

CASH BOX

August 20, 1977

NEWSPAPER

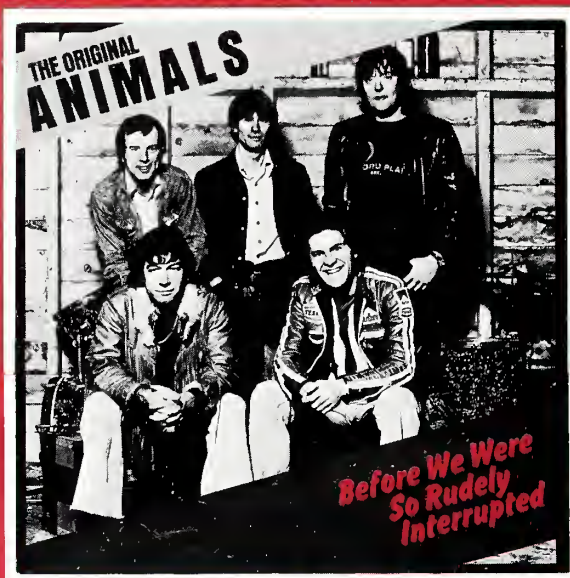
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Cover Artist: STEVE WINWOOD

CBS Announces Retail
Incentive Plan For New Talent
Jimmy's Cash Flow Problems
Zebra Concept Expanded
WEA Raises 80 LP Prices
Disc Records Celebrates
TV Packaging Flourishing
Changes For London Dist.
The Album Release Onslaught (Ed)

A GIANT LEAP INTO THE PRESENT.



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*BEFORE WE WERE SO RUDELY INTERRUPTED.***

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CASH BOX

VOLUME XXXIX — NUMBER 14 — August 20, 1977

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cash box editorial

The Flood Awaits

It's the calm before the storm — the late summer/early fall major releases. But is the calm necessary at all? What is the purpose of flooding the market with "hot" product while neglecting the sales potential of valuable weeks prior to the onslaught?

One pertinent factor according to record manufacturers' marketing departments is that the "back-to-school" time period is more lucrative than late summer. While this may prove true in the past, a concentrated effort by manufacturers to balance the distribution of major releases could disprove this theory. The type of releases that are being held back could be big sellers during any time slot.

Another complaint is that airplay is tight and the summer demands a different kind of music. Once again, the status of the artists in question outweigh these attitudes.

While recent weeks have shown only a smattering of major artists' albums, we can look forward to some long-awaited releases in the next weeks — Boz Scaggs, Boston, Linda Ronstadt, Rolling Stones, Hall and Oates and many more of the same caliber.

The key behind consistent sales throughout each month of the year is to market those unusually strong albums consistently throughout the year.



**NUMBER ONE
SINGLE OF THE WEEK**
BEST OF MY LOVE
THE EMOTIONS
Columbia 3-10544
Writers: M. White & A. McKay



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

CH BOX TOP 100 SINGLES

August 20, 1977

Rank	Song	Weeks On Chart			Rank	Song	Weeks On Chart			Rank	Song	Weeks On Chart		
		8/13	8/6	Chart			8/13	8/6	Chart			8/13	8/6	Chart
1	Best of My Love (Columbia 3-10544) WB	2	3	10	36	TELEPHONE MAN MERI WILSON (GRT 127) CPP	30	32	12	68	IN THE MIDDLE TIM MOORE (Asylum 45394) CH	72	76	7
2	I JUST WANT TO BE YOUR EVERYTHING ANDY GIBB (RSO 872) WB	1	1	18	37	NOBODY DOES IT BETTER CARLY SIMON (Elektra 45413) B-3	50	61	5	69	HELP IS ON THE WAY LITTLE RIVER BAND (Capitol 4428)	77	83	4
3	WHATCHA GONNA DO? PABLO CRUISE (A&M 1920-S) ALM	3	4	20	38	JUNGLE LOVE STEVE MILLER BAND (Capitol 4466)	49	73	3	70	I'M DREAMING JENNIFER WARNES (Arista 252) ALM	75	80	5
4	YOUR LOVE HAS LIFTED ME (HIGHER AND HIGHER) RITA COOLIDGE (A&M 1922) WB	5	6	16	39	HARD ROCK CAFE CAROLE KING (Capitol 4455) CPP	44	57	5	71	I WOULDN'T WANT TO BE LIKE YOU ALAN PARSONS (Arista AS 0260) ALMO	84	—	2
5	EASY COMMODORES (Motown M 1418) CPP	6	8	13	40	LOOKS LIKE WE MADE IT BARRY MANILOW (Arista 244) ALM	33	24	16	72	HEAVEN IS ON THE SEVENTH FLOOR PAUL NICHOLAS (RSO/RS 878) CH	83	—	2
6	HANDY MAN JAMES TAYLOR (Columbia 8-10557) B-3	12	15	11	41	SUNFLOWER GLEN CAMPBELL (Capitol 4445) WB	43	51	8	73	I BELIEVE IN LOVE KENNY LOGGINS (Columbia 10569) WB	74	77	6
7	YOU MADE ME BELIEVE IN MAGIC BAY CITY ROLLERS (Arista AS0256) ALM	8	9	12	42	THAT'S ROCK 'N' ROLL SHAUN CASSIDY (WB/Curb 8423) WB	51	62	4	74	I BELIEVE YOU DOROTHY MOORE (Malaco/TK 1042) CPP	79	86	5
8	YOU AND ME ALICE COOPER (Warner Bros. WBS 8349) WB	9	11	18	43	IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA PB-10976) ALM/PPP	48	58	9	75	LOVE GONE BY DAN FOGELBERG (Full Moon/Epic 50412)	76	81	6
9	JUST A SONG BEFORE I GO CROSBY, STILLS & NASH (Atlantic 3401) WB	10	14	13	44	A REAL MOTHER JOHNNY GUITAR WATSON (DJM/Amherst DJUS 1024)	47	55	8	76	LADY (PUT THE LIGHT ON ME) BROWNSVILLE STATION (Private Stock PS 45149)	—	—	1
10	BARRACUDA HEART (Portrait/CBS 6-70004) WB	11	13	13	45	IT'S SAD TO BELONG ENGLAND DAN & JOHN FORD COLEY (Big Tree/Atlantic BT-16088) HAN	34	28	16	77	DOWN THE HALL FOUR SEASONS (Warner/Curb 8407) CPP	78	82	5
11	FLOAT ON THE FLOATERS (ABC 12284) CPP	13	21	9	46	KNOWING ME, KNOWING YOU ABBA (Atlantic 3387) ALM	35	25	15	78	HURRY SUNDOWN OUTLAWS (Arista AS-0258) WB	81	85	6
12	DON'T STOP FLEETWOOD MAC (WB WBS 8413) CPP	17	23	7	47	(I REMEMBER THE DAYS OF THE) OLD SCHOOL YARD CAT STEVENS (A&M 1948S) CPP	38	40	5	79	DEVIL'S GUN C.J. & CO. (Westbound/Atlantic WB 55400) WB	82	87	6
13	HOW MUCH LOVE LEO SAYER (WB WBS 8319) CPP/ALM	14	19	7	48	WAY DOWN ELVIS PRESLEY (RCA 10998) ALM	42	43	10	80	DON'T IT MAKE MY BROWN EYES BLUE CRYSTAL GAYLE (United Artists UA XW 1016) B-3	88	93	3
14	BLACK BETTY RAM JAM (Epic 8-50357)	15	18	12	49	LITTLE DARLING (I NEED YOU) THE DOOBIE BROTHERS (WB 8408) CPP	55	63	5	81	FEELS LIKE THE FIRST TIME FOREIGNER (Atlantic 3394) WB	66	52	22
15	GIVE A LITTLE BIT SUPERTRAMP (A&M 1938) ALM	16	20	15	50	ROCK AND ROLL NEVER FORGETS BOB SEGER (Capitol 4449) CPP	54	56	7	82	NOTHING BUT A BREEZE JESSE WINCHESTER (Bearsville/WB BSF 0318) WB	85	91	3
16	TELEPHONE LINE ELECTRIC LIGHT ORCHESTRA (United Artists/Jet 1000) B-3	18	22	10	51	BOOGIE NIGHTS HEATWAVE (Epic 8-50370) ALM	57	68	7	83	INDIAN SUMMER POCO (ABC AB 12295)	86	88	5
17	UNDERCOVER ANGEL ALAN O'DAY (Pacific/Atlantic PC 001) WB	4	2	21	52	SO YOU WIN AGAIN HOT CHOCOLATE (Big Tree/Atlantic BT 16096) WB	56	59	7	84	IT'S UNCANNY HALL & OATES (Atlantic 3397) CH	87	89	4
18	SMOKE FROM A DISTANT FIRE THE SANFORD-TOWNSEND BAND (Warner Bros. WBS 8370) CH	21	27	9	53	CAT SCRATCH FEVER TED NUGENT (Epic 8-50425) WB	58	69	5	85	THE TWO OF US McCoo & DAVIS (ABC 1026)	—	—	1
19	YOU'RE MY WORLD HELEN REDDY (Capitol 4418) CH/B-3	20	16	17	54	THE GREATEST LOVE OF ALL GEORGE BENSON (Arista 251) CPP	59	71	4	87	SEE YOU WHEN I GIT THERE LOU RAWLS (Phila. Intl./CBS 8-3623) B-3	89	90	3
20	ON AND ON STEPHEN BISHOP (ABC 12260) ALM	27	34	11	55	MARGARITAVILLE JIMMY BUFFETT (ABC AB 12254) WB	40	33	22	88	TURNING TO YOU CHARLIE (Janus 270) CPP	90	95	4
21	CHRISTINE SIXTEEN KISS (Casablanca NB 889) ALM	23	26	6	56	HIGH SCHOOL DANCE THE SYLVERS (Capitol 4405)	41	35	19	89	DOG DAYS ATLANTA RHYTHM SECTION (Polydor 144H)	—	—	1
22	STRAWBERRY LETTER 23 BROTHERS JOHNSON (A&M 1949) ALM	25	36	6	57	ANGEL IN YOUR ARMS HOT (Big Tree/Atlantic BT 16085) CPP	45	39	28	90	GOOD MORNING JUDGE 10CC (Mercury 73943) WB	91	—	2
23	MY HEART BELONGS TO ME BARBRA STREISAND (Columbia 3-10555) B-3	7	5	14	58	IT'S A CRAZY WORLD MAC McANALLY (Ariola America/Capitol P7665) CPP	60	64	9	91	JUST REMEMBER I LOVE YOU FIREFALL (Atlantic 3420) WB	92	—	2
24	SWAYIN' TO THE MUSIC JOHNNY RIVERS (Big Tree/Atl. 16094) WB	26	31	9	59	JET AIRLINER STEVE MILLER BAND (Capitol 3424) WB	52	29	17	92	MAKE IT WITH YOU WHISPERS (Soul Train/RCA 10996) CPP	93	—	2
25	I'M IN YOU PETER FRAMPTON (A&M 1941) ALM	19	7	13	60	LONELY BOY ANDREW GOLD (Elektra E45384) WB	53	37	22	93	TAKE ME HOME BALCONES FAULT (Cream 7714)	94	96	4
26	COLD AS ICE FOREIGNER (Atlantic 3410) WB	29	38	5	61	GOT TO GIVE IT UP (PART 1) MARVIN GAYE (Tamlam/Motown T54280F) CPP	61	41	19	94	FOR A WHILE MARY MacGREGOR (Ariola America/Capitol 7667)	95	98	3
27	SLIDE SLAVE (Cotillion/Atlantic 44218)	28	30	11	62	I FEEL LOVE DONNA SUMMER (Casablanca NB 884) ALM	73	84	3	95	(I'VE BEEN LOOKIN' FOR) A NEW WAY TO SAY I LOVE YOU DRIVER (A&M 1966) ALM	97	99	3
28	DA DO RON RON SHAUN CASSIDY (Curb/WB WBS 8365) CPP	22	10	15	63	DREAMS FLEETWOOD MAC (WB WBS 8731) CPP	63	45	19	96	SHEENA IS A PUNK ROCKER RAMONES (Sire/ABC SA-746)	96	97	5
29	STAR WARS LONDON SYMPHONY ORCHESTRA (20th Century TC 2345) CPP	32	45	19	64	DAYTIME FRIENDS KENNY ROGERS (United Artists UA XW 1027) B-3	80	92	3	97	O-H-I-O OHIO PLAYERS (Mercury 73932)	99	—	2
30	DO YOU WANNA MAKE LOVE PETER McCANN (20th Century 2335) CPP	24	12	18	65	L.A. SUNSHINE WAR (Blue Note/UA BN-XW 1009) ALM	67	72	4	98	LOVE ME ONE MORE TIME (JUST FOR OLD TIME SAKE) KAREN NELSON AND BILLY T (Amherst 724)	98	—	2
31	KEEP IT COMING LOVE KC & THE SUNSHINE BAND (TK 1023) CPP	37	53	5	66	THEME FROM "ROCKY" (GONNA FLY NOW) BILL CONTI (United Artists 940) B-3	62	42	18	99	CAN'T YOU SEE MARSHALL TUCKER BAND (Capricorn 0278)	—	—	1
32	DON'T WORRY BABY B.J. THOMAS (MCA 40735) ALM	36	50	7	67	LUCKENBACH, TEXAS (BACK TO THE BASICS OF LOVE) WAYLON JENNINGS (RCA PB 10924) CPP	64	44	18	100	SINCE I FEEL FOR YOU HODGES, JAMES & SMITH (London CL8913)	—	—	1

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Angel In Your (Song Tailors — BMI)	Give A Little Bit (Almo — ASCAP)	15	It Was (Chess/Case David — ASCAP)	43	Slide (Spurbree — BMI)	27
I've Got The Music — ASCAP	Good Morning Judge (Man-Ken — BMI)	90	I Wouldn't Want (Wolfsongs — BMI)	71	Smoke From (Salmon/Mulhan/Unichappell/Turkey Tunes — BMI)	18
A Real Mother (Vir-Jon — BMI)	Got To Give It Up (Jobete — ASCAP)	61	Jet Airliner (Sailor/No Thought — ASCAP)	59	So You Win (Island — BMI)	52
Ariel (Blendingwell — ASCAP)	Hard Rock Cafe (Colgems-EMI — ASCAP)	39	Jungle Love (Sailor — ASCAP)	38	Star Wars (Fox Fantare — BMI)	29.35
Barracuda (Wilson/Know Mus/Play My Music — ASCAP)	Heaven Is On (Keyboard Pendulum/Chappell — ASCAP)	72.86	Just A Song (Thin Ice — ASCAP)	9	Strawberry (Kidada/Off The Wall — BMI)	22
Best Of My (Sagittaire — BMI/Steelchest — ASCAP)	Help Is On The (Australian Tumblewood — BMI)	69	Just Remember (Stephen Stills — BMI)	91	Sunflower (Stonebridge — ASCAP)	41
Black Betty (Folkways — BMI)	High School Dance (Rosy — ASCAP)	56	Keep It Comin' Love (Sherlyn — BMI)	31	Swayin' To (WB — ASCAP)	24
Boogie Nights (Rondor/Almo — ASCAP)	How Much (Screen Gems-EMI/Summerhill — BMI/Chrysalis — ASCAP)	51	Knowing Me (Countless Songs — BMI)	31	Take Me Home (Push — BMI)	93
Can't You See (No Exit — BMI)	Hurry Sundown (Hustlers — BMI)	78	L.A. Sunshine (Far Out — BMI)	65	Telephone Line (Unart/Jet — BMI)	16
Cat Scratch Fever (Magic Land — ASCAP)	I Believe In Love (First Artists/Emanuel/Gnossov/Threesome — ASCAP)	73	Little Darling (Stone Agate — BMI)	49	Telephone Man (Castleridge — BMI)	36
Christine Sixteen (Kiss — ASCAP)	I Believe You (Music Ways/Flying Addressi — BMI)	74	Lonely Boy (Luckyu — BMI)	60	That's Rock 'N' Roll (C.A.M./USA — BMI)	42
Cold As Ice (Somerset/Evensong/WB — ASCAP)	I Feel Love (Ricks — BMI)	62	Looks Like We Made It (Irving — BMI)	40	The Greatest Love (Columbia Pictures — BMI)	54
Da Do Ron Ron (Trio/Mother Bertha — BMI)	I Just Want (Stigwood/Unichappell — BMI)	2	Love Gone By (Hickory Grove — ASCAP)	75	Theme From Rocky (United Artists — ASCAP/Unart — BMI)	76
Daytime Friends (Ben Peters — BMI)	I'm Dreaming (Almo — ASCAP/Irving — BMI)	70	Love Me One (Time Square Music — BMI)	98	The Two Of Us (Screen Gems-EMI)	85
Devil's Gun (ATV — BMI)	I'm In You (Almo/Fram-Dee — ASCAP)	25	Luckenbach (Baby Chick — BMI)	67	Turning To You (Reruns — BMI)	88
Dog Days (Low-Sal — BMI)	Indian Summer (Fools Gold — ASCAP)	83	Make It With (Screen Gems/Columbia — BMI)	92	Undercover Angel (WB — ASCAP)	17
Don't It Make (United Artists — ASCAP)	In The Middle (Michael Jackson/Ackee/Andustjn — ASCAP)	68	Margaritaville (Coral Reefer — BMI)	55	Way Down (Leon/Abah — BMI)	48
Don't Stop (Gen Too — BMI)	I Remember The Days (Colgems — EMI)	47	My Heart (Koppelman/Bandier/Music of Emanuel — BMI)	23	We're Gonna Party (Stone Diamond — BMI)	76
Don't Worry (Irving — BMI)	It's A Crazy (I've Got The Music — ASCAP)	58	Nothing But A Breeze (Fourth Floor — ASCAP)	82	Whatcha Gonna (Irving/Pablo Cruise — BMI)	3
Do You Wanna (Amer. Broadcasting — ASCAP)	It's A Lifetime Thing	87	O-H-I-O (Play One/Unichappell — BMI)	97	You And Me (Ezra/Early Frost — BMI)	8
Down The Hall (All Seasons — ASCAP)	It's Uncanny (Unichappell — BMI)	84	On And On (Stephen Bishop — BMI)	50	You Made Me (Chrysalis — ASCAP)	7
Dreams (Gentoo/Welsh Witch — BMI)	It's Sad To (Famous/Ironside — ASCAP)	45	Rock And Roll Never (Gear — ASCAP)	20	You're My World (Intersong — ASCAP/Gruppo Editoriale Ariston — BMI)	19
Easy (Jobete/Commodores Ent. — ASCAP)	I've Been Looking (Irving — BMI)	95	See You When (Mighty Three — BMI)	87	Your Love Has (Chevis/Warner-Tamerlane/BRC — BMI)	4
Edge Of (Casserole/Flamm/Unichappell — BMI)			Sheena Is A Punk (Taco Tunes/Bleu Disque — ASCAP)	96		
Feels Like (Somerset/Evensong — ASCAP)						
Float On (ABC-Dunhill/Wood Songs — BMI)						
For A While (Silver Down — ASCAP)						

Pretty Lady

420-A

the new single by

JOE FERRY

on

dawnsongs records

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Produced by:
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She's turning critics into fans...
And the whole world on it's ear...

I Remember Yesterday

"I Feel Love" # 1 in England

"I Feel Love" # 1 in Italy

"I Feel Love" # 5 in France

"I Feel Love" # 1 in Canada

"...the luxurious stretching out of a performer just beginning to realize her strengths and possibilities. 'I Remember Yesterday' is clearly meant to be the album to move Summer as both singer and songwriter beyond disco classification. It succeeds with ease."

—ROLLING STONE, Ken Tucker

"...the inevitable change of pace album: a smooth but sudden shift away from the audacious, orgasmic concepts of Summer's previous three releases toward something more varied, more conventionally structured and more commercial."

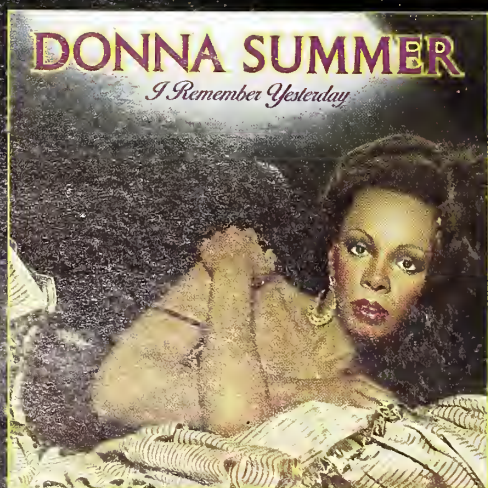
—RECORD WORLD, Vince Aletti

"'I Feel Love' is...undoubtedly one of the best things Summer has done. The result is a hypnotic effect..."

—BILLBOARD, Tom Moulton

"Sheer brilliance. Ultra modern music which holds its own beside Eno and Fripps 'Evening Star', Kraftwerk's 'Radio Activity' and Bowie's 'Low'. With her producers, Giorgio Moroder and Pete Bellote, she's created an atmospheric synthesis of futuristic space drama and old world romance. It's powerful stuff, never pretentious—a dancer's dream and immaculately crafted 'I Feel Love', already a disco hit, should cross over into the pop chart—or is it too 'progressive'? A hit."

—MELODY MAKER, Caroline Coon



The album that's turning
everyone around:
Donna Summer
"I Remember Yesterday"

NBLP 7056

Management:
Wald—DeBlasio—Bogart

I Feel Love



The international success story
that is her latest single:
Donna Summer "I Feel Love"

NB 884

The Global Consensus Is In
And On Casablanca
Record & FilmWorks, Inc.



Capitol Records Is Proud To Announce
The Debut Album By

MAZE

Featuring
Frankie
Beverly

IS GOLD



Jimmy's May Close 15 Stores; CBS To Provide Incentives To Cash Flow Problems At Chain Retailers Featuring New Talent

by Ken Terry and Phil DiMauro

NEW YORK — Jimmy's Music World, which started the New York market by throwing up 38 stores in 18 months, is understood to be in serious financial difficulty and will reportedly close 15 of those units this week, according to several reliable industry sources. None of Jimmy's executives were available for comment.

Widely circulating reports that either Jimmy's or Sutton Distributors, its parent company, has filed for bankruptcy under Chapter XI, however, seem to have no basis in fact. No bankruptcy petition has been filed by either corporation in the Southern or Eastern U.S. District Court in New York, nor has such an application been made to the U.S. District Court in Newark, which has jurisdiction in Rahway, New Jersey, where Sutton is headquartered.

According to sources at two major record companies, Jimmy's has tremendous cash flow problems. "They are technically insolvent to the degree that they cannot meet their obligations," said one informant. "If you took a balance sheet of the company right now, it would probably show a plus net worth. However, they don't have the cash available to them right now to meet their obligations. Something has to change. They can't continue that way. They can't get an orderly supply of product to do what they have to do to straighten themselves out."

The same source explained that "they (Jimmy's) have indicated and outlined their problems, and we have discussed a potential plan for them to try and work out of their situation on a voluntary basis." He added that he doubted the plan could be implemented.

Loss In Millions

The other source indicated that if Jimmy's does file under Chapter XI of the bankruptcy laws, the record companies which have given the chain credit would suffer losses that could run into millions of dollars. Other estimates of the amount in-

involved ranged from \$3 million up to \$8 million, with some sources saying that CBS and WEA could lose \$1 million each.

Paralleling these estimates have been several unconfirmed reports that the record companies have been reclaiming merchandise from Jimmy's via Sutton, which is Jimmy's supplier. One source stated that Jimmy's warehouse in Westbury, Long Island, was closed last Thursday to allow shipment of this merchandise to Sutton's warehouse in New Jersey with a minimum of publicity. However, a spokesman at the Westbury site said the warehouse was open for business on Thursday.

(continued on page 49)



PEPPER POWWOW — RCA recording artists Daryl Hall and John Oates finished their summer touring with an appearance at the Dr. Pepper Music Festival in New York recently. Pictured visiting the duo backstage are (from left): Ron Ross, manager of product merchandising for RCA; Ray Anderson, division vice president of promotion for RCA; Hall; Tommy Mottola, the group's manager; Bob Summer, division vice president of marketing operations for RCA; and Michael Abramson, director of artist development for RCA. Sitting are (from left): Dorce Berg, New York promotion representative for RCA; Roxy Myzal, music director for radio station 99X; and Oates.

WEA Hikes List Price On 80 Catalog Albums; Creates Apportioned Buy-In Opportunity

by Alan Sutton

LOS ANGELES — The \$1 increase on more than 80 top catalog albums announced by WEA on July 25 has resulted in an unusual buy-in program through most of its branches across the country. While stocks last, retail accounts have been offered the remaining \$6.98 product on an apportioned basis in line with the quantities they previously purchased from WEA.

Effective August 15, WEA is raising 34 Warner Bros., 40 Atlantic and 7 Elektra/Asylum \$6.98 catalog releases to \$7.98. The distributor price will be \$3.95 instead of \$3.38.

At the time the price hike was announced, WEA put all orders for the albums on hold while its licensed pressing plants took inventory of the product on hand.

Branch Allocations

After the existing back orders were filled, the leftover stock was allocated to the branches according to their percentage of the WEA business. The Los Angeles branch, for example, which is the largest and accounts for approximately 24% of WEA sales, received about 24% of the remaining \$6.98 titles.

The titles were then made available to accounts based on a percentage of what they had bought previously. One exception was at the Dallas branch, which reportedly offered the remaining selections on a first come, first serve basis.

WEA has renumbered the albums to distinguish product purchased at \$3.38 from product bought at \$3.95.

Does WEA's suggested list increase, by far the most encompassing to date of any major manufacturer, mean that the \$6.98 LP is about to be replaced by the \$7.98? Not necessarily, according to label executives contacted by **Cash Box**, all of whom indicated a very cautious approach to album pricing.

Record Execs Comment

Paul Smith, vice-president, marketing, branch distribution, for CBS, said that so far, CBS has only raised list price to \$7.98 on seven catalog LPs. Will they soon follow the example of WEA which started the push to \$7.98 with the December 1976 release of Queen's "A Day At The Races"? "It's under study, but we have nothing concrete at this time." He wouldn't say that they wouldn't step up the pace of assigning \$7.98 list to selected new releases between now and Christmas. "You can't say in August what you're going to do in November." However, for now, they're sticking to their policy of assigning \$7.98 list only to selected new releases.

"We're certainly discussing it (\$7.98 list)," said Barry Grieff, vice-president of creative marketing services for ABC Records, "but nothing has been established one way or the other." Similarly, Bob Fead, senior vice-president of

by Ken Terry

NEW YORK — CBS Records has launched a full-scale, nationwide campaign to help break records by new artists by providing liberal incentives for retailers to carry them in quantity. CBS branch salesmen have already informed most accounts of the program, which is being offered to all customers.

Under the terms of the program, retailers who agree to buy a certain quantity of selected new artist albums will have five months to pay for them, instead of the usual 60 days. Four months after receiving the new releases, the dealers will have the option to return them for credit on future

purchases.

As an additional bonus, cooperating retailers will receive a special discount on their initial purchase of a particular title. However, if the album begins to sell well and the dealer decided to reorder the number, he will have to pay full price on the second and subsequent orders.

According to Paul Smith, vice-president of marketing for branch distribution for CBS Records, the new artist program is not a one-shot deal or a limited-time-only offer; it is an ongoing, "permanent" campaign which will incorporate new releases on a regular basis.

Initially, CBS salesmen are offering retailers the extended dating and additional incentives on the second album by Rex and first LPs by Crawler, Ram Jam, Ricci Martin, Starwood and Libby Titus.

Airplay Support

Smith defined a "new artist" for purposes of the new program as "an artist who has not yet been successful (in the record marketplace)." He noted that albums which will qualify for the special terms may be included in any of CBS's product releases, which occur on the average of every two weeks.

**CB Debuts
Pull-Out
Radio Section pg. 17**

He stressed the fact that making these LPs available at retail is only one element in CBS's total strategy for breaking the new artist. "There's no single way to break an artist. It's all the different factors working together. Certainly, airplay is critical. But if you get the airplay and there's no product in the market, you can hardly expect to get any consumer reaction."

Mostly Favorable Reactions

Initial reaction from retailers and artist managers to the new CBS marketing concept was largely favorable, with some reservations about how the program would work in practice.

Jim Grimes, vice-president of the 50-store, Pittsburgh-based National Record Mart chain, praised CBS for planning out the program so well. In his view, retailers have nothing to lose and everything to gain from participating, especially if one of the new artist albums becomes a "monster" like last year's highly successful debut LPs by Boston and Wild Cherry.

(continued on page 25)

Peaches To Open In Rockville, Md.

LOS ANGELES — Nehi Distributors, owners of the Peaches retail chain, has confirmed plans to open a store in Rockville, Md. sometime in late November or December.

Although the location has not been confirmed, speculation is that the chain has just made a bid for a former Robert Hall clothing store which recently went out of business. This site is near White Flint Hall in Rockville.

