l
Love In C Minor — Heart & Soul Orchestra — Casablanca
Love In C Minor — Cerrone — Cotillion
Hots:
Rigor Mortis — Cameo
The Pride — Isley Brothers
I Wanna Get Next To You — Rose Royce
#1 LP — Rufus
New LPs — Minnie Riperton.

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

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

WTLC — INDIANAPOLIS — Roger Holloway
#1 — Coming Round The Mountain — Funkadelic
You're Throwing A Good Love Away — Spinners —
Atlantic
Superband — Kool And The Gang — De-Lite
You're What's Missing In My Life — G.C. Cameron —
Motown
Out Of The Blue — Gap Band — RCA
30 To 25 — Cloudy — AWB
14 To 9 — Gloria — Enchantment

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

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

KOKY — LITTLE ROCK — J.D. Black
#1 — At Midnight — Rufus

CASH BOX TOP 100 R&B

March 19 1977

	Weeks On Chart	3/12		Weeks On Chart	3/12		Weeks On Chart	3/12
1 I'VE GOT LOVE ON MY MIND NATALIE COLE (Capitol 4360)	1	9	36 LET'S STEAL AWAY TO THE HIDEAWAY LUTHER INGRAM (Koko K0724)	44	6	69 LAYING BESIDE YOU EUGENE RECORD (Warner Bros. WB 8322)	72	3
2 GLORIA ENCHANTMENT (United Artists XW 912)	2	14	37 I'M YOUR BOOGIE MAN K.C. & THE SUNSHINE BAND (TK 1022)	49	4	70 HOW GOOD IS YOUR GAME BILLY PAUL (Phila. Intl./Epic ZS 8-3613)	73	3
3 AT MIDNIGHT (MY LOVE WILL LIFT YOU UP) RUFUS FEATURING CHAKA KHAN (ABC 12239)	5	8	38 THE PRIDE (PART 1) THE ISLEY BROTHERS (T-Neck ZS 8-2262)	67	2	71 DOUBLE DUTCH FATBACK BAND (Spring/Polydor 171)	79	3
4 SOMETHIN' 'BOUT 'CHA LATIMORE (Glades/TK 1739)	4	16	39 STICK TOGETHER MINNIE RIPERTON (Epic 8-50337)	41	5	72 CLOUDY AVERAGE WHITE BAND (Atlantic 3388)	75	4
5 SOMETIMES FACTS OF LIFE (Kayvette/TK 5128)	6	12	40 I WANNA DO IT TO YOU JERRY BUTLER (Motown M1414F)	54	4	73 "ROOTS" MEDLEY QUINCY JONES (A&M 1909)	80	2
6 TRYIN' TO LOVE TWO WILLIAM BELL (Mercury 73839)	7	14	41 DISCO INFERNO TRAMMPS (Atlantic 3389)	59	3	74 BY THE TIME I GET TO PHOENIX/SAY A LITTLE PRAYER ISAAC HAYES & DIONNE WARWICK (ABC AB 12253)	83	2
7 REACHING FOR THE WORLD HAROLD MELVIN & THE BLUE NOTES (ABC 12240)	10	9	42 I'M QUALIFIED TO SATISFY YOU BARRY WHITE (20th Century TC 2328)	51	4	75 ON YOUR FACE EARTH, WIND & FIRE (Columbia 10492)	—	1
8 LOOK INTO YOUR HEART ARETHA FRANKLIN (Atlantic 3373)	9	10	43 SPACE AGE JIMMY CASTOR BUNCH (Atlantic 3375)	46	9	76 HOT LINE SYLVERS (Capitol 4336)	48	22
9 BE MY GIRL DRAMATICS (ABC 12235)	3	14	44 THE WAY YOU MAKE ME FEEL MELBA MOORE (Buddah 562)	50	5	77 WE SHOULD REALLY BE IN LOVE DOROTHY MOORE & EDDIE FLOYD (Malaco/TK M1040)	82	5
10 LOVE IS BETTER IN THE A.M. PART 1 JOHNNIE TAYLOR (Columbia 3-10478)	13	6	45 JUST ANOTHER DAY PEABO BRYSON (Bullet 02)	34	10	78 IT FEELS SO GOOD TO BE LOVED SO BAD MANHATTANS (Columbia 3-10495)	—	1
11 DON'T LEAVE ME THIS WAY THELMA HOUSTON (Tamla/Motown T54278F)	8	14	46 RIGOR MORTIS CAMEO (Chocolate City/Casablanca 005)	55	5	79 YOUR LOVE McCOO/DAVIS (ABC AB-12-262)	—	1
12 I WISH STEVIE WONDER (Tamla/Motown T54272F)	11	15	47 SATURDAY NIGHT EARTH, WIND & FIRE (Columbia 3-10439)	32	18	80 BE MY GIRL MICHAEL HENDERSON (Buddah 552)	42	14
13 FREE DENIECE WILLIAMS (Columbia 3-10429)	12	20	48 I LIKE TO DO IT K.C. & THE SUNSHINE BAND (TK 1020)	35	16	81 THAT'S WHAT IT'S ALL ABOUT BRICK (Bang BDJ-732)	—	1
14 TIME IS MOVIN' BLACKBYRDS (Fantasy F787)	18	7	49 BOOGIE CHILD BEE GEES (RSO/Polydor 867)	37	8	82 WELCOME TO OUR WORLD MASS PRODUCTION (Atlantic 44213)	84	7
15 BODY HEAT (PART 1) JAMES BROWN (Polydor 14360)	15	15	50 LOVE IN C MINOR (PART 1) CERRONE (Cotillion/Atlantic 33120)	57	4	83 STONE TO THE BONE TIMMY THOMAS (Glade/TK 1740)	—	1
16 I WANNA GET NEXT TO YOU ROSE ROYCE (MCA 40662)	30	5	51 SWEETER THAN THE SWEET THE STAPLES (WB 8317)	47	6	84 SUPER BAND KOOL & THE GANG (DeLite 1590)	—	1
17 TOO HOT TO STOP BAR-KAYS (Mercury 73888)	19	8	52 RICH GIRL HALL & OATES (RCA PB 10860)	53	7	85 SPRING RAIN SILVETTI (Salsoul SZ 2014)	88	3
18 HA CHA CHA (FUNKTION) BRASS CONSTRUCTION (UA XW 921)	14	13	53 FREE LOVE JEAN CARN (Phila. Intl./Epic ZS8 3614)	70	3	86 LIFE IS MUSIC RITCHIE FAMILY (Marlin/TK 3309)	—	1
19 DISCO LUCY (I LOVE LUCY THEME) WILTON PLACE STREET BAND (Island 078)	22	10	54 THERE'S LOVE IN THE WORLD (TELL THE LONELY PEOPLE) MIGHTY CLOUDS (ABC 12241)	62	6	87 YOU TURNED ME ON TO LOVE JOHNNY BRISTOL (Atlantic 3391)	87	2
20 THERE WILL COME A DAY SMOKEY ROBINSON (Tamla/Motown T54279F)	29	6	55 YOU'RE THROWING A GOOD LOVE AWAY SPINNERS (Atlantic 3382)	74	2	88 MY PEARL AUTOMATIC MAN (Island 063)	89	6
21 LOVE TO THE WORLD LTD (A&M 1897)	23	9	56 DO WHAT YOU WANT BILLY PRESTON (A&M 1892)	52	7	89 GOOD THING MAN FRANK LUCAS (ICA 001)	90	2
22 AIN'T GONNA BUMP NO MORE (WITH NO BIG FAT WOMAN) JOE TEX (Epic 8-50313)	25	8	57 A DREAMER OF A DREAM CANDI STATON (Warner Bros. WBS 8320)	61	4	90 STANDING IN THE SAFETY ZONE BOBBY WOMACK & BROTHERHOOD (Columbia 3-10493)	91	2
23 FEEL FREE FOUR TOPS (ABC 12236)	24	17	58 COMIN' ROUND THE MOUNTAIN FUNKADELIC (WB 8309)	39	8	91 CHANGES RALPH GRAHAM (RCA PB 10883)	94	4
24 BLESSED IS THE WOMAN SHIRLEY BROWN (Arista 231)	28	6	59 THEME FROM KING KONG PART ONE LOVE UNLIMITED ORCHESTRA (20th Century TC 2325)	45	8	92 PARTY PART ONE SILK (Prelude PRL 71084)	93	5
25 DANCIN' CROWN HEIGHTS AFFAIR (DeLite 1588)	26	9	60 I CAN'T SAY GOODBYE MILLIE JACKSON (Spring/Polydor 170)	64	5	93 DO WHAT YOU WANT BE WHAT YOU ARE LEW KIRTON (Marlin/TK 3311)	96	2
26 DARLIN' DARLIN' BABY (SWEET, TENDER LOVE) O'JAYS (Phila. Intl./Epic ZS8-3610)	16	18	61 THE PINOCCHIO THEORY BOOTSY'S RUBBER BAND (Warner Bros. WBS 8328)	86	2	94 THEME FROM ROCKY (GONNA FLY NOW) RHYTHM HERITAGE (ABC 12243)	—	1
27 FANCY DANCER COMMODORES (Motown 1408)	17	25	62 FLY LIKE AN EAGLE STEVE MILLER (Capitol 4372)	85	2	95 WHEN LOVE IS NEW ARTHUR PRYSOCK (Old Town 1000)	43	20
28 ENJOY YOURSELF THE JACKSONS (Epic 8-50289)	21	23	63 BOOGIE BOPPER SUN (Capitol 4382)	63	5	96 LET THE CHILDREN PLAY SANTANA (Columbia 3-10481)	98	3
29 CAR WASH ROSE ROYCE (MCA 40615)	20	26	64 DR. FUNKENSTEIN PARLIAMENT (Casablanca 875)	65	5	97 STAY AWHILE WITH ME DONNIE GERRARD (Greedy G109)	100	8
30 ISN'T IT A SHAME LABELLE (Epic 8-50513)	27	14	65 SAY YOU LOVE ME PATTI AUSTIN (CTI 33)	69	7	98 YOU'RE GONNA GET NEXT TO ME BO KIRKLAND & RUTH DAVIS (Claridge 424)	—	1
31 MY LOVE IS FREE DOUBLE EXPOSURE (Salsoul 2012)	40	5	66 I WANT YOU BABY ARTHUR PRYSOCK (Old Town 1001)	78	2	99 SHAME AND SCANDAL IN THE FAMILY STYLISTICS (Duchess/BMI H&L 4681)	—	1
32 DAZZ BRICK (Bang 727)	31	24	67 WAKE UP AND BE SOMEBODY BRAINSTORM (Tabu/RCA OB 10811)	71	5	100 STRAIGHTEN IT OUT ANGLO-SAXON BROWN (Atlantic 3376)	97	3
33 I TRIED TO TELL MYSELF AL GREEN (Hi/London 5N-2322)	36	6	68 LOVE IN C MINOR THE HEART AND SOUL ORCHESTRA (Casablanca 876)	68	4			
34 FEELINGS WALTER JACKSON (UA XW 908Y)	33	19						
35 WINTER MELODY DONNA SUMMER (Casablanca NB 874)	38	7						

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

A Dreamer (Warner Tamerlane/Marsaint — BMI) 57	Fly Like An Eagle (Sailor — ASCAP) 62	Love Is Better (Groovesville — BMI/Conquistador — ASCAP) 10	Sweeter Than The Sweet (Mayfield — BMI) 51
Ain't Gonna Bump No More (Tree — BMI) 22	Free (Kee/Drick — BMI) 13	Love To The World (Airuby — ASCAP) 21	That's What (Silver Cloud/Trolley — ASCAP) 81
At Midnight (Amer. B'casting/Elainea — BMI) 3	Free Love (Mighty Three — BMI) 53	My Love Is Free (Lucky Tree/Top Bound/Mighty Three — BMI) 31	Theme From King Kong (Ensign — BMI) 59
Be My Girl (Electrocord — ASCAP) 9,80	Gloria (Desert Moon/Willow Girl — BMI) 2	My Pearl (Island/Automatic Man — BMI) 88	Theme From Rocky (UA — ASCAP/Unart — BMI) 94
Blessed Is The Woman (Dejano — BMI) 24	Good Thing 89	On Your Face (Saggyfire — BMI) 75	The Pinocchio (Rubber Band — BMI) 61
Body Heat (Dynatone/Belinda/Unichappell — BMI) 15	Ha Cha Cha (Desert Moon/Jeffmar — BMI) 18	Party (Ocarina/Loo — BMI) 92	The Pride (Bovina — ASCAP) 38
Boogie Bopper (Glenwood/Osmosis — ASCAP) 63	Hot Line (Bull Pen — BMI/Perren Vibes — ASCAP) 76	Reaching For The World (Simi — BMI) 7	There's Love (Traco/Screen Gems-EMI — BMI/Jobete — ASCAP) 54
Boogie Child (Stigwood/Unichappell — BMI) 49	How Good (Mighty Three — BMI) 70	Rich Girl (Unichappell/Hot Cha — BMI) 52	There Will Come (Jobete — ASCAP/Stone Diamond — BMI) 20
By The Time (EMP — BMI/Mills — ASCAP) 74	I Can't Say (Gaucho/Bill-Lee — BMI) 60	Rigor Mortis (Better Days — BMI) 46	The Way You Make (Charles Kipps — BMI) 44
Car Wash (Duchess — BMI) 29	I Like To Do (Sherlyn/Harrick — BMI) 48	"Roots" (WB — ASCAP) 73	Time Is Moving (Blackbyrd — BMI) 14
Changes (Tauriv — BMI) 91	I'm Qualified (Sa-Vette/January — BMI) 42	Saturday Night (Saggyfire — BMI) 47	Too Hot To (Bar Kay/Dunbar — BMI) 17
Cloudy (Average Music — ASCAP) 72	I'm Your Boogie (Sherlyn/Harrick — BMI) 37	Say You Love Me (Antisia — ASCAP) 65	Tryin' To Love (Bell-Kat/Unichappell — BMI) 6
Comin' Round The Mountain (Malbiz — BMI) 58	Isn't It A Shame (Hastings — BMI) 30	Shame And Scandal (Duchess — BMI) 99	Wake Up And Be (Interior — BMI) 67
Dancin' (Delightful/Cabrini — BMI) 25	It Feels So (Razzie Dazzle — BMI) 78	Somethin' (Sherlyn — BMI) 4	Welcome To Our (Pepper — ASCAP) 82
Darlin' (Mighty Three — BMI) 26	I Tried To Tell (Jec/Al Green — BMI) 33	Sometimes (Stallion — BMI) 5	We Should Really (East Memphis — BMI) 77
Dazz (Silver Cloud/Trolley — ASCAP) 32	I've Got Love (Jay's Ent./Chappell — ASCAP) 1	Space Age (Jimerie — BMI) 43	When Love Is (Mighty Three — BMI) 95
Disco Inferno (Six Strings/Golden Fleece — BMI) 41	I Wanna Do (Jobete/Butler — ASCAP) 40	Spring Rain (Barnegar — BMI) 85	Winter Melody (Rick's Music — BMI) 35
Disco Lucy (Desilu — ASCAP) 19	I Wanna Get Next (Duchess — BMI) 16	Standing In The (Bobby Womack/Unart — BMI) 90	You're Gonna (Claridge/Bokirk — ASCAP) 98
Don't Leave Me (Mighty Three — BMI) 11	I Want You (Mighty Three — BMI) 66	Stay Awhile (Warner Tamerlane/Interior/Van McCoy — BMI) 97	You're Throwing (Mighty Three — BMI) 55
Double Dutch (Clita — BMI) 71	I Wish (Jobete/Black Bull — ASCAP) 12	Stick Together (Dickie Bird/Jobete/Black Bull — ASCAP) 39	Your Love (El Patricio — BMI) 79
Do What You (Unichappell — BMI) 93	Just Another (Web IV — BMI) 45	Stone To The Bone (Sherlyn — BMI) 63	You Turned Me (Bushka — ASCAP) 87
Do What You Want (Unichappell/Hotcha — BMI) 56	Laying Beside You (Angelshell — BMI) 69	Straighten It Out (Sacred Pen — BMI) 100	
Dr. Funkenstein (Rick's/Malbiz — BMI) 64	Let's Steal Away (Klondike — BMI) 36	Super Band (Delightful/Gang — BMI) 84	
Enjoy Yourself (Mighty Three — BMI) 28	Let The Children Play (Light — BMI) 96		
Fancy Jobete/Commodores Ent. — ASCAP) 27	Life Is Music (Can't Stop — BMI) 86		
Feel Free (ABC-Dunhill/Rail — BMI) 23	Look Into Your (Warner Tamerlane — BMI) 8		
Feelings (Fermata Intl. Melodies — ASCAP) 34	Love In C Minor (Welbeck — ASCAP) 50,68		

N.Y. Music Directors Meet The Artists



DOWN-HOME GOES UPTOWN — Atco recording artists the Winters Brothers Band were heard in New York city recently, as WLIR carried a live broadcast of the Tennessee based band from My Father's Place on Long Island. Pictured standing (l-r) are: Band members Gene Watson and David "Spig" Davis; Denis McNamara, music director of WLIR, Michael Epstein, club owner; Bill Cataldo, local promotion man for Atlantic/Atco; Kent Harris, band member; and Robert Stewart, Sound Seventy management. Seated are band members Dennis Winters and Donnie Winters.



GIANT CUTUPS — Following a recent performance at New York City's Avery Fisher Hall, Capitol recording artists Gentle Giant cut up backstage with Tom Morrera, music director of WNEW-FM. Pictured (l-r) are: Derek Shulman of Gentle Giant; Irwin Sirota, eastern AOR promotion of Capitol records; Gary Green of Gentle Giant; Morrera; and John Weathers, Ray Shulman and Kerry Minnear of Gentle Giant.

Retailer Reluctance To \$7.98 Fades

(continued from page 28)

about 15% in the past three or four weeks." However, LeAnnais indicated he planned to begin advertising more heavily in the Detroit Free Press and on radio. "I haven't done too much (promoting) yet," LeAnnais added, "but I think we'll start recovering after awhile."

"There was some fear among retailers before they (Peaches) moved in," noted Garud MacTaggart, manager of one of Harmony House's six area stores, "but it hasn't worked out badly."

MacTaggart said sales in his store have even gone up since the Peaches opening, partly because the chain lowered its sale price on selected LPs from \$3.97 to \$3.77 and has been advertising much more on WNIC and CKLW. MacTaggart added it is not uncommon now for Harmony House to sell LPs at \$3.77, \$3.97 and \$4.97, a form of "variable pricing."

"It's still early," he concluded. "We'll see what happens after Peaches fully establishes itself."

Other record retailers and mass merchandisers such as Discount Records and Musicland have been a little more visible in the past few weeks, sources said, but pricing and promotion have remained relatively stable.

One retailer hinted that the Detroit market could see major expansion in the coming months, with the rumoured opening of another Peaches outlet and a seventh Harmony House store.

Frank Miko, vice president of Nehi Record Distributing Co., which owns Peaches, said the chain was looking at other sites in the area. "The Detroit opening is the best we've ever had," Miko asserted, noting that he didn't believe Peaches had

severely hurt any retailer. "We're only in one small area (of the city) now," Miko noted, "and there's plenty of room to go around."

PR Veteran Al Ross Opens Press Office Ltd.