Also rumored is that Peaches will expand in the Virginia-D.C. area with two other locations by next spring. A company spokesman reported that the firm has a real estate specialist always looking at potential locations so the two sister stores could be a possibility.

Peaches currently has 17 stores in operation across the U.S. with new outlets scheduled to open in Seattle and Denver in a few weeks.

marketing for A&M Records, commented: "We're still talking about it, but we haven't made any decision at this point. We are marketing some new releases at \$7.98 and some at \$6.98." A&M has raised the suggested list on the phenomenally successful two-LP set "Frampton Comes Alive" from \$7.98 to \$8.98.

Motown Records, which has released new \$7.98 albums by established artists on a selective basis, is taking the same approach to catalog items, according to Mike Lushka, vice-president of marketing. "I think the main factor is the artist — and how well the product sells," he explained. "There are some albums that warrant going to \$7.98 and others by the same artist that may not."

Jules Abramson, senior vice-president of Phonogram/Mercury, said: "We're still going to look at everything on a record-by-record basis." He added that the label has a number of new releases scheduled for this month, including albums by Thin Lizzy and Rush, all of which will have a \$6.98 suggested list.

Abramson believes that the \$7.98 list creates confusion at the retail level. "Some of the \$7.98 items are being sold at very unrealistically high prices in relation to the \$6.98s," he asserted. "I'm not saying they shouldn't be sold at these prices, but when

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Court Of Appeals Decision Favors CBS Vs. ASCAP

NEW YORK — The U.S. Court of Appeals, ruling on the case of CBS Inc. vs. ASCAP, ordered a federal court judge to devise a per use license agreement for music performed on television. ASCAP officials said they were considering appealing to the Supreme Court or seeking re-argument before the appeals court.

While ordering Federal District Court Judge Morris Lasker to construct the per use agreement, the appeals court did allow for a blanket licensing system which would give CBS the option of paying ASCAP performance royalties on either a per use or blanket basis. ASCAP contends that it cannot adequately account for royalties if computed on a per use basis, and has charged CBS with avoiding proper payments.

CASH BOX



It was in 1963, when playing in his brother's Muff Woody Jazz Band, that Spencer Davis dropped in to hear the group and immediately asked Steve and brother Muff to join his band, which scaled the charts in short notice with "I'm a Man" and "Gimme Some Lovin'." A short stint with Powerhouse gave Winwood the chance to play with Eric Clapton before forming the first lineup of Traffic, which broke up in 1969, giving Winwood the chance to rejoin Clapton, Rich Grech & Ginger Baker to form Blind Faith, one of rock's first universally acclaimed super-groups.

Traffic re-formed after Blind Faith folded under intense pressures and once again had commercial success with five albums before the band dissolved in 1975. In the two-year hiatus, Winwood worked on several studio sessions with various friends in preparation for his long-awaited solo LP, which finally allows Winwood to have it exactly the way he wants it. Obviously, the public wants it too. After six weeks, the LP is #22 bullet on our pop album chart.

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Disc Records Celebrates Best Year Ever; National Chain Plots 'Selective' Growth Path

by Mark Mehler

DALLAS — The 35-store Disc Records chain celebrated the best year in its history with its second annual convention August 7-11 at Dallas' LeBaron Hotel.

"We've already gone through our period of fast growth," noted John Cohen, president of Disc, in explaining 1976-1977 record profits. "Now we're a smaller, tighter company, but we're making money."

The opening convention sessions brought together the 35 managers from stores located primarily in Texas, Ohio and Illinois for discussions on merchandising techniques, inventory control, buying and paperwork. In addition, Disc managers were introduced to the company's new profit-sharing program.

Such an exchange of ideas is particularly important in the case of Disc, Cohen said, because it is one of the few multiple store operations whose managers have virtually complete autonomy in inventory, promotion and advertising; the chain does not buy centrally. This is especially noteworthy, Cohen added, because the average age of Disc managers is 22. "I don't know of another organization that allows 22-year-old kids to have the responsibility of just

about running their own businesses," asserted Raul Acevedo, Disc's general manager. "These people, and our three regional managers, are the heart of this company."

Acevedo further noted that the 6% saving that would be realized by buying through a central warehouse would be more than offset by the loss of motivation at the grassroots store level.

Net Addition Of One Store

Disc in the past year has opened a few new units and closed others, for a net addition of only one outlet. As many as five or six new locations are under consideration for 1977, most of them expected to be Zebra stores (see accompanying story), but several unprofitable stores may also be pruned.

This "selective approach" to expansion underlines the Disc philosophy. "Raul and I

recently attended the national Shopping Center Convention," Cohen said. "I was offered maybe 50 deals. We made one. Anyone can open a lot of large stores, but if you have a few bad ones you're in a lot of trouble."

Over the past year, Disc has closed stores in Phoenix and Salt Lake City. The major problem with these units, according to Acevedo, was that as the only Disc stores in those markets, they had little "power" in dealing with distributors, and further presented a problem in overseeing their activities. In both cases, however, Disc was able to sell the leases and simply move their inventories into new locations.

Among the changes discussed at the convention was a heavier emphasis on cutout, budget and accessory products, an area in which Disc has admittedly been weak.

'Zebra Concept' Will Be Expanded Following Successful Prototype Store

DALLAS — Disc Records has decided to move heavily in the direction of its relatively new freestanding "Zebra" concept.

The 35-store chain opened its second

Zebra store in June, with plans for as many as five more Zebra openings during the next six months.

The second Zebra unit, complementing the one-year-old Zebra store in Austin, Texas, opened at the end of June in Arlington, just outside of Dallas. A third unit will open shortly in Columbus, Ohio, adjacent to the 60,000-student Ohio State University campus. A fourth outlet is expected to open in Abilene, Texas around October 1, and another mid-sized midwest city is under serious consideration for a Zebra location later in 1977.

"This (Zebra) is definitely the direction in which we're heading now," said Disc president John Cohen. The first Zebra store, which opened close to the giant University of Texas (Cash Box, October 9, 1976), has almost reached its projected \$600,000 annual volume, Disc officials asserted.

The problems in dealing with mall operators in many Disc Records locations and high mall rents are main reasons the prototype Zebra units were initiated. In addition, most Disc stores are about 2,000 square feet, allowing little space for stacking anything other than front-line goods. Zebra stores will generally be 2,500-4,000 square feet, containing room for a wider spread of catalog merchandise, including classical C&W and jazz LPs, as well as more cutout and budget albums.

The Zebra stores differ from their Disc counterparts in a number of respects. They are considerably more "jazzy," with an attractive Zebra logo designed by artist Ram Gonzales, and contain more and bigger in-store displays. By nature, the Disc mall stores are required to be more subdued.

The Zebra stores are getting deeply involved in audio-visual slide presentations, and are doing a brisk poster and T-shirt business, according to southern regional manager Sam Crowley. Shelf prices are \$4.99, about \$1 lower than comparable prices at Disc, while sale prices have dipped well below list.

"We'd like to bring our Disc stores a little closer to Zebra," Crowley indicated. "Right now we're looking for a good logo for Disc, similar to Zebra. We haven't found anything very exciting yet. And some of our Disc stores are getting remodeled with murals and other (highly visible) displays. People come into the Zebra stores just to buy records but we have to do something in our malls to make the strollers wander in."

Zebbras In Disc Markets

Most Zebra stores will be opening in locations which already house one or more Disc outlets, so that the chain can take ad-

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General Merchandise Chain Modifies Advertising Image

Waxie Maxie Expands

by Charles Paikert

NEW YORK — Front-line releases were widely advertised this week by Target, a 54-store general merchandise chain which usually concentrates its advertising on budget and cutout records.

The ads, which appeared in Sunday newspapers in major markets including Tulsa, Dallas and St. Louis, featured top-selling albums by such artists as James Taylor, Ted Nugent, Kiss, Fleetwood Mac, Peter Frampton and Steve Miller. The \$6.98

list LPs were promoted for \$3.99, and \$7.98 list product was advertised for \$4.99.

Last May, Target promoted new releases in several markets. However, only two best selling artists were included in those ads.

"We hope the recent ads will make people in Dallas aware that Target has current albums as well as cutouts," a Target spokesman in Dallas commented. According to a manager for Sound Warehouse, a prominent Dallas retail chain, Target has established a "budget image" in that city. However, the manager ad-

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"I LOVE MY WIFE" PROMOTION LAUNCHED — To help boost its campaign for the original Broadway cast album from the musical comedy, "I Love My Wife," Atlantic Records and the New York WEA branch office recently hosted an evening of entertainment for key area dealers. The retailers attended the show and met the cast afterwards at Ted Hooks Back Stage restaurant. Shown at Ted Hooks are (from left, standing): Mark Schulman, advertising director for Atlantic; cast members Lenny Baker, Joanna Gleason and James Naughton; Dave Glew, senior vice president/general manager of Atlantic; Nick Maria, east coast regional marketing director for Atlantic; Cy Coleman, who composed the show's music; and Bruce Tessman, New York sales manager for WEA. Kneeling are (from left): George Rossi, New York branch manager for WEA; and Sal Uterano, national sales manager for Atlantic.



WIDOWMAKER AT THE WHISKY — United Artists/Jet Records recording group Widowmaker was congratulated by label executives after the band's recent performance at the Whisky in Los Angeles. The group is currently winding up a national tour to promote their latest LP "Too Late To Cry." Pictured backstage (l-r) are: Iris Zurawin, UA director of advertising; Widowmaker members Paul Nicholls and Bob Daisley; Ria Lewerke, UA art director; Don Arden of Jet Records; Ariel Bender, Huw Langton and John Butler of Widowmaker and Sharon Arden of Jet Records.

Few Post-Blackout Woes Reported By New York City's Record Retailers

by Charles Paikert

NEW YORK — One month after the blackout which sparked sporadic looting in New York City, retailers in the neighborhoods hardest hit by the destruction appear to have nearly fully recovered and reopened.

In the South Bronx, one of the areas most widely affected by looting, a small number of retailers have remained closed, but most mom and pop stores shared the experience of Hector Anderson, owner of Andy's Records at 214 170th St., who recently reopened his store.

"I was completely cleaned out during the looting," Anderson said, "and I had to stay closed two weeks. But I applied for a Small Business Administration loan, and while I'm waiting for it, I opened the store with my own money."

Cousin's another Bronx retailer, was not looted during the blackout, but according to owner Lou Cicchetti, "an awful lot of

dollars were diverted from legitimate businesses to people selling stolen merchandise in abandoned buildings for up to two weeks afterwards. It hurt us tremendously."

Few Stores Hit

In Brooklyn, Ben Reminck, owner of Town Hall, one of the borough's leading one-stops, noted that the blackout did not have a big impact on the record business in the city's most popular borough. "There weren't more than ten record shops that were hit here."

There were also few retailers in Queens, Manhattan, and Staten Island who were reported forced out of business due to blackout-related looting.

Of the 2,000 New York businesses that were vandalized during the blackout, Mayor Abraham Beame reported last week, 75% had reopened, aided by \$1.2 million in grants raised by a special emergency fund set up by the city.

Retailers Indicate CBS Jazz And Classical Promo Campaigns Spur Consumer Sales

by Jeffrey Weber and Alan Sutton

LOS ANGELES — The recent CBS jazz and classical promotional campaigns were considered to be a complete success by both label executives and major retail outlets, according to a **Cash Box** survey. Second-quarter figures released last month indicate CBS is experiencing its best year ever. A portion of the company's success can be attributed to a substantial sales increase in both its classical and jazz lines.

LeBaron Taylor, CBS vice president of special markets, indicated that "in the jazz area for 1977, we're 100 percent ahead of quota, 100 percent ahead of last year at this point."

Lawrence Gianneschi, CBS national director for classical sales stated, "The classical buy-in program was very successful and we achieved all our goals. For the comparable time period last year, we are way ahead of last year's sales. We had a very high sales goal and we achieved it."

In the second quarter of 1977, CBS Records launched a major marketing campaign on behalf of its jazz and progressive releases. In explaining the details of the program Taylor said, "Actually the jazz program began with the April releases. What we did was give free goods, six on 100, both disc and tape. And we gave additional dating — 30 days dating. Plus, we supported it with all kinds of trade print and certain consumer print.

Special Merchandising

"We had special laminated jackets for the albums; a special four-color spread in the three trade publications. We had special in-store promotional items — posters, high back divider cards and a generic mobile. We made 600- and 900-line reprints available. We went into the college publications with either a full or a half page. At the radio level, we cut individual spots as well as multi-product spots. We also put together a special merchandising item that could be worn by the retail clerks — a but-

ton that said, 'Ask Me For Some Sound Musical Advice.' We also had additional ad dollars that we made available to the field."

About the time the jazz program went into operation, CBS decided to raise the list price of their classical line, Columbia Masterworks, from \$6.98 to \$7.98. One of the last major labels to institute the increase in its classical line, CBS offered retailers the opportunity to buy-in, for a limited time, at the \$6.98 price. The original buy-in deadline of June 17 was extended until the end of June, giving retailers about six weeks to buy in at the old price before July 5, when the new price went into affect.

Retailers across the country generally agreed that the jazz program had a profound effect on their own purchases of CBS product as well as their sales. Richard Drosett, jazz buyer for Inner Sanctum in Austin, stated, "The main aspect of the program is that I buy in greater quantities and hold off buying additional product for a greater period of time. I have been stocking everything in jazz I can possibly get because we generally do very well with jazz here. Since we often sell as many of the smaller labels as we do with CBS, I couldn't really tell the difference that much."

The position of the Harvard Coop seems to be the reverse of Inner Sanctum's position. Bob Anderson, Harvard Coop jazz buyer, indicated, "I did really well with all the jazz releases. With the exception of the Dexter Gordon album it was pretty commercial jazz, but I did real well with that too. I sell a lot of the Chick Corea and Al DiMeola

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MCA's Record Division Registers 17.2% Drop In 3rd Qtr. Revenues

UNIVERSAL CITY, CALIF. — Revenues for the records and music publishing division of MCA Inc. dropped 17.2% to \$18,384,000 during the company's fiscal third quarter, ended June 30, from \$22,212,000 during the prior-year period. For the six-month period, the division's sales declined 18.6% to \$42,100,000 from \$51,730,000 a year earlier.

MCA Inc. does not reveal income figures for each of its subsidiaries. However, according to Lew R. Wasserman, chairman of the board of MCA, an overall dip in the company's operating income compared to the first six months of fiscal 1976 was partly due to a less than ideal performance by the records and music publishing division. Wasserman explained that the division was "adversely affected by fewer releases by major artists marketed during the first half of 1977 and the lower sales levels of albums in release."

For the three months ended June 30, the net income of MCA Inc. decreased six percent to \$19,169,000 from \$20,367,000 for the same period of 1976. In contrast, revenues rose 19% to \$184,853,000 from \$155,174,000.

For the six-month period, the company's net earnings declined 20% to \$35,187,000 from \$44,253,000 during the prior-year period. Sales for the first half climbed three percent to \$382,792,000 from \$372,293,000 a year earlier.

In addition to its records and music publishing division, MCA owns enterprises in the fields of filmed entertainment, retail and mail order (Spencer Gifts and the Recreation Services division), and banking (Columbia Savings and Loan Association).

Economic Study Is Next Step In Performance Rights Issue

by Joanne Ostrow

WASHINGTON, D.C. — One more round of hearings on the proposed creation of a performance royalty has been tentatively scheduled by the Copyright Office for late October-early November, to take up the economic nuts and bolts of the issue.

A Washington research firm commissioned by the Copyright Office is due to complete a study in October, designed to determine the economic health of both the broadcasting and recording industries, and to assess the economic impact of the proposed legislation. The study will examine data furnished by the Federal Communications Commission (on station revenues, profit margins, etc.); data submitted by witnesses on both sides in the hearings to date; and an impact analysis, restricted to the Danielson bill. Although the Copyright Office is not limited to consideration of H.R.6063, the study will be limited to looking at the outcome given the conditions of that bill.

The bill, H.R.6063, which bears Rep. George Danielson's stamp, would have broadcasters pay fees for records they play on a sliding scale based on advertising revenues. For radio stations, 1% of the net revenues if gross annual revenues exceed \$200,000; \$750 if gross revenues are \$100,-

000 to \$200,000; \$250 if revenues are \$25,000 to \$100,000. TV stations would pay either \$750 or \$1,500 likewise based on gross advertising revenues.

NAB's Economic Study

The economic analysis submitted by the National Association of Broadcasters is four years old and, according to assistant general counsel Jim Popham, there is too little time now to prepare a new or revised study. The three areas the NAB has and will continue to stress are: 1) the promotional value of airplay to the performers and record companies (substantial amounts each label spends on promotion are held up as evidence by the broadcasters); 2) the contention that the provision of performance rights would not help promote creative activity and wouldn't benefit the unknown struggling artists, but rather would direct more profits to the already financially secure "superstars"; 3) the negative impact on the broadcast industry; the contention that such a royalty would force stations to cut down on other departments' budgets, namely news and public affairs, and that it could even put some marginally profitable stations out of business. FCC data, excluding confidential dollar figures on individual stations, is used

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UPCOMING INDUSTRY CONVENTIONS

Pickwick Int'l — Rack		
Jobber Meeting	Aug. 13-17	Lake Geneva, Wisc.
Capitol Records	Aug. 15-19	San Diego, Calif.
Record Bar	Aug. 16-20	Hilton Head Island, N.C.
Arista Records	Aug. 23-28	San Diego, Calif.
Conference for Independent		
Distributors of Women's Music	Aug. 25-28	Mt. Pleasant, Mich.
Northeast Secondary		
Radio Conference	Aug. 26-28	Providence, R.I.
Pickwick Int'l —		
Retailers Meeting	Aug. 28-Sept. 1	Lake Geneva, Wisc.
WEA Sales Meeting	Sept. 7-11	Miami Beach, Fla.
Lieberman Enterprises	Sept. 15-18	Lake Geneva, Wisc.
NARM Regional Meeting	Sept. 20	Philadelphia/Cherry Hill
Odyssey Records	Oct. 5/6-8/9	Santa Cruz, Calif.
NARM Regional Meeting	Oct. 17	Detroit, Mich.
NARM Regional Meeting	Oct. 19	Cleveland, Ohio
NARM Regional Meeting	Oct. 21	Chicago, Ill.
Musexpo '77	Oct. 28-Nov. 1	Miami Beach, Fla.

Kansas arrives at double platinum.





On Kirshner Records and Tapes.

Produced by Jeff Glixman. Management: Budd Carr, BNB Assoc., Ltd. Distributed by CBS Records. PZ 34224

Entertainment Co. And UA Sign Pact For New Company

NEW YORK — The Entertainment Co. and United Artists Records have jointly announced the signing of an exclusive, long-term agreement giving the Canadian and United States distribution rights to UA for the newly-formed Manhattan Island Recording Co.

The new label, to be known as Manhattan Records, is headed by Charles Koppelman as president with Martin Bandier, executive vice-president and Samuel Lefrak, chairman of the board. These are the same executives who operate The Entertainment Co. The latter firm, which is also involved in music publishing and record production, has scored well over the past 12 months with one platinum album, "Streisand Superman," two gold albums, Glen Campbell's "Southern Nights" and the publishing for REO Speedwagon and a gold single for "Southern Nights." The record production division of The Entertainment Co. has upcoming product from Dolly Parton and Gladys Knight, which are being produced by division chief Gary Klein.

The first release on Manhattan Records will be a single, "Skinny Dippin'," by a new artist, Ramona Brooks. The album is to be released in August.

Referring to the new record company, Koppelman told **Cash Box**, "Manhattan Records will offer the opportunity to break new artists and to interest established artists in a label with a small roster that specializes in personal attention to the smallest detail."

"Having as much respect for Charlie Koppelman's talents as I do," said Artie Mogull, president of UA Records, "makes the prospect of working with him and his colleagues a most exciting project for us all at United Artists Records."

Chrysalis To Debut 2

LOS ANGELES — Chrysalis Records will release "You Know Who You Are," the debut LP by Nick Gilder, and "Blood Brother, Blood Sister," the first LP by Black Blood on August 15.

The Hit at CES '77 Show!

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HSTSI Establishes S. Wonder Fund

by Chuck Comstock

LOS ANGELES — After a three-year struggle for industry recognition, High School Talent Search International (HSTSI) has scored a major success in an agreement with Stevie Wonder to set up a scholarship fund in the artist's name, and to provide for his back-up group, Wonderlove, a female vocalist selected from the ranks of HSTSI talent show winners.

17 National Shows

The winner will be selected from a series of 17 national talent shows, culminating in a Hollywood Bowl concert next June in which Stevie Wonder and other major artists are tentatively scheduled to perform. In addition, eight winners from each of the local shows will receive scholarships from a \$25,000 fund for each of the cities participating in the program.

Also in the works, according to Moses Taylor, executive director and founder of the program, is a syndicated television show and a Professional Artists Lecture Series (PALS) in which students will receive the benefit of instruction given by professionals in the industry based on their personal experience on how to break in, problems to expect and inside trips on management, touring and performing.

Artist Management

Taylor's HSTSI grew out of his experiences in artist management, "when kids were constantly coming up to me and asking how to get in. So we were instrumental in getting them into a few talent shows and we saw they were winning. We saw a lot of kids who had real talent but they didn't have knowledge, money, know-how or contacts. So we saw ourselves as being able to provide a reservoir of talent, a mecca for new faces. Or, if you will, an artistic minor league."

HSTSI has met some resistance from the record companies skeptical about their intentions, their longevity and the basic concept of the program. Taylor admits that he heard from various label execs the question, "How many acts are you going to be able to get from high school kids? How many Osmonds, Jackson Fives and Sylvers are there?" But as time goes on, Taylor says, "they are beginning to see that these groups are popping up all the time."

Record Co. Supporters

Taylor sees the record companies as the ideal supporters of his program. "Basically we want three things from them. First, their financial support through our Supporters of Developing Artists (SODA) program which provides the money for our scholarship fund. Secondly, an opportunity to show them new talent and their cooperation in an advisory capacity. And, finally, their help in securing artist performances for our talent shows across the country."

Taylor sees the television show as a perfect vehicle for introducing new talent to the industry and the public. "When you think of all the people who got a first shot on Ted Mack's show," Taylor recounts, "it's amazing. Elvis Presley, Sonny & Cher, Pat Boone, Gladys Knight & The Pips, Neil Sedaka, Paul Anka, Connie Francis and others I can't remember. We'd like to make an opportunity like that possible again."

Taylor also feels that a public service is being provided by giving "students with performing talent a chance to hone their skills in a professional way like their fellow students who already have that opportunity if they are academically or athletically gifted. The statistics on juvenile crime are very discouraging but if we can keep even one kid off the streets and out of jail by encouraging them to use their God-given talents in a more constructive manner we will have succeeded."



Harris

Knight

Hayes

Rubin

Harris Named At Epic — Epic Records has announced the appointment of Bruce Harris as director of A&R for east coast at Epic Records. For the past three years he has been director of merchandising and product management for Epic/Portrait/Associated labels. He first joined Epic in 1973 as associate product manager.

A&M Announces Appointments — A&M Records has announced the following appointments to A&M's merchandising staff: Bob Knight has been appointed as director of special marketing projects. He was most recently west coast regional merchandising director. Larry Hayes has been appointed to the post of west coast regional merchandising director. Prior to joining A&M, he was an independent promotion and marketing consultant and had worked for RCA Records for five years. Steve Rubin has been appointed southern regional merchandising director. Rubin joins A&M from the Franklin Music stores chain.

Swearingen To A&M — A&M Records has announced the appointment of Bill Swearingen as A&M regional marketing director for the midwest. Swearingen, formerly of Pickwick International of Minneapolis, also worked with Heilicher in Minneapolis for seven years, most recently in the post of distribution manager.

Bloom Named At CBS — CBS Records has announced the appointment of Ritch Bloom to supervisor of the college program for CBS Records. He comes to CBS from Lifesong Records where he was east coast promotion coordinator.

Two Named At Chrysalis — Chrysalis Records has announced the addition of Ellen Feldman as assistant national director of artist development, and the promotion of Cristy Rundquist as artist development coordinator. Feldman, who comes from Capitol Records where she handled national AOR promotion, has previously worked for CBS, Atlantic, and Mercury Records in A&R administration. Rundquist, who has worked at Chrysalis for over a year, will now coordinate travel and booking itineraries for the Chrysalis field force, as well as special requests from managers and agents.



Swearingen

Bloom

Feldman

Rundquist

Hales Leaves Polydor — Mike Hales has resigned as head of popular music management of Polydor International in Hamburg. His future plans are expected to be announced soon. Graham Haysom, already responsible for the day-to-day running of the popular music management department, will communicate with Freddy Haayen (London) and Roland Kommerell (Hamburg) in all A&R matters.

Joseph Joins Butterfly — Dee Joseph has joined Butterfly Records as national retail marketing director. Prior to joining Butterfly, she served as editorial director for Laufer Publications.

Auer and Fenichel Elected To CBS — Edmund R. Auer has been elected vice president and treasurer and Alvin H. Fenichel vice president and general auditor, CBS Inc. Auer succeeds Haskell P. MacCawatt, who is now vice president of administration. Auer came to CBS in 1960 as director of operations, CBS Data Center in New York. Since June 1975 he has been vice president, controller, CBS musical instruments division. Fenichel succeeds George F. Staudter, who recently resigned to accept a position elsewhere. Since July 1976 he has been assistant controller at CBS Inc.

Kelman Named At Chappell — Edward M. Kelman has been appointed general counsel for Chappell Music Company. For the past four and a half years he has been associated with CBS Inc. Most recently he was assistant general attorney with the CBS Publishing Group.

Bimslager Appointed At Columbia — CBS Records has announced the appointment of Randy Bimslager as Columbia promotion manager for the Dallas market. His most recent position was ABC promotion manager for the St. Louis/Kansas City market.

Zarembski Moves — Hank Zarembski, formerly RCA Records' Cleveland promotion representative, has relocated to Los Angeles where he has taken up the position of Los Angeles promotion representative for the company. He joined RCA in October of 1974 as regional country promotion manager based in Cleveland. For the year preceding his joining RCA, he was London Records' Cleveland promotion manager.



Joseph

Kelman

Bimslager

Zarembski

Mount Appointed — Warner/Elektra/Atlantic has announced the appointment of David Mount as the Los Angeles branch marketing coordinator. For the past eight years, he has been a branch manager for Pickwick International in Denver, Miami, Chicago and most recently Los Angeles.

Oreman Appointed At Columbia — CBS Records has announced the appointment of Alan Oreman to the position of Columbia promotion manager for Atlanta, Georgia. He joined CBS in September 1976 as local promotion manager for the Carolinas before accepting his new position.

(continued on page 25)

POINTS WEST / EAST COASTINGS

POINTS WEST — PRISON OPENS WITH FOUR SWALLOWS — Pittsburgh-based Prison Records swear to us that it's no gag that their first release is by a group called the **Four Swallows**. But the record is nothing to get choked up about. It is an answer song to the Anita Bryant anti-gay crusade and is entitled "(Lord Knows) I Don't Need Anita," and is being described as the first record to acknowledge hetero, homo and bisexual relationships in a country-western context. Label President **Ed DeMent** says that, "the idea is to entertain people of all consenting sexual persuasions and to respond to Anita Bryant's attacks of human rights without sounding preachy or vindictive." He added, "The song's credibility would be reduced if the Four Swallows were a gay band, but not only are they straight but the record was arranged and produced by **Gravel** (a country-rock band). Believing the time is right, DeMent observed, "Contemporary music has tipped its hat to all sorts of violence, sex and drugs, but homosexuality is one musical avenue that won't be explored by the industry until it becomes profitable." . . .

STUDIO SOUNDINGS — On the day we go to press (the 11th) **Eric Carmen** is celebrating his birthday with a new single release from his album "Boats Against The Current," self-produced after the original producer left the project following stormy recording sessions involving reported ego conflicts . . . **Bob Weir** in a local studio with **Keith Olsen** at work on an LP due in mid-fall . . . **Jerry Garcia** should have his solo effort ready in mid-fall also . . . **The Runaways** will continue as a four-piece unit following the departure of lead vocalist **Cherie Currie**. Guitarist **Joan Jett** will take up the vocal chores now while new member **Vicki Blue** gets her licks down on bass, replacing the departed **Jackie Fox**. The group was toasted last Wednesday after the completion of their third album with **Dom Perignon Champagne** and **Dr. Pepper** . . . **Linda Ronstadt** has finished "Simple Dreams" due out Aug. 23 . . . **Chuck Crane** in a local studio to finish his first album with his group **Crane** for Capitol. Formerly **Chuck Kirkpatrick**, Crane was one of the engineers on "Layla" . . . **Randy Newman's** long-awaited "Little Criminals" is due out in September . . . **Kim Fowley**-produced **Stephen T** has finished his first with a September release on **Dream** . . . **Don Harrison** finishing his first for **Mercury** at Chateau in North Hollywood, swimming between tracks in the studio pool and anticipating a September release . . . **The Outlaws** have added a second drummer, **Dave Dicks**, replacing the gap left when **Joe English** left the group two years ago. **Dicks** and fellow drummer **Monty Yoho** are brothers-in-law. They have one live LP already in the can and another studio album due out this winter.



A&M SIGNS SMITH — Keyboardist/composer/singer **William Smith** recently signed with A&M Records. Smith previous has played with or had songs recorded by such artists as **Neil Sedaka**, **Rod Stewart**, **Maria Muldaur** and **John Lennon**. Pictured (l-r) are: Smith; **Jerry Moss**, A&M chairman, and **Ken Fritz**, Smith's manager.

MUSICAL MOVIE NOTES — What do **Robert Stigwood**, **Peter Frampton**, **The Bee Gees**, **Dee Anthony** and **George Martin** have in common? They are all part of the committee casting female artists to co-star in the upcoming Stigwood movie, "Sgt. Pepper's Lonely Hearts Club Band." Nestled comfortably on a small island off Nassau, The Bahamas, the group is casting for the parts of **Lucy In The Sky With Diamonds**, **Strawberry Fields Forever** and lovely **Rita the Meter Maid**. Music is, of course, by **Lennon & McCartney** though the Sgt. Pepper band will be played by **The Bee Gees** and **Billy Shears** by **Peter Frampton** . . . **Tommy Leonetti** has been signed to do the score for "The Winged Colt," a fantasy/drama in three parts to be aired on **ABC** starting Sept. 10 . . . Though the title has been changed five times, "Thank God, It's Friday" is the tentative working title for **Casablanca's** second film now being shot on location in town. Starring **Donna Summer** and **The Commodores** and a cast of acting newcomers, the movie is about a young singer who makes her break at a disco and the personalities of the people who frequent the dance spot . . . **Curtis Mayfield** has completed the soundtrack and his acting part for a film titled "Short Eyes," which won the off-Broadway **Obie** award in 1975. **Freddy Fender** also has an acting/singing part . . . **Capricorn** staff photographer **Herb Kossover** cut his hand when the acting became a little too realistic for the film "The Life of Martin Luther King," being filmed in **Macon, Georgia** . . . **Stephen Bishop** makes his acting debut in the satirical "Kentucky Fried Movie" as he reacts to an attractive young woman's blatant sexual proposition in a segment titled "Catholic High School Girls In Trouble." . . . **David Bowle** has a role in "Wally," a movie being shot in **Vienna**. According to **Rolling Stone**, he plays a turn-of-the-century painter named **Egon Schiele** and is recovering from a broken thumb suffered when he punched a man in **Rome** who had grabbed for his wallet . . .

SHORT TAKES — **Alice Cooper's** touring snake **Angel** is in a family way and the band theorizes that conception took place on the first break since the reptile is closely chaperoned backstage. No replacement will be sought since a veterinarian has given the snake permission to continue to tour . . . **McCabe's** was the scene for a benefit on behalf of **Folk Scene Magazine**, drawing **Stephen Bishop**, **James Lee Stanley**, **Ian Whitcomb**, **Peter Alsop** and the **Last Straw String Band** . . . Congratulations to singer/songwriter **Robert Lamm** of **Chicago**, whose wife, **Julie Niini**, gave birth to a girl named **Sacha Natalia**. Born in **L.A.**, the child was delivered by the **La Maze** natural childbirth method . . . **Vic Perotti's** **Rainbow Promotion**, based here, is seeking a backup band for **Neil Geraldo** . . . We understand the real reason **Emerson Lake & Palmer** dropped their orchestra is that the cancellation of a **Miami** concert by city officials caused them to go into the red financially after they had been breaking even. The **Miami** show was canceled after the riot that developed following the rained out **Led Zeppelin** show caused city officials to prohibit rock concerts in city facilities . . . Newly signed **UA** artists **The Millingtons** were in **New York** for a tight recording schedule when their producer **Tim Sellers**, a confirmed **Dodger** fan, canceled a session to see a **Dodger/Mets** game . . . A circus atmosphere will prevail when **Epic** throws a giant party for **Cheap Trick** at **Tower Records** on the 20th, featuring fire-eaters, snake-charmers, stilt-walkers, organ grinders and a motor-bike giveaway . . . Local rock photographer **Sam Emerson** took his vacation in the south of **France** but left all his expensive equipment home to shoot all the beautiful scenery with his favorite **Instamatic**.

chuck comstock

EAST COASTINGS — ROLL OVER, STEVE LEBER (AND TELL DAVID KREBS THE NEWS) — Broadway's "Beatlemania," which has yet to open officially for the press, is already involved in plans for a national touring company. Advertisements in the **Village Voice** are calling for replacement Beatle simulators, and auditions are well under way. The basic requirements remain strict: each of the actors must resemble **John, Paul, George** or

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Floater's Debut Album Strikes Gold For ABC Across The US

LOS ANGELES — "It just went nuts in Detroit, like 40,000 in two weeks. Then it spread to **New York**, **Philadelphia**, **Washington, D.C.**, and **Atlanta**. The last place to break the album was **Dallas**," explained **Skip Byrd**, president of **ABC Records Distributors**, concerning their smash single and album by **The Floaters**.

The album is currently charted at the number one position for both **Cash Box Top 75 R&B Albums** and the **Cash Box Top 100 R&B Singles**. In addition, the single and album have successfully crossed over onto the pop charts, registering #11 with a bullet on the **Cash Box Top 100 Singles** and #20 on the **Cash Box Top 100 Albums**. The album was recently certified gold by the **RIAA**.

Promotional Efforts

Byrd reported that sales have averaged 25-30,000 albums a day with occasional days of 150,000. **ABC Records** have also put together a variety of promotional efforts to support the album. A waterbed marathon was recently completed in **Houston** with another planned for **Cleveland** where customers "float on" a waterbed for a lengthy time with hopes of winning the bed. Other programs include a poster promotion and field display contests.

The story behind the fastest breaking debut album by a new group in **ABC**

Records history comes from **Otis Smith**, vice president at **ABC Records**. While in **Detroit** to attend a **McCoo/Davis** concert, he pulled a late night. Still awake at 6 a.m. and instead of going to bed, **Smith** decided to make a social call on **Wade Briggs**, a program director-dj at **WCHB** whose show starts at six.

During the show, **Briggs** played a song by **The Floaters** which whetted **Smith's** interest. The group was a local **Detroit** favorite and managed by a **Woody Wilson**, who also worked at **Hertz Rent-A-Car**. **Smith** learned upon inquiring.

Later that day, **Smith**, still cruising on no sleep, received a call from **Wilson**. "I heard you liked **The Floaters**. Well, I've got a tape for you to hear," explained **Wilson**.

Wilson came over with the tape, and **Smith** thought it was a "smash." "I made a deal for the group right there on the spot."

Smith Predicts

Smith predicts that the single, "Float On", will eventually sell between 1½-2 million copies and the album will most likely go platinum. "Float On" was originally a 12 minute album cut, but pared down to a 3-minute version for radio airplay.

In retrospect, **Smith** said, "I just believed totally that the group would be a smash based on the material I heard. I think they'll be the next **Temptations** . . . that's what they remind me of."



ELTON AWARDED — **Rocket Records** artist **Elton John** was recently presented with an award plaque by **ASCAP** for his single, "Sorry Seems To Be The Hardest Word." The presentation was made at the **Dr. Pepper Music Festival** in **New York**, where **Elton** appeared with **Kiki Dee** during her concert. Pictured from left are: **John**; **Todd Brabec**, **ASCAP** representative; and **Tony King**, president of **Rocket Records**.

Festival Of New Music Changes Deadline Date

LOS ANGELES — The deadline for submitting tapes to the third **Festival of New Music**, to be held **October 8** at **Lincoln Jr. High School** in **Santa Monica**, has been changed from **August 15** to **September 1**. Twelve songwriters from the **Southern California** area will be asked to perform at the festival.

Audition tapes containing two original songs may be sent to **Songwriters Resources and Services**, 6381 **Hollywood Blvd.**, Room 503, **Hollywood, California 90028**.

First Anti-Piracy Case To Come To N.J. Court

CAMDEN, N.J. — Sentencing has been set for **September** for **Vincent DeRosa**, who recently pleaded guilty to one count of record piracy in **Camden County Superior Court**. This was the first prosecution brought under the state's **Anti-Piracy** statute.

DeRosa, identified as an officer of **Superior Record Pressing** in **Somerdale**, was charged with illegally duplicating recordings owned by **A&M** and **Capitol Records** at a pressing operation set up in the rear of an auto body plant in **Brooklawn**.

picks of the week

LESLIE AND KELLY (Big Tree/Atlantic 16097)

Give Me Your Love (3:32) (Nightingale/Leslie Ann Gary — ASCAP) (Gundry)

A strong melodic ballad from this closely harmonized duo. The song is loaded with spellbinding hooks, delivered by voices that are studio perfect, yet distinguished by a recognizable personality. Slick enough for a clean break onto top 40 playlists.

ERIC CARMEN (Arista 0266)

She Did It (3:39) (C.A.M. — BMI) (Carmen)

Carmen's "Boats Against The Current" album will have been worth the wait, if this single is any indication. The influence of The Beach Boys (who participate in the cut) is pervasive, from the full backing harmonies to simple little turns in the keyboards, while Carmen's voice is remarkable for its power and high range. Deserves a good reception from top 40 radio.

ADDRISI BROTHERS (Buddah 579)

Does She Do It Like She Dances (2:50) (American Broadcasting — ASCAP) (Duboff)

There have been a lot of dance records about dancing, but this is one of the few to come right out with some of the psychological undercurrents of the standard nightclub scene. Following up a top 20 pop single for this duo, this record will be heard at discos and R&B stations as well.

HIGH INERGY (Gordy/Motown 7155)

You Can't Turn Me Off (In The Middle Of Turning Me On) (3:31) (Jobete — ASCAP) (Sawyer, McLeod)

A softly whispered introduction sets the listener up for a pleasant surprise in the debut single of this talented group of female vocalists. The title makes for an infectious hook, repeated through excellent harmonies, and the vocals build to a sizzling climax. A good shot for R&B and pop crossover.

DONNY OSMOND (Polydor/Kolob 14417)

You've Got Me Dancing On A String (2:57) (Gold Forever — BMI) (Wayne, Dunbar)

The first single from Osmond's unprecedented album release, produced by Holland, Dozier and Holland. This is not to suggest an instant breakout into the R&B market, but the single could expand an audience that has thus far been dominated by the artist's TV fan club.

THE HOLLIES (Epic 50422)

Draggin' My Heels (3:48) (Famous — BMI) (Clarke, Hicks, Sylvester)

A combination of gentle guitars and congos creates the subtle instrumental texture of this single from "Clarke, Hicks, Sylvester, Calvert, Elliott." The current revival of CSN might have paved the way for these tightly vocalized melodies. Should increase album activity and singles exposure for the Hollies.

.38 SPECIAL (A&M 1964)

Tell Everybody (2:59) (Feelgood — ASCAP) (Barnes, Van Zant)

This honest southern shuffle sounds like the ideal single choice from the group's debut album. The guitars are punchy without overpowering the sound, while every hook is emphasized by sharp drum accents and a funky backup chorus. For AOR and top 40 stations.

FOGHAT (Bearsville/WB 0319)

I Just Want To Make Love To You (3:56) (Arc — BMI) (Dixon, Dixon)

Everything seems to be coming full circle these days. This song was cut one, side one of Foghat's debut album, and it has been an FM and concert favorite throughout the years. With the help of those fans out there, this could become a top 40 break.

DON WILLIAMS (ABC 17717)

I'm Just A Country Boy (3:01) (Folkways — BMI) (Barer, Brooks)

A favorite of many pop musicians, Williams has yet to cross over to wide consumer acceptance in the field himself. His moving performance of this sad song is enough to explain his country popularity, and should convince pop programmers that this singer is ready to transcend categories.



DAVID SOUL (Private Stock 163)

Silver Lady (3:33) (Almo/Macaulay — ASCAP) (Macaulay, Stephens)

Television's favorite singing policeman returns with a cut from his new album, "Playing To An Audience Of One," co-written by the producer who's been involved in his recent success. The tune is catchy enough to grab his regular fans, and may make a few new converts as well. For pop and easy listening radio.



BRICK (Bang 734)

Dusic (3:43) (Caliber/Good High — ASCAP) (Ransom, Hargis, Brown)

A funky record in a style similar to that of this group's original hit, "Dazz." It keeps a loping beat, while unusual horn and organ effects lend it character. Already looking good for pop and R&B radio, as well as disco play.



BURTON CUMMINGS (Portrait/CBS 70007)

My Own Way To Rock (3:10) (Shillelagh — BMI) (Cummings)

A frenetic boogie piano sets the pace for this title cut from Cummings' most recent album. The instrumental keeps getting hotter through keyboard and guitar solos, culminating in a funky workout from the horn section. The reverb lends Presley overtones in this offering for all pop formats.



GREG & PAUL (Casablanca 893)

She's A Rebel (2:12) (January — BMI) (Pitney)

The debut single of the duo that will be featured on the television series, "A Year At The Top," is a fast-paced version of the Gene Pitney song that took the Crystals to the top of the charts in 1962. With upbeat hand claps, sugar-coated harmonies and honky saxophone, there is appeal for media freaks of all ages. Will "Big D" be promoting this one?

DAVE EDMUNDS (Swan Song/Atlantic 70116)

Get Out Of Denver (2:16) (Geat — ASCAP) (Seeger)

Edmunds gives an artistic interpretation of Bob Seger's Chuck Berry-inspired rock and roll in this single from his recent solo album. This version is marked by high energy guitars and multi-tracked voices. Already a great AOR cut, and programmably short for top 40.

GARY TOMS (MGA/Rollers 40770)

Turn It Out (Tear This Building Down) (3:54) (Happy Endings/High Flush — ASCAP) (Toms)

Toms has never disguised his penchant for wild partying, and this is the most violent manifestation to date. With instrumental solos featured in addition to Toms' vocals, this single should see dancing feet kicking out the floor tiles in discos across the nation.

RUBY ANDREWS (ABC 12286)

I Wanna Be Near You (4:18) (Unified — BMI) (Dinbar)

With its built-in crossover potential, this single could bring the "Genuinely Ruby" album to larger audiences in many markets. The arrangement utilizes a danceably steady beat, while Ms. Andrews' performance of the melodies makes for a fresh sound synthesized from elements of the past.

PAUL WILLIAMS (A&M 1961)

Waking Up Alone (3:47) (Almo — ASCAP) (Williams)

A romantic story from Williams, newly recorded and found on his A&M album "Classics." The lyric exhibits his recognized cleverness with words and proverbs, while the orchestration is embellished with electric guitar melodies. For easy listening and pop stations.

NANCY WILSON (Capitol 4476)

I've Never Been To Me (3:48) (Stone Diamond — BMI) (Miller, Hirsch)

Wilson gives a dramatic reading of this lyric, the story of a woman whose breadth of outside experiences only serves to hide an inner emptiness. Presently the object of a cover battle, this version is suitable for easy listening, pop or R&B play.

BROWNSVILLE STATION (Private Stock 167)

The Martian Boogie (4:20) (Ainal) (Lutz, Weck, Koda, Nazarian)

This edit of the LP version still combines the best of talking blues, science fiction and passages reminiscent of Blue Oyster Cult. The band isn't self-conscious about its somewhat juvenile sense of humor, brought forth with an alien squeak and eerie music reminding one of "One Step Beyond."

MILLIE JACKSON (Spring/Polydor 175)

If You're Not Back In Love By Monday (3:40) (Tree — BMI) (Morton, Throckmorton)

A bluesy ballad from the distinctively husky-throated singer's album "Feelin' Bitchy." This number is not true to the LP title, however; instead of throwing her friend out, she's giving him one more chance. Poignantly rendered for R&B stations.

SUNSHINE (Roulette 7210)

Reach Out (3:10) (Bog Seven — BMI) (Rabio)

A smoothly harmonized pop song from their debut

album. The song contains some promising hooks, while the semi-acoustic rhythm section leaves the vocals out front. Made for top 40 radio.

JOE FERRY (Dawnsongs, Ltd./IRDA 420)

Pretty Lady (2:58) (Dawnsongs — ASCAP) (Ferry)

A thoughtfully written melody, enlivened by Ferry's distinctive vocal quality and careful phrasing. This song is about New York City, and the street feeling is created by an active, jazzy horn section. A catchy offering for pop or easy listening playlists.

THE DRAMATICS (ABC 12299)

Shake It Well (3:49) (Groovesville — BMI, Conquistador — ASCAP) (Robinson, Davis)

The different vocal styles and textures of the group are demonstrated on this Sly Stone-influenced track. The pace is slow simmering funk, enhanced by frequent changes in energy level. Aimed at R&B programmers.

BOOKER T & THE MGs (Elektra/Asylum 45424)

Grab Bag (3:18) (House of Jones/Midnight Hour/Warner-Tamerlane — BMI) (Jones, Cropper, Dunn)

After the theme is introduced, the band fades into unaccompanied percussion, followed by a bizarre guitar effect. When Booker T re-enters with a full sounding organ, Steve Cropper is ready to blow it all out on electric guitar. A catchy instrumental.

THE MEMPHIS HORNS (RCA 11064)

Just For Your Love (3:21) (Penneford — ASCAP) (Gadson, McDonald, Abrahams)

The Horns have followed up the earthy funk of their last single with a mellower approach. The vocals are feminine, while recurring piano chords and light strings give the reeds and brass stretching room for soulful soloing. A catchy bass line wraps it up. Appropriate for R&B airplay.

ROY AYERS UBIQUITY (Polydor 14415)

Running Away (3:12) (Roy Ayers Ubiquity/Michelle-Bird — ASCAP) (Ayers, Birdsong)

Against a droning rhythm section, this record uses two groups of vocalists, one sounding male, the other female. Their interplay is rhythmic in nature, alternating melodic leads and backing patterns to effect constant, subtle changes. A danceable record.

COTTONMOUTH (RCA 11012)

Treat You Kindly (3:15) (Hopewell/Wild Rice — BMI) (Blue, Kail, Rice)

A love song with light yet persistent rhythmic appeal. The lead vocalist states his lines in a clear tenor, while backing vocalists chant and sing the choruses against a percussive background. For the R&B airplay route.

STEVE CAUTHEN (Bareback 534)

Local Hoedown (2:54) (Bareback — ASCAP) (Snow, Rudnytsky)

A bluegrass banjo introduces this upbeat, country-influenced number. The real hook here is the performer, a 17-year-old jockey who should be well-known to anyone who ever turns to the sports pages. From his album, "And Steve Cauthen Sings Too!"

CASHBOX POP RADIO REPORT

THE HOTTEST RECORDS ON THE STREET

Most Added Records This Week

1. ON AND ON — STEPHEN BISHOP — ABC
2. JUNGLE LOVE — STEVE MILLER — CAPITOL
3. TELEPHONE LINE — ELO — UA/JET
4. COLD AS ICE — FOREIGNER — ATLANTIC
5. KEEP IT COMING LOVE — KC & THE SUNSHINE BAND — TK
6. THEME FROM STAR WARS — MECO — MILLENNIUM
7. NOBODY DOES IT BETTER — CARLY SIMON — ELEKTRA

Most Jumped Records This Week

1. DON'T STOP — FLEETWOOD MAC — WB
2. HANDY MAN — JAMES TAYLOR — COLUMBIA
3. FLOAT ON — THE FLOATERS — ABC
4. EASY — COMMODORES — MOTOWN
5. STAR WARS THEME — MECO — MILLENNIUM
6. TELEPHONE LINE — ELO — UA/JET
7. ON AND ON — STEPHEN BISHOP — ABC

Hottest Secondary Market This Week

1. DAYTIME FRIENDS — KENNY ROGERS — UA
2. I FEEL LOVE — DONNA SUMMER — CASABLANCA
3. BOOGIE NIGHTS — HEATWAVE — EPIC
4. THE GREATEST LOVE OF ALL — GEORGE BENSON — ARISTA
5. I'M DREAMING — JENNIFER WARNES — ARISTA
6. HELP IS ON THE WAY — LITTLE RIVER BAND — CAPITOL

Highest Debuting CB Chart Singles This Week

- 76 **LADY PUT THE LIGHT ON ME**
BROWNSVILLE STATION (Private Stock P545149)
- 85 **THE TWO OF US**
McCOO & DAVIS (ABC 1026)
- 89 **DOG DAYS**
ATLANTA RHYTHM SECTION (Polydor 144H)

Stephen Bishop goes "ON and ON"
from his hit album ...
"Careless"



abc Records
GRT TAPES



The Single Sounds of Young America...



DYNAMIC SUPERIORS "NOWHERE TO RUN" M.T. 1419

DAVID RUFFIN "JUST LET ME HOLD YOU FOR A NIGHT" M.T. 1420

JERRY BUTLER "CHALK IT UP" M.T. 1421

THELMA & JERRY "IT'S A LIFE-TIME THING" M.T. 1422

ALBERT FINNEY "THOSE OTHER MEN" M.T. 1423

WILLIE HUTCH "WE GONNA PARTY TONIGHT" M.T. 1424

GRAFFITI ORCHESTRA "STAR WAR THEME" P 0635

CHARLENE "I'VE NEVER BEEN TO ME" P 0636

HIGH INERGY "YOU CAN'T TURN ME OFF (IN THE MIDDLE OF TURNING ME ON)" G 7155

JR. WALKER "HARD LOVE" S 35122

STEVIE WONDER "ANOTHER STAR" S 54286

SMOKEY ROBINSON "THEME FROM BIG TIME" S 54288

COMMODORES "BRICK HOUSE" M.T. 1425

SYREETA & G.C. CAMERON "LET'S MAKE A DEAL" M.T. 1426



...On Motown Records!