NEW YORK — Music industry public relations man Al Ross has formed a new PR firm, The Press Office, Ltd., with offices at 645 Madison Ave. here. Ross, a former partner in the firm of Levinson and Ross, has represented such music personalities as Glen Campbell, Paul McCartney and Barbra Streisand.

CBS Names 5 Regional Marketing VP's

(continued from page 9)

in 1963. He was promoted to branch manager, Chicago in 1967, a position he held until 1975 when he was made regional director, southeastern region.

Ron Piccolo, vice president, marketing, northeastern region, began at CBS Records as an operations manager in Chicago. Four years later he was made

(continued from page 32)

THE COMMODORES have set their first world tour, to begin March 18 in Birmingham, England. . . . The Music and Performing Arts Lodge of B'nai B'rith will host "An Evening With Norm Weiser," president of Chappell Music Company, starting 7:15 at Central Synagogue, 123 E. 55th St., on Monday March 14.

POINTS WEST — WELCOME TO LA. — First it was Gary Cohen and 4 members of the CB Research department. Then it was Herb Corsack and Amanda Schuster of Island. Now we extend a premature welcome to Howard Rosen and Soozin Kaszick, who are leaving Mid-song and Columbia respectively, to join Casablanca here in the west. And a welcome, too, to Mort Weiner and the RCA custom labels, who will be making this part of town their home. Farewell, meanwhile, to George Furness, Atlantic's top-notch west coast promotion director, who has seen many changes in his years in the business. Among those at a farewell party in the Beverly Hills Hotel Rodeo Room were CB president and publisher George Albert, who took time out from NARM and A/A chairman Ahmet Ertegun. . . . And speaking of Atlantic, we hear that Mick Jagger and the Stones, after shopping around the U.S. for a label deal, are about to re-sign with Atlantic. . . .

OFF THE CUFF OR IN THE BUFF? — If Elton John is a man of his word, Britons may be seeing more of him than ever before. Last November, on a London radio show with Roger Scott, Elton remarked that, although he personally liked Bob Seger's "Night Moves" it was his opinion that commercial radio wasn't ready for it yet. In fact, he boasted that if the single ever became a number one single, he would hire Wembley Stadium outside London and dance naked on stage. The record has been in the top ten for weeks now and if it does reach the summit, Elton may show off a few of his own night moves. . . . Speaking of Britons, a citizen journalist of the Crown colony was overheard asking quite a cheeky question of Ms. Dolly Parton at a recent Bistro party following her performance at the Anaheim Convention Center the day before. Ever in search of journalistic truth, the scribe wanted to know if Miss Dolly used silicone injections to boost her "stature." As sweet as natural honey, Miss Dolly replied that they were indeed a natural phenomenon but if they were not she would consider better living through chemistry.

ON THE DOTTED LINE — Private Stock Records has announced the signing of Brownsville Station in a reunion with label chief Larry Uttal, who worked with the group when he headed Bell Records. The group's first release will be produced by Eddie Kramer who has also worked with Kiss, The Rolling Stones and Led Zeppelin. . . . The Addrissi Brothers have signed with Buddah. . . . Polydor has announced the signing of new band Stormin' Norman & Suzy, a Boston bar band that was discovered in NYC's Tramps last fall.

TOTS ON THE TUBE — The Keane Brothers, who at age 12 and 11 are barely old enough to have pimples, have been signed to star in a prime-time variety television series on CBS. Production will begin in May for the half-hour shows, which will appear on the CBS summer schedule. We're told that this is the first time that sub-teen artists have been handed a prime-time network headlining assignment. . . . Four years ago he was the arranger, composer and piano player for Bette Midler at the Continental Baths. Now he's Barry Manilow and you're not, and doing quite well, thank you! His March 2 TV special on ABC drew a national audience of 35 million, beating out all the competition in his time slot with a 21.9 Nielsen, easily outdistancing "Minstrel Man" at 17.0 and Dean Martin at 16.8. . . . Smiling John Davidson has been signed to star in a Columbia television pilot entitled "The Quentin Method," a 90-minute light adventure film in which Davidson will play a contemporary jet-set entrepreneur. . . . In a mini-media battle, television commitments by the artists have caused the postponement of the ABC Radio Network presentation, "Country Comes to Carnegie Hall," which will feature Roy Clark, Freddy Fender, Hank Thompson, Buck Trent and Don Williams.

STUDIO STIRRINGS — Blood, Sweat & Tears are back at it in United Western studios once again working with Roy Halee, who is co-producing their first album for ABC with group member Bobby Colomby. They have not worked together since 1971. However, when the two were working together, every effort they had went gold. . . . Lenny Waronker is producing Greg Allman and his band, including ex-Cowboy and Wet Willie band members. The album is due out in April. . . . Jeff Beck and Jan Hammer will release their joint effort later this month. . . . Wally Heider Recording has just purchased six 24-track tape recorders for live remote and studio sessions. . . . The Who's John Entwistle is not only working on his new solo album but also on a book of cartoons. . . . Roger Daltrey's solo album is due out in late spring and will feature such guest stars as Paul McCartney, Alvin Lee, Peter Townsend, John Entwistle and Mick Ronson.

SON OF WOODSTOCK — Richard Flanzer & Associates have announced a two-day Easter week festival to be held in Lakeland, Florida April 2nd and 3rd. The Florida Sunfest will be held on 500 acres which includes full camping facilities, showers, toilets, food, etc. The cost for the event is only \$10 per head and the line-up of confirmed acts is impressive. So far scheduled are: Jimmy Buffett, Orleans, Atlanta Rhythm Section, Richie Havens, Pure Prairie League, the Nitty Gritty Dirt Band, Leon Redbone, Jonathan Edwards and

(continued on page 50)



Mert Paul

Ron Piccolo

Don Van Gorp

Del Costello

Frank Mooney

CASH BOX COIN MACHINE

NAMA To Add Hall For Coin-Op Music And Games At '77 Trade Show

CHICAGO — The 1977 National Automatic Merchandising Association (NAMA) national convention-exhibit in Chicago will be expanded by the addition of a special hall for coin-operated music and amusement machines. Dates of the convention are October 13 through 16 at McCormick Place.

The decision to add music and games equipment, in a separate hall, at the trade show of vending and foodservice management was made by the NAMA board of directors at its February meeting, after thorough discussion at board meetings during the past two years. The decision, however, does not include any change in the association's present activities and services, which continue to be limited to the merchandise vending and foodservice management operations of its member firms, according to NAMA president G. Richard Schreiber.

"Because our national and western conventions and exhibits have been highly successful," Schreiber explained, "an increasing number of members urged that we offer this additional service to the many NAMA member firms which operate music and games as well as merchandise vending equipment."

He added that operator members as well as NAMA exhibitors have been unhappy in recent years about the conflict in exhibit dates and locations of the NAMA show and the Amusement and Music Operators of America (AMOA) convention, and that efforts to coordinate the dates and places have not been successful. In 1977, though, both shows will be held in Chicago within two weeks of each other. The AMOA will be held October 28, 29 and 30 in the Conrad Hilton Hotel.

NAMA's director of sales Jack Rielley has made contact with manufacturers of coin-operated music and amusement machines to inform them of NAMA's plan to add music and games to its 1977 convention and its plans to do so also at the 1978 Western Convention.

Schreiber said one-fourth of the 163 new operator members who joined NAMA in 1976 indicated that they also operate music and games equipment and that nearly all members in the "street" cigarette business have long been in the music and games business as well.

NAMA was founded in 1936, in part to establish "merchandise vending" as a separate business for legislative and public relations reasons. Until 1962 the association maintained a policy of not admitting operators of music and games. Since then

no restriction has existed regarding the non-vending operations of members, but NAMA renders no services for the music and games activities of its members. Except for the new exhibit, this will continue to be the case, according to the action by the NAMA board.

Companies interested in the October NAMA music and games exhibit should contact Rielley at NAMA headquarters, 7 South Dearborn Street, Chicago, Illinois 60603.

Enrollment Now Being Accepted For AMOA Dental Insurance Plan

CHICAGO — A comprehensive group dental insurance program is currently being instituted as an exclusive membership service by AMOA.

Members of the national association, as well as their employees and their families, are eligible for coverage and urged to join during the charter enrollment period, now in progress. By so doing they will qualify under special terms which place no age limitations, allow participants to select the dentist of their choice and provide

economical semi-annual premiums.

"By using the purchasing power of AMOA, we have been able to secure the services of a major insurance company to design a group dental insurance plan that will provide benefits at a reasonable rate," said AMOA's executive vice president Fred Granger. "We have distributed enrollment forms to our entire membership and, because the enrollment period is limited, we urge that these forms be completed and returned as soon as possible."

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Atari Hosts Coin Service Seminar

SUNNYVALE, CA — The new Marriott Hotel at Santa Clara's Great America amusement park was the site of a service seminar conducted recently for The Atarians, Atari's all new solid state pinball game.

Atari distributors from across the country sent 35 service representatives to sessions held on Jan. 17-18 by the Atari customer service department, managed by Don Smith.

The first day's sessions were conducted by Steve Nollan, pinball engineering, and Fred McCord, customer service field representative, and included a detailed explanation of the game's electronics and microprocessor functions.

Special emphasis was placed on The Atarians' self-diagnostic checkout procedure built into the game's program.

Based on input from preliminary field tests, updated service hints were shown.

MAA Doubles Floor Exhibitor Space For Upcoming Annual Convention

NEW YORK — The upcoming annual convention of the Music and Amusement Association of New York, slated for May 12 through 15 at the Stevensville Country Club in Swan Lake, will utilize double the exhibit space of last year, according to the association's executive director Ben Chicofsky.

"The exhibitors who were with us in 1976 have reserved most of the allotted space," Chicofsky said, "and only a few booths remain available at this time. Last year's show attracted manufacturers, record companies, distributors and operators from every state along the eastern seaboard, as well as industry representatives from the West Coast and operators from Australia and other foreign countries,"

he added.

Chicofsky also indicated that in addition to expanded exhibitor participation, MAA expects an attendance of 1,000 for the 1977 event.

Various recreational activities — including golf tournaments, tennis tournaments, swimming and a manufacturers vs. operators baseball game — have been planned by the association during the 4-day show. Special dinners and receptions will also be held and numerous prizes given away.

This year's business agenda will feature industry seminars focusing on the "relationship of record companies to jukebox operators."

Futuristic Design, Additional Service Features Found In 'The Atarians'

SUNNYVALE, CA — The pinball division of Atari, Inc. has introduced its first flipper game, a four-player model with a futuristic design called 'The Atarians'. And in a field test program that has been under way since last November, the game has proven to be one of the highest impact pinball games on the market, the company reports.

The playfield is about six inches wider (27" x 50") than most other games, although the overall cabinet width is still under 30 inches. Precise scoring features including hole kickers, targets, pop bumpers and sling shots combine with three special ball saver features on the playfield to optimize the balance of fast ball and flipper action. The electronic digital scoring system is placed in the lower left corner of

the playfield to allow players to easily watch the score as it mounts up during play. In addition, there are a variety of exciting electronic sounds that accompany play.

The Atarians has colorful, eye-catching graphics and a flashing attract mode that operates when play is not in progress. It has many unique features that appeal to players at all levels of expertise and keeps them coming back for new challenges, according to Atari.

In designing the game, Atari has made a special effort to include service features to enhance ease of maintenance and repair. For example, there is a built-in test mode to assist in pinpointing problems. And sealed contact switches and magnetic sensor switches replace rollovers, eliminating the need for adjustments and problems caused by dirt buildup.

Referring to Atari's new product, Ira Betelman of C.A. Robinson, Los Angeles, said, "Although we didn't see it in the Chicago or New Orleans trade shows, The Atarians was certainly worth waiting for. Call it a pinball or an arcade piece or a hybrid, regardless, its earnings rank it as one of the top five games available today."

NEW FROM MIDWAY



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

- Realistic Engine Crash & Accelerator Sound Effects
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- 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: 28 1/2" Wide, 31 1/2" Deep & 64 1/2" High

NEW FROM MIDWAY

SEA WOLF

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What the operator sees looking through periscope

- Fleeting Lights
- Realistic Sounds
- Adjustable Extended Play
- Adjustable Time Control
- Ball Bearing, Periscope Sighting Device
- Revolutionary Micro-Processor Controls
- 23" Solid State TV Monitor
- Multiple Scoring
- Double 25¢ Doors
- High Score Feature
- Cabinet Dimensions: 29 1/2" Wide, 31 1/2" Deep, and 74" High
- 57.53 cmW x 80.22 cmD x 187.96 cmH
- 4 Torpedo Salvos



New From Midway CHECKMATE

An intense strategy & reaction game matches skills against the computer & the treachery of up to 3 opponents!

- Upright & Cocktail Models
- 1-2-3-4 Player Game
- As a One Player, Computer Plays the Other 3 Positions
- 8 Directional Joy Stick Control
- Rotating Player Position on Playfield (Operator Option)
- Variable Scoring (3-2-1-0)
- 5 Languages
- Exciting Electronic Music
- Number of Rounds Per Game Adjustable
- Micro Processor Logic Board
- Double 25¢ Doors
- 23" Solid State Monitor in Upright Model
- 18" Solid State Monitor in Cocktail Model
- Upright Dimensions 27" (69CM) Wide, 27 1/2" (69CM) Deep, 64 1/2" (164CM) High
- Cocktail Table Dimensions 35" (89CM) Diameter, 28" (71CM) 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: 28 1/2" (71cm) wide, 64 1/2" (164cm) high, 24" (61cm) deep
- Weight: 220 lbs.
- Available in Cocktail Table



MIDWAY MFG. CO. — 10750 Grand Avenue, Franklin Park, Illinois 60131 phone (312) 451-1360

Another distributor, Al Kress of Coin Machine Distributors, Peekskill, N.Y., said, "The Atarians is an example of 'the game of the future' and is a fabulous game. In one test location in New York, The Atarians' collections were over 80% more than the next highest earning pinball game."

And Louis Boasberg of New Orleans Novelty calls The Atarians "the largest, most beautiful and the biggest money-maker of any flipper that has ever appeared on the market... it has startling sound effects and revolutionary new features." Addressing his operators, he adds, "You would have no trouble operating The Atarians on three balls, straight quarter play, and you can do this in locations where you have other flippers operating on two for a quarter. You will be surprised at its fantastic earning power."

According to Frank Ballouz, Atari's national sales manager, "The Atarians has proven itself to be the top earning game on location. From the reactions thus far, I know that Atari's game will soon be the top rated pinball game in the industry."

The Atarians is now available through Atari distributors.

CHICAGO CHATTER

Seeburg is currently in full production of its recently premiered furniture style FC-2 console phonograph. The model features an all-wood finish, to satisfy the location desiring such a look, and is available with a hutch attachment that further reflects the furniture appearance. The model played a major role in a recent benefit here in town honoring restaurateur **Fred Sinn** of the Golden Ox. A committee of businessmen, including Seeburg's advertising and promotion manager **Bernie Cohen**, spearheaded the event which was held as a fund-raiser for the Mangini Youth Center. All proceeds were donated to the center, and the pot was considerably swelled by the raffling off of a Hutch FC-2 — donated by Seeburg.

CORRECTION: We apologize for referring to the new Rowe console phonograph (in the March 5 Chatter) by a name other than its own — which is **Camelot!** It is a solid state, 200-selection model, and currently attracting attention on distributor showroom floors across the country.

STERN ELECTRONICS PREXY Gary Stern couldn't be more pleased over response to the factory's new "Stampede" 2-player pingame. With the recent completion of sample shipments, the firm's now concentrating on filling those orders.

DATLINE SUNNYVALE — home of Meadows and the fast selling "Lazar Command" upright. Had a conversation with **Lila Zinter** who called the game a super earner that is presently heavily back-ordered at the factory. Coming up soon is a new cocktail table called "Trax," which offers a Bonker's-type play theme. Lila mentioned that Meadows had recently announced some changes in its executive lineup with former president **Harry Kurek** being upped to chairman of the board and **Ray Dennison**, who was operations manager, becoming president.

BOB SHERWOOD (formerly with the now defunct CDI) is heading for a sunnier climate to assume a post with a west coast-based manufacturer. Details later.

MAC BRIER OF NATIONAL COIN is really looking forward to receiving samples of the new NSM phono line. As he pointed out, with the many innovative features incorporated into the new machines, the models should really go over well in the U.S. market. As for games, Mac said the department did slow down a trifle last week after experiencing a big rush at the time the pinball ban was lifted in Chicago; however, with spring just around the corner, he's certain the surge will resume.

DATES OF THE annual AMOA board of directors mid-year meeting are March 24-26 in Houston, Texas. Since it is at this particular meeting each year that the board firms up plans for the annual convention, and reviews the previous one, 100% attendance is expected — and much important work is in store for officers and directors. As is customary, AMOA will host a reception for ops, distributors and other industry reps in Texas on the opening evening of the 3-day event. . . . The very informative 1977 AMOA Membership Directory (a valuable reference piece) was scheduled to be mailed to the membership in early March — and is, hopefully, in the hands of most by now. Members are cautioned to "take good care of it" as it is printed in limited quantity.

ON THE SINGLES SCENE — For this week's list we go to Omaha, Neb. and programming expert **Ev Dalrymple of Lieberman's One Stop**, who notes that the following are happening big in jukeboxes: "Southern Nights" by **Glen Campbell** (Capitol), "Heart Healer" by **Mel Tillis** (MCA), "You're Free To Go" by **Sonny James** (Columbia), "All Strung Out On You" by **John Travolta** (RCA), "Hotel California" by **The Eagles** (Asylum), "Red Hot Women & Ice Cold Beer" by **New Riders Of The Purple Sage** (MCA), "Turn Loose Of My Leg" by **Jim Stafford** (WB), "City Jail" by **Johnny Cash** (Columbia) and "Lunch Time Lovers" by **Rob Redmond** (NBC).

State Association News

Illinois operators are gearing up for the final phase of the current pool tournament being sponsored by the ICMOA state association. More than 75 locations are participating and finals have been scheduled for April 3 at the Continental Regency in Peoria, Ill. Incidentally, ICMOA really has a unique way of keeping the majority of its members in the "dues paid" category: it publishes, in the association's newsletter, the names of those individuals whose dues are in arrears! Among the many members who contributed in time and effort to the recent passage of a bill to allow pinball machines in Chicago were: **Wayne Hesch, Kem Thom, Chuck Sacco, Leon Mohill, Art Velasquez, Hal Glenke** and **Dick Nomden**. Nice goin', fellas! In addition, through the efforts of ICMOA and its members, the machine license fee was lowered from a proposed \$100 to \$75 and the operator license fee from \$500 to \$200. . . . The **North Carolina Operators Assn.** has changed the dates of its annual meeting to August 5-7 at the Raddison Hotel in Charlotte. The event will be preceded by a March 20 spring meeting at the Wilmington Hotel. Understand free play legislation is in the wind out there. . . . The recent board meeting of the **West Virginia Music & Vending Assn.** was highlighted by a Rock-Ola showing, sponsored by Monroe Dist. Some 16 of the association's membership ranks attended the ATE London convention, among them **Leoma Ballard**, who spent about nine days in London. Leoma mentioned that she and fellow officers are currently working on an agenda for their Sept. 22-24 annual meeting. . . . Plans are firming up for the April 15-16 annual **Ohio Music & Amusement Assn.** convention at the Carousel Inn in Columbus. An election of officers will be held and the association has arranged to have noted news correspondent **Leslie Stahl** as a guest speaker.

State Association Calendar 1977

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| Mar. 11-13; Music Operators of Michigan, annual conv., Kalamazoo Center, Kalamazoo, Mich. | June 10-12; Colorado Coin Industries, annual mtg., Holiday Inn, Glenwood Springs, Colo. |
| Mar. 18-20; Wisconsin Music Merchants Assn. Inc., spring conv., Olympia Hotel & Spa, Oconomowoc, Wis. | June 16-19; Illinois Coin Machine Operators Assn., annual conv., Hospitality Motor Inn, Earth City, Mo. |
| April 15-16; Ohio Music & Amusement Assn., annual conv., Carousel Inn, Columbus. | Aug. 5-7; No. Carolina Coin Operators Assn., Inc., annual mtg., Raddison Hotel, Charlotte, N.C. |
| May 6-8; Amusement/Music Operators of Tennessee, annual mtg., Henry Horton State Park, Chapel Hill, Tenn. | Sept. 16-18; Florida Amusement Merchandising Association, annual conv. & trade show, Deauville Hotel, Miami Beach, Fla. |
| May 12-15; Music & Amusement Assn., Inc., conv. & trade show, Stevensville Country Club, Swan Lake, N.Y. | Sept. 22-24; West Virginia Music & Vending Assn., annual conv., Heart-O-Town Motor Inn, Charleston, W. Va. |
| May 20-22; Music Operators of Minnesota, conv. & trade show, Holiday Inn-Down-town, Minneapolis. | |

CALIFORNIA CLIPPINGS

C.A. Robinson Distribs in Los Angeles last Friday (March 4) hosted a much acclaimed premiere of Exidy's new Car Polo driving game. "To my knowledge," reports company exec **Ira Bettelman**, "this was only the second time that the game has been shown to operators." Bettelman added that Car Polo was an instant hit with all in attendance, and that the full-color video model was set up for free play in the middle of the company's new game showroom. Also in attendance were Exidy's **Pete Kauffman**, **Paul Jacobs** and several service technicians who conducted an informative question and answer session covering all facets of operation and service. What impressed ops most about the new offering from Exidy, according to Bettelman, was the fact that it can accommodate 1, 2, 3 or 4 players. "We're anxiously awaiting delivery of our first shipment sometime this week," Bettelman concluded enthusiastically.

ON THE SINGLES SCENE — For this week's list of the top 20 jukebox platters we turn to California Music, where resident expert **Gene Mims** notes that the following are getting plenty of spins: "Year Of The Cat" by **Al Stewart** (Janus), "Love Theme From 'A Star Is Born'" by **Barbra Streisand** (Evergreen), "Blinded By The Light" by **Manfred Mann** (Warner Bros.), "I Like Dreamin'" by **Kenny Nolan** (20th Century), "Fly Like An Eagle" by **Steve Miller** (Capitol), "Dancing Queen" by **Abba** (Atlantic), "Enjoy Yourself" by the **Jacksons** (Epic), "Torn Between Two Lovers" by **Mary Macgregor** (Ariola America/Capitol), "New Kid In Town" by the **Eagles** (Asylum), "Rich Girl" by **Hall & Oates** (RCA), "Boogie Child" by the **Bee Gees** (RSO/Polydor), "The Things We Do For Love" by **10cc** (Mercury), "Night Moves" by **Bob Seger** (Capitol), "Don't Leave Me This Way" by **Thelma Houston** (Tamla/Motown), "Don't Give Up On Us" by **David Soul** (Private Stock), "Weekend In New England" by **Barry Manilow** (Arista), "Go Your Own Way" by **Fleetwood Mac** (Reprise), "Carry On Wayward Son" by **Kansas** (Kirshner/Epic), "Hotel California" by the **Eagles** (Asylum), and "Say You'll Stay Until Tomorrow" by **Tom Jones** (Epic/MAM).

EASTERN FLASHES

Optimism prevails among area coin people in all levels of the industry that the impending spring season will stimulate business to banner proportions. And then there are those who've just about had it with winter and would certainly welcome spring — with or without added business. . . . Spoke with **Ron Gold** of Cleveland Coin who's prepared for big spring business and a more "selective market." He pointed out that operators are becoming more "discriminating in their buying patterns" and are exercising a stronger preference for "quality product," citing as evidence the case of Midway's "Sea Wolf" which went back into production by popular demand! Ron's planning to host a private showing of the new Seeburg furniture style Model FC-2 console phonograph — and, in mentioning Williams' "Grand Prix" 4-player pin, compared it to the factory's record seller "Space Mission" which, if present advance orders are any indication, it will likely outsell. After attending the recent ATE convention in London, Ron remained abroad for a few extra days to spend some time with his daughter, **Kathy**, who's studying in Zurich — and is known to the trade for her many summers of work in dad's office. Cleveland Coin's Columbus branch is contemplating a move to new, modern quarters in suburbia. More details later. . . . Universe Affiliated Int'l. is now delivering the exciting new "Spokeasy" 4-player pingame, produced by Playmatic of Spain. It has all the color and outstanding artwork for which Playmatic is noted, and the unique jack-pot reels scoring feature is something else. Universe prexy **Barry Felnblatt** said the trade can look forward to a single player version called "The 30's." In the near future, something totally different and "never before done on a pinball playfield" will materialize in a 4-player called "Rio," which will also boast some exotic backglass graphics. . . . **Pat Bilotta** hosted a Wurlitzer service school at the Bilotta Dist. premises in Newark last Monday, March 7, with **C.B. Ross** conducting. Presentation covered the '77 Wurlitzer phono line and ops and service people from throughout the territory were invited to sit in. Pat said that with spring buying starting up, arcade equipment is very much in the spotlight these days. He noted that Meadows' "Bonkers," "Lazar Command"; Exidy's "Attack" and PSE's "Bazooka" are doing well and he had much praise for the Dynamo "matching pair" pool and foosball tables, adding that he's been successfully experimenting with the 35 cent pool table chute.

MILWAUKEE MENTIONS

WMMA's **Marge Halverson** has been very busy contacting operators and distributors in the final stages of preparation for the association's March 18-20 meeting. Exhibits will once again be featured this year, along with some added attractions, and attendance is expected to be very good, as usual. The **Sonny Williams** orchestra, which has performed throughout Wisconsin with its successful country show, will headline the Saturday night banquet entertainment, courtesy of Modern Rack Sales, Inc. Among guest speakers at the business sessions will be MOA's executive vice president **Fred Granger** and **Mike Mowers** of Radio Doctors. Following the banquet on Saturday, Radio Doctors will sponsor a hospitality suite for convention-goers. Marge, by the way, was also involved in managing a Wisconsin jewelry show on the weekend of March 5, and with several other projects pending has more than enough work ahead of her.

RED'S NOVELTY CO. reports collections as holding steady and continuing so as spring approaches. Firm's looking forward to participating in the WMMA convention.

BOB RONDEAU SAID he's moving a lot of new and used equipment these days at Empire Dist., Green Bay. The Rock-Ola model 470 phonograph is doing very well, he added, mentioning that the March 21-22 Automatic Products school to be held at the Midway Motor Lodge in Green Bay has generated a lot of interest. Not only does Bob move equipment, but last weekend he was moving pancakes as head waiter of the Lions Club breakfast!

ENJOYED TALKING WITH Jack Hastings of Hastings Dist. Inc. who elaborated on how well he's been doing with Bally pins and Rock-Ola phonographs. Jack said he recently sent two of the fellas out to Wisconsin Rapids to enroll in the coin machine technicians school, which is part of the WMMA initiated apprenticeship program, and that **Walter Bohrer's** son, **Michael**, will be heading out there next week.

ON THE SINGLES SCENE — **John Jankowski** of Radio Doctors notes heavy operator action on the following: "Right Time Of The Night" by **Jennifer Warnes** (Arista), "Phantom Writer" by **Gary Wright** (WB), "Hotel California" by **The Eagles** (Asylum), "Do Ya" by **Electric Light Orchestra** (UA), "All Strung Out On You" by **John Travolta** (Midland), "Some Broken Hearts Never Mend" by **Don Williams** (Dot), "Arrested For Driving While Blind" by **ZZ Top** (London), "Here Come Those Tears Again" by **Jackson Browne** (Asylum), and "I'm Your Boogie Man" by **K.C. & The Sunshine Band** (TK). On the country side, John mentioned "You Never Can Tell" by **Emmylou Harris** (WB), "Let's Get Together One Last Time" by **Tammy Wynette** (Epic) and "It Couldn't Have Been Any Better" by **Johnny Duncan** (Columbia). Since Radio Doctors is a charter member of WMMA and will be hosting a cocktail party during the upcoming convention, John is really looking forward to attending the big event.

CLASSIFIEDS

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Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$6.25. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$138 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at the rate of 25c per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

COIN MACHINES WANTED

WANTED: Bally Shoot-A-Lanes and Fun Spots. WILL PAY CASH. FREDERICK ANDERSON, INC., P.O. Box 6369, Erie, PA 16512. Phone (614) 452-3207.

WANT: Seeburg AY 160, DS160, LPC-1, LPC-480, Electra, Fleewood, SS160, LS-1, LS-2. We pay cash and pick up our truck. IMPACKED PAN AMERICAN AMUSEMENTS, INC. 1211 Liberty Ave., Hillside, NJ 07205 (201) 353-5540.

WANTED: Cash paid for late model used pins. Premium paid for Wizards, Fireballs, Four Million B.C., Champ, Nip It, Wurlitzer 1050's and 1015's (any jukebox antiques). Call collect 1-313-792-2131

COIN MACHINES FOR SALE

SALE: 400 assorted Gottlieb, Bally, Williams flippers, '70-76 Bingos Bally, Stockmarket, Tickertape, Wallstreet, Mysticgate. NEW PAN AMERICAN AMUSE., 1211 Liberty Ave., Hillside, New Jersey (201) 353-5540.

FOR SALE: ADD-A-Balls — Gottlieb: Jungle King \$395, Captain Card \$425, Bally Delta Queen \$395, Williams: Star Action \$395, Skylab \$450, Hi Deal \$645, No crating, (518) 377-2162. MOHAWK SKILL GAMES CO., 67 Swagertown Road, Scotia, NY 12302

CONVERSION CARTRIDGES — Play stereo records on Seeburg monaural phonos B thru 201. No adjustments required — just plug in — eliminate sound distortion, needle skipping, excessive record wear \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. C.A. THORP SERVI 1520 Missouri, Oceanside, Ca. 92054.

FOR SALE: Gottlieb Abra Ca Dabra \$670, Buccaneer \$750, Duotron \$560, Eldorado \$600, Fast Draw \$770, High Hand \$425, Jumpin' Jacks \$490, Pioneer \$885, Sky Jump \$470, Surfer \$990, Volley \$900, Williams-Little Chief \$895, Triple Action \$530, Toledo \$650, Triple Strike \$705, Bally-Big Show \$545, Twin Win \$675, Midway-Winner Ping Pong, C.C.T.V., Tennis-T.V., Ping Pong-Amutronics T.V., Hockey \$150 each, Morris Novelty Co., Inc., 3007 Olive St., St. Louis, Mo. 63103, (314) 534-3050.

JUST OUT!: Bally "Fireball" home professional pinball game. 4-player (no coin required), solid state electronics, easy diagnostic test circuits, LED digital scoring, plays seven songs \$800 brand new — sealed crating. Request circular. ANIMATED PROD., INC., 1600 Broadway, New York 10019, (212) 265-2942.

ATTENTION metropolitan & upstate New Yorkers: We have a large selection of new & used add-a-balls and arcade equipment. Also jukeboxes, pool tables, shuffles, cigarette & candy. We deliver & accept trades. COIN MACHINE DISTRIBUTORS, INC., 213 N. Division St., Peekskill, N.Y. 10566. Call (914) 737-5050.

NATIONAL WHITENBURG MODEL 400 FOOD VENDOR 1 National 21CE candy machine — Vendo Vist-Vend Rowe cigarette machines 20 700 \$175 or 7 for \$1000 — Rowe 20 800 \$295, crating extra. Arcade equipment, Motor Cycle, Funland, Pennant, Sami, Sea Raider and Dune Buggy, pool tables, pinballs and many other items. VATHIS VENDORS Call (214) 792-2806, 793-3723 or 792-1810.

ALL TYPES OF COIN-OPERATED EQUIPMENT. Flippers, shuffle alleys, guns, TV games, Williams, Gottlieb, ChiCoin, Ramtek, Allied, Natting, Phonographs (large selection) Wurlitzer, Seeburg, AMI, Rock-Ola, Rock-Ola vending, Cigarettes, candy, cold drink. National Smokeshop, Rock-Ola. All kinds shipped to perfection or buy as-is and save. We have the right price and equipment on hand to serve your needs. Write or call FLOWER CITY DISTRIBUTORS, INC., 389 Webster Ave., Rochester, N.Y.

RECORD BINS FOR SALE: 4 LP wide step-ups \$80 each; 5 LP wide step-ups \$100 each; extra large browser bins \$125 each. Contact: Jack Baker (213) 240-6290.

FOR SALE: Silver Sails, Ticker Tapes, Wall Streets, Blue Chips, Stock Markets. Also Barrel of Funs, Sweet Shawnees, Bally Jumbos and Super Jumbos, Big Threes, Blue Spots, Mt. Climbers. Also other uprights and OK games. Call WASSICK NOVELTY, Morgantown, W. Va., (304) 292-3791.

FOR SALE: Travel Time, Satin Doll, Wild Life, Flying Carpet, Super Star, Playball, Sky Jump, 2001 Mibs, Super Shifters, Tankers, Ramtek Baseball, TV Ping Pongs, World Series, Batting Champ, Sega Sea Devil, U Boat, Drag Races, Flying Carpet, Gun, Speedway, SAMI, Invaders, Winners, Paddle Battle, Pong, Computer Quiz, Brunswick Air Hockeys, Wurlitzer 3110, Seeburg D S160 and Model R, D&L DISTR. CO. INC., Box 6007, Harrisburg, Pa. 17112. Phone (717) 545-4264.

SEEBURG LPC 150, AMI 200, N 150. Johnson coin sorter & counter 295, Tennis Tourney 200, Electro Dart 100, BROWSER, 2009 Mott Ave., Far Rockaway, N.Y.

FOR SALE: Spirit of '76 \$765, Buccaneer \$745, Super Soccer \$725, Aztec \$925, Capt. Fantastic \$950, Wixard \$880, Old Chicago \$825, Bow And Arrow \$845, Twin Jokers \$425, Road Runner (unshopped) \$125, Cinema \$695, Demolition Derby \$750, Speed King \$345, Super Shifter \$450, Chopper (motorcycle) \$425, Knock Out \$395, Rock On (solid state) \$675, Gun Fight \$1025, Ball Park \$495, Goal Tender \$275, Grand Prix \$175, Monte Carlo \$225, Stunt Cycle \$825, Gran Trak 20 \$995, Bombs Away \$475, Film Flam II \$375, Bi-Plane \$725, TV Goalee \$195, Pace Race (unshopped) \$150, Tennis Tourney \$150, Robot \$325, Big Shot Rifle \$725, Air Hockey \$295, Air Handball \$375, Stripper \$775, Fire Chief \$495, Computer Horoscope \$350, Trivia (brand new) \$750, Bi-Planes (brand new) \$875, Galloping Pony Carousel \$725, Mini Auto Bumper \$825, Quick Draw \$710, Sound Stage \$675. NEW ORLEANS NOVELTY CO., 1055 Dryades Street, New Orleans, La. 70113, Tel: (504) 529-7321, CABLE NONOVCO.

FOR SALE One of the largest selections of new & used add-a-balls & arcade machines in the northeast. Call or write for our list. COIN MACHINE DISTRIBUTORS, INC., 213 N. Division St., Peekskill, N.Y. 10566 (Westchester Co.) (914) 737-5050.

FOR SALE: Rock-Ola 504 wallbox \$100; Rock-Ola Receivers, 1725-8-2, 1765, 1755, 1721, 1769 \$65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore. 228-7565.

FLIPPERS: At all times more than 400 late model Gottlieb, Bally, Williams, Cnicago, Spanish mfr. available, immediate delivery call for lists. PAN AMERICAN AMUSEMENTS, 1211 Liberty Avenue, Hillside, New Jersey, (201) 353-5540.

IMMEDIATE DELIVERY — Hollycrane motors, Bally Bingo Control Motors, Bally O.K. Games, Lido, Roller Derby, Circus Queen, Bikini, New Sweet Shawnee, New Twin Knight, Used Uprights, New Big Three backglasses. LOWELL ASSOCIATES, P.O. Box 386, Glen Burnie, Md. 21061. (301) 768-3400.

FOR SALE: Used photographs — Wurlitzer, Rowe Ami, Rock-Ola, Seeburg, Flippers, Shuffle Alleys, Foolsballs (Dynamo), Air Hockeys & Arcade Equipment. New parts for old juke boxes. Star Music Co., 1769 Tully Circle, Atlanta, GA 30329. 1-404-634-1538.

JUBILEE SHERIFF, Jack in Box, Hot Shot, Pro Football \$595 each, U.S. Billiards, Air Hockey \$400, Midway Sea Raider, Stunt Pilot, Invaders, Sea Rescue \$300 each, Foolsballs \$250, STARK NOVELTY CO. 239 30th St., N.W. Canton, Ohio. 44709. (216) 492-5382.

FLIPPER GAMES SALE: Abra Cadabra \$650, Big Show \$475, Buccaneer \$695, Captain Fantastic \$945, Duotron \$550, El Dorado \$600, Fast Draw \$750, High Hand \$395, Jumping Jacks \$425, Little Chief \$800, Pioneer \$865, Pro Football \$300, Royal Flush \$885, Sky Jump \$445, Surfer \$875, Triple Action \$500, Triple Strike \$650, Twin Win \$550, Volley \$875. CENTRAL DISTRIBUTORS, INC., 2315 Olive St., St. Louis, Mo. 63103. Call toll free in USA 1-800-325-8997. (In Missouri call 1-800-392-7747.)

WURLITZER Model 1100, Rockola model 2, Seeburg models B and C, Motorcycle Candy Shoppe Grabber, Western Sweepstakes — Make Offer. BRENON'S COIN MACHINES, INC., P.O. Box 117, Brownville, New York, 13615.

SALE: 1,000 Bally super continental slot machines. Excellent condition. \$1,250 each. F.O.B. Antwerp, Belgium. Machines subject to inspection. Pan American Amusements, 1211 Liberty Avenue, Hillside, New Jersey 07205, telephone 201-353-5540.

FOR SALE: Gott: Sky Jump, Big Shot, Top Card; Allied Super Shifters; Atari Grand Trak 10; Tanks; World Series; Baseball Champ; Brunswick Air Hockeys; Flying Ace; SAMI; Invaders; U-Boat; Speedway D&L DISTRIBUTING CO. INC., Box 6007, Harrisburg, Pa. (717) 545-4264.

FOR SALE: We have in stock a great quantity of 5 year old pinball machines Gottlieb. Write to: SOVODA 51 Rue de Longvic, 21300 Chenove France telex 350018.

50 SEEBURG 100 selection wall boxes \$5.00 each, 50 Seeburg 160 selection wall boxes \$37.50 each, 10,000 used 45 rpm records 15 each. CENTRAL MUSIC CO., P.O. Box 284, 407 E. Ave. D., Killeen, Texas 76541.