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THE SINGLES BULLETS

- EMOTIONS** — Number one rotation at WOXI, Z-93, WCAO, WPGC, KPAM, WOW, WNCI, WLEE, WMAK, WTMA, WSGA, Z-96, WABC. Top 5 reports at KYA-2, WIBG-2, WFI-2, CKLW-2, KCBO-2, WAYS-2, WGCL-2, KEEL-2, WDRC-2, 96X-2, WFIL-3, 10 O-3, WOAM-3, WOKY-3, WOKY-3, B 100-3, WAPE-3, WISM-3, Q 94-3. Top 5 Sales At Wherehouse, Record Rack, Licorice Pizza, Music Plus/L.A., All Records/Oakland, Banana, Tower/S.F., Music Street/Seattle, Tower/S.D., Alta, Associated/Phoenix, Aravox/N.Y., Richman Bros, Eastern Seberg/Phila., Bee Gee/Albany, New England Music City/Boston, Peaches/St. Louis, Northern, Stark/Cleve., Giant/Va., Bib/Charlotte, Poplar, Record Dept. Merch./Memphis, Western Merch./Amarillo.
- #4 RITA COOLIDGE** — Jumps include WABC 6-3, KYA 25-5, 100 18-14. Receiving top 5 airplay at WLS-2, WFIL-5, WIBG-4, WOKY-2, KSLO-2, WCAO-2, KBE0-2, WKBW-2, KCBO-3, 13Q-3, KJR-4, KTAC-2, KIMN-3, KNDE-3, KPAM-5, KDWB-1, WMPG-1, WPGC-3, WPRO-FM-4, WPEZ-4, O102-5, WNCI-5, WAKY-4, WMAK-4, WKLO-4, WBT-4, WISM-2, WIRL-2, WNDE-3, WDRC-5, WING-2. Top 5 sales at Wherehouse, Licorice Pizza, Music Plus/L.A., Tower/S.D./S.F., Sounds Unltd./Chicago, Father's & Sun's/Indianapolis, Stark/Cleve., Giant/Va., Bromo/Okla., Peaches/Memphis.
- #5 COMMODORES** — Added this week at WLAC. #4 most active record with 17 jumps including KERN 13-8, KIOA 15-8, WDRC 25-19, WABC 11-7, KCBO 17-7, 99X 15-7, KFRC 18-13, WKBW 24-18, WIBG 9-3, WNDE 38-31, WING 10-5, WPRO-FM 10-5, WOKY 18-11, KLEO 27-22, KSTP 16-11. Top 5 airplay at KEEL-1, WAYS-1, 13O-1, WPEZ-1, WPGC-2, WOAM-2, KBE0-3, KYA-3, WFI-3, WMPG-3, WFIL-4, Z93-4, WBB0-4, KPAM-4, WNCI-4, O94-4, KAKC-5, WPRO-5. Top 10 sales at Wherehouse/L.A., All Records/Oakland, Banana/S.F., Tower/S.D./S.F., Everybody's/Portland, King Karol/N.Y., Richman Bros, Jerry's/Phila., Bee Gee/Albany, Harmony House/N.J., Stark/Cleve., Giant/Va., Bib/Charlotte, Poplar, Record Dept. Merch./Memphis.
- #6 JAMES TAYLOR** — Added this week at KCBO. #2 most active record with 22 jumps including KJRB 8-2, WLS 18-15, WFIL 10-6, KFRC 15-8, WABC 21-16, KING 8-4, WOKY 11-8, 13Q 12-7, KYA 18-11, KXXK 11-6, WFI 15-10, WPEZ 10-6, B 100 9-6, KLEO 13-8, WISM 14-9, Z-96 21-14, WHBO 26-21, WDRC 19-12, 96X 26-20, WLAC 14-8, WNDE 14-8, O94 11-5. Top 3 airplay at WSAI-1, KPAM-2, KJRB-2, WBB0-2, WLEE-2, WAVZ-2, WAPE-2, KDWB-3, WCAO-3, Z 93-3, KGW-3, O102-3. Top 10 sales at Peaches/Denver, Everybody's/Portland, Bee Gee/Albany, Interstate/Fla., Record Dept. Merch./Memphis, Port of Call, Central So./Nashville, Peaches/Dallas, Bromo/Okla.
- #9 CROSBY, STILLS & NASH** — Jumps include KIMN 21-14, KJRB 9-5, WDRC 16-10, WBBF 23-18, WAKY 18-10, WABC 23-17, KLIF 20-12, KFRC 20-14, B-100 22-18, KFJZ 18-7, KXXK 16-10, WSAI 18-12, WFI 21-15, KSTP 10-4. Sales at Wherehouse/L.A., All Records/Oakland, Music St./Seattle, Tower/S.F., Bee Gee/Albany, N.E. Music City/Boston, Harmony House/N.J., Sounds United/Chicago, Father's & Sun's/Indianapolis, Stark/Cleve., Peaches/Detroit, Interstate/Fla., Bib/Charlotte, Port of Call, Central So./Nashville, Bromo/Okla.
- #10 HEART** — Added this week at Z-93. Jumps include WABC 31-20, 99X 24-15, WNOE 19-13, KIMN 22-16, KIOA 10-4, KNUS 16-10. Top 5 airplay at KJR-1, Q102-1, KGW-1, KSLQ-1, Q94-1, KAKC-2, B-100-2, KPAM-3, KJRB-3, WC0L-3, WIRL-3, KIOA-4, WISM-4, WLAC-4, CKLW-5, WGCL-5, WKY-5, Z96-5. Top 15 sales at Wherehouse, Licorice Pizza, Music Plus/L.A., Banana/S.F., Peaches/Denver, Tower/S.D., Music St., Worldwide/Seattle, Everybody/Portland, Aravox/N.Y., New England Music City/Boston, Father's & Sun's/Indianapolis, Peaches/Detroit, Giant/Va., Port of Call, Central So./Nashville, Peaches/Dallas, Bromo/Okla.
- #11 FLOATERS** — Added this week at KXOK, WMPG, WMAK, WPRO, Z-96, KERN, WHHY. #3 most active record with 17 jumps including WIFL 23-19, KILT 23-10, 99X 13-6, KFRC 21-16, WRKO 20-8, Z93 16-6, WIBG 17-9, WFI 28-16, WSAI 5-1, 100 17-13, KRBE 21-10, WPEZ 30-20, WAPE 26-14, WAKY 29-22, WC0L 28-22, WPRO-FM 29-15, WJET 27-16. Top 15 sales at Wherehouse, Record Rack, Licorice Pizza, Music Plus/L.A., All Records/Oakland, Banana, Tower/S.F., Music St./Seattle, Associated/Phoenix, King Karol, Aravox/N.Y., Richman Bros., Jerry's/Phila., Peaches/St. Louis, Star, Northern/Cleve., Giant/Va., Poplar, Record Dept. Merch./Memphis, Central So./Nashville, Peaches/Dallas, Western Merch./Amarillo.
- #12 FLEETWOOD MAC** — Added this week at WLS, WNCI. #1 most active record with 31 jumps including WRKO 15-10, KFRC 17-11, WHBQ 22-16, KLIF 16-8, WFI 14-8, WIBG 16-10, 10Q 22-15, WCAO 21-14, WPGC 16-10, WGCL 15-6, KSTP 14-9, WKY 11-6, B 100 14-9, KIMN 10-6, WMPG 15-7, KEEL 31-19, KPAM 16-11, WPRO 12-7, WMAK 15-3, WDRC 27-18, WAKY 23-18, WAPE 22-17, KJRB 10-6, Z96 16-11, KAKC 31-20, WNOE 13-9, WING 27-16. Top 15 sales at Wherehouse/L.A., All Records/Oakland, Tower/S.D./S.F., Music St./Seattle, Peaches/Denver, King Karol/N.Y., Richman Bros., BeeGee/Albany, Harmony House/N.J., Father's & Sun's/Indianapolis, Northern/Cleve., Peaches/Detroit, Giant/Va., Bib/Charlotte, Poplar, Record Dept. Merch./Memphis, Central So./Nashville, Bromo/Okla.
- #13 LEO SAYER** — Added this week at KLIF, KLEO. Jumps include WLS 22-17, WHBO 17-12, 99X 27-19, WIBG 25-12, WFI 19-14, KPAM 14-8, KGW 26-20, KING 24-14, B 100 24-20, WSAI 30-25, KSTP 19-15, O94 13-6. Sales include Record Rack, Licorice Pizza/L.A., All Records/Oakland, Banana/S.F., Music St., Worldwide/Seattle, Tower/S.D./S.F., Peaches/Denver, Richman Bros., Bee Gee/Albany, N.E. Music City/Boston, Father's & Sun's/Indianapolis, Northern/Cleve., Bib/Charlotte, Poplar, Record Dept. Merch./Memphis, Port of Call, Central So./Nashville, Western Merch./Amarillo, Bromo/Okla.
- #15 SUPERTRAMP** — Added this week at KLIF, KEEL, WMPG, WIRL, WKLO. Jumps include WOW 9-4, WPEZ 38-32, WPRO-FM 26-20. Sales include Licorice Pizza, Music Plus/L.A., Banana/S.F., Peaches/Denver, Tower/S.J., Richman Bros., Bee Gee/Albany, Harmony House/N.J., Sounds Unltd./Chicago, Peaches/St. Louis, Interstate/Fla., Poplar/Memphis, Central So./Nashville, Bromo/Okla.
- #16 ELECTRIC LIGHT ORCHESTRA** — #3 most added record with 12 adds including WFIL, CKLW, 99X, WRKO, KXOK, Y100, WKBW, KCBO, 13Q, WMPG, WBBF. #6 most active record with 16 jumps including KHJ 27-20, 100 14-10, WOKY 9-6, WGCL 16-7, KGW 12-8, KYA 24-13, WIBG 30-17, B 100 17-13, WAYS 21-16, WPEZ 31-23, WSAI 27-22, WNCI 24-18, WAKY 30-25, WBB0 21-16, WERC 18-13, WSGA 22-17. Sales at Licorice Pizza, Music Plus/L.A., Banana/S.F., Music St., Worldwide/Seattle, Tower/S.D., Aravox/N.Y., Bee Gee/Albany, Sounds Unltd./Chicago, Father's & Sun's/Indianapolis, Stark/Cleve., Giant/Va., Interstate/Fla., Bib/Charlotte, Poplar/Memphis, Port of Call, Central So./Nashville, Western Merch./Amarillo, Bromo/Okla.
- #18 SANFORD/TOWNSEND** — Added this week at KYA, WIBG, KXXK, WMPG. Jumps include KSTP 13-6, KSLQ 23-19, KILT 36-29, 10Q 30-26, KLEO 28-23, WAPE 14-9, KIMN 27-20, Q94 9-2, WC0L 38-33, WLAC 28-16. Sales at All Records/Oakland, Banana/S.F., Associated/Phoenix, Richman Bros., Eastern Seberg/Phila., Bee Gee/Albany, New England Music City/Boston, Sounds Unltd./Chicago, Stark/Cleve., Peaches/Detroit, Giant/Va., Interstate/Fla., Bib/Charlotte, Poplar/Memphis, Port of Call, Central So./Nashville, Bromo/Okla.
- #20 STEPHEN BISHOP** — #1 most added record this week with 18 adds including KHJ, WFIL, WIBG, WFI, WOKY, WKBW, WKY, KEEL, KYA, KCBQ, WSAI, KFJZ, WIRL, KLEO, WDRC, WAPE, Z96. Jumps include KIMN 23-19, KTAC 25-21, KTLK 25-17, WOAM 22-16, WNDE 30-20, WBBF 28-16, KING 20-13, KILT 39-22, KGW 17-11, B100 26-21, WBT 26-20, WLEE 15-11, KSLO 30-26. Sales at Licorice Pizza, Music Plus/L.A., Banana/S.F., Music St./Seattle, Tower/S.D., Everybody/Portland, Aravox/N.Y., Richman Bros., Jerry's/Phila., Bee Gee/Albany, Harmony House/N.J., Giant/Va. Bib/Charlotte, Poplar/Memphis, Port of Call, Central So./Nashville.
- #21 KISS** — Added at WAPE. Jumps include WCAO 17-13, 99X 20-14, WKBW 17-14, 10Q 11-7, WMAK 26-13, 96X 17-12, WBBQ 19-14. Sales at Licorice Pizza, Music Plus/L.A., All Records/Oakland, Banana/S.F., Tower/S.F., Jerry's/Phila., Bee Gee/Albany, New England Music City/Boston, Harmony House/N.J., Sounds Unltd./Chicago, Peaches/St. Louis, Father's & Sun's/Indianapolis, Northern, Stark/Cleve., Giant/Va., Interstate/Fla., Record Dept. Merch./Memphis, Central Southern/Nashville, Bromo/Okla.
- #22 BROTHERS JOHNSON** — Added this week at 99X, KILT, WIBG, WFI, WOKY, B100, KJRB, KIMN, WNDE, KAKC. Jumps include WQXI 19-16, Z93 24-13, WC0L 39-31, WAKY 25-14, KYA 14-7, WHB0 11-6, KFRC 24-18, WNOE 33-25, 10Q 23-19, WPEZ 34-26, 96X 30-21, KSLQ 17-12. Sales at Wherehouse, Licorice Pizza, Music Plus/L.A., All Records/Oakland, Banana/S.F., Music St./Seattle, Peaches/Denver, Tower/S.F., Aravox/N.Y., Jerry's/Phila., Bee Gee/Albany, Peaches/St. Louis, Stark/Cleve., Giant/Va., Poplar, Record Dept. Merch./Memphis, Central So./Nashville, Peaches/Dallas, Western Merch./Amarillo.
- #24 JOHNNY RIVERS** — Added this week at KSLQ, WPRQ-FM, WHBQ, WOXI, KIOA. Jumps include WISM 25-18, KJR 28-23, WBBF 30-25, WIBG 28-16, WPEZ 35-28. Sales at Richman Bros./Phila., Bee Gee/Albany, New England Music City/Boston Stark/Cleve., Giant/Va., Bib/Charlotte, Poplar/Memphis, Port of Call, Central So./Nashville.
- #26 FOREIGNER** — #4 most added record with 12 adds including KFRC, KILT, WIBG, KIMN, KFJZ, Q102, WPRO, WPRO-FM, WIRL, WNCI. Jumps include KTLK 30-18, WAKY 26-21, WAPE 28-22, 13O 18-13, WMAK 30-25, WFI 17-12, CKLW 29-22, WOKY 24-19. Sales at Richman Bros., Sound Unltd./Chicago, Father's & Sun's/Indianapolis, Northern/Cleve., Giant/Va., Interstate/Fla., Poplar/Memphis, Central S./Nashville, Peaches/Dallas, Bromo/Okla.
- #29 LONDON SYMPHONY ORCHESTRA** — Added this week at WQXI, WIBG, WRKO, WDRC. Jumps include KJR 20-15, WNCI 14-6, WLAC 27-17, WC0L 30-24, WBBF 29-24, Y100 15-10, KILT 24-15, WNOE 17-11, 13Q 29-21, WPRO 15-8, 96X 24-11, WOKY 20-16, KSTP 21-16. Sales at Licorice Pizza/L.A., All Records/Oakland, Banana/S.F., Music St./Seattle, Peaches/Denver, Tower/S.D., Everybody's/Portland, King Karol/N.Y., Harmony House/N.J., Peaches/St. Louis, Giant/Va., Interstate/Fla., Port Qf Call, Central So./Nashville, Peaches/Dallas.
- #31 KC & SUNSHINE BAND** — #5 most added record with 12 adds including KHJ, WFIL, 99X, WQXI, KRBE, KGW, KPAM, WDRO, WKY, WPRO-FM, WBT, KIOA. Jumps include WQAM 11-5, WSGA 19-15, WGCL 24-18, Z93 23-14, WCAO 24-15, WAYS 20-10, WKLO 21-15, WPGC 13-9, KSLO 33-28, WMPG 19-12. Sales at Licorice Pizza, Music Plus/L.A., All Records/Oakland, Music St./Seattle, Tower/S.F., Jerry's/Phila., Bee Gee/Albany, Sounds Unltd./Chicago, Peaches/St. Louis, Stark/Cleve., Giant/Va., Interstate/Fla., Poplar/Memphis, Peaches/Dallas, Bromo/Okla.
- #32 B.J. THOMAS** — Added this week at CKLW, WPGC, WFI, WCAQ, KING, O102, WC0L, WKLO. Jumps include KPAM 27-23, WLEE 17-12, B100 29-25, KRBE 18-11, KSTP 23-18. Sales at Wherehouse, Record Rack, Licorice Pizza, Music Plus/L.A., Tower/S.D./S.F., Aravox/N.Y., Stark/Cleve., Interstate/Fla., Poplar/Memphis, Central So./Nashville, Bromo/Okal.
- #34 BEE GEES** — Added this week at WIBG, 10Q, KTLK, WAYS, WAKY, WPRO. Jumps include WQXI 27-23, WCAO 23-26, KILT 40-33, WNOE 40-32, WING 30-21. Sales at Wherehouse, Music Plus/L.A., Music St./Seattle, Richman Bros., Eastern Seberg/Phila., Bee Gee/Albany, New England Music Street/Boston, Giant/Va., Interstate/Fla.
- #35 MECO** — Added this week at WRKO, WFIL, WOXI, Y-100, KTLK, WBT, Q94, WNDE, WSGA. Jumps include WIRL 9-5, KJRB 22-18, KDWB 25-12, WNCI 14-6, WC0L 30-24, WAKY 24-17, KILT 25-24, WNOE 17-11, KAKC 23-14, WPEZ 27-12, WPGC 23-17, KLEO 18-9, KSTP 21-10. Sales at Music Plus/L.A., All Records/Oakland, Bee Gee/Albany, Stark/Cleve., Giant/Va., Interstate/Fla., Peaches/Dallas.
- #37 CARLY SIMON** — Added this week at KJR, Z-93, WIBG, KGW, WPGC, 96-X, WDRO, WMPG, WOW, KJRB, WCQL. Jumps include WQXI 29-19, WNOE 32-24, WMAK 19-12, WPRO 28-18, WLAC 40-35. Sales at Licorice Pizza/L.A., Bee Gee/Albany, New England Music City/Boston, Peaches/Detroit, Interstate/Fla.
- #38 STEVE MILLER BAND** — #2 most added record with 16 adds including KSLQ, 10-O, KING, 13-O, WKBW, Y-100, WAPE, WMAK, WIRL, Q-94, WSGA. Jumps include 99-X 32-23, WPEZ 39-34, WC0L 40-32, WPRO-FM 30-22. Sales at Banana/S.F., Peaches/Denver, Associated/Phoenix, Peaches/Detroit, Interstate/Fla., Poplar/Memphis.
- #39 CAROLE KING** — Added this week at KYA, 10-Q, KING, WCAO, WGCL, KXXK, KTLK, KGW, WPRO-FM, WMAK. Jumps include WIBG 29-20, Q-94 29-23. Sales at Wherehouse/L.A., Associated/Phoenix, Jerry's, Eastern Seberg/Phila., Northern/Cleve., Peaches/Detroit, Central So./Nashville.
- #42 SHAUN CASSIDY** — Added this week at WQXI, KRJB. Jumps include WRKQ 13-7, Y-100 18-11, WOKY 31-23, WPRO 16-9, WCQL 25-17. Sales at Record Rack, Licorice Pizza, Music Plus/L.A., Tower/S.D., Associated/Phoenix, Aravox/N.Y., Bee Gee/Albany, New England Music City/Boston, Father's & Sun's/Indianapolis, Stark/Cleve., Peaches/Detroit, Giant/Va., Central So./Nashville, Bromo/Okla.
- #43 RONNIE MILSAP** — Added this week at WOKY, KSTP, KPAM, WLEE, WBBQ. Jumps include KILT 25-21, WOXI 28-21, Z-93 30-23, WMAK 16-5, WKLO 24-17. Sales at Peaches/Denver, Eastern Seberg/Phila., Peaches/Dallas.
- #49 DOOBIE BROTHERS** — Added this week at KTLK, WAKY. Last week at WAVZ, WMAK, WLAC, KTAC, Q-94. Jumps at KJR 23-18. Sales at Tower/S.F., Central So./Nashville.
- #51 HEATWAVE** — Added this week at WDRQ, WSAI, WLAC. Jumps include WQXI 12-4, Y-100 8-1, 96-X 21-8, WCQL 34-28, WLEE 21-10. Sales at Jerry's/Phila., Peaches/St. Louis, Northern/Cleve., Giant/Va., Interstate/Fla.
- #52 HOT CHOCOLATE** — Added this week at 10-O, KCBO, WNQE, 13-O.
- #53 TED NUGENT** — Added this week at KING, KPAM, B-100, WAYS. Jumps at

(continued on page 24)

EXPLODING

THE ORIGINAL

"HEAVEN ON THE 7th FLOOR"

RS 878

THE NEW SINGLE BY

Paul Nicholas

Y-100 25-14 (#1 phones)!! Z-93! KING!

WQXI! WMAK! TEN-Q! 96X!

KJRB KREM WFOM KGW WBBQ

KLIV KTAC WBGN WAUG JB105

WORG WSM WIFE

The RSO Family



Records and Tapes

Manufactured and marketed by



CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS

This Week To Date

STATIONS ADDING THIS WEEK

1. ON AND ON — STEPHEN BISHOP — ABC	16%	73%	Z-96, KLEQ, WQKY, WIFI, WSAI, KFJZ, WIBG, WKBW, KHJ, KCBQ, KYA, WFIL, WAPE, WDRC, WKY, KEEL, WIRL, KERN.
2. JUNGLE LOVE — STEVE MILLER — CAPITOL	16%	47%	KSLQ, KREB, WMAK, 10Q, WJET, 13Q, WKBW, KING, WBGN, Y-100, WAPE, WGCL, WSGA, Q-94, WSGN, WIRL.
3. TELEPHONE LINE — ELO — UA	12%	92%	WMPS, CKLW, 13Q, KEZY, WKBW, WRKQ, KCBQ, Y-100, WFIL, WBBF, KXQK.
4. COLD AS ICE — FOREIGNER — ATLANTIC	12%	63%	WPRQ, WPRO-FM, Q102, KFJZ, WIBG, KILT, KFRC, WERC, WNCI, WIRL, KIMN, KEZY.
5. KEEP IT COMING LOVE — KC & THE SUNSHINE BAND — TK	12%	48%	KRBE, WDRC, WPRO-FM, WBT, KGW, 99X, KHJ, WFIL, WQWI, WKY, KPAM, KIQA.
6. THEME FROM STAR WARS — MECO — MILLENNIUM	12%	41%	WBT, WRKO, WBGN, Y-100, WFIL, WNDE, WSGA, Q94, WSGN, WQXI, KTLK, KERN.
7. NOBODY DOES IT BETTER — CARLY SIMON — ELEKTRA	12%	41%	KJRB, KJR, Z93, WCOL, KGW, WIBG, WQW, WAVZ, WPGC, 96X, WDRQ, WMPS.
8. HARD ROCK CAFE — CAROL KING — CAPITOL	11%	42%	WPRO-FM, WMAK, 10-Q, WJET, KXKY, KGW, KING, KYA, WCAQ, WGCL, KTLK.
9. STRAWBERRY LETTER 23 — BROTHERS JOHNSON — A&M	11%	56%	WQKY, WIFI, B100, KAKL, WIBG, KGW, KILT, 99X, WNDE, KIRB, KIMN.
10. DON'T WORRY BABY — B.J. THOMAS — MCA	8%	52%	CKLW, WPGC, WIFI, WKLO, Q102, KING, WCQL, WCAQ.
11. FLOAT ON — THE FLOATERS — ABC	7%	54%	KERN, KXOK, WHHY, WMAK, WPRQ, Z-96, WMPS.
12. EDGE OF THE UNIVERSE — BEE GEES — RSO	7%	7%	WAKY, KTLK, WIBG, WAYS 10Q, WAVZ, WPRO.
13. I WOULDN'T WANT TO BE LIKE YOU — ALAN PARSONS — ARISTA	7%	7%	WCAQ, KERN, WKBW, WNOE, WING, 10Q, WPEZ.
14. THEME FROM STAR WARS — LONDON SYMPHONY ORCH. — 20th CENTURY	6%	46%	WQXI, WSGN, WDRC, WGBN, WRKO, WIBG.
15. HEAVEN IS ON THE SEVENTH FLOOR — PAUL NICHOLAS — RSO	6%	6%	KING, Z93, WQXI, WING 96X, WBBQ.
16. GIVE A LITTLE BIT — SUPERTRAMP — A&M	5%	78%	WIRL, KEEL, KLIF, WKLQ, WMPS.
17. SMOKE FROM A DISTANT FIRE — SANFORD-TOWNSEND BAND — WB	5%	80%	KYA, WIBG, KXKX, WAVZ, WMPS.

RADIO ACTIVE SINGLES

SECONDARY RADIO ACTIVE

- DON'T STOP — FLEETWOOD MAC — WARNER BROTHERS**
KIMN 10-6, KIRB 10-6, KEEL 3119, KPAM 16-11, WKY 11-6, WSGN 11-5, WDRC 27-18, WBGN 20-14, WAPE 22-17, WAKY 23-18, WCAO 21-14, WGCL 15-6, KLIF 16-8, WHBQ 22-16, KFRC 17-11, WRKO 15-10, WIBG 16-10, WNOE 13-9, KPFX 12-8, KAKG 31-20, B100 14-9, WING 27-16, 10Q 22-15, WMAK 15-3, wavz 24-16, WIFI 14-8, WPRO 12-7, WPGC 16-10, Z96 16-11, WMPS 15-7, KSTP 14-9.
- HANDY MAN — JAMES TAYLOR — COLUMBIA**
KJRB 8-2, WLS 18-15, WISM 14-9, O94 11-5, WLAC 14-8, WNDE 14-8, WDRC 19-12, KYA 18-11, KING 8-4, WHBO 26-21, KFRC 15-8, B100 9-6, KXKX 11-6, WABC 21-16, WFIL 10-6, 13Q 12-7, WIFI 15-10, WPEZ 10-6, 96X 26-20, WOKY 11-8, KLEO 13-8, Z96 21-14.
- FLOAT ON — THE FLOATERS — ABC**
Z93 16-6, WCOL 28-22, WAKY 29-22, WAPE 26-14, WFIL 23-19, 99X 13-6, KFRC 21-16, WRKO 20-8, KILT 23-19, WIBG 17-9, WSAI 5-1, WJET 27-16, 10Q 17-13, WIFI 28-16, WPEZ 30-20, WPRO-FM 29-15, KRBE 21-10.

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

- DAYTIME FRIENDS — KENNY ROGERS — UA**
Adds: WTLB, KNOE, WEBC, WCHY, WICC, KOMA; Jumps: WORD 23-13, WKXX 26-21, WFLB 35-27, 14-RKO Ex-28, WRFC Ex-32, WRJZ Ex-27, KVQL Ex-30.
- I FEEL LOVE — DONNA SUMMER — CASABLANCA**
Adds: WTLB, WGLF, KELI, WJDJ, WINC, WAUG; Jumps: WBGN 31-26, WCRO Ex-23, WMFJ Ex-29, WFLB Ex-28, WQPD Ex-38, WRFC Ex-33.
- BOOGIE NIGHTS — HEATWAVE — EPIC**
Adds: WCUE; Jumps: WMFJ 10-5, KVOL 27-22, WKXX 21-15, WRFC 7-2, WGLF 14-6, WQPD 17-12, WFLI 18-10, WJET 25-18, KNDE Ex-30, KYNO Ex-25.
- THE GREATEST LOVE OF ALL — GEORGE BENSON — ARISTA**
Adds: WORD, WAIR, KELI, WING, KQTN; Jumps: WHNN Ex-29, WGSV Ex-32, WRFC 34-29.
- I'M DREAMING — JENNIFER WARNES — ARISTA**
Adds: WEBC, WRFC, KRIB, KQMA; Jumps: KVQX 11-7, 14-RKQ 21-17.
- HELP IS ON THE WAY — LITTLE RIVER BAND — CAPITOL**
Adds: KKXL; Jumps: KNQE 33-28, KKLS 21-16, WBGN Ex-29, WING Ex-44.
- MARTIAN BOOGIE — BROWNSVILLE STATION — PRIVATE STOCK**
Adds: WORD, WMFJ, WCRO; Jumps: WQPD 38-33, WHNN Ex-30.
- CAT SCRATCH FEVER — TED NUGENT — EPIC**
Adds: 98Q, KINT, KOTN; Jumps: WISE Ex-30, KNDE Ex-28.
- RIGHT FEELING AT THE WRONG TIME — HOT — ATLANTIC**
Adds: WGLF, WQPD, WKXX, KVQL; Jumps: WMFJ Ex-32.
- HURRY SUNDOWN — OUTLAWS — ARISTA**
Jumps: 98Q 15-11, WISE 16-11, WBGN 30-21, WAIR Ex-24.
- WE JUST DISAGREE — DAVE MASON — COLUMBIA**
Adds: WGSV; Jumps: KVOX 16-11, 98Q Ex-35, KQWB Ex-21.
- JUST REMEMBER I LOVE YOU — FIREFALL — ATLANTIC**
Adds: WAIR, WJQN, KVQL; Jumps: WEBC Ex-26.
Top pop singles

THE SINGLES BULLETS

(continued on page 20)

- KSLQ 26-20.
- #54 **GEORGE BENSON** — Added this week at WIFI, WCAO, 96-X, WING, WBBO. Jumps include WIBG 26-21, CKLW 15-9. Sales at Jerry's/Phila., Peaches/St. Louis, Stark/Cleve., Giant/Va.
- #62 **DONNA SUMMER** — Added this week at KILT, KRBE, KFRC, Z-93, WPGC, 10-Q, WNOE, 13-O, WING, WKLO. Jumps include CKLW 13-6, 99-X 33-26, Y-100 30-29, 96-X 25-18. Sales at Music Plus/LA., King Karol/N.Y., Jerry's/Phila., Interstate/Fla.
- #64 **KENNY ROGERS** — Added this week at WOKY, WBT, WLEE, WBBO. Last week at KILT, WNOE. Sales at Northern/Cleve., Giant/Va., Port Of Call/Nashville. Jumps 62-38 bullet on the CB Country Chart.
- #69 **LITTLE RIVER BAND** — Added this week at KRBE, WMAK, Q94.
- #71 **ALAN PARSONS PROJECT** — Added this week at WCAO, WKBW, 10Q, WPEZ, WNOE, WING. Last week at KXOK, KJR, KSTP, KBEQ.
- #72 **PAUL NICHOLAS** — Added this week at KING, Z93, WOXI, 96X, WING, WBBO. Jumps include Y-100 25-14, KJRB 27-23.
- #74 **DOROTHY MOORE** — Added this week at WOXI, Z93.
- #76 **BROWNSVILLE STATION** — Immediate adds at WOXI, WHBO, KEEL, WMAK.
- #80 **CRYSTAL GAYLE** — Added this week at KILT, WMPS, WMAK. Moves 22-14 bullet on CB Country Chart.
- #85 **McCOO/DAVIS** — Added this week at WCAO, WERC. Jumps to 70 bullet on the CB R&B Singles Chart.
- #86 **MIGHTY POPE** — Added this week at CKLW, WPRO, WAKY.
- #89 **ATLANTA RHYTHM SECTION** — Added this week at WDRQ, WMAK.

HOT CHOCOLATE **has the hits!**

EMMA

BT 16031

DISCO QUEEN

BT 16038

YOU SEXY THING

BT 16047

And now, there's

**“SO YOU
WIN AGAIN”**

BT 16096

a sensational single that's been

#1

on the English Disco Charts for 4 weeks!

Produced by Mickie Most

On Big Tree Records



**BIG TREE
RECORDS**

29 To 22 — Floaters
30 To 25 — ELO
Ex To 26 — Steve Miller
Ex To 27 — KC & Sunshine Band
Ex To 28 — Stephen Bishop
Ex To 29 — Carly Simon
Ex To 30 — Leo Sayer
WKLO — LOUISVILLE
2-1 — Johnny Rivers
25 — Bee Gees
*Donna Summer
*Burton Cummings
*Supertramp
21 To 15 — KC & Sunshine Band
24 To 17 — Ronnie Milsap
Ex To 24 — Firefall
WISM — MADISON
1-1 — Andy Gibb
*Shaun Cassidy
*KC & Sunshine Band
*Helen Reddy
*Donny Osmond
*Paul Davis
13 To 8 — Commodores
14 To 9 — James Taylor
25 To 18 — Johnny Rivers
Ex To 26 — London Symphony
Ex To 28 — Carly Simon
Ex To 29 — Driver
Ex To 30 — Bee Gees
KRIB — MASON CITY
3-1 — Heart
*Glen Campbell
*Carole King
*Jane Oliver
*Jennifer Warnes
*Steve Miller
*Shaun Cassidy
19 To 13 — Fleetwood Mac
Ex To 27 — KC & Sunshine Band
Ex To 28 — Foreigner
Ex To 29 — Brothers Johnson
Ex To 30 — Doobie Brothers
WMPB — MEMPHIS
1-1 — Rita Coolidge
25 — Floaters
26 — ELO
30 — Sanford-Townsend Band
*Memphis Horns
*Carly Simon
*Supertramp
*Jennifer Warnes
*Crystal Gayle
15 To 7 — Fleetwood Mac
19 To 12 — KC & Sunshine Band
WHBO — MEMPHIS
5-1 — Floaters
*Brownsville Station
*Johnny Rivers
11 To 6 — Brothers Johnson
16 To 9 — Slave
17 To 12 — Leo Sayer
22 To 16 — Fleetwood Mac
26 To 21 — James Taylor
Ex To 25 — KC & Sunshine Band
Y-100 — MIAMI
8-1 — Heatwave
26 — Meco
28 — ELO
29 — Steve Miller
15 To 11 — Shaun Cassidy
25 To 14 — Paul Nicholas
30 To 20 — Donna Summer
WOAM — MIAMI
1-1 — Andy Gibb
No new additions
11 To 5 — KC & Sunshine Band
14 To 8 — Lou Rawls
22 To 16 — Stephen Bishop
96-X — MIAMI
1-1 — Andy Gibb
28 — Paul Nicholas
29 — Carly Simon
30 — George Benson
*Dorothy Moore
17 To 12 — Kiss
21 To 8 — Heatwave
24 To 11 — London Symphony
25 To 18 — Donna Summer
26 To 20 — James Taylor
30 To 21 — Brothers Johnson
Ex To 24 — Stephen Bishop
KCRS — MIDLAND
2-1 — Abba
*Foreigner
*Doobie Brothers
*Kenny Rogers
14 To 9 — Fleetwood Mac
24 To 16 — Ram Jam
29 To 23 — Cat Stevens
30 To 25 — Mac McAnally
Ex To 27 — Brothers Johnson
Ex To 28 — Shaun Cassidy
Ex To 29 — Maynard Ferguson
Ex To 30 — Kiss
WOKY — MILWAUKEE
1-1 — Andy Gibb
31 — Stephen Bishop
34 — Brothers Johnson
35 — Kenny Rogers
*Wild Cherry
*Ronnie Milsap
9 To 6 — ELO
11 To 8 — James Taylor
18 To 11 — Commodores
20 To 16 — London Symphony
24 To 19 — Foreigner
31 To 23 — Shaun Cassidy
34 To 22 — Ram Jam
Ex To 27 — KC & Sunshine Band
Ex To 33 — Ted Nugent
WZUU — MILWAUKEE
1-1 — Rita Coolidge
KDWB — MINNEAPOLIS
1-1 — Rita Coolidge
30 — Jane Oliver
8 To 4 — Peter Frampton
25 To 12 — Meco
KNOE — MONROE
1-1 — Johnny Rivers
*Brothers Johnson
*Kenny Rogers
*Foreigner
9 To 7 — Paul Davis
14 To 10 — Johnny Guitar Watson
17 To 12 — Emotions
18 To 11 — Commodores
19 To 14 — Heart
21 To 16 — Leo Sayer