FOR SALE: Completely reconditioned: 1 Bally Twin-Win (4 pl) \$595; 1 Bally Sky Kings (1 pl) \$495; 1 Bally Hi-Lo Ace (1 pl) \$395; Midway Twin Pirate \$695; Midway Ball Park \$695; Playtime \$445; Leader Upright \$445; Leader Lo-Boy \$445; Winner IV \$395; Winner I \$195; Dart Champ \$95. MICKEY ANDERSON, INC., P.O. Box 6369, Erie, PA 16512. Phone (814) 452-3207.

BINGOS FOR EXPORT ONLY. Available 25 Big Wheels. Write for special price. Also OK games, and Ticker Tapes. Late pin balls, and Arcade equipment. D&P MUSIC CO., 1237 Mt. Rose Ave., York, Penn. 17403. P.O. Box 243 (717) 848-1846.

FOR SALE: Ready for Locations — Sea Raider \$125; Sea Rescue \$125; Midway Wiryly Bird \$250; Pro Quiz Master \$75; Flipper Kiddie Ride \$250; Midway Stunt Pilot \$150; Midway Dune Buggy \$175; Travel Time Pinball \$400; Wurlitzer 3510 & 3500 \$425; Lotta Fun converted to Barrel O Fun \$800; Used National Cig. Machines and used Rowe 20-800 Cig. Machines, also new and used Pool Tables. Guerrini's 1211 West 4th St. Lewistown, Pa.

EMPLOYMENT SERVICE

WANTED: Expert Bingo mechanic. Resume. Three trade references. SHELTON MUSIC CO., Agana, Guam 96910.

BMI SONGWRITER-COMPOSER who has written for Tavares, Righteous Bros., Grass Roots, and others now auditioning soulful keyboard players for composing-collaboration. Also have contemporary soul and disco catalog for A&R men and producers. Willie H. Wilson (213) 299-6649

YOUNG WRITER-PRODUCER with sources for artists and material desires association with a progressive record company needing same and prepared to make offers. Write C.K. Aspinwall of 652 Azalea Drive in La Grange, Ga. 30240.

WANTED: Expert bingo mechanic. No drunks, derelicts or drifters. No managers. Workers only. COLLINS MUSIC CO., INC., 1341 Rutherford Road, Greenville, S. Carolina 29609. Phone toll free 1-800-845-5160.

JO-BAR MUSIC PUBLISHING CORPORATION and BAR-JO Records, Inc. needs investors and stockholders to re-open music business. — Write BAR-JO at 83-45 Vietor Ave., Suite 2B, Elmhurst, NY 11373 or call (212) 898-1628 or 243-5668.

SCHOOL FOR GAMES AND MUSIC, two and three week courses. Phonos, Flippers and Bingos. By Schematics! CAL'S COIN COLLEGE, P.O. Box 810, Nicoma Park, Okla. 73066. (405) 769-5343.

WANTED: Coin machine industry trade publication wants full-time editor/writer for research, writing and layout responsibilities. Should have active interest in the field of coin-operated games and equipment and should be somewhat knowledgeable about the industry-at-large. Writing skills are a must. Inquiries to Box 100, CASH BOX magazine, 6363 Sunset, Hollywood, Calif. 90028.

SERVICE SCHOOL FOR GAMES AND MUSIC. Ten week night course teaches practical theory, schematics. \$575 full price. COMIT, 2115 Beverly Blvd., Los Angeles, Ca. 90057. (213) 483-0300.

WE ARE ALWAYS INTERESTED IN NEW AND USED Pinballs, Billiard and Pool Tables, Bingos Guns, Arcade, Kiddie rides, Slot machines, etc., All makes all models. Quote FOB sea vessel to: — SUN MONG CO., LTD., Sun Mong House, 1st Floor, 50-56 Mongkok Road, Kowloon, Hong Kong.

SERVICES COIN MACHINE

ACE LOCKS KEYED ALIKE: Send locks and the key you want them mastered to: \$1.25 each, 10% D/C in lots of 50 or more. RANDEL LOCK SERVICE, 61 Rockaway Ave., Valley Stream, N.Y. 11580. (516) 825-6216. Our 38th year in vending.

RECORDS-MUSIC

FOR SALE: 5,000 jukebox 45s 100 different \$8.50; foreign \$13. Choose Rock, Disco, Polka, Country. AL's 2249 Cottage Grove, Cleveland Heights, Ohio 44118.

LEADING TAPE AND RECORD DISTRIBUTORS OF all labels. Will sell current & cut-out merchandise at lowest prices. Member of NARM. Send for free catalogues. CANDY STRIPE RECORDS, INC., 371 South Main Street, Freeport, New York 11520. (516) 379-5151. (212) 895-3930. Telex 126851 Canstripe Free.

RECORD/MUSIC POSITION wanted by young single male, B.A. (Economics), J.D., in management, promotion or production. Creative, highly motivated. Resume: CHRIS JOHNSON, 7220 Hollywood Bl. #234, Los Angeles 90046.

INTERNATIONAL RADIO STATIONS, MUSIC PUBLISHERS, discotheques and fanclubs subscribe to our Automatic Airmail Service for all singles and LPs from the charts. The fastest and most dependable service in the world. AIRDISC SPECIAL SERVICES, Box 835, Amityville, New York 11701.

WANT RECORDS & TAPES, 45s AND LPs, surplus returns, overstock cut-outs, etc. Call or write Harry Warriner at KNICKERBOCKER MUSIC CO., 453 McLean Ave., Yonkers, New York 10705. (914) GR 6-7778.

OPERATORS — We buy used records right off your jukeboxes on a steady basis. We pay fast. Call Mr. Andrews (516) 822-3733.

KING OF MUSIC RECORDS is looking for masters. Send copies to KING OF MUSIC RECORDS, 806-16th Avenue South, Suite 217, Nashville, Tennessee 37203, or call (615) 242-2023.

FOR SALE, Approx. 20,000 45's from 1966 through 1975. Take all 5c each plus ISC postage. Charles Zierer, P.O. Box 482, Tarpon Springs, Fla. 33589.

OPERATORS — We buy used records not over 1 year old — 10c each plus postage. JOHN M. AYLESWORTH & CO., 9701 Central Ave., Garden Grove, Calif. 92644 (714) 537-5939.

RARE RECORD SHOPS AND FINDERS. List of 31 United States shops. Up to date list personally compiled \$2. MACLEAN'S, 312 Belanger St., Houma, La. 70360.

HOUSE OF OLDIES — We are the world headquarters for out of print LPs and 45s. Also, the largest selections of old rock 'n' roll and rhythm and blues albums. Our famous 3in 1 catalog. \$1.25. HOUSE OF OLDIES, 267 Bleeker St., N.Y., N.Y. 10014 (212) 243-0500.

FOR EXPORT: All labels of phonograph records, cartridges, cassettes. Also excellently priced selections of close-outs. Nearly 30 years of personalized service to importers world over. Wholesale only. DARO EXPORTS, LTD. 1468 Coney Island Avenue, Brooklyn, N.Y. 11230. Cable: EXPODARO, NEW YORK.

HUMOR

DEEJAYS! Here's top drawer comedy for you! 11,000 one-line gags for radio. only \$10! Unconditionally guaranteed! Catalog of one-liners, funny stories, putdowns, trivia, breaks, and lots more, free on request. Edmund Orrin, 41171-C Grove Place, Madera, Calif. 93637.

CLASSIFIED POWER!

Got machines to sell? Is there something you're looking to buy? Maybe you'd like to move some used 45's or need a route mechanic? See ad rates above.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

Make sure your check is enclosed

Manilow & Diamond, Ads & Specials Spurs Sales

(continued from page 9)

peared at #112 bullet moving to #79 bullet this week. "Manilow II" reentered this week at #178 bullet.

Neil Diamond currently has seven albums on J.L. Marsh's top 700 best sellers list this week. His 1971 "Moods" album came back into Marsh's top 700 at #527 this week.

Buyers at major rack jobbers have reported similar increases in Manilow's catalog. One predicted that all four Manilow LPs would be in his top 100 next week. Another said he thought Manilow would have at least two albums in his top 10 by then.

Jimmy Solmsen, LP buyer for Schwartz Bros. in Washington, D.C., expressed the typical reaction to Manilow's catalog sales saying, "It has been just unbelievable. It's been like Christmas time around here with Manilow."

Solmsen said the Manilow catalog has doubled in sales on account of the TV special. "It was a great show and I'm really glad he did it. We really needed something like that."

Steve Marmaduke, buyer for Western Merchandisers, added, "the Manilow catalog was relatively dying until the TV special. Now, the entire catalog is selling strongly." He estimated Manilow's sales were up three to five times over previous levels.

Most buyers said that Manilow's increase was more substantial than Diamond's. As a buyer at Sounds Unlimited in Chicago put it, "Neil Diamond's sales were up, but not as much as Manilow's."

NARM Convention Keynote Address

by
WALTER R. YETNIKOFF
President, CBS/Records Group
Los Angeles, California — March 5, 1977

Good morning.

The first thing that happens when you are asked to be a keynote speaker is that Jules Malamud calls you so many months in advance that it is easy to say "yes" because you feel the day will never arrive. The second thing that happens is that a mailman on the verge of a double hernia arrives with a package containing the prior NARM keynote speeches. The third thing that happens, at least for me, is that after reading the package you begin to get the queasy feeling that perhaps this wasn't such a good idea after all, because everything worthwhile has been said.

Most speakers either reminisce or reflect on what has occurred in our industry and each succeeding speaker feels compelled to do the same. I am not any different in that respect. The size of this convention and the number of people attending is indicative of the size and complexity of our industry today.

The importance of who we are and what we represent was demonstrated in part by the fact that Jimmy Carter took time out from an obviously very busy schedule last year to address this convention. Unfortunately I was standing next to Al Chotin during Mr. Carter's speech and all I heard was Al repeating in his inimitable Yiddish: "Vos zugster vos zugster." Bruce Lundvall and Jack Craig tell me that this translates as "What's he talking about?"

We are also apparently important enough to be the subject of continuing governmental investigations. When one finishes, another — maybe two — seem to start despite the almost total vindication of the prior investigation. We are probed, we are looked at, and we are examined under microscopes. And all we are trying to do is entertain, communicate and make people happy — and obviously make a few bucks in the process.

What is it that has made music such an important part of our nation's life? The creativity, the uniqueness, the messages of our artists — of course — because without that there is nothing. But there is also the very significant factor of having a distribution system which gets our product through to the consumer in ever increasing amounts. I have knowledge about the distribution patterns in other countries and, while growth overseas has also been impressive, I don't know of anywhere else where recorded music is so easily accessible to so many people, or where individual records sell in such large quantities. The distributor, rackjobber, one-stop and the aggressive retailer in this country have put our product practically everywhere that the consumer goes to shop.

This independent entrepreneurial system and fierce competition is not found in the same way in other places where, for the most part, there are few or no sub-distributors or else, sub-distributors operated by the industry itself. The foreign markets are well aware of what our system of distribution has accomplished in terms of your reaching and opening such a vast number of music outlets. Yet, at the same time, there is an ambivalent attitude overseas because of the awareness of the problems which this very system of distribution of ours has generated. So over the years the perspective of the rest of the world has been that our complex free enterprise distribution system is a mixed blessing — the American industry has exploded because of it, yet it has brought in its wake a host of problems.

Primary among those problems today is obviously what is on everybody's mind — what do you pay for your product, what do you charge your customers, and what's left in between; namely, the ever elusive profit margin. We all arrive at these various prices by our own different routes. But we are equally concerned with the in-between.

It sometimes seems that this is a brand new problem but it has been with us for perhaps close to two decades. Practically every keynote speaker has made reference to it in recent times. For example, in 1971 Clive Davis referred to pricing as "the current hot issue among NARM members." In 1972 Jerry Moss referred to numbers and prices and gross margin percentages as something he could not make an address on because he was not a "numbers" man, although he sure does seem to do pretty well on his numbers. In 1975 Amos Hellicher stated that he hated to bring it up again and then proceeded to give one of the most lucid explanations of the problem.

So it's still with us, perhaps even in a more magnified form. This is the centenary celebration of the invention of recorded sound. We say that Thomas Edison invented it, the French give credit to a fellow named Charles Cros — and the Russians, of course, say that they did it but they won't give out the name of the inventor for security reasons.

Anyhow, I couldn't find a record of a hundred years ago but I did come up with a case for a Columbia Gold Moulded 4-Minute indestructible cylinder record which plays one selection for a full four minutes and which states that it lasts forever, never wears out, never breaks and is unaffected by any climate. But, you will notice that, despite these claims, all I have left is the case. The cylinder itself must be in a perpetual state of existence elsewhere. This package is perhaps 75 years old.

The price at which this record was sold to the consumer 75 years ago was, as stated on the box, 50 cents for one indestructible cut, or half a single, or one dollar for an entire single and five dollars for the equivalent of an album. Five dollars in 1900 could feed a family of five for a week without pinching pennies. Today the statistics show that a week's shopping basket for the family of five would cost close to \$100. So in 75 years the cost to the consumer has gone up twenty-fold on almost everything. But as far as superior recorded music is concerned, the price to the consumer today is often not even five dollars but \$3.99 and \$2.99.

Let's get slightly more current. Twenty-five years ago a new car which today costs \$6,000 was being sold for \$3,000. Coffee was selling for 79 cents a pound, not for \$3.79 a pound. And, twenty-five years ago you paid \$3.98 for a 10-inch LP. Today's 12-inch counterpart is still selling for \$3.98 or less in many cases despite skyrocketing costs.

Does it make any sense that a far superior product should be selling 25 and 75 years later for a lower price,



SING-ALONG — Joe Smith, chairman of E/A Records (left) and Clive Davis, president of Arista Records (center) help Tony Orlando with some harmony during Orlando's performance at the NARM convention.

when consumer demand today is at an all time high.

Why is our industry different from almost all others? Most products when they are introduced to the consumer enter the marketplace at a high price. Only after they have been around for a while, and the initial demand has dissipated, do prices come down. With records exactly the opposite is often true. When a high demand album is released it is often sold to the consumer at a bottom level price, sometimes even at a loss. Then, after the bulk of sales have been realized and the album assumes catalog status, its retail price goes up.

I have no panaceas for our industry on how to expand the precious in-between. I am not speaking as a representative of manufacturers. All of us, like you, do things different ways. I am merely making some personal observations and do not intend from this rostrum to announce any radical price changes by CBS Records or to endorse anyone else's. I am simply speaking about the tendency to underestimate the value of recorded music.

I don't personally believe that the right recorded music is as price sensitive as others do. As you know, CBS had a suggested list price of \$8.98 for "A Star Is Born." Despite protestations in many quarters, that record is now a runaway best seller with over two million units sold and still coming in at over 200,000 per week. I know that many have exercised their options to sell that record for substantially below suggested list but I don't believe that, when consumer demand is so high, a higher selling price would have adversely affected our sales or your sales.

The consumer is willing to pay the price for what he or she wants, in this industry as well as in others. If there is a time when we should all be profitable, it is now. Not too long ago we were struggling to achieve gold on not only top ten but in many cases, number one singles. The days of multi-million albums sales seemed to be a thing of the '60s. The role which music had in influencing social change and new values had diminished. But 1976 saw a change in this. No sooner had the RIAA adopted platinum as the new standard of achievement than albums by brand new artists, established artists, and artists who had paid their dues, but had not broken big, began to sell two million, three million, four million, five million and six million copies. Perhaps someone should speak to Stan Gortikov about setting up diamond, uranium and cryptonium classifications because I believe there were at least twenty multi-million selling albums released in 1976.

Look, too, at the so-called black crossover phenomenon. Every day all of us are experiencing the growing number of black artists reaching an ever-widening audience. This is another healthy sign of the change in the tastes of record consumers which have expanded and become extremely eclectic. Record executives like to label their music — call it R&B, country, hard rock, or middle-of-the-road — but the consumer isn't being limited by these distinctions. They are listening for exceptional music and buying what they like. Visiting a record store late at night, I've seen a buyer pick out both an Eagles and a Herbie Hancock album. Just a few years ago you probably wouldn't find record customers seeking out such diverse music.

Right now, the record consuming public is demonstrating an insatiable appetite for a wide variety of musical experiences. Through the extraordinary marketing system you have built, we have been bringing the creations of artists to the consumer as fast as they can be delivered. And still, the consumer remains unsatisfied, coming back over and over again, ready and eager to buy more.

Despite seemingly unfavorable changing demographics, our youth are obviously buying off the racks and off the shelves more and more albums than ever before, as well as singles. And, are those demographics really all that depressing? The population statistics tell us there are 33 million teenagers between twelve and twenty who have available to them a staggering expendable income of 25 billion dollars and they don't have to pay the rent or buy the groceries. Also, fortunately for us, consumers aren't behaving like former generations who gave up their strong interest in music not too many years after they were first attracted to it. Today's consumers remain active well beyond their expected buying years. While it is still uncertain how long they will stay with us, I am convinced that as long as we deliver what they want, they'll stick with record buying. They have already shown us that music isn't merely an occasional diversion for them but a fundamental part of their chosen lifestyle.

These are hardly intended to be self-satisfied comments. As an industry we need more of the type of NARM and RIAA studies to identify the buying attitudes and what is necessary to motivate the adult consumers to purchase more recorded music. After all, many of the artists who rode the crest of the music explosion in the sixties are now into their thirties and still going strong. With some of them, we can look forward to their continuing popularity and

success through age 40 and beyond. I am talking about not only those artists one would classify as MOR but also those who all of us would classify as contemporary artists with broad demographic appeal, from sub-teen to mature adult. And many of those artists are already broadening their artistic base through television appearances. Also more and more of these same artists are getting into — or talking about getting into — movie careers, both on a dramatic and musical level. Again, this is a good sign, not only because it provides for career stability, but because it opens up new opportunities for us to more effectively use other media to promote our product.

In 1976, for example, there were many more television spots — expensive though they are — to stimulate retail sales of records. Obviously, as an industry, we still have a lot to learn about the use of other media for reaching people who want to buy records, but aren't yet aware that they do. I have been accused of having said that records should be sold like soap. I never said that. What I did say is that we, as an industry, both at the label and distribution levels, can learn something about marketing from other industries which sell effectively even though they don't have the unique and creative product we have.

True, we are an industry that is very dependent on radio exposure for our product. Even here, however, I think that most of us involved in the symbiotic relationship with radio are finding that a better working relationship has brought about a greater understanding of each other's problems and needs. We are finding an opening-up of the tight play list situation and a more adventuresome spirit.

At the same time, I am encouraged by this industry's more intelligent use — particularly in the past year — of the other means available to us — the TV spots I have already mentioned, in-store merchandising; radio and print advertising; crossover techniques; disco merchandising, and so forth. Some of these techniques are more suitable for the manufacturer and others for the distributor.

Price competition in our free enterprise system is healthy and, in fact, is mandated by our laws. But sometimes I get the feeling that we suffer from tunnel vision focused on price to the exclusion of other competitive and sales-building techniques. We have seen what professional rack merchandising can do to turn around a situation, such as what was accomplished at Sears. This is an example of what you can do if you want to. That's your job.