23 To 18 — Stephen Bishop
24 To 19 — Charlie
26 To 20 — ELO
28 To 23 — Johnny Rivers
29 To 26 — Kiss
29 To 26 — Jigsaw
30 To 25 — Fleetwood Mac
31 To 23 — Ronnie Milsap
33 To 28 — Little River Band
34 To 29 — Karen Nelson & Billy T
35 To 30 — Hall & Oates
Ex To 31 — Ram Jam
Ex To 33 — Floaters
Ex To 34 — B.J. Thomas
Ex To 35 — London Symphony
WHYY — MONTGOMERY
1-1 — Commodores-Brick House
*Floaters
*Burton Cummings
*Ram Jam
*Brownsville Station
12 To 6 — Helen Reddy
14 To 7 — KC & Sunshine Band
16 To 8 — Paul Davis
20 To 12 — Stephen Bishop
22 To 14 — Foreigner
23 To 15 — Meco
26 To 21 — Kenny Rogers
Ex To 24 — Carly Simon
Ex To 26 — Hot
Ex To 29 — Bob Seger
KVOX — MOORHEAD
1-1 — Heart
*Emotions
*Steve Miller
*Alan Parsons
*Jane Oliver
7 To 3 — Sanford-Townsend Band
11 To 7 — Jennifer Warnes
14 To 10 — Pablo Cruise
16 To 11 — Dave Mason
22 To 14 — Carly Simon
Ex To 28 — B.J. Thomas
Ex To 29 — Carole King
Ex To 30 — Supertramp
WLAC — NASHVILLE
1-1 — Ram Jam
*Commodores
*Heatwave
*Outlaws
*Jessie Winchester
*Meunch
14 To 8 — James Taylor
27 To 17 — London Symphony
28 To 16 — Sanford-Townsend Band
40 To 35 — Carly Simon
Ex To 39 — Steve Miller
Ex To 40 — Carole King
WMAK — NASHVILLE
12-1 — Emotions
*Atlanta Rhythm Section
*Brownsville Station
*Steve Miller
*Little River Band
*Crystal Gale
*10cc
*Floaters
*Carole King
15 To 3 — Fleetwood Mac
16 To 5 — Ronnie Milsap
19 To 12 — Carly Simon
26 To 13 — Kiss
27 To 17 — Glen Campbell
30 To 25 — Foreigner
Ex To 26 — London Symphony
Ex To 28 — Supertramp
Ex To 29 — Kenny Rogers
Ex To 30 — Doobie Brothers
WAVZ — NEW HAVEN
1-1 — Andy Gibb
27 — Shaun Cassidy
28 — Sanford-Townsend Band
29 — Bee Gees
*Carly Simon
18 To 10 — Meco
24 To 16 — Fleetwood Mac
27 To 20 — Foreigner
30 To 25 — KC & Sunshine Band
Ex To 30 — Doobie Brothers
WABC — NEW YORK
1-1 — Andy Gibb
41 — Leo Sayer
6 To 3 — Rita Coolidge
11 To 7 — Commodores
15 To 12 — Pablo Cruise
21 To 16 — James Taylor
23 To 17 — Crosby, Stills & Nash
31 To 20 — Heart
99-X — NEW YORK CITY
1-1 — Andy Gibb
32 — ELO
33 — Brothers Johnson
34 — KC & Sunshine Band
35 — Floaters
15 To 7 — Commodores
20 To 14 — Kiss
24 To 15 — Heart
27 To 19 — Leo Sayer
32 To 23 — Steve Miller
33 To 26 — Donna Summer
WKY — OKLAHOMA CITY
1-1 — Andy Gibb
*KC & Sunshine Band
*Steve Bishop
11 To 6 — Fleetwood Mac
12 To 7 — Emotions
Ex To 17 — Floaters
Ex To 20 — Foreigner
KOMA — OKLAHOMA CITY
3-1 — Alice Cooper
37 — Floaters
38 — Kenny Rogers
39 — Jennifer Warnes
40 — Foreigner
8 To 4 — Andy Gibb
12 To 6 — Heart
14 To 9 — Pablo Cruise
23 To 12 — James Taylor
25 To 17 — England Dan & J.F. Coley
26 — Crosby, Stills & Nash
32 To 26 — Leo Sayer
36 To 23 — Supertramp
37 To 25 — Supertramp
WOW — OMAHA
1-1 — Emotions
*Carly Simon
9 To 4 — Supertramp
Ex To 20 — Ronnie Milsap
BJ-105 — ORLANDO
1-1 — Andy Gibb
40 — Bee Gees

*Carly Simon
18 To 12 — ELO
28 To 23 — Johnny Rivers
37 To 31 — Kiss
38 To 32 — Ram Jam
39 To 33 — Floaters
40 To 34 — B.J. Thomas
Ex To 38 — Stephen Bishop
Ex To 39 — Foreigner
KACY — OXNARD/VENTURA
4-1 — Andy Gibb
*Firefall
*George Benson
WBSR — PENSACOLA
1-1 — Peter Frampton
*Carole King
*Doobie Brothers
*Shaun Cassidy
20 To 15 — Johnny Rivers
22 To 11 — Leo Sayer
26 To 20 — Glen Campbell
28 To 22 — B.J. Thomas
29 To 24 — Floaters
30 To 23 — Fleetwood Mac
34 To 29 — Bee Gees
38 To 30 — KC & Sunshine Band
Ex To 34 — Meco
Ex To 35 — Brothers Johnson
Ex To 37 — Steve Miller
Ex To 40 — Kenny Rogers
WIRL — PEORIA
2-1 — Peter McCann
*Supertramp
*Foreigner
*Steve Miller
*Stephen Bishop
9 To 5 — Meco
22 To 14 — Dean Friedman
Ex To 18 — ELO
Ex To 21 — Leo Sayer
Ex To 22 — B.J. Thomas
Ex To 24 — Crosby, Stills & Nash
WFIL — PHILADELPHIA
1-1 — Andy Gibb
22 — Meco
*Stephen Bishop
**ELO
**KC & Sunshine Band
10 To 6 — James Taylor
23 To 19 — Floaters
WFI — PHILADELPHIA
1-1 — Andy Gibb
23 — Brothers Johnson
29 — Brothers Johnson
*George Benson
*B.J. Thomas
**Commodores-Brick House
14 To 8 — James Taylor
15 To 10 — James Taylor
17 To 12 — Foreigner
21 To 15 — Crosby, Stills & Nash
28 To 16 — Floaters
30 To 25 — Supertramp
Ex To 28 — Steve Miller
KOTN — PINE BLUFFS
4-1 — Emotions
28 — Ronnie Milsap
29 — KC & Sunshine Band
*Shaun Cassidy
*Ted Nugent
*George Benson
22 To 14 — Floaters
28 To 22 — Stephen Bishop
Ex To 30 — Steve Miller
WPEZ — PITTSBURGH
1-1 — Commodores-Easy/Brick
*Marshall Tucker
*Alan Parsons
10 To 6 — James Taylor
21 To 10 — Emotions
27 To 12 — Meco
30 To 20 — Floaters
31 To 23 — ELO
34 To 26 — Brothers Johnson
35 To 28 — Johnny Rivers
38 To 32 — Supertramp
39 To 34 — Steve Miller
Ex To 36 — Bee Gees
Ex To 38 — Ted Nugent
Ex To 39 — Greg Lake
Ex To 40 — Wild Cherry
13-0 — PITTSBURGH
1-1 — Commodores
22 — ELO
29 — Donna Summer
*Hot Chocolate
*Steve Miller
12 To 7 — James Taylor
18 To 13 — Foreigner
29 To 21 — London Symphony
Ex To 24 — Johnny Guitar Watson
Ex To 27 — Stephen Bishop
Ex To 28 — Ted Nugent
Ex To 30 — Sanford-Townsend
KGW — PORTLAND
5-1 — Heart
*Carole King
*Carly Simon
*KC & Sunshine Band
*Brothers Johnson
12 To 8 — ELO
17 To 11 — Stephen Bishop
20 To 14 — Ram Jam
26 To 20 — Leo Sayer
Ex To 24 — B.J. Thomas
Ex To 29 — Foreigner
Ex To 30 — Paul Nicholas
KPM — PORTLAND
3-1 — Emotions
*KC & Sunshine Band
*Ted Nugent
*Jennifer Warnes
*Ronnie Milsap
16 To 11 — Fleetwood Mac
27 To 23 — B.J. Thomas
Ex To 27 — Carly Simon
Ex To 28 — Bee Gees
Ex To 29 — Steve Miller
Ex To 30 — Foreigner
WPRO — PROVIDENCE
1-1 — Andy Gibb
17 — Floaters
25 — Foreigner
*Bee Gees
12 To 7 — Fleetwood Mac
15 To 8 — London Symphony
16 To 9 — Shaun Cassidy
Ex To 15 — KC & Sunshine Band

WPRO-FM — PROVIDENCE
3-1 — Andy Gibb
27 — Carole King
28 — KC & Sunshine Band
29 — Foreigner
30 — Johnny Rivers
10 To 5 — Commodores
26 To 20 — Supertramp
28 To 18 — Carly Simon
29 To 15 — Floaters
30 To 22 — Steve Miller
Ex To 27 — Carole King
Ex To 28 — KC & Sunshine Band
Ex To 29 — Foreigner
Ex To 30 — Johnny Rivers
WKIZ — RALEIGH
1-1 — Emotions
*Steve Miller
*Doobie Brothers
*London Symphony
*Meco
26 To 18 — Johnny Rivers
27 To 20 — Shaun Cassidy
Ex To 16 — Floaters
KKLS — RAPID CITY
1-1 — Rita Coolidge
*B.J. Thomas
*Hank Williams Jr.
17 To 10 — Fleetwood Mac
19 To 14 — Leo Sayer
21 To 16 — Little River Band
22 To 15 — Kiss
26 To 18 — Foreigner
Ex To 25 — Bee Gees
Ex To 26 — Carole King
Ex To 28 — Hall & Oates
WLEE — RICHMOND
1-1 — Emotions
*Kenny Rogers
*Ronnie Milsap
15 To 11 — Stephen Bishop
17 To 12 — B.J. Thomas
21 To 10 — Heatwave
Ex To 25 — Foreigner
Ex To 30 — Jennifer Warnes
O-94 — RICHMOND
3-1 — Heart
*Little River Band
*Steve Miller
9 To 2 — Sanford-Townsend Band
11 To 5 — James Taylor
13 To 6 — Leo Sayer
29 To 23 — Carole King
Ex To 26 — KC & Sunshine Band
Ex To 29 — Doobie Brothers
Ex To 30 — Firefall
WBFB — ROCHESTER
*ELO
20 To 12 — Pablo Cruise
23 To 18 — Crosby, Stills & Nash
28 To 16 — Stephen Bishop
29 To 24 — London Symphony
30 To 25 — Johnny Rivers
Ex To 26 — Ram Jam
Ex To 29 — Foreigner
Ex To 30 — Sanford-Townsend Band
WROK — ROCKFORD
1-1 — Andy Gibb
*UFO
*Doobie Brothers
8 To 2 — Rita Coolidge
18 To 13 — Leo Sayer
22 To 15 — Barbra Streisand
25 To 19 — Sanford-Townsend Band
33 To 26 — James Taylor
Ex To 32 — Four Seasons
Ex To 33 — Cat Stevens
KNDE — SACRAMENTO
24-1 — Floaters
*Glen Campbell
15 To 5 — James Taylor
22 To 8 — KC & Sunshine Band
Ex To 26 — Steve Miller
Ex To 28 — Ted Nugent
Ex To 30 — Heatwave
KROY — SACRAMENTO
1-1 — Andy Gibb
*Floaters
*Sanford-Townsend Band
22 To 11 — Commodores
Ex To 26 — Supertramp
Ex To 29 — Foreigner
Ex To 30 — KC & Sunshine Band
WJON — ST. CLOUD
2-1 — James Taylor
21 — Carole King
*Foreigner
*Firefall
*Emotions
16 To 11 — Sanford-Townsend Band
WSLO — ST. LOUIS
3-1 — Heart
32 — Meri Wilson
34 — Steve Miller
35 — Carly Simon
*Johnny Rivers
*Dave Mason
*Glen Campbell
*Al Martino
17 To 12 — Brothers Johnson
23 To 19 — Sanford-Townsend Band
26 To 20 — Ted Nugent
30 To 26 — Stephen Bishop
33 To 28 — KC & Sunshine Band
KXOK — ST. LOUIS
1-1 — Andy Gibb
39 — Floaters
40 — ELO
KRSP — SALT LAKE CITY
1-1 — Kiss
*Bee Gees
*Carole King
*Floaters
*Eric Carmen
15 To 2 — Shaun Cassidy
22 To 17 — ELO
27 To 21 — Meco
Ex To 26 — Steve Miller
Ex To 27 — Kenny Rogers
Ex To 28 — Heatwave
B-100 — SAN DIEGO
1-1 — Kiss
*Brothers Johnson
*Ted Nugent
9 To 6 — James Taylor
14 To 9 — Fleetwood Mac
17 To 13 — ELO
19 To 14 — Commodores — Brick
22 To 8 — Crosby, Stills & Nash
24 To 10 — Leo Sayer

26 To 21 — Stephen Bishop
29 To 25 — B.J. Thomas
Ex To 23 — Peter Frampton — Signed
Ex To 30 — Bee Gees
Ex To 30 — Sanford-Townsend Band
KCBO — SAN DIEGO
2-1 — Andy Gibb
26 — ELO
27 — James Taylor
*Stephen Bishop
*Hot Chocolate
17 To 7 — Commodores — Easy
19 To 17 — Commodores — Brick
Ex To 23 — Kiss
KFRC — SAN FRANCISCO
3-1 — Commodores
*Donna Summer
*Foreigner
15 To 8 — James Taylor
17 To 11 — Fleetwood Mac
18 To 3 — Commodores
20 To 14 — Crosby, Stills & Nash
21 To 16 — Floaters
24 To 18 — Brothers Johnson
Ex To 24 — ELO
Ex To 26 — Peter Frampton — Signed
Ex To 28 — Supertramp
KYA — SAN FRANCISCO
4-1 — Andy Gibb
26 — Stephen Bishop
*Sanford-Townsend Band
*Carole King
12 To 5 — Rita Coolidge
14 To 7 — Brothers Johnson
18 To 11 — James Taylor
24 To 13 — ELO
25 To 21 — Kiss
26 To 20 — Bob Seger
28 To 22 — Leo Sayer
Ex To 10 — Floaters
Ex To 24 — Crosby, Stills & Nash
Ex To 27 — Steve Miller
Ex To 28 — Commodores
KLIV — SAN JOSE
2-1 — Emotions
13 — James Taylor
*Ted Nugent
14 To 7 — Andy Gibb
16 To 11 — Rita Coolidge
Ex To 15 — Fleetwood Mac
Ex To 19 — Brothers Johnson
Ex To 20 — Sanford-Townsend Band
KSly — SAN LUIS OBISPO
1-1 — Peter Frampton
WSPA — SAVANNAH
3-1 — Emotions
29 — Steve Miller
30 — Meco
17 To 12 — Ram Jam
19 To 15 — KC & Sunshine Band
22 To 17 — ELO
KJR — SEATTLE
2-1 — Heart
22 — Helen Reddy
*Carly Simon
20 To 15 — London Symphony
23 To 18 — Doobie Brothers
26 To 19 — Emotions
28 To 23 — Johnny Rivers
KING — SEATTLE
1-1 — Barry Manilow
*B.J. Thomas
*Cat Stevens
*Paul Nicholas
*Steve Miller
*Carole King
*Ted Nugent
8 To 4 — James Taylor
20 To 13 — Stephen Bishop
24 To 14 — Leo Sayer
Ex To 16 — ELO
Ex To 21 — London Symphony
Ex To 24 — Emotions
KEEL — SHREVEPORT
1-1 — Commodores
32 — Stephen Bishop
33 — Supertramp
*David Soul
*Brownsville Station
*Bob Seger
*Greg Lake
19 To 8 — Slave
31 To 19 — Fleetwood Mac
Ex To 23 — Outlaws
Ex To 26 — Steve Miller
Ex To 31 — Carole King
Ex To 34 — Little River Band
Ex To 35 — Donna Summer
WORD — SPARTANBURG
1-1 — Floaters
*George Benson
*Brownsville Station
*Burton Cummings
*Steve Miller
*Carly Simon
*Marilyn McCoo & Billy Davis Jr.
14 To 7 — Brothers Johnson
21 To 15 — Kiss
23 To 13 — Kenny Rogers
Ex To 22 — Ohio Players
Ex To 24 — ELO
Ex To 25 — KC & Sunshine Band
KJRB — SPOKANE
1-1 — Andy Gibb
*Carly Simon
**Brothers Johnson
**Shaun Cassidy
8 To 2 — James Taylor
9 To 5 — Crosby, Stills & Nash
12 To 7 — Emotions
22 To 18 — Meco
27 To 23 — Paul Nicholas
Ex To 28 — Foreigner
Ex To 29 — Floaters
KREM — SPOKANE
2-1 — Bay City Roletrs
*Johnny Rivers
*Shaun Cassidy
*Carole King
*B.J. Thomas
7 To 2 — Rita Coolidge
14 To 7 — ELO
16 To 8 — James Taylor
23 To 15 — Emotions
25 To 19 — Meco
Ex To 30 — Steve Miller
WSPt — STEVENS POINT
4-1 — ELO
*Steve Miller

*Heatwave
*Leif Garrett
12 To 6 — Kiss
15 To 10 — Leo Sayer
17 To 12 — Fleetwood Mac
19 To 14 — London Symphony
21 To 15 — Stephen Bishop
26 To 19 — B.J. Thomas
29 To 22 — Foreigner
Ex To 27 — Poco
Ex To 28 — Carly Simon
Ex To 29 — Kenny Rogers
Ex To 30 — Bee Gees
KTAC — TACOMA
1-1 — Shaun Cassidy
*KC & Sunshine Band
*Carole King
19 To 15 — Emotions
25 To 21 — Stephen Bishop
Ex To 25 — Foreigner
WGLF — TALLAHASSEE
2-1 — Dave Mason
*Brick
*Melissa Manchester
*Marilyn McCoo & Billy Davis Jr.
*Hot
*Mary MacGregor
*Donna Summer
*David Soul
14 To 6 — Heatwave
16 To 11 — Floaters
18 To 12 — Hall & Oates
Ex To 30 — 10cc
KEWI — TOPEKA
3-1 — Andy Gibb
10 To 5 — London Symphony
14 To 7 — Pablo Cruise
20 To 8 — Emotions
21 To 9 — Kiss
Ex To 10 — Meri Wilson
Ex To 24 — Leo Sayer
WTRY — TROY
2-1 — James Taylor
*Eric Carmen
*Meco
*Brothers Johnson
*Floaters
7 To 2 — Leo Sayer
16 To 10 — Kiss
17 To 12 — Supertramp
24 To 18 — Bee Gees
26 To 15 — ELO
30 To 25 — Doobie Brothers
Ex To 28 — KC & Sunshine Band
Ex To 29 — Steve Miller
Ex To 30 — Carly Simon
KELI — TULSA
1-1 — Bay City Rollers
23 — London Symphony
*Doobie Brothers
*Kenny Rogers
*Donna Summer
*Hot Chocolate
*George Benson
19 To 14 — Leo Sayer
23 To 16 — Foreigner
Ex To 28 — Mac McAnally
Ex To 29 — Glen Campbell
Ex To 30 — Ronnie Milsap
WTLB — UTICA
3-1 — Emotions
*Donna Summer
*Kenny Rogers
*Paul Nicholas
15 To 10 — Leo Sayer
18 To 11 — Johnny Rivers
22 To 17 — B.J. Thomas
23 To 18 — London Symphony
25 To 20 — KC & Sunshine Band
27 To 22 — Foreigner
Ex To 26 — Stephen Bishop
Ex To 28 — Steve Miller
Ex To 29 — Floaters
Ex To 30 — Bee Gees
98-0 — VIDALIA
2-1 — Emotions
*Slave
*Paul Davis
*Carly Simon
*Ted Nugent
8 To 2 — Commodores
15 To 11 — Outlaws
22 To 17 — Floaters
23 To 18 — Fleetwood Mac
Ex To 33 — London Symphony
Ex To 35 — Dave Mason
WPGC — WASHINGTON
1-1 — Emotions
29 — Donna Summer
*Carly Simon
*B.J. Thomas
13 To 9 — KC & Sunshine Band
16 To 10 — Fleetwood Mac
23 To 17 — Meco
Ex To 24 — Steve Miller
Ex To 25 — Heatwave
WKWK — WHEELING
1-1 — Peter Frampton
*Johnny Rivers
*Heatwave
*KC & Sunshine Band
*Kenny Rogers
*Boney M
**Commodores
**Marshall Tucker Band
12 To 6 — Emotions
16 To 11 — Sanford-Townsend Band
18 To 12 — Fleetwood Mac
19 To 14 — Crosby, Stills & Nash
25 To 20 — Supertramp
28 To 23 — Foreigner
Ex To 27 — London Symphony
Ex To 28 — Brothers Johnson
Ex To 29 — Steve Miller
Ex To 30 — Carole King
WAIR — WINSTON/SALEM
1-1 — Ram Jam
*Sam Neeley
*Firefall
*George Benson
10 To 3 — Brothers Johnson
14 To 9 — Leo Sayer
15 To 10 — London Symphony
18 To 12 — Supertramp
21 To 13 — Shaun Cassidy
23 To 16 — KC & Sunshine Band
Ex To 24 — Outlaws
Ex To 33 — Carole King
Ex To 34 — Heatwave
Ex To 35 — Mother's Finest

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 ADDRESS BUSINESS HOME
 CITY _____ STATE _____ ZIP CODE _____
 NATURE OF BUSINESS _____
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Please Check Classification Below

DEALER
 ONE-STOP
 DISTRIBUTOR
 RETAILER
 PUBLISHER
 RECORD CO.
 DISC JOCKEY

Operator of

JUKEBOXES
 AMUSEMENT GAMES
 VENDING MACHINES
 OTHER _____

EXECUTIVES ON THE MOVE

(continued from page 14)



Oremán

Barackman

Paige

Daley

ABC Appoints Barackman — ABC Records has announced the appointment of Michael Barackman as publicity editorial writer. He was recently music editor of Phonograph Record Magazine and previously worked as a press secretary assistant for former congressman Bill Gunter of Florida.

Changes At CBS — CBS Records has announced the promotion of Beverly J. Paige to the position of tour publicist for special markets. She joined CBS in 1973 and served as publicist prior to her current promotion. The firm also announced the appointment of Sylvia M. Daley to the position of general publicist for special markets. She comes to Columbia Records from Polydor Records, where she was public relations assistant. Prior to this she worked as a fashion copywriter at R.H. Macys, New York.

Rickman To Mercury — Phonogram, Inc./Mercury Records has announced the appointment of Janet Rickman as publicity representative of the south. She joined Mercury earlier this year in the firm's Nashville office, where she will continue to be based. Since joining the firm, she has been working as a publicity and promotion assistant in Nashville.

Whitlock Joins Word — Gary Whitlock has joined Word, Inc. as public relations coordinator for the record division. Word produces albums on the Work, Myrrh, Light and Canaan labels and distributes a number of other labels including Paragon, New Pax, Good News, Solid Rock, Seed, New Song and Lamb and Lion.

Goldstein Joins Promo — Promo Record Distributing Co. has announced that Max Goldstein has joined the company as national sales manager. He was previously in charge of sales for Sutton Record Distributors and prior to that he was with Surplus Records & Tapes of many years.

Zamoiski Appoints Kramer — The Jos. M. Zamoiski Co., a wholesale distributor in the Baltimore and Washington markets, has appointed Lynn Kramer to the position of director of corporate planning. She comes to The Zamoiski Co. from the Maryland National Bank where she has served since 1974 as a consulting analyst and more recently as consulting officer.

Bareback Names Two — Bareback Records has announced that JoAnne Zinn has been named director of marketing and disco promotion for the company. She came to Bareback following a four-year stint with Buddah Records. Also Ira Leslie has joined the company as director of pop promotion. He was with Polydor Record doing regional promotion. In 1975 Leslie was named national promotion director for Roulette/Pyramid Records.

Kirks Named At Dillon's — Jack Kirks has been appointed vice president of operations at Dillon's, the new four-story entertainment center. Prior to joining Dillon's, he was the food and beverage manager at the Grand Hotel in Anaheim. He has also performed similar duties at the Beverly Hillcrest Hotel in Los Angeles and the Americana Hotel in Culver City, and was the general manager of the Playboy Club in Los Angeles.

Arnold Names Associate — Toby Arnold & Associates syndication and production/programming company announced the appointment of Jim Kerr as midwestern marketing director. Prior to joining the firm he was midwestern regional manager for Century 21 Productions of Dallas.

Harvey To Olivia — Kipp Harvey has replaced Karlene Faith as tour director for Olivia Records artists. Faith leaves a three-year association with Olivia, an all women's recording company, to take a teaching post at Sonoma State College. Harvey was formerly an assistant to Faith and attended UC Santa Cruz where she was a political science major.



VEGAS SALUTES AMHERST — The Las Vegas Jockey Club recently hosted a party at its new Tiffany's disco club to celebrate Karen Nelson & Billy T's debut single on Amherst Records, "Love Me One More Time." Pictured standing (l-r): Ron Kramer of Amherst west coast office; Bruce Moser, Amherst promotion; Herb Rauch, Jockey Club managing director; Len Silver, Amherst president; Billy T; Brett Kennedy, guest; Terry Fullerton, Cash Box advertising director; and Doug Dombrowski, Amherst vice president. Pictured in the foreground are (l-r): Linda Lewis, Jockey Club membership director; Len Barnett of Amherst's west coast office; and Karen Nelson.

CBS Provides Incentives To Boost New Talent Product

(continued from page 9)

Under the terms of the offer from the local CBS branch, Grimes said, National Record Mart was being asked to carry 10 copies of each of the initial titles in each of their stores; normally, he added, he would order a maximum of two units of such albums for each store. Since there were only six titles involved, and perhaps 40 (as he understood it) for the entire year, he said he had no fear of being flooded with albums which would sit and take up space.

"If they stay with only three artists a month, that's no problem," Grimes remarked. "The difficulty would be if everyone else (other record manufacturers) jumps on it, or if they decide to do it with every one of their new releases. Then obviously, it's going to turn into nothing. But if they cherry-pick their new releases nicely, I'm sure it'll work out."

Rick Kudolla, manager of the CBS branch in Bedford Heights, Ohio, subsequently confirmed that National Record Mart had agreed to go along with the program. In addition, he said, the 62-unit Stark-Camelot chain and the 25-unit Recordland chain, both based in Cleveland, had also accepted the CBS offer.

Floor Space Critical

The Harvard Coop is also participating in the campaign, although for different reasons than the ones enunciated by Jim Grimes. While saying that she liked the terms, Linda Stelling, the Coop's record buyer, noted that "it still doesn't help our inventory situation very much because, whether they charge us now or many months from now, we're liable for the goods sold.

"But we certainly went ahead and bought more than we ordinarily would, thinking that the program was good and that, in terms of supporting it, it might help other people (i.e., manufacturers) to try something similar."

Stelling pointed out that, because of the Coop's limited floor space, it is difficult to expose even LPs by all the established acts, let alone marginal albums. However, since she has ordered 15-20 pieces each of the CBS new artist titles instead of the usual two's (and a full box for all three Coop locations together), these particular albums will probably be displayed on the wall or in browsers, instead of being stored in understock.

Stelling didn't believe that the new artist titles were yet receiving airplay in Boston. "But they (CBS salesmen) sort of told us that they'd be working these particular ones, and that they'd be receiving some airplay." She added that floor clerks, seeing the albums prominently displayed, might play some of them in-store, prompting customers to buy them.

In the final analysis, Stelling concluded, the biggest effect of the CBS program should be to encourage smaller retailers to stock the designated new artist releases.

'Super' For Mom & Pop Stores

Scott Young, head of the Retailing Division of Pickwick International, which includes the Musicland and Discount Records chains, agreed with this assessment. "I think it's super for the mom and pop stores, the small chains and the direct-buy stores." However, he emphasized, the extra dating would only be a boon to

Pickwick "if we had financial constraints. If you don't have the constraints, you can afford to carry anything you want to carry because it's the right stuff. We have the financing to carry the product we need, and we're in a sound position that way."

In contrast, Frank Miko, vice-president of Nehi Distributing Co., which owns the 17-unit national Peaches chain, stated, "The (CBS) program should certainly help all retailers, large and small." His opinion was based, he said, on the belief that exposure of new artists can only help the whole industry in the long run.

Miko noted that, if Peaches goes in on the program, its store managers will probably display the new artist albums in some of the floor space now devoted to other CBS releases. Asked whether this wouldn't reduce sales of faster-moving product, Miko replied, "I think if someone has it in their head to come in and buy Barbra Streisand, they're going to come in and buy Barbra Streisand. Given the choice between a major artist and a new artist, I think the display has to come from the new artist."

Tom Roos, sales manager of the 76-unit Record Bar chain, didn't think the CBS program would have much of an impact on his company's buying habits. "We buy almost everything they've got as it is. We may get into a little more depth on occasion, certainly, because the dating is very attractive. And if there's something they want to do a number on and ask for our help, we'd be more than likely to do it with five months dating."

Roos said that the new program might be aimed at persuading the racks to take more of a chance on albums by new acts, since rack jobbers are notoriously conservative buyers. Before an album shows up at K mart, he noted, it's usually pretty high on the charts.

However, a source at CBS disputed Roos' theory. While the program is being offered to all accounts, he said, only racks "with a retail structure" (those owned by companies which also operate retail stores) will probably be interested. In addition, Kudolla pointed out that, although his salesmen have been trying to push the program to the racks, "they have not had much success."

Managers Comment

Even if the majority of CBS accounts support the company's new artist program, will it ultimately be effective in helping to break new artists? David Passich, manager of Pierce Arrow (Columbia), Renaissance (Sire) and Stanky Brown (Sire), believed it will work that way.

"Retailers want to be part of this business," he explained. "If you give them the feeling that they're part of making an act happen, they love it. So when you set up a program like this, I think it creates an excitement for retailers. And I think as an act starts getting airplay in their market and appears in that market, you will see them getting even more excited."

Additionally, Passich noted, retailers can use this kind of program to create what he called a "power base, if they can turn around and say to a CBS or a Warner Bros., 'Look how I broke your new act.'"

On the other hand, Bill Zysblat, financial controller for SIR Productions, whose new acts include .38 Special on A&M, felt that artists might have reservations about the CBS program. "Although it appears to be one of the more innovative ideas in new artist record promotion," he stated, "I feel a full right of return combined with such liberal payment terms at the retail level may cause these retailers not to promote these recordings as actively and aggressively as they might otherwise do."

For The Record

In a story on Roxy Records appearing in the August 13 issue of Cash Box, a quote attributed to Stephen Yagman should have stated, "The parties have made claims against each other, and the proper place for those claims to be settled is in court."

ALBUM REVIEWS

APPETIZERS — Alan O'Day — Pacific/Atlantic PC 4300 — Producer: Steve Barri — List: 7.98

If you think Pacific's premier artist had a hit on his hands with "Undercover Angel," be forewarned that the first single was indeed merely an appetizer. This is a most refreshing, full balanced tray of musical hors d'oeuvres that is chock full of good music and a veritable gold mine of single possibilities. But it is also an album that finally gives this sensitive, witty songwriter a chance to bare his emotion-packed pipes backed by flawless studio work and elegant arrangements. We'll have second helpings, Alan.

TOGETHER — Sister Sledge — Cotillion/Atlantic SD 9919 — Producer: Michael Kunze & Sylvester Levay — List: 6.98

Cotillion is fast acquiring a reputation as the king of the disco hill and the new album by this scintillating feminine quartet only serves to reinforce that reputation. But it's not all done to the throbbing disco beat. There are several fine ballads here that are smoothly and harmoniously rendered with a graceful vocal quality that seems to evoke an image of one voice singing all four parts. Tight, crisp and careful production adds to the audio magic.

TURN IT OUT — Gary Toms — MCA 2289 — Producer: Bill Stahl & Peter Richards — List: 6.98

Toms makes his MCA debut with this album of disco delights, all self-written and keyboard led by an artist who has the rather unique distinction of having had his every recording effort make the charts. Those who would rather pout than frolic should not look this way for support because Gary is a devilishly rhythmic character who surely must have what comedian Steve Martin terms, "happy feet." This album should have a full and happy life wherever dancers meet to boogie.

YOU KNOW WHO YOU ARE — Nick Gilder — Chrysalis CHR-1147 — Producer: Stuart Alan Love and Nick Gilder — List: 6.98

Canadian Nick Gilder left a successful north-of-the-border band to seek the sunny southern California climate and make his presence felt as a solo flier. His pop-flavored vocal style gives him an instant top-40 appeal but the polished, sometimes intricate arrangements and the hard-driving power built into some selections should insure his airplay possibilities on AOR playlists as well. Nick's tunes are all self-composed and give evidence of a veteran writer's observant eye and gift for clever musical storytelling.

IN THE CITY — The Jam — Polydor PD-1-6110 — Producer: Vic Smith & Chris Perry — List: 6.98

Polydor's entry into the New Wave segment of the market is this engaging British trio with energy to burn and all the raw intensity of their fellow travelers but less of the blatantly offensive lyrics of their brethren. The same sociological concern with society's ills is there but presented with more vitality than violence. Much of the fast-paced elementary rock feeling of the early Beatles is another winning element of this band, deserving of more than a passing glance and a token listen.

FREDDIE KING (1934-1976) — Freddie King — RSO RS-1-3025 — Producer: Bill Oakes — List: 6.98

Until his untimely death last year, Freddie King influenced a whole generation of guitarists with his blues-pickin' style and soulful vocal renditions. But his spirit lives on in this collector's volume of tracks recorded in 1974 and 1975 with the help of some quite familiar names on individual selections. The King is dead, long live the King.

STILLWATER — Capricorn CP-0186 — Producer: Buddy Bule — List: 6.98

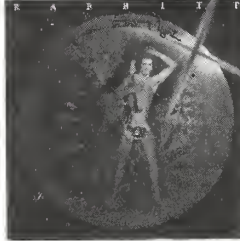
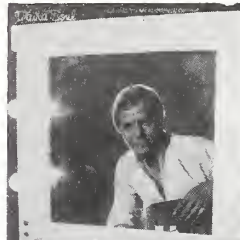
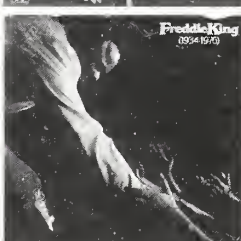
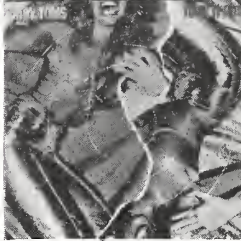
Fans of the Macon sound made palatable by the Allman Brothers et. al will note with pleasure the debut effort by this tirelessly jamming septet from deep Dixie. The wailing guitars are the backbone of this tight collective and they easily are the brightest, most remarkable component of the band, whose vocals often support the instrumental work instead of the other way around. Nevertheless, on selections such as "April Love," it is obvious that vocals are not a secondary but complementary part of this new addition to the Capricorn stable.

R.B. GREAVES — Bareback BB-3333 — Producer: Stephen Metz & Helen Miller — List: 6.98

The bouncy Latin rhythm of this pop balladeer is the quality that distinguishes Greaves from other vocalists looking to Hollywood to make their "dreams become reality." Greaves has a better than even chance, as much for his stylistic uniqueness as his writing ability, which he highlights on this album of wholly self-written compositions. His aim is dead-center on the pop/MOR target audience but AOR programmers will be interested in his hats-off tribute to early rock roots.

ASLEEP AT THE HELM — Peter Alsop — Flying Fish 034 — Producer: Julie Thompson — List: 6.98

His tongue is firmly implanted in his cheek on some selections but whether serious or funny, Peter shows credible evidence of excellent songwriting ability and an attitude of looking at life wryly and tenderly at the same time. Though a pleasant singer, Alsop's writing commands attention and is conveniently printed on the back cover. It is hard for an independent label to publicize even the most talented of their roster, but AOR & MOR programmers should give their listeners a break and give Alsop a spin.



PLAYING TO AN AUDIENCE OF ONE — David Soul — Private Stock 07 PS 7001 — Producer: Tony Macaulay — List: 7.98

The selection of material here is perfectly suited to Soul's tenor vibrato and the result is an album that exhibits more convincingly Soul's singing abilities. All of the tracks are gentle pieces with a strong pop/MOR appeal but the arrangements are such that Soul's voice is challenged to do more than on his debut effort. Soul's involvement in his singing career is even more obvious the second time around as shown by his credits as co-writer on three of the songs.

FEELIN' BITCHY — Millie Jackson — Spring/Polydor SP-1-6715 — Producer: Brad Shaplo & Millie Jackson — List: 6.98

Millie is not content to merely sing out her frustrations at love gone bad. On the opening cut, she lays down a mean rap as well, that is as instructive as it is sensually inviting. But besides being an astute observer of human relations, Ms. Jackson is just a downright funky singer who bares her abundant soul with as much conviction as it is humanly possible to muster, though the listener should be advised that the material here is for those mature enough to understand its implications.

A CROAK & A GRUNT IN THE NIGHT — Rabbitt — Capricorn AP 0190 — Producer: Patric Van Blerk & Trevor Rablin — List: 6.98

Rabbitt's second helping documents what some were able to notice their first time out, that this South African quartet is a band to watch. Immensely popular in their homeland, Rabbitt's careful blend of classical music roots and standard rock chord progressions combine with a polished layered approach to their music which gives them a solid base on which to build a wider following worldwide. An album that AOR programmers should not miss and one which would give spice to any top-40 playlist.

ELECTRIC SAVAGE — Colosseum II — MCA 2294 — Producer: Jon Hiseman — List: 6.98

Progressive rock has fallen on hard times of late, being shoved ever so subtly aside by proponents of a more accessible and commercial sound. But the jazz/rock fusion sound is alive and well on this album which introduces a continental band to a worldwide audience after European success. Though their numbers are small, this sprightly quartet make the sounds of a symphony, utilizing a range of synthesizer effects and showcasing an ability to play tightly and enthusiastically on songs of difficult composition.

THE BAND THAT MADE MILWAUKEE FAMOUS — Bad Boy — United Artists — UA-LA781-G — Producer: Bob Brown — List: 6.98

It won't be long before the rest of the world knows what Milwaukee is already aware of. From the city that brought you all that great beer comes this band of polished rockers with high energy and talent plugged directly into their amps. A guest appearance by guitar standout Steve Hunter is an added bonus in a package that features well-written arrangements and superior vocal treatments. An album that is accessible enough for pop and sophisticated enough for AOR.

LIGHTNIN' — Lightnin' Hopkins — Tomato TOM 2-7004 — Producer: Chris Strachwitz & Jim Malloy — List: 7.98

Speaking of the blues, this two-record set of Lightnin' Hopkins material is another collector's item that should not be missed. There is enough here to give the aspiring guitarist an almost complete education in blues guitar with object lessons on how to sing the blues with emotional authenticity. The most voracious of blues appetites should be well satiated with this one.

STINGER — Cain — ASI 214 — Producer: John Struthers & Kevin DeRemer — List: 6.98

This no-nonsense electric band from Minneapolis is a fiery four-man unit with a second album that is rich in a variety of audio textures and a sound reminiscent of several more well-known bands. Jiggs Lee is the main man on vocals with a budding Robert Plant style that serves him well, especially on the slower selections. They are still a regional band so far but as more AOR programmers take note, Cain has the potential to get bigger and better.

NEW SONGS FROM THE BRIARPATCH — Tom Paxton — Vanguard VSD 79395 — Producer: Tom Paxton & Maynard Solomon — List: 6.98

Social commentary in contemporary music will never die if people of the caliber of Tom Paxton keep their eyes open and their pens working. Paxton's live album is full of spontaneous patter and biting compositions on such various subjects as Vietnam veteran Ron Kovic, capital punishment, the heroes of the Nixon era and Chilean ex-President Allende. Paxton has been living in England for the last few years but his homecoming, like Jesse Winchester's, is a welcome event.

I LOVE MY WIFE — Original Cast — Atlantic SC 19107 — Producer: Cy Coleman — List: 6.98

With any luck at all, this Broadway musical will become a movie that those of us outside Gotham can also enjoy. Until then, this winning celebration of old-time morality will suffice nicely on its own. Such a range of musical styles is covered that it's hard to find a musical taste not catered to. A clever example is "Everybody Today Is Turning On," a lighthearted and wittily written tune that will appeal to both sides of the seventies-drug culture.

TOP 40 JAZZ ALBUMS

	Weeks On 8/13 Chart		Weeks On 8/13 Chart
1 FREE AS THE WIND THE CRUSADERS (Blue Thumb/ABC BT-6029)	1 11	20 LAND OF MAKE BELIEVE CHUCK MANGIONE (Mercury SRM 1684)	24 5
2 LIFESTYLE (LIVING & LOVING) JOHN KLEMMER (ABC AB 1007)	2 11	21 TURN THIS MUTHA OUT IDRIS MUHAMMAD (Kudu/CTI KU 35)	19 13
3 AL JARREAU LIVE IN EUROPE/LOOK TO THE RAINBOW (Warner Bros. WB 2BZ 3052)	4 7	22 TIM WEISBERG BAND (United Artists UA-LA 733G)	33 2
4 LIFELINE ROY AYERS UBIOUITY (Polydor PD 1-6108)	3 9	23 CONQUISTADOR MAYNARD FERGUSON (Columbia PC 34457)	22 21
5 STAIRCASE KEITH JARRETT (ECM/Polydor 21090)	5 9	24 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	23 59
6 MORE STUFF STUFF (Warner Bros. WB BS 3061)	6 7	25 ROBBY KRIEGER & FRIENDS (Blue Note/UA BNLA 66414)	29 4
7 FRIENDS AND STRANGERS RONNIE LAWS (Blue Note/UA BNLA 730H)	8 17	26 BACK TOGETHER AGAIN CORYELL/MOUZON (Atlantic SD 18220)	27 6
8 HEAVY WEATHER WEATHER REPORT (Columbia PC 34418)	7 21	27 3 OR 4 SHADES OF BLUES CHARLES MINGUS (Atlantic SD 1700)	34 2
9 LIVE! LONNIE LISTON SMITH (RCA APL 1-2433)	10 6	28 DAVID SANBORN BAND (Warner Bros. 3051)	30 4
10 FINGER PAINTINGS EARL KLUGH (Blue Note/UA BN-LA 737H)	9 9	29 MAIN SQUEEZE CHUCK MANGIONE (A&M SP 4612)	31 3
11 ELEGANT GYPSY AL DIMEOLA (Columbia PC 34461)	12 18	30 QUINTESSENCE BILL EVANS (Fantasy 9529)	26 4
12 RIGHT ON TIME BROTHERS JOHNSON (A&M SP 4644)	13 13	31 WATERCOLORS PAT METHENY (ECM/Polydor 1-1097)	21 8
13 IN FLIGHT GEORGE BENSON (Warner Bros. BSK 2983)	11 28	32 SCARLET RIVERA (Warner Bros. BS 3060)	32 4
14 SUPER TRIOS McCOY TYNER (Milestone/Fantasy M-55003)	14 9	33 BOB JAMES 4 (CTI 7074)	25 20
15 TAILOR MADE BOBBI HUMPHREY (Epic 34704)	16 9	34 REVELATION CHARLES EARLAND (Mercury SRM 1-1149)	35 3
16 V.S.O.P. HERBIE HANCOCK (Columbia PG 34688)	15 17	35 MUSIC IS MY SANCTUARY GARY BARTZ (Capitol ST 11647)	36 10
17 LOVE NOTES RAMSEY LEWIS (Columbia PC 34696)	17 14	36 SWEET BEGINNINGS MARLENA SHAW (Columbia PC 34458)	39 2
18 PLATINUM JAZZ WAR (Blue Note/UA BNCA 690-J2)	28 3	37 ENCOUNTER FLORA PURIM (Milestone/Fantasy M-9077)	18 11
19 FANTAZIA NOEL POINTER (Blue Note/UA BNLA 736-H)	20 13	38 FACES GABOR SZABO (Midway SRM 1-1141)	— 1
		39 MUSIC FROM OTHER GALAXIES & PLANETS DON ELLIS & SURVIVAL (Atlantic SD 18227)	— 1
		40 LIGHT'N UP, PLEASE! DAVE LIEBMAN (Horizon/A&M SP 721)	38 10

On Jazz

Prestige will have a mammoth **Duke Ellington** festival shortly. The label has rounded up recordings of the historic Ellington Carnegie Hall concerts from the mid-1940s. In 1977, Carnegie Hall shows are commonplace for performers in all fields. Yet, prior to Ellington, the only jazz artist to appear at the famous hall was **Benny Goodman**, whose ground-breaking concerts took place in 1938 and 1939. The 1943 Ellington performance will be presented in a three-album box and will contain the entire premier performance of "Black, Brown and Beige." Other contracts will be presented in two-fers. Extensive sound retrieval operations were conducted by **Jerry Valburn** and **Jack Towers**. Liner note writers include Valburn, **J.R. Taylor**, **Stanley Dance** and **Leonard Feather**.

"Tone Tantrum" is the title of **Gene Harris'** latest Blue Note. Speaking of Blue Note, we would like to extend all best wishes to **Donald Byrd**, the new director of that soon-to-be 40-year-old jazz label. Let's hope Byrd will continue the extremely valuable Blue Note reissue series. It seems likely that the wealth of untapped jazz material may contain some excellent Byrd! Veteran writer **Dan Morgenstern** will begin a bimonthly jazz column in the *Chicago Sun Times* shortly. Last week's edition of *Newsweek* had a cover story on jazz, centered around **Herbie Hancock** and the VSOP tour.

David Matthews has a new CTI LP titled "Dune." One side is based on impressions of the award-winning **Frank Herbert** novel

of the same name, while the flip has two themes from "Star Wars," one from "Silent Running" and a version of David Bowie's "Space Oddity."

The latest from Inner City is "Duo Live In Concert" with **Kenny Drew** and **Niels-Henning Orsted Pederson**.

Cedar Walton, **Ahmad Jamal** and **Denny Zeitlin** are among the August attractions at Keystone Korner in San Francisco.

A reformed Discovery Records has issued an album featuring **Joe Pass** in a variety of settings. Titled "Guitar Interludes," it finds Pass playing five original compositions for solo guitar and then appearing with a small ensemble which includes voices.

The final **Keith Jarrett** album for Impulse will be out this month.

One of the highlights in the latest Verve series of reissues is "Afro Cuban Jazz," which features the orchestra of **Chico O'Farrill**, **Machito** and **Dizzy Gillespie** and include solos by **Charlie Parker**.

bob porter

Basie To Be Feted

LOS ANGELES — Count Basie will be honored by the National Association for Sickle Cell Disease (NASCD) at a benefit dinner to be co-hosted by the Sickle Cell Disease Research Foundation (SCDRF) on September 21. Basie will receive the NASCD's Award of Distinction for his personal commitment to humanitarian causes, most notably for his work on behalf of sickle cell disease.

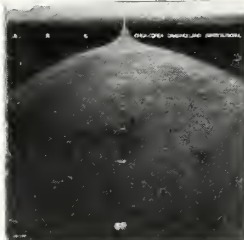


TOUR TOAST — George Benson and Minnie Riperton are given a bon voyage party by their management team, Dennis Turner (left) and Ken Fritz (right) before embarking on a summer tour which will carry thru to October. Riperton, recently signed by Ken Fritz Management, will star with Benson throughout the tour, including their September 2-4 dates at the Universal Amphitheatre. Toasting bubbly, Fritz and Turner send off the tandem smiling with a cake that was engraved, "Have your cake and eat your tour."

JAZZ ALBUM PICKS

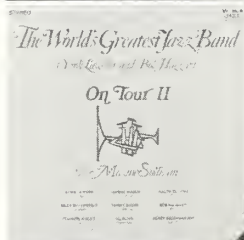
ARC — Chick Corea — ECM 1009 — Producer: Manfred Eicher — List: 7.98

This trio outing from 1971 has been available as an import for some time, but this is its initial appearance on U.S. ECM. The album is an important milestone in Corea's career, coinciding as it does with his departure from Circle and the beginnings of Return To Forever. Four Corea originals, one by bassist Dave Holland and Wayne Shorter's "Nefertiti" make up the program. Outstanding recorded sound.



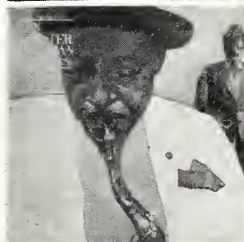
ON TOUR II — World's Greatest Jazzband — World Jazz 10 — Producer: Barker Hickox — List: 6.98

The second volume of material recorded during the 1975 European tour of WGJB. Maxine Sullivan joins Lawson-Haggart and company for a pair of tunes, while Peanuts Hucko and Billy Butterfield have the best of the solo moments. Standards from the '20s and '30s predominate and the music is solid white mainstream.



TENOR GIANTS — Coleman Hawkins-Ben Webster — Verve 2520 — List: 8.98

A pair of late '50s meetings between the titans of the big sound saxophone approach. The earlier is generally the better because of the superior rhythm section, but there is great jazz on every title here. An unissued "Cocktails For Two" and uncredited stereo sound are also plus factors. Additionally, pressing quality is vastly superior to the originals in this series. An excellent package all around.



ONE MORE TIME — Danny Stiles-Bill Watrous — Famous Door 112 — Producer: Harry Lim — List: 7.98

The third freewheeling quintet date by this band on Famous Door has some exceptional moments by both leaders and superb accompaniment by a rhythm section starring bassist Milt Hinton. Watrous is well known as one of the finest trombone technicians, but Stiles is less celebrated. This one should go a long way in enhancing his reputation. Three originals and four standards make up the program. Well recorded.



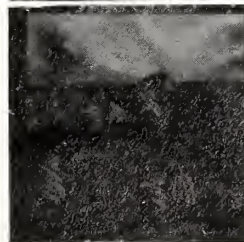
COSMOS — Sun Ra — Inner City 1020 — List: 6.98

Regardless of what one thinks about Ra, the fact is that there is no one like him. Yes, the ensembles of this 12-piece band bear an occasional resemblance to Charles Mingus, and the soloists do not have much individual identity, but the general context of Ra's music is so unusual that one can go from the pedestrian to the adventuresome without even realizing it. This set was recorded in Paris last year, and if you think this reviewer is somewhat confused by the results, you are right!



SERGENGETI MINSTREL — Sonny Fortune — Atlantic 18225 — Producer: Ed Michel — List: 7.98

Fortune has a growing reputation based on work with Miles Davis and McCoy Tyner, and this is his Atlantic debut. His flute and saxophone work here is energetic yet lyrical. His program is all originals, with the Latinized "Bacchanal" outstanding. Backing is by a small band with Kenny Barron, Jack DeJohnette and plenty of percussion. A stimulating set.



CASH BOX RADIO

DIR Broadcast Corp. Will Present Radio Awards Show On 258 Stations

by Ken Terry

NEW YORK — DIR Broadcasting Corp., which produced the "King Biscuit Flower Hour," as well as several other radio shows, will present the first annual North American Radio Awards Show on its 258 member stations November 24, 1977.

The two-hour show will consist of an awards presentation, as well as music segments featuring an "in concert" recording by each winner.

Program directors of DIR's member stations will nominate candidates for the awards in eight categories of 1977 releases: Best Male Singer, Best Female Singer, Best Group, Best Debut Album, Best Album, Best Song, Best Single and Best Singer/Songwriter. A special ninth award, the "Tom Donahue Memorial Award," will be presented to the person who is recognized by his or her peers as having contributed the most to FM radio within the past year.

Each station may nominate ten names in each category. The five most often-named will be the final nominees in the balloting, which will be done by radio listeners and record buyers. The final nominees will be announced on the airwaves, and their names will appear in voting ballots placed in *Rolling Stone* and *People Magazine*. In addition, ballots may also be placed in other rock music-oriented publications such as *Creem* and *Circus*, and will be found in many record outlets across the country.

The only award which will not be conferred by popular vote is the "Tom Donahue Memorial Award," named after a pioneer of "progressive" radio. The recipient of this honor will be chosen by the North American Rock Radio Awards' board of directors, which consists of leaders from the music and radio worlds.

The board of directors for the 1977 Rock Radio Awards Show consists of Dee Anthony, president of Bandana Enterprises, Inc.; Frank Barsalona, president of Premier Talent; Clive Davis, president of Arista Records; George Duncan, president of Metromedia Radio; Terry Ellis, co-owner and president of Chrysalis Records; Gil Friesen, president of A&M Records; Shelley Graffman, vice-president of Century Broadcasting; Bill Graham, president of FM Productions; Joe Smith, chairman of Elektra/Asylum/Nonesuch Records; and J. Robert Wood, vice-president of CHUM Broadcasting.

According to Bob Meyrowitz, one of DIR's three directors, an independent accounting firm will tally the ballots from the radio stations. Closing date for submission of ballots is October 1.

National sponsors for the awards show will be Lee Jeans, Minnesota Mining & Manufacturing and U.S. Pioneer, said Meyrowitz. Peter Kauff, another co-director of DIR, added that there will be no presentation from a particular location, as this approach is irrelevant to the radio medium. "We feel the audience we deal with doesn't have a great regard for that kind of thing."

STATION BREAKS

Jim Dunlap, PD of **WQAM**, Miami is out. The new program director is **Tom Birsch**, formerly with **KOMA**, Oklahoma City. The replacement for Birsch at KOMA is **Charlie Cusack**.

Changes in Cleveland: **Bob Harper** has been hired to fill the newly created position of operations manager at **WGCI/WERE**. Former disc jockey **Chris Kane** has been promoted to production director; and **Bob Travis** is the new on-the-air person.

Steve McCoy has been appointed program director of **WORD**, Spartanburg. **Billy Mac** is assisting with the music duties. Former PD **Ron Brandon** will be leaving the station in the middle of September.

Changes at sister stations **WFLI/WZDQ (Q-102)**, Chattanooga. At WFLI: Owner **William E. Benns** has replaced **Dale Anthony** as station manager. **Johnny Eagle** is his assistant and **Jim Pirkle** is the new PD/MD. **Tim Cunningham** is assisting with music research duties. **Max O'Brien**, former MD, is now the news director while continuing as air personality. At WZDQ: **Dale Anthony** is the owner. **Merv Pilgrim** is GM/PD and also consults WFLI, Inc. The station began broadcasting July 25 with a mixture of AOR and "Top 40" music. Record servicing is needed. Contact Merv Pilgrim, WZDQ, Box 15426, Chattanooga, Tennessee, 37415.

Bobby Knight has resigned as PD of **WKDD**, Akron, and plans to leave sister station **WCUE** to become the PD of **WINW/WHLQ**, Canton. **Keith London**, production director, is going with Knight and will do the morning show and be production director at the Canton stations.

New PD of **WAUG**, Augusta, is **Jack Gregory**, former PD of **WAXY**, Miami/Fort Lauderdale.

Nick Owens has been named PD of **KRKE**, Albuquerque. Owens is from **WYFE/WKKN**, Rockford, where he was operations manager and program director.

Roy Quinn has been named PD of **WCBM**, Baltimore. Quinn comes from **WAMS**, Wilmington, Delaware, and replaces **Bruce Holberg** who becomes PD of **WIP**, Philadelphia.

Keith Allen is the new program director at **WKLS**, Atlanta.

Don Hoffman, formerly of **KVI**, Seattle, is the new assistant PD of **KSFO**, San Francisco.

Bear Bradley, formerly with **WLAC**, Nashville, is the new MD across town at **WMAK**. Former MD **Cleveland Wheeler** has joined the Mercury Records promotion staff.

Jack Michaels, MD of **WCRO**, Johnstown, has left the station to join **WEIR**, Weirton, West Virginia, where he will have programming duties. **Charlie Bacon**, PD of **WEIR**, has left the station. The temporary replacement for Michaels at **WCRO** is **Mark Shannon**, who also moves into the midday air slot from nights.

New personnel at **WNBC**, New York, include: **Jay Stone** from Pittsburgh; **Allen Bebe** from **WMJC**, San Diego; **Lee Masters** from **WLRS**, Louisville; **Bat Johnson** from **KCMO**, Kansas City; **Johnny Dark** from **WRKO**, Boston; and **Ellie Dylan** from **WMAQ**, Chicago.
jeff ray

Greenberg Elected To Chicago Radio Post

CHICAGO — Martin Greenberg, vice president and general manager of WLS Musicradio, has been elected president of the Greater Chicago Radio Broadcasters Association, Inc., an organization of AM and FM commercial radio station general managers from the metropolitan Chicago area.

Greenberg, who is also on the board of governors of the ABC Contemporary Network, replaces outgoing president Charlie Warner.