A big part of our job as labels is to discover and develop new artists, while continuing to nurture and promote the talent we have — so that we all have product to sell. All this takes enormous investments in talent and marketing which are very different from the normal production costs of other so-called "manufacturing" industries. And, our research and development costs in this area are growing by leaps and bounds, particularly in the light of the demands made by talent these days, and it can often take three or four albums before a superstar is born, even when the talent is there.

Without your help the labels could not succeed in these endeavors. But it is still the labels which bear the major financial brunt of maintaining the life blood of our industry. Everyone reads about the enormous cost of already established superstar talent (and many of the facts and figures I have read are not accurate), but you don't read about the costs of our failures, which can be just as expensive. In order to get that double platinum winner, the label has to invest, and invest big, and sometimes we have to wait a long time for what we believe in. It may cost money for the distributor, the sub-distributor and the retailer to handle and return records which haven't made it. But it costs us much more to eat those failures and digest all the other accompanying expenses of artists, publishers, graphic designers, studios, production facilities, and advertising and marketing services — let alone overhead.

So, we are also concerned with our in-between. I think that most record manufacturers are special types of companies deeply committed to the product they produce. It is an emotional and practical commitment that should never be underestimated. But, we are also businessmen. And I hope you believe that, as businessmen, we are not and cannot be visionless mercenaries, unaware that a fair profit for our customers is a necessity to maintaining a broad customer base.

Meanwhile, the future vision of the record industry is staggering. The RIAA tells us that there are 60 thousand retail outlets in the United States and that 73 million phonographs are now in use. Network television demonstrated that it can attract an audience of close to 100 million viewers when it presents programs such as Roots. Block buster films can draw audiences of 30 to 40 million ticket buyers. Compared to that, double platinum certainly seems puny. Considering the potential that is possible, somehow solutions to the problems that face this industry today will be found.

Yetnikoff Speech Cites Distribution, Price As Issues

(continued from page 9)

your product, what do you charge your customers and what's left in between; namely, the ever elusive profit margin."

He said a 75-year-old cylinder record with one song cost 50 cents when it was new. On the basis of that price, an album consisting of 10 songs would have cost \$5 75 years ago.

"In 75 years the cost to the consumer has gone up twenty-fold on almost everything," Yetnikoff said. "But as far as superior recorded music is concerned, the price to the consumer today is often not even \$5, but \$3.99 and \$2.99."

He suggested that recent increases in list prices are justified, that they helped expand profit margins. "If there is a time when we should all be profitable, it is now," he said. "The consumer is willing to pay the price for what he or she wants, in this industry as well as in the others."

As proof of his theory he cited the success the soundtrack to "A Star Is Born" listing for \$8.98, which he said has achieved sales of more than "two million units. . . and still coming in at over 200,000 per week."

Besides those two main focal points of his address, Yetnikoff touched lightly on problems of returns, tight radio playlists and the cost of breaking new artists.

He also mentioned increased advertising in all media by various elements in the industry, the success of some rack merchandisers and the estimated \$25 billion available to record-buying teenagers as positive aspects to be considered.

Although he said he has "no panaceas for our industry," he concluded his speech saying, "Considering the potential that is possible, somehow solutions to the problems that face this industry today will be found."



KINKS IN L.A. — Ray Davies of the Kinks was joined by well-wishers from Arista Records backstage after the group's recent engagement at the Santa Monica Civic Auditorium. Pictured after the show (l-r) are: Roger Birnbaum, west coast director of A&R, Bob Feiden, vice president of A&R; Davies and Michael Lippman, vice president of west coast operations.

Pop Radio Playlist Highlights (continued from page 25)

- Ex To 24 — Boston
Ex To 25 — Jennifer Warnes
- KING — SEATTLE**
1-1 — Barbra Streisand
*Glen Campbell
*Thelma Houston
7 To 3 — Fleetwood Mac
11 To 6 — Bob Seger
15 To 10 — Kansas
17 To 9 — Wings
19 To 15 — Kiss — Hard Luck
Ex To 23 — George Harrison
Ex To 24 — Rod Stewart
Ex To 25 — Smokie
- KEEL — SHREVEPORT**
3-1 — Barbra Streisand
*Leo Sayer
*Boz Scaggs
*Henry Mancini
21 To 15 — Atlanta Rhythm Section
24 To 17 — Eagles
Ex To 27 — ELO
Ex To 28 — Rod Stewart
Ex To 29 — Jackson Browne
- WORD — SPARTANBURG**
1-1 — Joe Tex
*Henry Mancini
*Starz
*O
*McCoo/Davis
*Seals & Crofts
*Kenny Rogers
12 To 3 — David Soul
16 To 11 — Atlanta Rhythm Section
Ex To 12 — Rose Royce
Ex To 16 — Hot
Ex To 18 — KC & Sunshine Band
Ex To 21 — Rod Stewart
Ex To 24 — Eagles
- KJRB — SPOKANE**
1-1 — Barbra Streisand
*Glen Campbell
*Leo Sayer
10 To 4 — Hall & Oates
18 To 13 — Eagles
20 To 14 — Boston
27 To 21 — Thelma Houston
Ex To 25 — ELO
Ex To 26 — Atlanta Rhythm Section
Ex To 27 — Rod Stewart
- KREM — SPOKANE**
6-1 — Hall & Oates
*Glen Campbell
*Tom Jones
24 To 14 — Thelma Houston
27 To 16 — Eagles
28 To 19 — George Harrison
Ex To 29 — ELO
- WSPT — STEVENS POINT**
1-1 — Atlanta Rhythm Section
*Rubinoos
*Jennifer Warnes
*Firefall
12 To 7 — Jackson Browne
21 To 15 — Wings
22 To 10 — Hall & Oates
27 To 21 — Glen Campbell
Ex To 27 — Eagles
Ex To 29 — Leo Sayer
Ex To 30 — Wilton Place Street Band
- KJOY — STOCKTON**
5-1 — Hall & Oates
Boz Scaggs
Natalie Cole
Glen Campbell
Leo Sayer
15 To 10 — Eagles
16 To 8 — William Bell
20 To 13 — Atlanta Rhythm Section
27 To 19 — Orleans
29 To 16 — Climax Blues Band
- WVDR — SYRACUSE**
2-1 — Olivia Newton-John
*Deniece Williams
*Leo Sayer
*John Travolta
*Bobby Goldsboro
*John Denver
*Rod Stewart
*Orleans
*Burton Cummings
9 To 4 — Al Stewart
18 To 12 — Boston
22 To 15 — George Harrison
- WOLF — SYRACUSE**
1-1 — Kenny Nolan
Smokie
Tom Jones
Olivia Newton-John
Jennifer Warnes
9 To 4 — Fleetwood Mac
16 To 9 — Wings
19 To 14 — Kansas
20 To 8 — David Soul
23 To 16 — Boston
- KTAC — TACOMA**
2-1 — Al Stewart
*Rod Stewart
*Ambrosia
*Boz Scaggs
17 To 12 — Abba
21 To 17 — Wings
Ex To 24 — Glen Campbell
Ex To 26 — Kansas
- WGLF — TALLAHASSEE**
2-1 — Barbra Streisand
*Boz Scaggs
*Natalie Cole
*McCoo/Davis
*Wilton Place Street Band
10 To 6 — Abba
20 To 15 — ELO
21 To 17 — Wings
26 To 19 — Glen Campbell
27 To 23 — Deniece Williams
28 To 20 — Jennifer Warnes
30 To 24 — Rufus
Ex To 21 — Eagles
Ex To 26 — Leo Sayer
Ex To 27 — Hot
Ex To 28 — Ambrosia
Ex To 29 — Mesa
Ex To 30 — Stallion
- WLCY — TAMPA**
2-1 — Mary Macgregor
*Marshall Tucker Band
*Starz
21 To 17 — Wings
Ex To 27 — Eagles
Ex To 28 — Atlanta Rhythm Section
Ex To 30 — Gary Wright
- KEWI — TOPEKA**
1-1 — David Soul
*Jennifer Warnes
*Boz Scaggs
*Climax Blues Band
*William Bell
*Glen Campbell
13 To 5 — Abba
15 To 6 — Bee Gees
19 To 8 — George Harrison
23 To 9 — Olivia Newton-John
29 To 20 — Tom Jones
Ex To 26 — Rod Stewart
Ex To 27 — Eagles
Ex To 28 — Elton John
Ex To 29 — Atlanta Rhythm Section
Ex To 30 — Leo Sayer
- WTRY — TROY**
1-1 — Barbra Streisand
*Ambrosia
*KC & Sunshine Band
*Boz Scaggs
13 To 7 — David Soul
23 To 12 — Thelma Houston
25 To 17 — George Harrison
33 To 28 — Jennifer Warnes
Ex To 29 — William Bell
Ex To 30 — Natalie Cole
Ex To 35 — Mesa
- KAKC — TULSA**
6-1 — David Soul
*Mesa
*Kerry Rogers
15 To 10 — 10cc
16 To 11 — Hall & Oates
23 To 19 — Wings
24 To 20 — Tom Jones
29 To 24 — Atlanta Rhythm Section
40 To 35 — Eagles
Ex To 34 — Glen Campbell
Ex To 37 — Climax Blues Band
Ex To 40 — John Travolta
- KELI — TULSA**
1-1 — David Soul
*Marshall Tucker Band
*Hot
*Deniece Williams
*Maxine Nightingale
*McCoo/Davis
- *Firefall
*Ambrosia
*Boz Scaggs
10 To 6 — Olivia Newton-John
18 To 11 — Atlanta Rhythm Section
19 To 13 — Jackson Browne
20 To 14 — Rod Stewart
21 To 16 — Jennifer Warnes
28 To 23 — Climax Blues Band
29 To 25 — Enchantment
Ex To 26 — Eagles
Ex To 27 — William Bell
Ex To 29 — Natalie Cole
- WTLB — UTICA**
1-1 — Barbra Streisand
*Boz Scaggs
*Kiss
*Wilton Place Street Band
*Rubinoos
10 To 5 — Hall & Oates
14 To 7 — David Soul
17 To 11 — Rod Stewart
18 To 10 — Wings
21 To 16 — Thelma Houston
24 To 18 — Leo Sayer
28 To 23 — Glen Campbell
Ex To 25 — Jackson Browne
Ex To 27 — Eagles
Ex To 28 — Ambrosia
Ex To 30 — Natalie Cole
- 980 — VIDALIA**
1-1 — Hall & Oates
*Joe Tex
*Rubinoos
*Ambrosia
*Kiss
*Deniece Williams
*Genesis
*Alan O'Day — Atco
8 To 2 — Atlanta Rhythm Section
10 To 5 — Abba
14 To 10 — Thelma Houston
Ex To 32 — Leo Sayer
Ex To 36 — Jennifer Warnes
Ex To 37 — Enchantment
- WPGC — WASHINGTON**
6-1 — Eagles
*William Bell
*Foreigner
20 To 11 — Natalie Cole
23 To 18 — Kiss
- WKWK — WHEELING**
3-1 — Abba
*Boz Scaggs
*Atlanta Rhythm Section
*Glen Campbell
*William Bell
27 To 22 — Thelma Houston
Ex To 27 — Eagles
Ex To 28 — Leo Sayer
Ex To 30 — Jennifer Warnes
- KLEO — WICHITA**
1-1 — Hall & Oates
*Bee Gees
*Mr. Big
7 To 2 — David Soul
17 To 10 — 10cc
23 To 15 — Glen Campbell
29 To 20 — Eagles
- WAIR — WINSTON/SALEM**
2-1 — Bob Seger
*Captain & Tennille — Can't Stop
*Thin Lizzy
*Boz Scaggs
Ex To 29 — Kiss
Ex To 30 — Deniece Williams
Ex To 31 — Hues Corp.
Ex To 32 — Jennifer Warnes
- WORC — WORCESTER**
1-1 — Barbra Streisand
*Leo Sayer
*Queen
*Boz Scaggs
*Enchantment
*Andrew Gold
23 To 18 — Rod Stewart
24 To 14 — Natalie Cole
26 To 21 — Barry White
28 To 23 — Tom Jones
29 To 22 — Ambrosia
24 To 20 — Cory
Ex To 26 — Glen Campbell
Ex To 27 — Jennifer Warnes
Ex To 28 — William Bell
Ex To 29 — Sylvetti
Ex To 30 — Little River Band

RETAIL LP SELLING PRICES

(continued from page 38)

Francisco Chronicle Date Book).

St. Louis

No ads appeared in the Sunday *St. Louis Globe-Democrat* and the *St. Louis Post-Dispatch*.

Tampa

No ads appeared in the Sunday *Tampa Tribune* and *Tampa Times*.

Tulsa

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

cago. (Sunday *Tulsa World*).

Washington

At **K mart**, same ad with the identical features and prices that appeared in Baltimore. At **Discount Record and Book Shop** (3 locations), Puccini's "Tosca" (2 LPs \$15.98 list) for \$10.98. At **Korvettes** (5), same ad with the identical features and prices that appeared in Baltimore (Sunday *Washington Post*).

(All information in the above chart gathered from March 6 editions unless otherwise indicated.)

FM ANALYSIS (continued from page 23)

WBLM-FM — LEWISTON, ME — Jose Diaz

Most Active:

- Peter Gabriel — Atco
Henry Gross — Show Me To The Stage — Lifesong
Jethro Tull — Songs From The Wood — Chrysalis
Fleetwood Mac — Rumours — Reprise
Sea Level — Capricorn
Pousette-Dart Band — Amnesia — Capitol
Martin Mull — I'm Everyone I've Ever Loved — ABC
Joan Armatrading — A&M
The Kinks — Sleepwalker — Arista
Barclay James Harvest — Octoberon — MCA

Adds:

- Nils Lofgren — I Came To Dance — A&M
Richard Thompson — Live — Island
Tony Wilson — I Like Your Style — WB
America — Harbors — WB
Steve Gibbons — Movin' On — MCA
Albert King — Live — Utopia
Justin Hayward — Songwriter — London
Heartsfield — Collectors Item — Columbia
Garland Jeffreys — Ghost Writer — A&M
Richard Torrance — Bareback — Capitol

WHYY-FM — MONTGOMERY, AL — Pat Simpson

Most Active:

- Sea Level — Capricorn
America — Harbor — WB
Starcastle — Fountains Of Light — Epic
Fleetwood Mac — Rumours — Reprise
— Dreams
Michael Franks — Sleeping Gypsies — WB
John Miles — Stranger In The City — London
— Glamour Boy/Slow Down
Marshall Tucker Band — Carolina Dreams — Capricorn
Janis Ian — Miracle Row — Columbia
Gary Wright — The Light Of Smiles — WB
Winters Bros. Band — Atco
Andrew Gold — What's Wrong With This Picture —

- Elektra
— Lonely Boy/One Of Them
George Benson — In Flight — WB
Jimmy Buffett — Changes In Latitudes — ABC
Ace — No Strings — Anchor
— Rock & Roll/Gleaming
Eagles — Hotel California — Asylum
Rufus — Ask Rufus — ABC
Free Beer — Nouveau Chapeau — RCA
Steve Gibbons — Rollin' On — MCA
Henry Gross — Show Me To The Stage — Lifesong

Adds:

- Blondie Chaplin — Elektra
Richard Torrance — Bareback — Capitol
Pousette-Dart Band — Amnesia — Capitol
Dean Freidman — Lifesong
Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor

Climax Blues Band — Gold Plated — ABC

Hall & Oates — No Goodbyes — Atlantic

KREM-FM — SPOKANE, WA — Don Adair

Most Active:

- Pink Floyd — Animals — Columbia
Chick Corea — My Spanish Heart — Polydor
Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
The Kinks — Sleepwalker — Arista
Eagles — Hotel California — Asylum
City Boy — Dinner At The Ritz — Mercury
ZZ Top — Tejas — London
Jethro Tull — Songs From The Wood — Chrysalis
Fleetwood Mac — Rumours — Reprise

Adds:

- Elliott Murphy — Just Another Story From America — Columbia
Heartsfield — Columbia
Hubert Laws — The San Francisco Concert — CTI
Justin Hayward — Songwriter — London
Bruce Cockburn — In The Falling Dark — True North
Joe Beck — Match The Time — Polydor

Reflections 'N Black (continued from page 39)

Rochester.

Al Bell, chairman of the board of **ICA Records**, was honored by the Greater Washington Business Center with the First Annual Economic Roots Award at a recent luncheon which featured Alex Haley, author of "Roots," as keynote speaker.

ABC Records promotion person **Jan Floyd** and Buddah promotion person **Reggie Barnes** are getting married April 16. The Wedding will be held in Chicago with plans for a reception to be held in Los Angeles.

A testimonial dinner will be held for **King Oliver** of **KJLH** in Los Angeles April 15 at the Marriott Hotel in Los Angeles.

The Commodores are embarking on a three month world tour to include perfor-

mances in the United Kingdom, Holland, France, Germany, New Zealand, Australia, Malaysia, Hong Kong and Singapore. New line-up at **KDIA in Oakland**: 6-10 Marvin Roberts, 10-2 Bob Jones, 3-7 Lee Michaels, 7-midnight Johnny Morris, midnight 1-5 am Jay Sweet.

Carl Conner has left **WVKO** in Columbus to program **WABQ** in Cleveland replacing Jim Stevens who recently left the station. Bill Moon would like to receive tapes and resumes for that position at 4401 Carriage Hill Lane, Columbus, Ohio 43220. No calls please.

Bob Kay is the new music director & morning man at **WOKJ** in Jackson. He comes to them from **WBAD** in Greenville, Mississippi. **cookle amerson**



STANDING TALL IN DETROIT — Burton Cummings enjoyed a champagne reception after a recent performance at the Detroit Masonic Temple. At the reception were (l-r): Ron Douglas, Epic promotion manager in Detroit; Cummings; Rosalie Trombly, CKLW music director; Randy Brown, national promotion director for Portrait; Rick Swig, associate director of national promotion for Epic/Portrait in New York.

CRIA Accounts For Most Canadian Sales

TORONTO — The Canadian Recording Industry Association's (CRIA) members have accounted for better than 90% of all records and tapes manufactured and sold in Canada, according to Terry Lynd, president of the CRIA, and president of CBS Records Canada Ltd.

Speaking at an industry gathering in Toronto recently, the CRIA president noted that the membership had collectively paid "approximately \$50 million in taxes to federal, provincial and municipal governments" over the past year.

Continuing, Lynd said, "Our members are dedicated to this talent principle and this dedication is best indicated by the following projects which the CRIA has undertaken in 1977.

"Firstly, the organization, financing, and publication of a national Canadian chart of the top 50 singles and albums based on actual product sales through retail and national chain record outlets across the country."

"Secondly, the submission of professional briefs to the federal and provincial governments requesting elimination of taxes on sales of Canadian recordings, and also requesting a comparable and equitable income tax basis such as granted to the Canadian movie industry."

The CRIA is currently involved in organizing a pavilion at the Canadian National Exhibition grounds to honor the 100th anniversary of recorded sound.

Linda Ronstadt Voted Top Female Vocalist

PARIS — Asylum recording artist Linda Ronstadt has been voted the #1 Female Vocalist in France by *Best Magazine*.

Polydor Changes Set

TOKYO — Polydor of Japan has unofficially announced wide personnel and organizational changes, which will be effective after March 21.

First and second manufacturing departments will be newly established, while the present manufacturing department will be abolished, according to a company source. The present manufacturing headquarters will consist of four departments, including present manufacturing control, promotion and two new departments. Under the first manufacturing department, two sections, Japan's music and educational records, will be instituted. Progressive and popular sections will be located in the second manufacturing department.

With these reformations, Minoru Funaki, present head for manufacturing department, will be named as the chief of the first manufacturing department and Yoshitaka Torio will be appointed to the head of the second manufacturing department.

Whitsett, Churchill Form Music Company

LONDON — The formation of Whitsett Churchill Music has been announced by Tim Whitsett and Chick Churchill. The company will be involved in record production and music publishing in the United Kingdom and the United States.

Whitsett was general manager of Chrysalis Music Limited in London. He resigned as president of East/Memphis Music Corp. in April 1976 to come to London after spending 6 years with the former Stax Records publishing division.

Churchill, before his tenure as professional manager for Chrysalis in London, was a member of the rock group Ten Years After.

CRIA Pavilion Plans Unveiled For Anniversary Of Recorded Sound

TORONTO — The Canadian Recording Industry Association (CRIA), in cooperation with the Canadian National Exhibition (CNE), has announced plans to celebrate the 100th anniversary of recorded sound with a gigantic music pavilion in Toronto.

Called the Canadian Recording Industry Pavilion, plans were unveiled jointly for the consumer show by Terry Lynd, president of the CRIA and of CBS Records of Canada, and Arnold Gosewich, president of Capitol Records-EMI Canada and chairman of the organizing committee in charge of the pavilion.

With a budget in excess of \$500,000, the pavilion is expected to draw at least one million people through its doors at the fair in August.

In a prepared speech, Arnold Gosewich cited examples of how other countries were celebrating this commemorative year. France, the U.S. and India are issuing commemorative stamps; in Holland, secondary schools will be presented with packages of records covering the development of Western music over the past 500 years; in England, a six-part series on all aspects of the record business is being shown on TV along with a 13-part series covering the history of pop music.

"These examples," Gosewich said, "as well as other activities, will all serve to draw attention to the impact recorded sound has had over the past 100 years as a result of the phonograph's invention.

"However, none will reach the propor-

tions of the Canadian Recording Industry Pavilion at the CNE. The Pavilion will be the largest and most significant event taking place anywhere in the world marking the 100th anniversary of recorded sound.

"Our association, in cooperation with the CNE, will do more than just simply change the name of the existing automotive building to the Canadian Recording Industry Pavilion. The building will be given an exciting and colorful new look beginning with the main entrance."

An exterior facade will be constructed to encompass the entire main entrance, leaving no doubt as to the overall pavilion theme. The facade will be brilliantly illuminated and special lighting will be installed on the complete front of the pavilion to add to its attractiveness in the evening.

While specific plans on exhibits are still in the developmental stages it has been confirmed that the Canadian National Library's Recorded Sound section in Ottawa will be displayed with a special emphasis on Canadian performers. The Canadian Independent Producers Association (CIPA) will provide a staff to man an actual recording studio for the public to tour and inspect. Technical and logistics problems prevent installation of actual record manufacturing machinery at the pavilion but the organizing committee is looking at ways to re-create the process, via film perhaps, so that the general public can get an idea as to the severe quality controls put on product in the 1970's.

WEA Holland Tops 'OOR' Awards

HOLLAND — OOR magazine, the Dutch music publication, has named several WEA acts in top categories, according to Ben Bunders, managing director for WEA Holland.

In the OOR year-end poll the Dutch section listed WEA with the #1 LP, "ELI" by Jan Akkerman and Kaz Lux. Akkerman was voted the #1 guitarist and Lux as the #1 Male Singer. Pierre Van Der Linden was voted as the #1 drummer. Maggie MacNeal placed fourth in the Female Singer category, and WEA had four out of nine awards in the Dutch section.

In the International section WEA was first in six out of nine categories — Jon Anderson (#1 male singer), Emmylou Harris (#1 female singer), Joe Walsh (#1 guitarist), Stanley Clarke (#1 bass player), Billy Cobham (#1 drummer), and Rick Wakeman (#1 keyboards). The Eagles were voted the #2 group and "Hotel California" was the #2 LP. Al Jarreau placed as #2 male singer.

Cream Records Gets E. Memphis Catalogues

LOS ANGELES — Cream Records recently acquired the catalogs of East Memphis Music Publishing, consisting of more than 3500 copyrights.

East Memphis Music will now be operating out of Cream's Los Angeles office at 8025 Melrose.



HAWKING BROTHERS HONORED — The Hawking Brothers were named Australia's top country group at the Wrangler Australasian Country Music Awards held recently. The award was made for the Hawking Brothers' latest album, "Special Edition" released through Crest International. Pictured (l to r) are: Alan Hawking, Sue Douglas and Don Fraser of Crest Records.

Department Changes For Nippon Columbia

TOKYO — Nippon Columbia Co., Ltd. has disclosed important structural changes to reinforce its manufacturing department and consequent personnel changes which have been effective since Feb. 21, 1977.

A new manufacturing headquarters has been formed to control many functions, including manufacturing, Japan music, international repertoire and promotion. Popular and classical sections have also been set up in the international repertoire section. In the past this section was divided into several groups according to labels. With these changes the record management headquarters has been divided into three sections: manufacturing, business-management and production.

Mitsugu Kumamoto, managing director of the company, has been named as the head of the record management headquarters, while Toshio Nemoto, chief of promotion, has been appointed as head of the newly established manufacturing headquarters.



NEW CBS INTERNATIONAL AWARD TO SANTANA — Carlos Santana is the first winner of the Crystal Ball (or "Sammy") Award presented by CBS Records International for worldwide sales in excess of five million units (LPs), exclusive of the U.S. The newly created award, designed for CRI and executed in crystal and precious metals by Tiffany's, will be given to other qualifying CBS artists in the months ahead — "gold" for five million units and "platinum" for ten million. Santana received his at a press luncheon hosted last week by CRI president Dick Asher (far right), shown here with the artist's manager Bill Graham (left), and *Cash Box* staff members Phil DiMauro and Dan Seiden.

Petula Clark To CBS

LOS ANGELES — Petula Clark has been signed by CBS Disques in France to a three-year, multi-album deal.

The deal calls for Ms. Clark to record several albums a year in French for distribution throughout Europe and South America. Her first recording under the new contract will include French versions of two Neil Sedaka songs, "Solitaire" and "My Favorite Entertainer." The first album is due at the end of this month.

International Executives On The Move

Lorraine Hume has been named professional manager for the Attic Publishing group. Formerly with Gordon Lightfoot's Early Morning Productions, Ms. Hume joined Attic in September 1976. She will be responsible for song exploitation on the ATV catalogs, Robbie Robertson's Medicine Hat Music, and the newly signed Arista/Careers catalogues, as well as Attic's own catalogs.

Paul E. Gallant has been appointed general sales manager of Trans-Canada Musique Service Inc. Prior to his appointment, Gallant was manager of the Quebec branch of Trans-Canada Musique Service.

Nigel Phillips, formerly of EMI, has now joined Ambassador Music, Ltd., and will be at the helm in both administrative as well as professional activities. Nigel succeeds John Beecher, who has left Ambassador to pursue other interests.

Japan

- 1 Shitsuren Restaurant — Kentaro Shimizu — CBS/Sony
- 2 Seishunjidayi — Kooichi Morita & Top Gallan — CBS/Sony
- 3 SCS — Pink Lady — Victor Musical Industries
- 4 Shiawasemiman — Hiromi Ohta — CBS/Sony
- 5 Musashinoshijin — Goro Noguchi — Polydor
- 6 Mayonakano Hero — Hiromi Goh — CBS/Sony
- 7 Haisugoizooshi — Momoe Yamaguchi — CBS/Sony
- 8 Sayonarawo Yuukimonayai — Kenji Sawada — Polydor
- 9 Ornoide No Kinoshitade — Hiromi Iwazaki — Victor Musical Industries
- 10 Feeling — High Figh Set — Toshiba/EMI
- 11 Country Road — Olivia Newton-John — Toshiba/EMI
- 12 Last Scene — Hideki Saijo — RVC
- 13 Pepper Keibu — Pink Lady — Victor Musical Industries
- 14 Rock 'N Roller — Bay City Rollers — Toshiba/EMI
- 15 Head Light — Kenji Niinuma — Columbia
- 16 Onna Minatomachi — Aki Yashiro — Teichiku
- 17 Doozo Konomama — Keiko Maruyama — King
- 18 Chinchinponpon — Hiroyo Kotani, Yoshinori Maeno — King
- 19 Mukashino Namaede Deteimasu — Akira Kobayashi — Crown
- 20 Soul Korekkiridesuka — Minor Chewing Band — CBS/Sony

TOP TEN LPs

- 1 Love Collection — High Figh Set — Toshiba/EMI
- 2 Toozakaru Fuukeyi — Keyi Ogura — Polydor
- 3 Boshoku — Akira Inaba — Disco
- 4 Pepper Keyibu — Pink Lady — Victor Musical Industries
- 5 Bay City Rollers — New Best — Toshiba/EMI
- 6 Dedication — Bay City Rollers — Toshiba/EMI
- 7 Wings USA Live — Paul McCartney & Wings — Toshiba/EMI
- 8 A Day At The Races — Queen — Warner/Pioneer
- 9 Come On Over — Olivia Newton-John — Toshiba/EMI
- 10 Hotel California — Eagles — Warner/Pioneer

Italy

- 1 Regina Ai Troubadour — Le Orme — Philips
- 2 Solo — Claudio Baglioni — RCA
- 3 Daddy Cool — Boney M. — Durium
- 4 Honky Tonky Train Blues — Keith Emerson — Manticore
- 5 Disco Duck — Rick Dees — RSO
- 6 Piu' — Ornella Vanoni — Vanilla
- 7 Furla — Mal — Ricordi
- 8 Mamma Tutto — Iva Zanicchi — Rifi
- 9 Let 'Em In — Quinta Faccia — UIM

TOP TEN LPs

- 1 Four Seasons Of Love — Donna Summer — Durium
- 2 Solo — Claudio Baglioni — RCA
- 3 Singolare Plurale — Mina — PDU
- 4 Animals — Pink Floyd — EMI
- 5 Piu' — Ornella Vanoni — Vanilla
- 6 Verita' Nascoste — Le Orme — Philips
- 7 Winds & Wuthering — Genesis — Charisma
- 8 Festival — Santana — CBS
- 9 Songs In The Key Of Life — Stevie Wonder — Motown
- 10 Alia Flera Dell'Est — Angelo Branduardi — Polydor

Brazil

- 1 If You Leave Me Now — Chicago — CBS
- 2 Fim De Tarde — Claudia Telles — CBS
- 3 Don't Go Breaking My Heart — Kiki Dee & Elton John — Odeon
- 4 Theme From Swat — Rhythm Heritage — Records
- 5 When You're Gone — Maggie MacNeal — WEA
- 6 My Life — Michael Sullivan — Top Tape
- 7 Soul Dracula — Dracula — Tapeccar
- 8 Because I Love You Girl — The Stylistics — Top Tape
- 9 Nobody Knows — Dennis Gordon — Top Tape
- 10 Baby I Love Your Way — Peter Frampton — Odeon

TOP TEN LPs

- 1 O Progresso — Roberto Carlos — CBS
- 2 Marla Balana Marla — Benito Di Paula — Copacabana
- 3 Samba Enredo 1° Grupo — Various — Top Tape
- 4 Meus Caros Amigos — Chico Buarque — Philips
- 5 Estupido Cupido — Various — Som Livre
- 6 Canto Das Tres Racas — Clara Nunes — Odeon
- 7 Hit Machline — Various — K-Tel
- 8 Menina Dos Cabelos Longos — Agepe — Continental
- 9 Morte De Um Poeta — Alcione — Philips
- 10 Disco Dance — Various — K-Tel

Kiss Tour Japan

NEW YORK — The forthcoming Kiss tour of Japan was announced by William Aucoin, president of Aucoin Management, Inc. Kiss is the first group since The Beatles to play four shows at Tokyo's Budokan. The tour will commence March 24.

Checkmates Get Greedy

LOS ANGELES — The Checkmates, Ltd., who had a hit with "Black Pearl," have signed with the Greedy Recording Co.

Music Shoppe Acquires New A&R Department

ONTARIO — Music Shoppe International announced the appointment of Success International as its new A&R Department. Success will now be in charge of the acquisition of new talent for the Music Shoppe roster. The talent screening will be personally directed by Success' president, Carl Hasenhandl. Previously, Music Shoppe agent Brian Strickland had been in charge of scouting new Music Shoppe attractions.

Metromedia PDs

(continued from page 21)

local Little Rock television station and newspaper had given KAAV's effort favorable publicity.

Not Much Market Affect

Other Multimedia station programmers, however, said the new policy would not have much affect on their markets, since station personnel have long been aware of the issue and have taken individual responsibility for regulating lyrics.

Steve Kelly of KEEL in Shreveport, La. said that on hit singles which have questionable lyrics, he and other station programmers in the market have held off airplay while getting feedback from other cites. Kelly said he has even consulted area clergymen about particularly suggestive lyrics.

John Randolph, program director of WAKY in Louisville, Ky. said the Multimedia agreement was simply an attempt to bring the issue into the forefront.

Station Breaks

(continued from page 21)

Boward Jagers joins the KSLQ lineup as 2-6 am jock. Jagers comes from KADI, also St. Louis where he was known as Ira Madson and replaces Mark James who exits the station.

Chris Bailey is the new 7-12 pm jock at WTRY, Troy. Bailey comes from WCCC, Waterbury, Conn., and replaces Tom Rivers who leaves the station. The station has also moved into new studios and facilities. The address is WTRY, WTRY Road, Schenectady, N.Y. 12309. New phone is (518) 785-9061.

Mike Farrow, morning man at WCRO, Johnstown is now doing a weekend air shift at WTAE-FM, Pittsburgh.

Banana Joe, former WFIL, Philadelphia jock has joined the WMJX (96X), Miami air staff.

KCPX-FM, Salt Lake City is going live in the mornings. Bob Adams from KVVJ, Logan, Utah will fill the 6-10 air shift.

Kevin Coan has left WCUE, Akron to go to WZZP, Cleveland.

KTAC, Tacoma has added Paul Brown, formerly with KRKO (14-RKO), Everett to its air staff as a parttimer.

Stan Charles is the new 10-3 pm air man

KQIV Boycott

(continued from page 21)

to satisfy a three-year-old debt incurred when the station had a hard-rock format.

According to Dan Mitchell, chairman of OCB, Kendall refused a \$150,000 offer by station general manager Ron Jay and chose to offer KQIV at auction. The amount offered by Jay would have satisfied the debt, according to Mitchell.

The first bid of \$218,000 on the station was disallowed on July 27 in a federal court. Mitchell's group bid \$216,000, but was bypassed, according to the OCB official, in favor of a bid that offered a higher total to be paid over a period of time. Mitchell told Cash Box he was never informed about the possibility of deferred financing or allowed to enter a bid with a time payment schedule.

Cash Box attempted to reach attorney Kendall at his Portland offices, but a secretary said he is spending a month in Hawaii and is unavailable for comment during the period.

at WHHY-FM, Montgomery. Charles comes to the station from WKLH-FM, also Montgomery.

John Vidaver has joined the WYNY (Y-97) New York lineup. Vidaver formerly worked at WKTU, also New York.

Kenny Belford, former vice president and general manager of the Oklahoma News Network, has been named vice president and general manager of KAFG (K103), Oklahoma City. Richard Parrish has been appointed to Belford's vacated position.

Pat Rogers from WRIE, Erie is now hosting the 7-midnight show at WLW, Cincinnati.

Newsman Fii Alvarado is leaving KCRS, Midland to go to WBAT, Fort Worth.

Jay McCoy is now doing news at KERN, Bakersfield. McCoy comes from KBOY, Menford.

Ron Bates is the new 6-9 am jock at WRVQ (Q-94), Richmond. Larry Stevens remains with the station but is no longer doing an air shift.

WIP, Philadelphia raised in excess of \$67,183 during its radiothon for the Leukemia Society of America. jeff ray

East Coastings/Points West

(continued from page 42)

Canned Heat . . . Capitol Records is certainly not color blind. Just a month after the red vinyl pressing of the Sammy Hagar single "Red," Capitol is releasing the Starz single "Cherry Baby" on yellow vinyl, while the album will have a black label and yellow print . . . Atlantic is up in the air about the coming appearance of Genesis for four west coast dates. In L.A., 250 helium-filled balloons will be launched from Tower Records in Hollywood. The 30" balloons will have a 4 ft. string attached with a card good for the current Genesis album, "Wind and Wuthering." We're told that stand-by time is 3:30 pm on March 23 with lift-off at exactly 4:00. The balloons must be sent up on time so as not to freak out small planes flying out of local airports . . . Sony goes platinum? It's true. Sony Corp. of America has announced that they have produced their one millionth Trinitron color television set, with worldwide sales now at ten million.

WHITE PUNKS ON DOPE — Ever tasteful, The Ramones have been asked to drop a track from their second LP, "Leave Home," because it contains a reference to cleaning fluid. The track is titled "Carbana Not Glue," and since Carbana is a brand name in England, Phonogram Ltd, who distributes the Ramones' product in England, asked that the offending track be dropped for pressings destined for England. Sire Records has agreed to the request and will re-issue the album March 18, minus the offending cut. Another song of theirs was cited as immoral by the Evening News in Scotland because it was entitled, "Now I Wanna Sniff Some Glue." A sticky situation indeed . . . The Impressions can thank their collective karma that they are still alive today, following a near-fatal auto crash on a West Virginia highway. Group members Fred Cash, Sam Gooden, Reggie Torian and Nate Evans were travelling down an ice-covered highway when their car skidded out of control and smashed into an iron guard railing. The railing kept them from rolling down the mountain and miraculously, the group sustained only minor cuts and bruises . . . Olivia Newton-John and Helen Reddy will host a 50th birthday bash for UA's Artie Mogul at Roy's Restaurant on Sunday, March 20. The party list includes over 200 record industry names and guests will be treated to gourmet Chinese food and live entertainment.