MOST ADDED FM LPS

1. **Before We Were So Rudely Interrupted** — Animals — UA
Show Time — Ry Cooder — WB
2. **Live! Raisin' Hell** — Elvin Bishop — Capricorn
Weak At The Knees — Mylon LeFevre — WB
3. **Stillwater** — Capricorn
4. **Rock And Roll Again** — Commander Cody — Arista
Electric Savage — Coliseum II — MCA
5. **Live! In The Air Age** — Be Bop Deluxe — Capitol
Emperor — Private Stock
6. **Terrapin Station** — Grateful Dead — Arista
Hard Rock Town — Murray McLauchlan & The Silver Tractors — True North
7. **Five Times The Sun** — The Dingoes — A&M
Natural Progressions — Bernie Leadon/Michael Georgiades Band — Asylum
8. **Luna Sea** — Firefall — Atlantic
Buzzard Love — Simon Stokes — UA
Big Bright Street — Hirth Martinez — WB
Pacific Ocean Blue — Dennis Wilson — Caribou
1934-1976 — Freddie King — RSO
No Accident — Driver — A&M
Rare North — Motown

MOST ACTIVE FM LPS

1. **CSN** — Crosby, Stills And Nash — Atlantic
— Dark Star, Fair Game, Cathedral
2. **JT** — James Taylor — Columbia
— Your Smiling Face, Handy Man, Honey Don't
3. **Going For The One** — Yes — Atlantic
— Wondrous, Going, Turn, Parallels
4. **Steve Winwood** — Island
— Time Is Running, Vacant Chair
4. **I, Robot** — Alan Parsons Project — Arista
— I Wouldn't Want To Be, I Robot, Breakdown
6. **One Of The Boys** — Roger Daltrey — MCA
— Say It Ain't So, Avenging Annie, One Of The Boys
7. **I'm In You** — Peter Frampton — A&M
— Roadrunner, Cry, St. Thomas
8. **The Grand Illusion** — Styx — A&M
— Grand Illusion, Fooling Yourself, Sailing, Superstars
9. **Monkey Island** — Geils — Atlantic
— Surrender, I Do, Monkey Island
10. **Book Of Dreams** — Steve Miller Band — Capitol
— Jungle Love, Sacrifice, Babes
11. **Little Queen** — Heart — Portrait
— Love Alive, Little Queen, Say Hello
12. **Netherlands** — Dan Fogelberg — Epic
— Lessons Learned, Love Gone By, Promises
13. **Rumours** — Fleetwood Mac — WB
— Don't Stop, Never Going Back
14. **American Stars 'N Bars** — Neil Young — WB
— Like A Hurricane, Hey Babe
15. **Terrapin Station** — Grateful Dead — Arista
— Estimated Prophet, Dancin'
16. **Cat Scratch Fever** — Ted Nugent — Epic
— Cat Scratch, Poontang, Working
17. **Luna Sea** — Firefall — Atlantic
— Just Remember, So Long, Head On Home, Only A Fool
18. **Foreigner** — Atlantic
— Cold As Ice, Star Rider
19. **Time Loves A Hero** — Little Feat — WB
— Highroller, Time Loves, Dog Races
20. **Shiver In The Night** — Andy Pratt — Atlantic
— All I Want Is You, Rainbow
21. **Live! In The Air Age** — Be Bop Deluxe — Capitol
— Made In Heaven, In The Air Age
22. **Let There Be Rock** — AC/DC — Atco
— Problem, Hell, Dog Eat Dog
23. **Before We Were So Rudely Interrupted** — Animals — UA
— Baby Blue, Just A Little Bit, The Fool
24. **1934-1976** — Freddie King — RSO
25. **Lake** — Columbia
— On The Run, Time Bomb
26. **Simple Things** — Carole King — Capitol
— Hard Rock Cafe, God Only Knows

WNEW-FM — NEW YORK — Tom Morrera

Most Active:
 Grateful Dead
 Animals
 Crosby, Stills & Nash
 Steve Miller Band
 Yes
 Dennis Wilson
 Be Bop Deluxe
 Elvin Bishop
 Geils
 Elvis Costello
 The Dingoes
 Andy Pratt
 Southside Johnny
 Heart
 Fleetwood Mac
 Carole King

Adds:
 Lonnie Liston Smith — Live — RCA
 Dennis Wilson — Pacific Ocean Blue — Caribou
 Stillwater — Capricorn
 Jaguar — RCA
 Ry Cooder — Show Time — WB
 Hirth Martinez — Big Bright Street — WB
 Mylon LeFevre — Weak At The Knees — WB
 Summer Jazz At The Hollywood Bowl (I, II, III) — CTI

WPLJ-FM — NEW YORK — Corinne Baldassano

Most Active:
 Fleetwood Mac
 Crosby, Stills & Nash
 James Taylor
 Peter Frampton
 Yes
 Kiss
 Steve Miller Band
 Grateful Dead
 Heart
 Dan Fogelberg

Adds:
 Grateful Dead — Terrapin Station — Arista
 Bros. Johnson — Right On Time — A&M
 Stephen Bishop — Careless — ABC
 Alan Parsons Project — I, Robot — Arista

WLIR-FM — LONG ISLAND — Dennis McNamara

Most Active:
 Grateful Dead (Side 2, Dancing)
 Steve Miller Band (Sacrifice, Jingle Love)
 Elvin Bishop (Travellin' Shoes, Sure Feels Good)
 Be Bop Deluxe (Live In The Air Age, Shine, Ships)
 Crosby, Stills & Nash (Dark Star, Shadow Captain)
 Firefall (Only A Fool, Head On, So Long)
 Supertramp (From Now On, Give, Fools Overture)
 James Taylor (Smiling Face, Handy Man)
 Animals (It's All Over, Lonely Avenue, Just A Little)
 Fleetwood Mac (Never Going, Don't Stop)
 Yes (Going, Turn, Wondrous)
 Peter Frampton (My Friend, Roadrunner)
 Dave Mason (So High, Let It Flow)
 Carole King (God Only Knows, Hard Rock Cafe)
 Andy Pratt (Rainbow)
 Little Feat (Time Loves, Highroller, Dog Races)
 Steve Winwood (Hold On)
 Dennis Wilson (You And I)
 Alan Parsons Project (I Wouldn't Want, Breakdown)
 Neil Young (Hurricane)

Adds:
 Dennis Wilson — Pacific Ocean Blue — Caribou
 Gary Ogen — Paradise
 Robert Gordon With Link Wray — Private Stock
 Coliseum — MCA
 Ry Cooder — Show Time — WB
 Credibility Cap — Bronze Age Of Radio — Waterhouse
 Stillwater — Capricorn
 Hirth Martinez — Big Bright Street — WB
 SAHB (Without Alex) — Fourplay — Mountain Records
 Eric Carmen — She Did It (45) — Arista

WBAB-FM — LONG ISLAND — Bernie Bernard

Most Active:
 Fleetwood Mac
 Crosby, Stills & Nash
 Styx
 Neil Young
 Steve Winwood
 Dan Fogelberg
 Yes
 Little Feat
 James Taylor
 Heart
 Steve Miller Band
 Grateful Dead
 Cat Stevens
 Little River Band
 Roger Daltrey
 Firefall
 The Outlaws
 Rumour
 Poco
 Walter Egan

Adds:
 Dennis Wilson — Pacific Ocean Blue — Caribou
 Animals — Before We Were So Rudely Interrupted — UA
 Jaguar — RCA
 Ry Cooder — Show Time — WB
 Jay Boy Adams — Atlantic Emperor — Private Stock

WRNW-FM — WESTCHESTER, NY — Meg Griffin

Most Active:
 Animals
 Rumour
 Climax Blues Band
 The Strawbs
 Crosby, Stills & Nash
 Robert Gordon With Link Wray
 Dave Edmunds
 Garland Jeffries
 Weather Report
 Charlie
 Eagles
 Fleetwood Mac
 Supertramp
 Neil Young

Peter Frampton
 James Taylor
 Mink DeVille
 Bob Marley & Wailers
 Stevie Wonder
Adds:
 Nick Gilder
 Murray McLauchlan — Silver Tractor — True North
 Dennis Wilson — Pacific Ocean Blue — Caribou
 Ry Cooder — Show Time — WB
 Mylon LeFevre — Weak At The Knees — WB
 Billy Crash Craddock — ABC
 Kate Taylor — The Shoop Shoop Song — Columbia
 Blue — Another Night Time Flight — MCA
 Brent Maglia — Fantasy
 Eric Carmen — She Did It (45) — Arista
 Mads Vinding Group — Peters Intl.

WJKL-FM — CHICAGO — Tom Marker

Most Active:
 Elvin Bishop
 Firefall
 Grateful Dead
 Section
 Southside Johnny
 Robert Gordon With Link Wray
 Be Bop Deluxe
 Dixie Dregs
 Jesse Winchester
 Greg Kihn
 The Strawbs
 Geils
 Johnny Winter
 Rumour
 UFO
 Peter Frampton
 Animals
 Horslips
 Bobby Bland
 Mother's Finest

Adds:
 Simon Stokes — Buzzard Love — UA
 Ry Cooder — Show Time — WB
 Freddie King — 1934-1976 — RSO
 Dick Pinney — Mt. Railroad Rec.
 Mylon LeFevre — Weak At The Knees — WB
 Tribute To Leadbelly — Tomato

WKQX-FM — CHICAGO — Bob King

Most Active:
 Supertramp
 Steve Miller Band
 Yes
 Crosby, Stills & Nash
 Heart
 Neil Young
 UFO
 Alan Parsons Project
 Styx
 The Outlaws
 Roger Daltrey
 Foreigner
 Dan Fogelberg
 Kenny Loggins
 10cc
 Firefall
 Cat Stevens
 Steve Winwood
 Charlie

WXRT-FM — CHICAGO — John Pratt

Most Active:
 Supertramp
 Heart
 Steve Winwood
 Johnny Winter
 Steve Miller Band
 Mink DeVille
 10cc
 Styx
 Yes
 Jimmy Buffett
 Little Feat
 Neil Young
 Crosby, Stills & Nash
 Foreigner
 Dan Fogelberg
 Southside Johnny
 Greg Kihn
 Burton Cummings
 Geils
 Little River Band

Adds:
 Freddie King — 1934-1976 — RSO
 Coliseum II — Electric Savage — MCA
 Tom Paxton — New Songs From The Briarpatch — Vanguard
 Ry Cooder — Show Time — WB
 Elvin Bishop — Raising Hell — Capricorn
 Animals — Before We Were So Rudely Interrupted — UA
 T-Rex (IMP)
 Isley Brothers — Forever Gold — T-Neck
 Chieftains — Island

KLOS-FM — LOS ANGELES — Ruth Pinedo

Most Active:
 Crosby, Stills & Nash
 Yes
 Heart
 Peter Frampton
Adds:
 Heart — Love Alive (45) — Portrait
 James Taylor — Honey, Don't Leave L.A. (45) — Columbia
 Crosby, Stills & Nash — See The Changes (45) — Atlantic
 Stephen Bishop — On & On (45) — ABC

KMET-FM — LOS ANGELES — Billy Juggs

Most Active:
 UFO
 Alan Parsons Project
 Crosby, Stills & Nash
 Foreigner
 Heart
 Steve Winwood

Yes
 Charlie
 Frankie Miller
 Grateful Dead
Adds:
 Crawler — Stone Cold Dead (45) — Epic
 Andy Pratt — Shiver In The Night — Nemperor
KNX-FM — LOS ANGELES — Mike Sheehy
Most Active:
 Carole Bayer Sager
 James Taylor
 Carole King
 Andy Pratt
 Dan Fogelberg
 Alan Parsons Project
 Eddie Rabbitt
 Cat Stevens
 Fools Good
 Crosby, Stills & Nash
 Pam Rose
 Firefall
 Steve Winwood
 Bernie Leadon/Michael Georgiades Band
 Peter McCann

Adds:
 Andrew Gold — One Of Them Is Me (45) — Elektra
 Kenny Rogers — Daytime Friends (45) — UA
 Poco — Indian Summer (45) — ABC
 Brent Maglia — Down At The Hard Rock Cafe — Fantasy
 Sunshine — Roulette
 Alan Clark — I've Got Time — Elektra
 Grateful Dead — Terrapin Station — Arista

KWST-FM — LOS ANGELES — Charlie Kendall

Most Active:
 Steve Miller Band
 Steve Winwood
 Crosby, Stills & Nash
 Geils
 Yes
 Heart
 Peter Frampton
 UFO
 Mink DeVille
 Ted Nugent
 Styx
 Little River Band
 Thin Lizzy (45)

Adds:
 The Dingoes — Five Times The Sun — A&M
 Tom Petty — Shelter

WIOQ-FM — PHILADELPHIA — Helen Leicht

Most Active:
 Grateful Dead (Estimated Prophet, Dancin')
 Steve Winwood (Vacant, Time)
 Foreigner (Starrider)
 Yes (Wondrous, Going)
 Steve Miller Band (Sacrifice, Swingtown)
 Alan Parsons Project (Breakdown, I Wouldn't)
 Crosby, Stills & Nash (Fair Game, Cathedral)
 Charlie (Johnny, Turning)
 Animals (Just A Little Bit)
 Lake (On The Run)
 Styx (Sailing)
 10cc (Judge)
 Heart (Barracuda)
 The Strawbs (Heartbreaker)
 Sanford/Townsend Band (Sin City)
 Detective (Grim Reaper)
 Horslips (Trouble)
 Little River Band (Help, Everyday)

Adds:
 Elvin Bishop — Raising' Hell — Capricorn
 Murray McLauchlan — Silver Tractor — True North
 Stillwater — Capricorn
 Isley Brothers — Forever Gold — T-Neck
 Jean Michel Jarre — Oxygene

WYSP-FM — PHILADELPHIA — Matthew Clenott

Most Active:
 Fleetwood Mac
 Peter Frampton
 Yes
 Heart
 James Taylor
 Crosby, Stills & Nash
 Foreigner
 Steve Miller Band
 Carole King
 Supertramp
 Kiss
 Dan Fogelberg
 Little River Band
 Sanford/Townsend Band
 Steve Winwood
 Grateful Dead
 Bob Marley & Wailers
 Alan Parsons Project

Adds:
 Thin Lizzy — Dancin' In The Moonlight (45) — Mercury
 Andy Pratt — Shiver In The Night — Atlantic
 Animals — Before We Were So Rudely Interrupted — UA
 Be Bop Deluxe — Live! In The Air Age — Capitol
 Emperor — Private Stock

WABX-FM — DETROIT — Jim Owens

Most Active:
 Fleetwood Mac
 Peter Frampton
 Crosby, Stills & Nash
 UFO
 James Taylor
 Steve Miller Band
 Yes
 Foreigner
 Ted Nugent
 Steve Winwood
 Bob Marley & Wailers
 Alan Parsons Project
 Grateful Dead
 Little River Band
 Frankie Miller

Adds:
 AC/DC — Let There Be Rock — Atco

Stillwater — Capricorn
 Animals — Before We Were So Rudely Interrupted — UA

WVWW-FM — DETROIT — Joe Urbiel

Most Active:
 Fleetwood Mac (Don't Stop, Dreams)
 Peter Frampton (Roadrunner, Cry)
 Steve Miller Band (Jungle Love, Jet)
 Crosby, Stills & Nash (Dark Star, Just A Song)
 Foreigner (Cold As Ice)
 Heart (Love Alive, Little Queen)
 Yes (Wondrous, Going)
 Ted Nugent (Cat, Working)
 James Taylor (Handy Man, Your Smiling Face)
 Supertramps (Give A Little)
 Cat Stevens (Old Schoolyard)
 Alan Parsons Project (I Wouldn't, I, Robot)
 Bob Seger (Rock 'n Roll)
 Frankie Miller (Honky Tonk, Be Good)
 Neil Young (Hurricane)
 Dan Fogelberg (Lessons, Love Gone By)
 Eagles (Life)
 Roger Daltrey (Avenging Annie, Say It)
 Steve Winwood (Time Is Running, Hold On)
 Geils (Surrender, I Do)

Adds:
 The Rumour — Max — Mercury
 Bernie Leadon/Michael Georgiades Band — Natural Progressions — Asylum
 Be Bop Deluxe — Live! In The Air Age — Capitol
 Sanford/Townsend Band — WB

KSAN-FM — SAN FRANCISCO — Beverly Wilshire

Most Active:
 Be Bop Deluxe
 Grateful Dead
 Mink DeVille
 Elvin Bishop
 Robert Gordon With Link Wray
 Crosby, Stills & Nash
 Alan Parsons Project
 Greg Kihn
 Geils
 The Dingoes

Adds:
 Coliseum II — Electric Savage — MCA
 Ry Cooder — Show Time — WB
 Bernie Leadon/Michael Georgiades Band — Natural Progressions — Asylum
 Animals — Before We Were So Rudely Interrupted — UA

Simon Stokes — Buzzard Love — UA

Elvis Costello — My Aim Is True — Still

KYA-FM — SAN FRANCISCO — Jay Hansen

Most Active:
 Crosby, Stills & Nash
 Fleetwood Mac
 Grateful Dead
 Heart
 Kiss
 Steve Miller Band
 Ted Nugent
 James Taylor
 Yes
 Roger Daltrey
 Carole King
 Mink DeVille
 Steve Winwood

Adds:
 Commander Cody
 Rock & Roll Again — Arista
 Mylon LeFevre — Weak At The Knees — WB
 Stillwater — Capricorn

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

Most Active:
 Steve Winwood
 Crosby, Stills & Nash
 Grateful Dead
 Elvin Bishop
 The Dingoes
 The Rumour
 Johnny Winter
 Norton Buffalo
 Bob Marley & Wailers
 Don Pullen
 Commander Cody
 Animals
 Tom Paxton
 Freddie King
 Nighthawks
 Young And Moody
 Andy Pratt
 Be Bop Deluxe
 Geils
 Firefall

Adds:
 Murray McLauchlan — Hard Rock Town — True North
 Sonny Fortune — Serengeti Minstrel — Atlantic
 Hirth Martinez — Big Bright Street — WB
 Chieftains — Island
 Emperor — Private Stock
 Saul Broudy — Gary Ogen — WB
 Max Romco — Island

WBCN-FM — BOSTON — John Brodey

Most Active:
 Grateful Dead (Estimated, Passenger)
 James Taylor (Handy Man)
 Crosby, Stills & Nash (Dark Star)
 Bob Seger
 Southside Johnny & Jukes
 Steve Miller Band
 Steve Winwood (Time Is Running)
 Bonnie Raitt
 Foreigner
 Christopher Morris Band
 Firefall (Just Remember, Getaway)
 Mink DeVille
 Andy Pratt (I Wouldn't See)
 Van Morrison
 Ultravox (Dangerous)

Adds:
 Elvin Bishop — Raising' Hell — Capricorn

WCCZ-FM — BOSTON — Beverly Mire
Most Active:
 Fleetwood Mac (Silver Springs)
 Crosby, Stills & Nash (Dark Star)
 Grateful Dead (Estimated)
 Steve Miller Band (Jungle Love)
 Peter Frampton (My Heart)
 Yes (Wondrous)
 Heart (Barracuda)
 Donna Summer (I Feel Love)
 Supertramp (From Now On)
 Jimmy Buffett (Margaritaville)
 Andy Pratt (All I Want)
 Styx (Grand Illusion)
 Alan Parsons Project (I Wouldn't)
 Geils (You're The Only)
 James Taylor (Your Smiling Face)
 Steve Winwood (Time Is Running)
 Neil Young (Hurricane)
 Doobie Bros. — Little Darlin' (45) — WB
 Sanford/Townsend — Smoke (45) — WB
 Rusty Wier (45)

Adds:
 Elvin Bishop — Raisin' Hell — Capricorn
 Firefall — Luna Sea — Atlantic
 Commander Cody — Rock & Roll Again — Arista

KZEW-FM — DALLAS — Mike Hedges
Most Active:
 Crosby, Stills & Nash
 James Taylor
 Yes
 Steve Miller Band
 Little River Band
 Peter Frampton
 Heart
 Steve Winwood
 Alan Parsons Project
 Roger Daltrey
 Neil Young
 Ted Nugent
 Styx
 Bob Marley & Wailers
 Joan Baez
 Charlie
 The Strawbs
 Jesse Winchester
 Mink DeVille
 Johnny Winter

Adds:
 Lake — Columbia
 Be Bop Deluxe — Live! In The Air Age — Capitol
 Pierce Arrow — Columbia

KADI-FM — ST. LOUIS — Pete Parisi
Most Active:
 Yes
 Steve Miller Band
 Peter Frampton
 Heart
 Fleetwood Mac
 Dan Fogelberg
 Ted Nugent
 Supertramp
 Crosby, Stills & Nash
 Kiss
 James Taylor
 Little River Band
 Roger Daltrey
 Styx
 Steve Winwood
 Alan Parsons Project
 Lake
 Sanford/Townsend Band

Adds:
 Driver — No Accident — A&M
 The Dingoes — Five Times The Sun — A&M
 Rare Earth — Motown
 Pierce Arrow — Columbia
 Elvin Bishop — Raisin' Hell — Capricorn
 Grateful Dead — Terrapin Station — Arista
 Be Bop Deluxe — Live! In The Air Age — Capitol

KSHE-FM — ST. LOUIS — Ted Habeck
Most Active:
 Peter Frampton
 Yes
 Crosby, Stills & Nash
 Little River Band
 UFO
 Roger Daltrey
 Alan Parsons Project
 Rare Earth
 Kiss
 Ted Nugent
 Dan Fogelberg
 Johnny Winter
 Burton Cummings
 Steve Winwood
 Carole King

Adds:
 Stillwater — Capricorn
 Elvin Bishop — Live! Raisin' Hell — Capricorn
 Animals — Before We Were So Rudely Interrupted — UA

WYDD-FM — PITTSBURGH — Steve Downes
Most Active:
 Lake
 Yes
 Little Feat
 Alan Parsons Project
 UFO
 Foreigner
 Geils
 Sanford/Townsend Band
 Gregg Allman Band
 Crosby, Stills & Nash
 Peter Frampton
 Grateful Dead

Adds:
 The Outlaws
 Roy Buchanan
 Little River Band
 Steve Miller Band
 Cat Stevens

Adds:
 Coliseum II — MCA
 Driver — No Accident — A&M
 Stillwater — Capricorn
 Rare Earth — Prodigal
 The Dinoges — Five Times The Sun — A&M

KLLOL-FM — HOUSTON — Sandy Mathis
Most Active:
 Bonnie Raitt
 Crosby, Stills & Nash
 Fleetwood Mac
 Heart
 Steve Miller Band
 James Taylor
 Peter Frampton
 Little Feat
 Kenny Loggins
 Atlanta Rhythm Section
 Eagles
 Cat Stevens
 Joan Baez
 Jimmy Buffett
 Emerson Lake & Palmer
 Marshall Tucker Band
 Supertramp
 Carole King
 Bob Marley

Adds:
 BeBop Deluxe — Live! In The Air Age — Capitol
 100% Whole Wheat — AVI

KPFT-FM — HOUSTON — Joe Serbu
Most Active:
 Be Bop Deluxe
 Hank Crawford
 Robert Gordon With Link Wray
 Roger Daltrey
 Two
 Al Jarreau
 Flora Purim
 Emperor
 Brent Maglia
 Willis Jackson

Adds:
 Freddie King — 1934-1976 — RSO
 Animals — Before We Were So Rudely Interrupted — UA
 Gary Ogen — Paradise
 Michael Bloomfield — Analine — Tacoma
 Curtis — Rhober — UA
 Charles Mingus — 3 Or 4 Shades Of Blues — Atlantic
 Grateful Dead — Terrapin Station — Arista
 Jesse Roden Band — Island
 Harry Nilsson — Knullisninn — RCA

WMMS-FM — CLEVELAND — Shelly Stile
Most Active:
 Jimmy Buffett
 Crosby, Stills & Nash
 Fleetwood Mac
 Geils
 Heart
 Kiss
 Kenny Loggins
 Lake
 Alan Parsons Project
 James Taylor
 Steve Winwood
 Neil Young
 Walter Egan
 UFO
 Bob Marley & Wailers
 Andy Pratt

M105 — CLEVELAND — Eric Stevens
Most Active:
 Peter Frampton
 Steve Miller Band
 James Taylor
 Crosby, Stills & Nash
 Heart
 Ted Nugent
 Kiss
 Fleetwood Mac
 Roger Daltrey
 Firefall
 UFO
 Lake

Adds:
 Eric Carmen — She Did It (45) — Arista
 Kate Taylor — The Shoop Shoop Song — Columbia

WKLS-FM — ATLANTA — Drew Murray
Most Active:
 Heart
 Crosby, Stills & Nash
 Ted Nugent
 James Taylor
 Foreigner
 Fleetwood Mac
 Sanford/Townsend Band
 Supertramp
 Yes
 Slyx
 Steve Miller Band
 Peter Frampton
 Dan Fogelberg
 Mothers Finest
 Carole King
 Mylon LeFevre
 Steve Winwood
 Alan Parsons Project
 AC/DC
 Firefall

Adds:
 Elvin Bishop — Live! Raisin' Hell — Capricorn
 Stillwater — Capricorn

KEZY-FM — ANAHEIM — Ron Burnstein
Most Active:
 Rumours
 Southside Johnny & Asbury Jukes

Roger Daltrey
 Mink DeVille

Adds:
 Bad Boy — The Band That Made Milwaukee — UA
 Mylon LeFevre — Weak At The Knees — WB
 Emperor — Private Stock

KIMN-FM — DENVER — Scott Kenyon
Most Active:
 Firefall
 Roco

Adds:
 Firefall — Luna Sea — Atlantic
 Andrew Gold — One Of Them Is Me — Elektra

KZAM-FM — SEATTLE — Jon Kertzer
Most Active:
 Fleetwood Mac
 Crosby, Stills & Nash
 Norton Buffalo
 James Taylor
 Grateful Dead
 Carole King
 Dan Fogelberg
 Steve Miller Band
 Steve Winwood
 Firefall
 Jesse Winchester
 Robert Gordon With Link Wray
 Cat Stevens
 Joan Baez

Adds:
 W Ackerman — It Takes A Year — Windham Hall
 Ry Cooder — Show Time — WB
 Mylon LeFevre — Weak At The Knees — WB
 Gary Ogan — Paradise
 Sonny Fortune — Senengeti Minstril — Atlantic
 Summer Jazz At The Hollywood Bowl (I, II, III) — CTI
 Murray McLachlan — Silver Tractor — True North
 Dale Miller — Guitarist Choice — Kicking Mule

WINZ-FM — MIAMI — Dave Souza
Most Active:
 Crosby, Stills & Nash
 Roger Daltrey
 Dan Fogelberg
 Peter Frampton
 Little River Band
 Kenny Loggins
 Steve Miller Band
 Alan Parsons Project
 Supertramp
 Yes
 Heart
 Cat Stevens
 10cc
 James Taylor
 Graeme Edge
 Firefall
 Grateful Dead
 Carole King
 Rhead Bros
 Steve Winwood

Adds:
 Be Bop Deluxe — Live! In The Air Age — Capitol
 Coliseum II — MCA
 100% Whole Wheat — AVI
 Mylon LeFevre — Weak At The Knees — WB
 Thin Lizzy — Dancin' In The Moonlight (45) — Mercury

WEBN-FM — CINCINNATI — Denton Marr
Most Active:
 Kenny Loggins (Celebrate, Enter My Dreams)
 Fleetwood Mac (Don't Stop)
 Crosby, Stills & Nash (I Give You, Fair Game)
 Steve Miller Band (Jungle Love, Babes In The Wood)
 James Taylor (Honey Don't, I'm Looking)
 Heart (Love Alive, Say Hello, Cry To Me)
 Pablo Cruise (Whatcha)
 Peter Frampton (Ce La Vie)
 Dan Fogelberg (Love Gone By, Promises)
 Alan Parsons Project (I, Robot, I Wouldn't)
 Foreigner (Cold)
 Weather Report (Birdland)
 Roger Daltrey (Avenging Annie, Say It)
 Charlie (Turning, Johnny)
 Firefall (Just Remember, So Long)
 Jesse Winchester (Bowling Green, Seems Like Only Yesterday)

Adds:
 Bob Marley & Wailers (Exodus, Jammin')
 Steve Winwood (Roxanne, Time Is Runnin', Hold On)

Adds:
 Mothers Finest — Another Mother Further — Epic
 Styx — The Grand Illusion — A&M

KOME-FM — SAN JOSE — Dana Jang
Most Active:
 Grateful Dead
 Firefall
 Be Bop Deluxe
 Steve Winwood
 Yes
 Bernie Leadon/Michael Georgiades Band

Adds:
 Commander Cody — Rock & Roll Again — Arista
 Elvin Bishop — Live! Raisin' Hell — Capricorn
 Andy Pratt — Shiver In The Night — Nemperor

KSJO-FM — SAN JOSE — Paul Wells
Most Active:
 Styx
 Alan Parsons Project
 Geils
 Crosby Stills & Nash
 Yes
 Mink DeVille
 Kiss
 UFO
 Grateful Dead
 Ted Nugent
 Steve Winwood
 Widomaker
 Roger Daltrey
 Heart
 Neil Young

Adds:
 Animals — Before We Were So Rudely Interrupted — UA

Commander Cody — Rock & Roll Again — Arista
 Stillwater — Capricorn
 Mylon LeFevre — Weak At The Knees — WB
 Simon Stokes — Buzzard Love — UA
 Freddie King — 1934-1976 — RSO
 Rabbit — With A Croak & A Grunt In The Night — Capricorn
 Emperor — Private Stock

KDKB-FM — PHOENIX — Hank Cookenboo
Most Active:
 Steve Winwood
 Fleetwood Mac
 Peter Frampton
 Steve Miller
 Be Bop Deluxe
 Heart
 Foreigner
 Crosby, Stills & Nash
 Grateful Dead
 Carole King
 Geils

Adds:
 Average White Band With Ben E. King — Benny & Us — Atlantic
 Elvin Bishop — Live! Raisin' Hell — Capricorn
 Driver — No Accident — A&M
 Simon Stokes — The Buzzard Of Love — UA
 Firefall — Luna Sea — Atlantic

KINK-FM — PORTLAND, OR — Jim Bailey
Most Active:
 Peter Frampton
 James Taylor
 Kenny Loggins
 Heart
 Gary Ogen
 Grateful Dead
 Crosby, Stills & Nash
 Alan Parsons Project
 Dan Fogelberg