ON THE ROAD . . . AFTER A SHORT BREAK — Unfortunately, it's not a laughing matter for drummer Charlie Allen Martin of Bob Seger's Silver Bullet Band who broke both legs in an automobile accident in Detroit. Replacing Martin temporarily will be Jamie Oldaker, Seger's 1972 drummer who has since worked with Eric Clapton. The personnel change resulted in the postponement of six concert dates but the tour is now back on schedule, beginning with a March 8 date in Buffalo . . . Olivia Newton-John will headline the Riviera Hotel in Las Vegas March 24 through 31, and the Sahara Tahoe April 4 through 10, performing two shows nightly . . . Eddy Arnold headlines the Sahara in Las Vegas March 31 through April 6, the Sunrise Theatre in Ft. Lauderdale April 18-23, the Sahara in Las Vegas again May 5-11 and Harrah's in Reno from June 16 to 29. chuck comstock

R&B Station New Adds

(continued from page 40)

26 To 15 — The Pride — Isley Brothers
#1 LP — Bootsy Collins/Marlana Shaw
New LPs — Nytro, William Bell, First Class, Curtis Mayfield

WAMO — PITTSBURGH — Matt Leadbetter

#1 — At Midnight — Rufus
The Pinocchio Theory — Bootsy Rubber Band — WB
Cloudy — AWB — Atlantic
I Wanna Do It To You — Jerry Butler — Motown
Love In C Minor — Heart & Soul Orchestra — Casablanca
Qualified To Satisfy — Barry White — 20th Century
The Pride — Isley Brothers — T-Neck
I Want You Baby — Arthur Prysock — Old Town
A Dreamer Of A Dream — Candi Staton — WB
You're Throwing A Good Love Away — Spinners — Atlantic
I Tried To Tell Myself — Al Green — Hi London
Laying Beside You — Eugene Record — WB
Out Of The Blue — Gap Band — RCA
16 To 10 — Wake Up And Be Somebody — Brainstorm
19 To 12 — Dancin' — Crown Heights Affair
22 To 8 — I Wanna Get Next To You — Rose Royce
23 To 14 — Sometimes — Facts Of Life
26 To 16 — Space Age — Jimmy Castor
27 To 15 — Too Hot To Stop — Bar-Kays
31 To 17 — There Will Come A Day — Smokey Robinson
37 To 20 — Trying To Love Two — William Bell
#1 LP — Jean Carn
New LPs — Johnnie Taylor, Minnie Riperton, Teddy Pendergrass, Curtis Mayfield, D.C. LaRue

WENZ — RICHMOND — Mickey Arnold

#1 — Trying To Love Two — William Bell
Feel So Good — Manhattans — Columbia
Your Love — McCoo & Davis — ABC
Whodunnit — Tavares — Capitol
23 To 19 — I Think I'll Stay Home Today — Billy Paul
20 To 16 — Boogie Bopper — Sun
#1 LP — Bootsy
New LPs — Slave, Kalyan, Marlana Shaw

WSOK — SAVANNAH — Elliott Nealy

#1 — Theme From King Kong — Love Unlimited
I Think I'll Stay Home Today — Billy Paul — Phila. Intl.
You're What's Missing In My Life — G.C. Cameron — Motown
I've Gotta Keep Dancing — Carie Lucas — Soul Train
Your Love — McCoo & Davis — ABC
30 To 25 — The Way You Make Me Feel — Melba Moore
#1 LP — Stevie Wonder

WESL — ST. LOUIS — Jim Gates

#1 — Be My Girl — Dramatics
Do It To My Mind — Johnny Bristol — Atlantic
Truth Is Marching On — Rance Allan — Capitol
Laying Beside You — Eugene Record — WB
Make Up For Lost Time — Mickey Honeycutt — Paula
Stay Awhile With Me — Donnie Gerrard — Greedy
Let's Steal Away To The Hideaway — Luther Ingram — Koko
Cloudy — AWB — Atlantic
You're Throwing A Good Love Away — Spinners — Atlantic
We Can't Hide It Anymore — Chuck Jackson — Sylva
Vibration
Roots — Weapons Of Peace — Playboy
26 To 3 — Good Thing Man — Frank Lucas
16 To 12 — At Midnight — Rufus
18 To 2 — I've Got Love On My Mind — Natalie Cole
#1 LP — Bootsy
New LPs — Marlana Shaw, Manhattans, Syretta Wright, Heart & Soul Orchestra, Curtis Mayfield, Albert King

KATZ — ST. LOUIS — Chico Brown

#1 — Sometimes — Facts Of Life
Rich Girl — Hall & Oates — RCA
I Want You Do It To You — Jerry Butler — Motown
The Pride — Isley Brothers — T-Neck
Space Age — Jimmie Castor — Atlantic
Don't Touch Me — Shebra Deane — Casino
I'm Your Boogie Man — K.C. & The Sunshine Band — TK
Laying Beside You — Eugene Record — WB
Cloudy — AWB — Atlantic
You're Throwing A Good Love Away — Spinners — Atlantic
New LPs — Minnie Riperton, Ralph Graham, George Benson

KYAC — SEATTLE — Robert L. Scott

Discs: Disco Inferno — Tramps — Atlantic
I Want You Baby — Arthur Prysock — Old Town
Your Love — McCoo & Davis — ABC

WANM — TALLAHASSEE — Joe Bullard

#1 — At Midnight — Rufus
On Your Face — EW&F — Columbia
Boogie Hopper — Sun — Capitol
Angel In My Arm — Hot — Big Tree
So So Satisfied — Ashford & Simpson — WB
7 To 2 — Reaching For The World — Harold Melvin & The Blue Notes
9 To 3 — I Wanna Do It To You — Jerry Butler — Motown
10 To 5 — Blessed Is The Woman — Shirley Brown
11 To 8 — I Can't Say Goodbye — Millie Jackson
12 To 9 — Cloudy — AWB
24 To 18 — Time Is Movin' — Blackbyrd
19 To 14 — I'm Your Boogie Man — K.C. & The Sunshine Band

25 To 17 — I Wanna Get Next To You — Rose Royce
23 To 16 — The Pride — Isley Brothers
27 To 19 — You're Throwing A Good Love Away — Spinners
28 To 20 — Feel So Good — Manhattans
#1 LP — Manhattans
New LPs — Curtis Mayfield, Miracles, Banks & Hampton
WTMP — TAMPA — Jerry Walker
#1 — I've Got Love On My Mind — Natalie Cole
On Your Face — EW&F — Columbia
Superband — Kool & The Gang — DeLite
That's What It's All About — Brick — Bang
Hot's 031 Like To Do It — K.C. & The Sunshine Band
The Pride — Isley Brothers
#1 LP — Thelma Houston
New LPs — Jerry Butler, Joe Simon

WOL — WASHINGTON D.C. — Cortez Thompson

#1 — Sometimes — Facts Of Life
Love In C Minor — Cerrone — Cotillion
Love In C Minor — Heart & Soul Orchestra — Casablanca
Your Love — McCoo & Davis — ABC
Angel In Your Arms — Hot — Big Tree
What It Is — Garnett Mims — Arista
I Want You Baby — Arthur Prysock — Old Town
Go On With The Show — Softones — H&L
Do What You Want To Do — T-Connection — Dash
15 To 10 — I Wanna Get Next To You — Rose Royce
16 To 12 — I'm Your Boogie Man — K.C. & The Sunshine Band
Ex To 6 — Fly Like An Eagle — Steve Miller Band
#1 LP — Bootsy Collins
New LPs — Donald Byrd, Wayne Davis, Marlana Shaw, Windy City.



HAGAR IN FRISCO — Capitol Records artist Sammy Hagar performed recently at San Francisco's Winterland Auditorium and then joined Capitol staffers at a reception held in the Miyako Hotel. Seen at the reception are (l-r): Don Grierson, director of merchandising and advertising; Barbara Maciel, secretary; Stan Forman, Seattle promotion man; Ken Benson, western AOR promotion coordinator; Hagar; Don Schmidt, Denver area salesman; Jack Daniels, San Francisco area salesman; Bruce E. Garfield, press and artist relations director; John Carter, talent acquisition director; Norton Buffalo, Capitol artist and Jack Reynolds, Seattle area salesman.

Wallicks Files Chapter XI Plan

(continued from page 7)

petitors expressed the opinion that the company had not been a potent force in the L.A. market for at least the last five years. Lack of aggressive advertising, overly conservative merchandising techniques, staffing (and store hours) and outmoded pricing policies were cited as factors that may have contributed to the company's decline.

Opinion was split as to whether Wallicks' preoccupation with hard goods — televisions, stereos, musical instruments, etc. — had encouraged or delayed its financial difficulties.

With the exception of The Warehouse, where president Lee Hartstone refused comment on the Chapter XI filing, representatives of other retail chains in the L.A. market concurred for the most part that Wallicks' current problems can be traced to three major areas:

- Its failure to keep abreast of rapidly changing market conditions;
- Its low sales volume of current product releases; and
- Its apparent inability to shed its high price image.

"Their (Wallicks') record department hasn't really meant anything for a long time," said Russ Solomon, president of Tower Records. "It's been impotent. They haven't paid attention. Until recently they've taken the position of selling for full price. That goes back to the early days of the record business when I was a kid."

He added: "I don't believe — and I mean this sincerely — that the record part of their business is the source of the problem, in any way. They haven't been a factor, so they can't be in that deep. Their problems go back to their involvement in hard goods — pianos and that kind of stuff. And they've probably suffered competitively (against) every other company selling the products they carried."

Lou Fogelman, president of Music Plus, agreed that Wallicks had not been a factor in the L.A. market for years. "I guess it was just a matter of time," he said. "They've been a nonentity in this market for so long that it finally caught up with them. They were back in the 1950s, and everybody else was in the 1970s."

In addition, Fogelman was not optimistic about Wallicks' ability to compete in the L.A. market even if the company is successful in getting creditors to reschedule its debt payments. "No way," he said, when asked to evaluate Wallicks' future.

Need Aggressive Campaign

Other retailers confided privately that in order to stay in business it is imperative that Wallicks embark on an aggressive advertising campaign designed to promote its avowed policy of competitive pricing. It was also indicated that Wallicks must devote more attention to new releases by current best selling artists. In addition, the financially troubled company needs to do a lot more in the area of marketing research to increase its awareness of future trends so that it can direct its merchandising efforts accordingly.

Anderson Named RCA Promo V.P.

(continued from page 9)

markets as Pittsburgh, Buffalo, Cleveland and Detroit.

In 1970, he was assigned as RCA's field promotion representative in Los Angeles, and in 1973 was promoted to the position of regional promotion manager, west coast. A year later, he was named manager, national singles promotion, headquartered in Los Angeles. Two years ago he left RCA Records, joining United Artists as vice president of promotion and for the past six months has been president of his own national consultant promotion firm.

Singles Bullets

(continued from page 27)

- on CB R&B singles chart).
- #69 **KISS** — #6 most added single with 12 new stations including KIOA, WMET, WIRL, KTLK, WGCL, WCOL, WBBF, WFOM, WKBW, KSTP. #4 most active single on the secondary level with new adds at 980, WTLB, KOWB, WOPD, WAEB, WBSR, WGUY.
- #70 **MARSHALL TUCKER BAND** — Added at KXOK, WDRC. Last week added at KSLO, KJR, WSGA, WAPE.
- #73 **CAPTAIN AND TENNILLE** — #7 most added single with 11 new stations including WFIL, WNCI, WGCL, KHJ, WSGN, WPRO, WISM, WBBO, KPAM, KILT.
- #74 **CHAMPAGNE** — Added at WOKY. Last week added at KSLO, WDRO, KCBQ.
- #76 **QUEEN** — Added at WORC, WAKY, KIOA, KSLQ, WVBF. Last week added at WPRO, KSTP.
- #82 **TAVARES** — Added at WABC, WNOE, WPRO, KCBO.
- #83 **STARZ** — Added at WAKY, WBBF, Y-100, KIOA, WKBW. #10 most active single on the secondary level with new adds at WORD, WMFJ, WLCY.
- #85 **STALLION** — Added at KTLK, KCBQ, KIMN.
- #88 **YVONNE ELLIMAN** — Added at WHHY, KDWB, WMAK, KIOA.
- #89 **CODY JAMEISON** — Added at WRKO, WKLO.

Additions To Country Station Playlists

(continued from page 34)

- Ex To 39 — Jeanne Pruett
Ex To 40 — Anne Murray
- WLSL — ROANOKE**
2-1 — Kenny Rogers
Vivian Bell
Hugh X. Lewis
Linda Hargrove
Margo Smith
18 To 13 — Johnny Paycheck
25 To 14 — Sammi Smith
28 To 16 — Charlie Rich — Epic
Ex To 49 — Don Williams
Ex To 52 — George Kent
Ex To 53 — Ruby Falls
Ex To 54 — Faith Allen
- KKYX — SAN ANTONIO**
3-1 — Kenny Rogers
Larry Steel
Asleep At The Wheel
Randy Barlow
LaWanda Lindsey
Dottie West
Ray Price — Columbia
Connie Smith
Bubba Littrell
Tammy Wynette
Crystal Gayle
22 To 18 — Mary Lou Turner
23 To 19 — Charley Pride
24 To 20 — Jacky Ward
Ex To 37 — Loretta Lynn
Ex To 38 — Johnny Cash
Ex To 39 — Conway Twitty
Ex To 40 — Bobby Bare
- KCKC — SAN BERNARDINO**
1-1 — Loretta Lynn
Little David Wilkins
Senny Seratt
Sickey Lee
12 To 8 — Don Williams
18 To 10 — Crystal Gayle
29 To 20 — Sammi Smith
35 To 24 — Vern Gosdin
Ex To 26 — Stella Parton
Ex To 32 — John Denver
Ex To 33 — Johnny Carver — Living Next
Ex To 34 — Tammy Wynette
Ex To 35 — Larry Gatlin
- KAYO — SEATTLE**
1-1 — Glen Campbell
Bobby Bare
Dale McBride
T.G. Sheppard
Crystal Gayle
John Denver
12 To 7 — Billie Jo Spears
17 To 11 — Dave & Sugar
35 To 12 — Eddy Arnold
- 31 To 26 — Emmylou Harris
39 To 28 — Don Williams
Ex To 27 — Tammy Wynette
- KMPS — SEATTLE**
3-1 — Glen Campbell
Barbara Fairchild
Jerry Reed
Don King
Jennifer Warnes
Dickey Lee
Jeanne Pruett
Connie Smith
10 To 4 — Johnny Duncan
13 To 7 — Lynn Anderson
19 To 8 — Dave & Sugar
21 To 11 — Gene Watson
23 To 14 — Little David Wilkins
24 To 19 — Donna Fargo — WB
26 To 20 — Mickey Gilley
Ex To 26 — Emmylou Harris
Ex To 27 — Larry Gatlin
Ex To 29 — Conway Twitty
Ex To 30 — Jacky Ward
- KRMD — SHREVEPORT**
1-1 — Mary Macgregor
Bobby Bare
Conway Twitty
Emmylou Harris
T.G. Sheppard
Eddy Arnold
McCall/Nelson
Larry Gatlin
20 To 12 — Glen Campbell
37 To 27 — Sammi Smith
Ex To 32 — Don Williams
Ex To 34 — Karen Blackwell
- KGA — SPokane**
5-1 — Glen Campbell
Tammy Wynette
Freddy Fender — The Rains
Crystal Gayle
Don Williams
Jacky Ward
8 To 2 — Kenny Rogers
14 To 5 — Sonny James
11 To 6 — Billie Jo Spears
17 To 8 — Johnny Duncan
16 To 11 — Lynn Anderson
19 To 12 — Dave & Sugar
20 To 14 — Gene Watson
23 To 16 — Marty Robbins
26 To 19 — Mickey Gilley
27 To 20 — Donna Fargo — WB
30 To 21 — Charlie Rich — Epic
Ex To 26 — Loretta Lynn
Ex To 27 — Larry Gatlin
Ex To 28 — Conway Twitty
Ex To 29 — Emmylou Harris
Ex To 30 — Sammi Smith
- WSUN — TAMPA**
2-1 — Charlie Rich — RCA
Jacky Ward
Marshall Chapman
Freddy Fender — The Rains
Mary Lou Turner
Charlie Rich — Epic
8 To 3 — Kenny Rogers
12 To 4 — Glen Campbell
10 To 5 — Eagles
20 To 8 — Gene Watson
24 To 17 — Johnny Paycheck
30 To 18 — Vern Gosdin
29 To 22 — Little David Wilkins
Ex To 25 — Mickey Gilley
Ex To 29 — Conway Twitty
Ex To 30 — Don Williams
- KCBU — TUCSON**
2-1 — Mary Macgregor
Kenny Dale
Emmylou Harris — LP Cut
Ray Price — LP cut
Narvel Felts
Eddy Arnold — LP cut
15 To 8 — Johnny Duncan
16 To 11 — Kenny Starr
18 To 13 — Mel Tillis
21 To 16 — Tommy Overstreet
26 To 18 — Johnny Paycheck
34 To 24 — Roy Clayborne
40 To 30 — Gene Watson
Ex To 34 — David Rogers
Ex To 35 — Lynn Anderson
Ex To 36 — Loretta Lynn
Ex To 38 — Conway Twitty
Ex To 39 — Mickey Gilley
- WWVA — WHEELING**
2-1 — Charley Pride
Asleep At The Wheel
Dickey Lee
Tammy Wynette
Jacky Ward
Freddy Fender — The Rains
17 To 10 — Kenny Rogers
18 To 13 — Loretta Lynn
23 To 17 — Little David Wilkins
30 To 18 — Barbara Fairchild
32 To 26 — Lois Johnson
34 To 27 — Conway Twitty
35 To 29 — Emmylou Harris
36 To 30 — Larry Gatlin
37 To 31 — C.W. McCall
38 To 32 — Sammi Smith
39 To 33 — Buck Owens
40 To 34 — Don Williams
Ex To 35 — Bobby Goldsboro
Ex To 36 — Bobby Bare
Ex To 37 — T.G. Sheppard
Ex To 38 — Margo Smith
Ex To 39 — Vern Gosdin
Ex To 40 — Moe Bandy

Bad Company

BURNIN' SKY



CASH BOX TOP 100 ALBUMS

March 19, 1977

		Weeks On Chart	3/12			Weeks On Chart	3/12			Weeks On Chart	3/12
1	A STAR IS BORN	8.98	1	15	STREISAND, KRISTOFFERSON (Columbia JS 34403)						
2	RUMOURS	7.98	2	4	FLEETWOOD MAC (Warner Bros. BSK 3010)						
3	HOTEL CALIFORNIA	6.98	3	13	EAGLES (Asylum 7E-1084)						
4	ANIMALS	7.98	4	5	PINK FLOYD (Columbia JC 34474)						
5	BOSTON	6.98	5	28	(Epic PE 34188)						
6	SONGS IN THE KEY OF LIFE	13.98	6	22	STEVIE WONDER (Tamla/Motown T13-340C2)						
7	YEAR OF THE CAT	6.98	7	24	AL STEWART (Janus JXS 7022)						
8	NIGHT MOVES	6.98	9	20	BOB SEGER (Capitol ST 11557)						
9	LOVE AT THE GREEK	11.98	17	4	NEIL DIAMOND (Columbia KC 2-34404)						
10	LEFTOVERTURE	6.98	12	20	KANSAS (Kirshner/Epic PZ 34224)						
11	FLY LIKE AN EAGLE	6.98	8	43	STEVE MILLER BAND (Capitol ST 11497)						
12	IN FLIGHT	7.98	13	6	GEORGE BENSON (Warner Bros. BSK 2983)						
13	GREATEST HITS	6.98	10	14	LINDA RONSTADT (Asylum 7E-1092)						
14	ASK RUFUS	6.98	15	7	RUFUS FEATURING CHAKA KHAN (ABC 975)						
15	THIS ONE'S FOR YOU	6.98	18	31	BARRY MANILOW (Arista 4090)						
16	A NEW WORLD RECORD	6.98	16	20	ELECTRIC LIGHT ORCHESTRA (United Artists LA 679G)						
17	WINGS OVER AMERICA	13.98	11	13	WINGS (Capitol SWCO 11593)						
18	UNPREDICTABLE	6.98	27	3	NATALIE COLE (Capitol SO 11600)						
19	FRAMPTON COMES ALIVE	7.98	14	59	PETER FRAMPTON (A&M SP 3703)						
20	BEST OF THE DOOBIES	6.98	20	18	DOOBIE BROTHERS (Warner Bros. BS 2978)						
21	SONGS FROM THE WOOD	6.98	30	3	JETHRO TULL (Chrysalis CHR 1132)						
22	LOW	7.98	21	8	DAVID BOWIE (RCA CPL 1-2030)						
23	JOHN DENVER'S GREATEST HITS VOL. 2	7.98	29	3	(RCA CPL1-2195)						
24	WIND & WUTHERING	6.98	24	9	GENESIS (Atlantic SD 36-144)						
25	ROCK AND ROLL OVER	6.98	23	18	KISS (Casablanca NBLP 7037)						
26	TEJAS	6.98	19	10	ZZ TOP (London PS 680)						
27	ROOTS	6.98	33	4	QUINCY JONES (A&M SP 4626)						
28	A DAY AT THE RACES	7.98	22	10	QUEEN (Elektra 6E-101)						
29	TORN BETWEEN TWO LOVERS	6.98	31	11	MARY MACGREGOR (Ariola America/Capitol ST 50015)						
30	THE PRETENDER	6.98	28	17	JACKSON BROWNE (Asylum 7E-1079)						
31	THE ROARING SILENCE	6.98	26	27	MANFRED MANN'S EARTH BAND (Warner Bros. BS 2965)						
32	TOYS IN THE ATTIC	6.98	32	100	AEROSMITH (Columbia PC 33479)						
33	LOST WITHOUT YOUR LOVE	6.98	25	9	BREAD (Elektra 7E-1094)						
34	CHANGES IN LATITUDES — CHANGES IN ATTITUDES	6.98	40	6	JIMMY BUFFETT (ABC AB 990)						
35	THEIR GREATEST HITS	6.98	35	55	EAGLES (Asylum 7E-1052)						
36	FESTIVAL	6.98	36	9	SANTANA (Columbia PC 34423)						
37	SILK DEGREES	6.98	41	54	BOZ SCAGGS (Columbia PC 33920)						
38	... , AHH, THE NAME IS BOOTSY, BABY	6.98	46	7	BOOTSY'S RUBBER BAND (Warner Bros. BS 2972)						
39	SLEEPWALKER	6.98	49	4	KINKS (Arista AL 4106)						
40	A NIGHT ON THE TOWN	6.98	34	36	ROD STEWART (Warner Bros. BS 2938)						
41	A ROCK AND ROLL ALTERNATIVE	6.98	47	12	ATLANTA RHYTHM SECTION (Polydor PD 1-6080)						
42	CAROLINA DREAMS	7.98	51	4	MARSHALL TUCKER BAND (Capricorn/WB CPK 0180)						
43	LUXURY LINER	6.98	39	9	EMMYLOU HARRIS (Warner Bros. BS 2998)						
44	HARBOR	7.98	79	2	AMERICA (Warner Bros. BSK 3017)						
45	CAR WASH	7.98	38	26	ORIGINAL SOUNDTRACK (MCA 2-6000)						
46	DREAMBOAT ANNIE	6.98	45	50	HEART (Mushroom 5005)						
47	BIGGER THAN BOTH OF US	6.98	50	30	HALL & OATES (RCA APL1-1467)						
48	THE LIGHT OF SMILES	6.98	37	9	GARY WRIGHT (Warner Bros. BS 2951)						
49	GREATEST HITS	6.98	44	16	JAMES TAYLOR (Warner Bros. BS 2979)						
50	THIRTY-THREE & 1/3	6.98	43	15	GEORGE HARRISON (Dark Horse/WB DH 3005)						
51	ANY WAY YOU LIKE IT	6.98	57	14	THELMA HOUSTON (Motown T6-345S1)						
52	AFTER THE LOVIN'	6.98	53	18	ENGELBERT HUMPERDINCK (Epic PE 34381)						
53	PERSON TO PERSON	9.98	42	9	AVERAGE WHITE BAND (Atlantic SD 2-1002)						
54	ARRIVAL	6.98	55	9	ABBA (Atlantic SD 18207)						
55	CHILDREN OF THE WORLD	6.98	54	26	BEE GEES (RSO/Polydor RS 1-3003)						
56	SONG OF JOY	6.98	48	53	CAPTAIN & TENNILLE (A&M SP 4570)						
57	SPIRIT	6.98	52	23	EARTH, WIND & FIRE (Columbia PC 34241)						
58	AN EVENING WITH DIANA ROSS	7.98	60	6	DIANA ROSS (Motown M7-877R2)						
59	THIS IS NIECY	6.98	61	25	DENIECE WILLIAMS (Columbia PC 34242)						
60	FLEETWOOD MAC	6.98	59	86	(Warner Bros. MS 2225)						
61	DESTROYER	6.98	62	19	KISS (Casablanca NBLP 7025)						
62	DOUBLE TIME	6.98	56	9	LEON REDBONE (Warner Bros. BS 2971)						
63	ALIVE	7.98	58	76	KISS (Casablanca NBLP 7020)						
64	DON'T STOP BELIEVIN'	6.98	64	20	OLIVIA NEWTON-JOHN (MCA 2223)						
65	ROCKS	6.98	67	43	AEROSMITH (Columbia PC 34165)						
66	NOVELLA	6.98	70	7	RENAISSANCE (Sire/ABC SA 7526)						
67	SEA LEVEL	6.98	77	4	(Capricorn/WB CP 0178)						
68	NEXT	6.98	68	6	JOURNEY (Columbia PC 34311)						
69	DISCO INFERNO	6.98	69	9	TRAMMPS (Atlantic SD 18211)						
70	DAVID SOUL	6.98	75	11	(Private Stock PS 2019)						
71	SECRET PLACE	6.98	63	11	GROVER WASHINGTON JR. (Kudu/CTI KU 32)						
72	ONE MORE FROM THE ROAD	7.98	65	25	LYNYRD SKYNYRD (MCA 2-6001)						
73	GREATEST HITS	6.98	73	26	ABBA (Atlantic SD 18189)						
74	GOOD HIGH	6.98	66	20	BRICK (Bang 408)						
75	CHICAGO X	6.98	74	38	CHICAGO (Columbia PC 34200)						
76	MIRACLE ROW	6.98	76	8	JANIS IAN (Columbia PC 34440)						
77	PETER GABRIEL	6.98	111	3	(Atco SD 36-147)						
78	BREEZIN'	6.98	82	50	GEORGE BENSON (Warner Bros. BS 2919)						
79	TRYIN' TO GET THE FEELING	6.98	112	12	BARRY MANILOW (Arista AL 4060)						
80	THE JACKSONS	6.98	78	17	(Epic PE 34229)						
81	REACHING FOR THE WORLD	6.98	81	7	HAROLD MELVIN & THE BLUE NOTES (ABC 969)						
82	ENDLESS SUMMER	6.98	85	78	BEACH BOYS (Capitol SVBB 11307)						
83	FLIGHT LOG	10.98	72	7	JEFFERSON AIRPLANE (GrunT/RCA CYL2-1255)						
84	UNFINISHED BUSINESS	6.98	80	17	BLACKBYRDS (Fantasy F9518)						
85	BLUE MOVES	12.98	71	19	ELTON JOHN (MCA/Rocket 2-1104)						
86	HEJIRA	6.98	83	15	JONI MITCHELL (Asylum 7E-1087)						
87	DR. BUZZARD'S ORIGINAL SAVANNAH BAND	6.98	84	33	THE SAVANNAH BAND (RCA APL1-1504)						
88	RA	6.98	99	4	UTOPIA (Bearsville/WB BR 6965)						
89	CALIENTE	6.98	88	23	GATO BARBIERI (A&M SP 4597)						
90	LIVE BULLET	6.98	89	47	BOB SEGER (Capitol SKBB 11523)						
91	LOVE WILL KEEP US TOGETHER	6.98	91	93	CAPTAIN & TENNILLE (A&M SP 4552)						
92	A MAN AND A WOMAN	8.98	102	5	ISAAC HAYES AND DIONNE WARWICK (ABC AB 996/2)						
93	MY SPANISH HEART	9.98	90	12	CHICK COREA (Polydor PD 2-9003)						
94	FOUR SEASONS OF LOVE	6.98	93	21	DONNA SUMMER (Oasis/Casablanca NBLP 7038)						
95	THE SONG REMAINS THE SAME	11.98	86	20	LED ZEPPELIN (Swan Song/Atlantic SS 2-201)						
96	IMAGINARY VOYAGE	6.98	96	17	JEAN-LUC PONTY (Atlantic SD 18195)						
97	SLEEPING GYPSY	6.98	101	5	MICHAEL FRANKS (Warner Bros. BS 3004)						
98	NADIA'S THEME (THE YOUNG AND THE RESTLESS)	5.98	87	20	BARRY DEVORZON & PERRY BOTKIN, JR. & VARIOUS ARTISTS (A&M SP 3412)						
99	I HOPE WE GET TO LOVE IN TIME	6.98	98	27	MARILYN MCCOO & BILLY DAVIS, JR. (ABC ABCD 952)						
100	FOUNTAINS OF LIGHT	6.98	94	8	STARCASTLE (Epic PE 34375)						

Cash Box Top Albums/101 to 200


March 19 1977

	Weeks On Chart	3/12		Weeks On Chart	3/12		Weeks On Chart	3/12			
101 FREEWAYS BACHMAN-TURNER OVERDRIVE (Mercury SRM 1-3700)	7.98	129	2	134 HIS TWELVE GREATEST HITS NEIL DIAMOND (MCA 2106)	6.98	184	2	168 AGENTS OF FORTUNE BLUE OYSTER CULT (Columbia PC 34164)	6.98	141	39
102 NIGHT SHIFT FOGHAT (Bearsville/Warner Bros. BR 6962)	6.98	95	18	135 REO LIVE (Epic PEG 34494)	7.98	186	2	169 HOT AUGUST NIGHT NEIL DIAMOND (MCA 2-8000)	9.98	—	1
103 SATURDAY NIGHT LIVE THE NOT READY FOR PRIME TIME PLAYERS (Arista 4107)	6.98	92	14	136 LITTLE RIVER BAND (Capitol ST 11512)	6.98	134	29	170 BIG CITY LENNY WHITE (Nemperor/Atlantic 441)	6.98	178	2
104 SUMMERTIME DREAM GORDON LIGHTFOOT (Reprise MS 2246)	6.98	97	39	137 BEAUTIFUL NOISE NEIL DIAMOND (Columbia PC 33695)	6.98	156	38	171 LOVE IN C MINOR CERRONE (Cotillion/Atlantic SD 9913)	6.98	182	4
105 SONGWRITER JUSTIN HAYWOOD (Deram/London 18073)	6.98	146	2	138 JEAN CARN (Phila. Intl./Epic PZ 34394)	6.98	145	5	172 THE ALL NEW MICKEY MOUSE CLUB ORIGINAL TV CAST (Disneyland 2501)	3.98	170	5
106 METHOD TO THE MADNESS UNDISPUTED TRUTH (Whitfield/WB 2967)	6.98	109	9	139 ELTON JOHN'S GREATEST HITS (MCA 2128)	6.98	137	124	173 GEORGE BENSON IN CONCERT AT CARNEGIE HALL (CTI/Motown 6072S1)	6.98	140	8
107 PLAYING THE FOOL GENTLE GIANT (Capitol SKBB 11592)	7.98	100	6	140 FLOWERS EMOTIONS (Columbia PC 34163)	6.98	114	29	174 LOVE ME YVONNE ELLIMAN (RSO RS 1-3018)	6.98	180	2
108 GOLD/VOLUME ONE BEE GEES (RSO RS 13006)	6.98	105	19	141 AMNESIA POUSETTE-DART BAND (Capitol SW 11068)	6.98	162	3	175 STRANGER IN THE CITY JOHN MILES (London PS 682)	6.98	177	4
109 ENDLESS FLIGHT LEO SAYER (Warner Bros. BS 2962)	6.98	103	18	142 AT THE SPEED OF SOUND WINGS (Capitol SW 11525)	6.98	130	50	176 LEO KOTTKE (Chrysalis CHR 1106)	6.98	144	9
110 CHICAGO'S GREATEST HITS (Columbia PC 33900)	6.98	110	69	143 SHOW ME TO THE STAGE HENRY GROSS (Lifesong LS 6010)	6.98	153	3	177 LEAVE HOME RAMONES (Sire/ABC SA 7528)	6.98	171	6
111 SAY YOU'LL STAY UNTIL TOMORROW TOM JONES (Epic PE 34468)	6.98	159	3	144 JOHN DENVER'S GREATEST HITS (RCA APL1-0374)	6.98	147	194	178 MANILOW II BARRY MANILOW (Arista AS 4016)	6.98	—	1
112 SPIRIT JOHN DENVER (RCA APL1-1694)	6.98	113	30	145 STAY IN LOVE MINNIE RIPERTON (Epic PE 34191)	6.98	—	1	179 JUST A STONE'S THROW AWAY VALERIE CARTER (Columbia PC 34155)	6.98	185	4
113 WAYLON LIVE WAYLON JENNINGS (RCA APL1-1108)	6.98	104	14	146 WHITE ROCK RICK WAKEMAN (A&M SP 4614)	6.98	151	4	180 LET 'EM IN BILLY PAUL (Phila. Intl./Epic PZ 34389)	6.98	189	5
114 A PLACE IN THE SUN PABLO CRUISE (A&M SP 4625)	6.98	143	4	147 DARK SIDE OF THE MOON PINK FLOYD (Capitol SMAS 11163)	6.98	150	10	181 NO GOODBYES DARYL HALL & JOHN OATES (Atlantic SD 18213)	6.98	—	1
115 THE PLANETS TOMITA (RCA ARL1-1919)	6.98	107	14	148 PART 3 KC & THE SUNSHINE BAND (TK 605)	6.98	128	22	182 THE GEESE AND THE GHOST ANTHONY PHILLIPS (Passport/ABC PP 98020)	6.98	190	3
116 TOO HOT TO STOP BAR-KAYS (Mercury SRM 1-1092)	6.98	106	19	149 RATED EXTRAORDINAIRE JOHNNIE TAYLOR (Columbia PC 34401)	6.98	169	2	183 DEAN FRIEDMAN (Lifesong LS 6008)	6.98	187	2
117 DEEP IN MY SOUL SMOKEY ROBINSON (Tamla/Motown T6-350S1)	6.98	135	6	150 OCTOBERON BARCLAY JAMES HARVEST (MCA 2234)	6.98	152	8	184 STRATOSFEAR TANGERINE DREAM (Virgin/Epic PZ 34427)	6.98	193	2
118 NIGHTS ARE FOREVER ENGLAND DAN & JOHN FORD COLEY (Big Tree/Atlantic BT 89517)	6.98	108	31	151 ROCKY ORIGINAL MOTION PICTURE SCORE (UA LA 693-G)	6.98	179	3	185 KALYAN (MCA 2245)	6.98	191	2
119 ON EARTH AS IT IS IN HEAVEN ANGEL (Casablanca NBLP 7043)	6.98	139	4	152 CARICATURES DONALD BYRD (Blue Note/UA BNLA 633G)	6.98	154	6	186 SWEET BEGINNINGS MARLENA SHAW (Columbia PZ 34458)	6.98	—	1
120 CARELESS STEPHEN BISHOP (ABC ABCD 954)	6.98	124	16	153 SAMMY HAGAR (Capitol ST 11599)	6.98	157	7	187 THE ORIGINAL DISCO DUCK RICK DEES & HIS CAST OF IDIOTS (RSO RS1-3017)	6.98	—	1
121 HASTEN DOWN THE WIND LINDA RONSTADT (Asylum 7E-1072)	6.98	118	30	154 TEDDY PENDERGRASS (Phila. Intl./Epic PZ 34390)	6.98	—	1	188 BRAINSTORM (Tabu/RCA BOL1-2048)	6.98	—	1
122 A FIFTH OF BEETHOVEN WALTER MURPHY BAND (Private Stock PS 2015)	6.98	119	30	155 MAIN SQUEEZE CHUCK MANGIONE (A&M SP 4612)	6.98	123	18	189 DIRT, SILVER & GOLD NITTY GRITTY DIRT BAND (United Artists LA 670-L3)	11.98	142	14
123 VIBRATIONS ROY AYERS UBIQUITY (Polydor PD 1-6091)	6.98	117	11	156 BRASS CONSTRUCTION II (United Artists LA 677G)	6.98	122	18	190 NIGHT AFTER NIGHT BILL QUATEMAN (RCA APL1-2027)	6.98	192	3
124 JOAN ARMATRADING (A&M SP 4588)	6.98	126	10	157 SOUTHERN NIGHTS GLEN CAMPBELL (Capitol SO 11601)	7.98	—	1	191 TARGET (A&M 4607)	6.98	195	2
125 IT FEELS SO GOOD MANHATTANS (Columbia PC 34450)	6.98	149	3	158 BEST OF BREAD (Elektra EKS 75056)	6.98	138	110	192 THERE'S MUSIC IN THE AIR LETTA MBULU (A&M SP 4609)	6.98	194	7
126 FREE FOR ALL TED NUGENT (Epic PE 34121)	6.98	116	26	159 I CAME TO DANCE NILS LOFGREN (A&M SP 4628)	6.98	—	1	193 NEW HARVEST... FIRST GATHERING DOLLY PARTON (RCA APL1-2188)	6.98	—	1
127 BURTON CUMMINGS (Portrait/CBS PR 34261)	6.98	115	21	160 CRYSTAL BALL STYX (A&M SP 4604)	6.98	125	22	194 NOTHING WILL BE AS IT WAS... TOMORROW FLORA PURIM (Warner Bros. BS 2985)	6.98	—	1
128 NEW SEASON DONNY & MARIE OSMOND (Polydor PD 1-6083)	6.98	120	18	161 CAN'T LET YOU GO JOHN TRAVOLTA (Midsong Intl./RCA BKL1-2211)	6.98	172	2	195 SAILIN' KIM CARNES (A&M SP 4606)	6.98	188	3
129 JENNIFER WARNES (Arista 4062)	6.98	155	4	162 CERTIFIED LIVE DAVE MASON (Columbia PG 34174)	7.98	127	18	196 DREAMS, DREAMS, DREAMS Chilliwack (Mushroom MRS 5007)	6.98	—	1
130 JOY RIDE DRAMATICS (ABC ABCD 955)	6.98	136	21	163 RENAISSANCE LONNIE LISTON SMITH & THE COSMIC ECHOES (RCA APL1-1822)	6.98	131	16	197 LIFE IS MUSIC RITCHIE FAMILY (Marlin/TK 2203)	6.98	196	4
131 HISTORY — AMERICA'S GREATEST HITS AMERICA (Warner Bros. BS 2894)	6.98	133	70	164 THE BEST OF GEORGE HARRISON (Capitol ST 11578)	6.98	132	17	198 OJAH AWAKE OSIBISA (Island ILPS 9411)	6.98	200	5
132 THE KENNY RANKIN ALBUM KENNY RANKIN (Little David/Atlantic LD 1013)	6.98	148	3	165 MAZE (Capitol ST 11607)	6.98	174	5	199 TIME IN A BOTTLE JIM CROCE (Lifesong LS 6007)	6.98	181	3
133 MUSIC FAH YA' (MUSICA PARA TU) TAJ MAHAL (Warner Bros. BS 2994)	6.98	121	9	166 SOLID MICHAEL HENDERSON (Buddah 5662)	6.98	175	5	200 BLIND FAITH (RSO RS 1-3016)	6.98	176	5

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