Adds:
 Animals — Before We Were So Rudely Interrupted — UA
 Firefall — Luna Sea — Atlantic
 Rhead Bros. — Woman Of Soul — EMI
 Gary Ogan — Paradise

WCOL-FM — COLUMBUS — Guy Evans
Most Active:
 Geils
 Heart
 Peter Frampton
 Styx
 Neil Young
 Steve Miller Band
 Roger Daltrey
 James Taylor
 Crosby, Stills & Nash
 Alan Parsons Project
 AC/DC
 Dan Fogelberg
 Yes
 Steve Winwood
 Andy Pratt
 Bernie Leadon/Michael Georgiades Band
 Supertramp
 Firefall
 Grateful Dead
 Thin Lizzy (45)

Adds:
 Carole King — Simple Things — Capitol
 Be Bop Deluxe — Live! In The Air Age — Capitol
 Dingoes — Five Times The Sun — A&M

KTIM-FM — SAN RFAEL — Tony Berardini
Most Active:
 AC/DC
 Yes
 The Strawbs
 Norton Buffalo
 Steve Winwood
 Freddie King
 Roger Daltrey
 Roderick Falconer
 Carole King
 Styx
 Robert Gordon With Link Wray

Adds:
 Elvin Bishop — Live! Raisin' Hell — Capricorn
 Andy Pratt — Shiver In The Night — Nemperor
 Coliseum II — Electric Savage — MCA
 Animals — Before We Were So Rudely Interrupted — UA
 Commander Cody — Rock & Roll Again — Arista
 C J & Company — Westbound
 Ry Cooder — Show Time — WB
 Bernie Leadon/Michael Georgiades Band — Natural Progressions — Asylum

KMYR-FM — ALBUQUERQUE, NM — Charlie Weir
Most Active:
 Crosby, Stills & Nash
 Neil Young
 Firefall
 Alan Parsons Project
 Steve Winwood
 Steve Miller Band
 Yes
 Geils
 Heart
 Carole King

Adds:
 Ry Cooder — Show Time — WB
 Stillwater — Capricorn
 Tom Paxton — New Songs From The Briarpatch — Vanguard
 Mylon LeFevre — Weak At The Knees — WB
 Rare Earth — Prodigal
 Murray McLachlan — Silver Tractor — True North
 Coliseum II — Electric Savage — MCA

KLBJ-FM — AUSTIN, TX — Steve Smith
Most Active:
 Crosby, Stills & Nash
 Steve Winwood
 Grateful Dead

(continued on page 49)

REGIONAL ALBUM ACTION

Northeast

1. NEW YORK, NEW YORK
2. ANDY GIBB
3. ELECTRIC LIGHT ORCH.
4. PETER McCANN
5. SALSOU ORCHESTRA
6. WHISPERS
7. IDRIS MUHAMMAD
8. ROSE ROYCE
9. ISLEY BROTHERS
10. ANDY PRATT
11. HODGES, JAMES & SMITH
12. PIERCE ARROW
13. MECO
14. HEATWAVE
15. McCOO & DAVIS

Midwest

1. ANDY GIBB
2. LAKE
3. ELVIN BISHOP
4. SOUTH'S GREATEST HITS
5. LONNIE LISTON SMITH
6. ANIMALS
7. ROSE ROYCE
8. ISLEY BROTHERS
9. NAVARRO
10. RUMOUR
11. SANFORD-TOWNSEND
12. MICHAEL HENDERSON
13. STEPHEN BISHOP
14. DRAMATICS
15. JOHNNY WINTER

Southeast

1. MOTHER'S FINEST
2. MAC McANALLY
3. SOUTH'S GREATEST HITS
4. AWB & BEN E. KING
5. AC/DC
6. ROSE ROYCE
7. ELVIN BISHOP
8. KENNY ROGERS
9. SANFORD-TOWNSEND
10. HEATWAVE

Denver/Phoenix

1. ELVIN BISHOP
2. FIREFALL (OLD)
3. STUFF
4. ANIMALS
5. NAVARRO
6. NILSSON
7. PETER McCANN
8. TIM WEISBERG
9. LEADON/GEORGIADES
10. SALSOU ORCHESTRA

Baltimore/Washington

1. ROSE ROYCE
2. AC/DC
3. THE SPY WHO LOVED ME
4. MECO
5. C.J. & CO.
6. LTD
7. ROY AYERS
8. AL JARREAU
9. BOB SEGER
10. MICHAEL HENDERSON
11. RALPH McDONALD
12. EDDIE HENDERSON
13. NITEHAWKS
14. MAZE
15. KC & THE SUNSHINE BAND

NATIONAL BREAKOUTS

- | | |
|-----------------------------|----------------------|
| 1. PABLO CRUISE | 9. LITTLE RIVER BAND |
| 2. STEVEN WINWOOD | 10. ROGER DALTRY |
| 3. THE ALAN PARSONS PROJECT | 11. GRATEFUL DEAD |
| 4. SHAUN CASSIDY | 12. FIREFALL (NEW) |
| 5. CAROLE KING | 13. JUDY COLLINS |
| 6. WAR | 14. BE BOP DELUXE |
| 7. BAY CITY ROLLERS | 15. STYX |
| 8. OLIVIA NEWTON-JOHN | |

North Central

1. NEW YORK, NEW YORK
2. ELECTRIC LIGHT ORCH.
3. ANDY GIBB
4. ISLEY BROTHERS
5. AC/DC
6. THE SPY WHO LOVED ME
7. SANFORD-TOWNSEND
8. PETER McCANN
9. MECO
10. LONNIE LISTON SMITH

South Central

1. SERGIO MENDES
2. MICHAEL HENDERSON
3. NOEL POINTER
4. ANIMALS
5. LAKE
6. MECO
7. CRYSTAL GAYLE
8. DRAMATICS
9. TIM WEISBERG
10. LEADON/GEORGIADES

West/Northwest

1. STEPHEN BISHOP
2. ROSE ROYCE
3. MECO
4. ELVIN BISHOP
5. MICHAEL HENDERSON
6. LEADON/GEORGIADES
7. ELECTRIC LIGHT ORCH.
8. LAKE
9. PAT TRAVERS
10. AWB & BEN E. KING
11. ISLEY BROTHERS
12. ANDY PRATT
13. OMAHA SHERRIFF
14. SERGIO MENDES
15. WHISPERS

ALBUM CHART ANALYSIS

#2 CSN

CSN jumps to number two this week with over 90% of our reporting accounts showing strong sales. Among our national accounts, Korvettes report CSN as their number two seller, while Record Bar reflects top ten sales. Major accounts showing top five sales include Harvard Coop, National Record Mart, Licorice Pizza, Music Plus, Tower/S.F., Odyssey, Everybody's, and Dan Jay. Heavy volume accounts reflecting top ten sales are: Sam Goody, Disc, Alta, and Sounds Unlimited. Other major accounts showing significant action include Jimmy's, Independent, and World Wide. Key reporters across the country showing top five action are: Jerry's, Aravox, Peaches/Atl./Det./Denver, Gary's, Giant, Port of Call, Soundtown, Cactus, Mushroom, Wilcox, Father's & Sun's, Record Theatre, Tower/San Jose/San Diego, Banana, Music Street, Music Millenium, Record Cove, Rolling Stone, Central, Norm Cooper, Double B, Central South, Bib, Ambat, All Records, Mile High, Record Rack, Associated, and Discount Records. At the rack level, CSN is among the top twenty-five selling LPs on the J.L. Marsh computer run. Related chart info: "Just A Song Before I Go" jumps 10-9 bullet on the Top 100 Singles Chart.

#4★ JAMES TAYLOR

"JT" continues to show exceptional sales at all accounts this week, with Harvard Coop reporting the LP as their number one seller. Korvettes and Record Bar both report top five sales nationally, while major accounts reflecting top five are: Sam Goody, National Record Mart, Wherehouse, and Everybody's. Major accounts reflecting top ten sales include Jimmy's, Disc, Licorice Pizza, Music Plus, Odyssey, Dan Jay and Independent. Other major accounts showing heavy sales are: Tower/S.F., Alta, Sounds Unlimited and World Wide. Key accounts reporting "JT" among their top three include: Franklin, Gary's, Giant, Western, Wilcox, Swallen's, Record Theatre, Tower/L.A., Central, Double B, Bib and Discount Records. Strong rack activity is indicated by strong sales in the top fifteen at J.L. Marsh, and Breakout status on the ABC computer run. Related chart info: "Handy Man" jumps from 12-6 bullet on the Top 100 Singles Chart and "Bartender Blues" continues to climb on the Top 100 Country Chart, attaining the number 78 position this week.

#6★ STAR WARS

The success of this LP and the single have combined to bring the original soundtrack to platinum status this week, so it's no surprise that both Korvettes and Record Bar show "Star Wars" to be among their top ten sellers. Major accounts across the country reflecting top ten sales are: Sam Goody, Harvard Coop, National Record Mart, Disc, Licorice Pizza, Music Plus, Tower/S.F., Everybody's, Alta, and Vornado. Other majors reporting significant sales include: Jimmy's, Wherehouse and Sounds Unlimited. Key accounts reflecting top three sales are: New England Music City, Aravox, Franklin, Western, Cactus, Peaches/Denver, Central South, and Record Rack. Exceptional rack activity is indicated as the LP jumps into the top five at J.L. Marsh. ABC reports "Star Wars" as their number twelve selling album. Related chart info: "Star Wars Theme" by the London Symphony Orchestra jumps 32-29 bullet on the Top 100 Singles Chart.

#13★ BOB MARLEY & THE WAILERS

This crossover LP has achieved breakout status at both Korvettes and Wherehouse this week, with these key accounts reporting top twenty action: Aravox, Franklin, Peaches/Atl., Mushroom, Swallen's, Rose Records, Tower/L.A., Music Street, Central and Bib. Other key reporting accounts reflecting significant sales include Harmony Hut, Jerry's, Gary's, Cactus, Tower/San Jose/San Diego, Double B, and Discount Records. Related chart info: "Exodus" makes a five point jump, 26-21 bullet, on the Top 100 R&B Singles Chart, while the LP moves 10-9 on the Top 75 R&B Chart.

#18★ BROTHERS JOHNSON

Brothers Johnson shows up on no less than five Cash Box charts this week as, on the national level, the LP is reported in the top fifteen at Korvettes and Record Bar. Major accounts reporting top fifteen sales are: Jimmy's, National Record Mart and Wherehouse. Both Disc and World Wide report the LP among their top thirty sellers. Key accounts reflecting top ten sales are: Jerry's, Alwil, Tape City, Father's & Sun's, Rose Records, Independent and All Records. Significant sales activity is reported at these key accounts: Record & Tape Coll., Record Dept. Merch., Poplar, Franklin, Cactus, Tower/San Jose, Banana, Music Street, Double B, Central South and Mile High. Related chart info: The LP maintains the number four position on the Top 75 R&B Chart, while it moves 13-12 on the Top 40 Jazz Chart. "Strawberry Letter 23" jumps 25-22 bullet on the Top 100 Singles Chart, and maintains the number two spot on the Top 100 R&B Singles Chart.

#22★ STEVE WINWOOD

Steve Winwood jumps to the number two position on this week's National Breakout Chart, as it continues to sell well at all levels. Nationally, this LP was reported as a breakout at Korvettes this week, while Vornado reports Winwood as their number nine selling album. Major accounts reflecting top thirty sales are: Sam Goody, Harvard Coop, Wherehouse, Odyssey, and Everybody's. Top fifteen action is seen at these key locations: New England Music City, Jerry's, Port of Call, Swallen's, Tower/L.A./San Jose, Central and Norm Cooper. Other key accounts reflecting heavy sales include Poplar, Mushroom, Rose Records, Music Millenium, Tower/San Diego, Independent, Bee Gee's, Bib, and Associated. Rack sales continue to grow, as shown by upward movement on the J.L. Marsh computer run.

#23★ PABLO CRUISE

This album jumps to the number one position on the National Breakout Chart this week, as sales continue to grow in all markets. Nationally, the LP is a breakout at Korvette's and in the top twenty at Record Bar. National Record Mart reports Pablo Cruise as their number three seller this week. Heavy volume accounts reflecting top twenty action are: Wherehouse, Music Plus, Tower/S.F., Odyssey and Everybody's. Key accounts reporting top ten sales include Poplar, Gary's, Banana, Tower/San Diego, Independent, Norm Cooper and All Records. Top twenty action is seen at these key locations: Soundtown, Swallen's, Music Millenium, Record Cove, Peaches/Denver, Central, Richman Bros., Associated and Discount Records. Other key accounts reflecting heavy sales are: Alwil, Peaches/Det., Bee Gees, Double B and Mile High. Related chart info: "Whatcha Gonna Do?" remains the number three record on the Top 100 Singles Chart.

#26★ THE ALAN PARSONS PROJECT

As the number three LP on the National Breakout Chart this week, sales continue to remain strong at all sales levels. The strongest regions are the West, and the Denver/Phoenix area, where the LP is showing heavy sales at 100% of our reporting accounts. National sales were heavy, as reflected by Record Bar, reporting the album in the top thirty. Major locations showing top twenty action include Sam Goody, Wherehouse and Everybody's. Other majors reporting Alan this week are Dan Ja and Alta. Key accounts reflecting top ten action include Record & Tape Coll., Giant, Port of Call, Soundtown, Swallen's, Music Millenium and Peaches/Denver. Top fifteen sales are reported by Mushroom, Father's & Sun's, Tower/San Jose, and Rolling Stone. Significant sales are also reported at these key locations: New England Music City, Harmony Hut, Alwil, Poplar, Franklin, Gary's, Tape City, Record Theatre, Peaches/Det./St. Louis, Banana, D.J.'s, Music Street, Tower/San Diego, Independent, Central, and Discount Records. Strong rack sales are reflected by upward movement at J.L. Marsh. Related chart info: "I Wouldn't Want To Be Like You" moves from 84-71 bullet on the Top 100 Singles Chart.

#50★ LITTLE RIVER BAND

This LP continues to sell well this week, earning it the number nine position on the National Breakout Chart. Major locations reporting top twenty sales are: Sam Goody, Wherehouse, and Everybody's. The album was also reported as a breakout at Disc this week. Key accounts reflecting strong action include: New England Music City, Gary's, Wilcox, Father's & Sun's, Peaches/St. Louis, Music Millenium, Independent, and Central. The LP is also doing well on the rack level, as reflected by a number 70 position on the J.L. Marsh run. Related chart info: "Help Is On The Way" jumps 77-69 bullet this week on the Top 100 Singles Chart.

#69★ GRATEFUL DEAD

After only two weeks on the chart this new Dead LP moves 31 points, making it the number eleven album on this week's National Breakout Chart. On the national level, Record Bar reports the LP as a breakout. Major locations reflecting top three sales are: Harvard Coop, Everybody's, and Vornado. Top twenty action is reported by Tower/S.F., Dan Jay, Music Plus and Odyssey. Top ten action at these key accounts: Record & Tape Coll., Father's & Sun's, Tower/L.A./San Jose, Rolling Stone, and Discount Records. Top twenty-five sales are reported at New England Music City, Alwil, Franklin, Peaches/Atl., Gary's, Cactus, Mushroom, Rose Records, Music Millenium, Tower/San Diego, Richman Bros., Double B, and All Records. Other key reporting accounts are: Jerry's, Soundtown, Peaches/Det./St. Louis, Bee Gee's, Central, Norm Cooper, Bib and Mile High. Rack action is strong, with ABC reporting the LP as a breakout, and strong sales on the J.L. Marsh computer run.

More Changes Noted For London Distributions

NEW YORK — London Records announced further changes in its distribution operation, changing its California distributors to M.S. Distributing Company effective August 15. Record Merchandisers formerly distributed London product in California.

M.S., however, will no longer represent London in Denver, Colorado. No new distributor has been named.

The changes in Denver and California follow London's announcement that the label is phasing out its Chicago-based midwest distribution company. The line there will be distributed by Progress Records Distributing, Inc. (Cash Box, August 15).



GORDON, GLEN AND GOULET — Gordon Lightfoot's recent performance in the main showroom of the MGM Grand Hotel in Las Vegas drew a number of music personalities including Robert Goulet (left) and Glen Campbell (center).

Regan, Jelly Help ACSS Celebrate Sixth Birthday

LOS ANGELES — The Alternative Chorus Songwriters Showcase (ACSS) celebrated its sixth birthday August 10 at the Improvisation here with a performance by new Elektra/Asylum group Jelly, an informal rap session with Parachute Records president Russ Regan and showcase performances by three singer/songwriters.

Regan, an industry veteran who recently left his post as president of 20th Century Records to form the Parachute label, kicked off the evening's events as he discussed talent acquisition and fielded questions concerning songwriting from the audience.

Artists participating in the showcase included Bob Siller, a staff writer for Jobete Music; Jim Farrell, formerly of the Broadway cast of the musical "Hair" and C.M. Lord, a former Capitol artist.

Proclamation

After city councilman Robert Ferrell read a proclamation commending ACSS for their support of aspiring songwriters, ACSS personnel took the occasion to thank their patrons for their support by presenting them with "Golden Staff" citations. Patrons receiving citations included: Chappell Music, Screen Gems-EMI Music, ATV Music, Dawnbreaker Music, April Blackwood Music, Inc., Terri Fricon, A. Schroeder International Ltd., Irving Almo Music, Sheri Berkowitz, United Artists Music, S.R.S., Jeff Barry Ent., James Loving, The Burbank Studios, Gary Horn, Melinda Stoller, Danny and Lisa Moses, Bob Martin, ABC/Dunhill Music, Mandi Martin, Carolyn Ruskin, Star Track Recording Studio and Glen King.

ACSS, an independent non-profit organization sponsored by BMI, was founded in 1971 by Len Chandler and John Braheny as a small informal showcase where writers could perform their songs for an invited list of publishers, independent producers, record company personnel, managers and agents.

The showcase is held every Wednesday night at the Improvisation.

TV Packagers Flourish Despite Competition: Record Retailers, Manufacturers Benefit

by Ken Terry

NEW YORK — LPs featuring compilations of hit songs have long been marketed on television. Only within the past decade, however, have they begun to play an important role in the record industry, generating substantial revenues for manufacturers and a new source of traffic for mass merchandisers. Moreover, the number of firms engaged in the package trade has soared during the past five years.

Growth prospects in the field are excellent at the present, partly due to the spread of television in countries where until recently TV was a rarity. For example, K-tel International, Inc., the largest and one of the oldest TV package firms, now has offices in 15 countries; in fiscal 1976, 73% of its business was done abroad, compared with 52% in 1972.

Similarly, K-tel's advertising costs increased as a percentage of sales from 25.3% in 1975 to 29.1% in 1976. In contrast, selling, general and administrative expenses remained constant in relation to sales. "The success of a product is measured in terms of what kind of advertising dollars it took to sell that product," stated Steven Sell, administrative manager for K-tel. "That is our test of success."

The failure of K-tel's sales to match its advertising commitments this year, Sell further noted, was directly responsible for the drop in its nine-month earnings to \$814,000 from \$3,069,000 during the prior-year period. These commitments were made, explained Philip Kives, president of K-tel, in expectation of a 20% sales increase for the year which never materialized.

Kives blamed "economic uncertainties in a great many of our markets" for the static condition of the company's revenues. However, Morris Levy, owner of Adam Eight, another TV package firm, noted that the nature of the record package itself most often determines consumer response.

"It's exactly like the record business," Levy remarked. "When you've got a good one, it's good. When you've got a bad one, it's a soft consumer demand."

Licensing With Care

Normally, TV package companies this phenomenon is the fact that Ronco's operating expenses rose from \$10.8 million on sales of \$22 million in 1975 to \$12.8 million on sales of \$24.7 million in 1976. This 19% increase in operating expenses, according to Ronco's annual report to stockholders, "is primarily attributable to increased costs of advertising in all countries."

The package business is also expanding into more and more "key outlets": mass merchandisers, variety stores and drugstores. According to Charles Staley, music buyer for F. W. Woolworth Co., sales of TV packages in that chain's Woolworth and Woolco stores have been steadily increasing over four of the past five years and now form 10-12% of the company's total revenues from records.

There are some indications, however, that the rising prosperity of TV packagers may lead to reduced profits for them in the long run. This is chiefly because the field has become increasingly competitive as new firms copy methods of industry leaders. "Many manufacturers and distributors of similar products compete for shelf space and display area in most of the same retail outlets utilized by the company," noted K-tel's 1976 annual report to the Securities and Exchange Commission. "In Addition, the company may compete with significant mail order television and radio sales promoters of compilation music products which are substantially the same as the products the company sells."

Meanwhile, TV time costs have shot up an estimated 30% within the past year alone, due to increasing demand for commercial time by both national and local advertisers (including the TV packagers themselves). Because package firms are highly dependent on this medium, their profit margins have suffered as a result of the skyrocketing time rates.

"It's made it less profitable," commented Jack Culberg, president of Ronco Teleproducts, Inc., a major TV packager. "The rising cost of television has become increasingly difficult to combat." Illustrating license singles and album tracks from record manufacturers for use in their compilations. Material may either be licensed for a stated percentage of sales, or the packager may pay the record manufacturer an advance based on a minimum guarantee of sales. If the packager doesn't sell that many units, it absorbs the loss.

Since every new package represents a high risk to the TV marketer, package firms try to license tracks on a non-guaranteed basis, or to reduce advances to a minimum. Several years ago, according to a source at one major package company, record companies routinely requested advances.

However, he said, this is no longer the case because the more successful packagers can now point to their track record and demand better terms. If a record company won't go along with them, these packagers can afford to turn down the deal and look for something else.

On the other hand, where a new untried packaging firm is involved, record manufacturers may decide not to license masters to them at all. "It's got to be somebody reputable if you're going to give them your masters," noted a spokesman for Capitol Records. "Otherwise, we do sales deals. We package the whole record ourselves from our own catalog, and if we need a couple of tracks from other companies, we'll license them. We manufacture the records ourselves, and simply sell them to packagers."

The source explained that there are three main reasons for Capitol preferring not to license to companies that lack a track record. First, he said, the packager might not pay the musician's union, and Capitol could be held responsible. Second, there is no way to tell whether an unscrupulous packager is pressing records off the books, thereby depriving Capitol's artists of

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FTC To Review 1964 Rules; Over 150 Industries Involved

by Joanne Ostrow

WASHINGTON — The Federal Trade Commission is in the process of revoking a variety of trade practice rules involving more than 150 different industries, including the phonograph record industry, and retain only those that are in the public interest.

According to Charles Slayman, FTC attorney of the Bureau of Consumer Protection, industry members and consumers may submit written comments concerning the trade practice rules, which date back to 1964, but "will have to put up convincing arguments to keep any of them." One section of the record industry rules may be retained and that involves the terminology of "stereo" and "stereophonic." This particular rule forbids the use of these words unless the recording was made on two separate sound channels, and if the record was originally monophonic and re-recorded for stereo listening, it must state this on the release.

Asked why his three-year-old firm has been confined to direct-response marketing, Huntley would only say that mail order "is our forte." Levy, on the other

hand, was more explicit about the reasons why Adam Eight is not involved in selling to key outlets.

"There's nothing guaranteed in our business. The beauty part of mail order is that you've limited your risk. You make a package, you test it and you know what you've got after you test. Whereas in retail fulfillment, you ship your five, six, seven hundred thousand pieces and you really don't know what you've got."

Interestingly, both Ronco and K-tel are currently experimenting with the mail order approach. Sell explained that K-tel is trying out the concept now in order to meet increased competition in the key outlet field. Previously, he said, the company had been hesitant to do so because it was already successful at the retail level and didn't feel a need to expand to a whole new concept. Moreover, Sell noted, "there have been a number of schlocky outfits that have tainted that market. We don't want to be associated with those people who don't fulfill, or ship late, etc."

The bad reputation created by certain

(continued on page 50)



THE TWO OF THEM — ABC recording artists Marilyn McCoo and Billy Davis, Jr. spent a few days last week in New York promoting their new album, "The Two Of Us." The stay included radio station visits, press interviews and autograph signing at Korvettes' 5th Avenue store in Manhattan. Pictured above at WBL5-FM in New York are (from left) Ken Webb, WBL5-FM disc jockey; Al Cee, program director of WLIB-AM; Marilyn McCoo; Kevin Guilmet, WBL5-FM disc jockey; Barbara Harris, director of east coast artist relations for ABC Records; Billy Davis, Jr.; and J.D. Holiday, WBL5-FM disc jockey.

TALENT ON STAGE

Kris Kristofferson/Rita Coolidge

UNIVERSAL AMPHITHEATRE, L.A. — Only those for whom love shows no promise and life holds no goodwill could have avoided an emotional reaction to a memorable concert on this warm evening under a full moon. The "silver tongued devil" was in top form and seemingly sober, although admitting to permanent brain damage and plagued by technical difficulties that rushed the band's closing numbers to beat a house curfew.

Though the songs he sang were certainly familiar and the format was similar to shows in the past, a revitalized Kristofferson faced the crowd, having openly admitted to a television interviewer and a newspaper reporter that he doesn't drink anymore, and bears little resemblance to the character he portrayed in "A Star Is Born." His raspy voice and biting delivery are well-suited to his stormy past and the perfect complement to his lovely wife, Rita Coolidge.

It was, in fact, when they sang together that the show had the most impact. Kris seemed more inspired, more confident and most appealing when Rita and he shared the same mike toward the end of the show.

Rita's set was softly alluring and absolutely riveting when she brought out

veteran pianist Barbara Carroll to tickle the ivories for "Fever" and the Kristofferson-composed "For The Good Times," a song that hushed the audience so completely that you could almost hear Rita's clothes billowing about her in the light breeze. A stylish and graceful singer, Rita seemed also more confident this time out as she performed her version of familiar tunes made popular by other artists. The strategy of using her distinctly recognizable interpretations to establish her identity to a wider audience worked just as well in a live setting as it has on her latest A&M album.

Billy Swan opened the evening with a short set of four songs, accompanying himself on rhythm guitar and kicking off the show with an upbeat and lively rockabilly attitude.

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Dan Fogelberg/Fools Gold

NEW YORK — Dan Fogelberg filled Central Park's Wollman Skating Rink and also attracted a large number of nonpaying listeners to grassy seats around the arena for his recent appearance here at the Dr. Pepper Music Festival.

The devotion of Fogelberg's large following could be measured by the fact that, even during a laidback solo set which formed the first half of his show, the audience was quiet and warmly appreciative. When Fogelberg's backup band came out after an intermission and the music took an up-tempo turn, the crowd showed its pleasure by clapping and singing along.

In large measure, Fogelberg's concert success was based on the kaleidoscopic variety of his material, as well as his talent. For example, the title cut from his most recent album, "Nether Lands," which opened his solo set, was mainstream pop with a touch of classical (even more noticeable on the lavishly produced LP). Switching from piano to guitar, Fogelberg followed this up with a couple of lyrical folk songs. Then he swung into the jazz-flavored "What In The World," which featured some nice scat-

George Carlin

CITY CENTER, NEW YORK — The man should be a licensed physician, his prescriptions for laughter are so successful. But it might not be a bad idea to have a real doctor in a George Carlin audience to suggest a remedy for facial muscles sore from laughter.

During the midnight show of Carlin's recent New York engagement, the veteran comedian utilized his elastic body, rubbery face and wide range of voices to accentuate stretched out bits which concentrated on a favorite Carlin topic: everyday situations producing humor we too often ignore.

Shopping in the supermarket, telephone protocol, lost hours in the airport, and even people's reactions when their efforts to shake somebody's hand go unnoticed were all vulnerable to Carlin's hilarious analysis, presented with words, gestures, and not very subtle facial expressions.

Carlin also graphically juxtaposed abstract concepts onto the frequently confusing cliches and phrases that have crept into the language, via his own absurd examples. Illustrated with pantomime and his deepest Wolfman Jack voice, Carlin created a devastating expose of the meaninglessness of commonly accepted modes of speech.

The only disappointment of the performance was the lack of free-form spontaneity that is usually inherent in avant-garde humor. In fact, the only "new" material covered came from Carlin's latest album on Little David Records, "On The Road." Otherwise, the bits were pastiches from his previous albums.

Nonetheless, the man's excitement, energy and talent made for a highly worthwhile evening of comedy.

charles paikert

Captain & Tennille/ Kip Addotta

GREEK THEATRE — In the wake of their recent television adventure, the Captain & Tennille stepped onto a Tropicana-like stage at the Greek Theatre to prove that they were indeed capable of entertaining an audience without the aid of television comedy writers.

Opening with a reprised version of "Come in from the Rain" which blended into "Song of Joy," the concert proceeded smoothly through most of the duets' familiar material, their new single "Circles," a tribute to Neil Sedaka, and a medley of love songs. Miss Tennille's powerful but not overpowering vocals and the Captain's confident and rhythmic keyboard accompaniment worked well throughout the show, complementing each as well as their band and backup trio.

If the Captain & Tennille tended to stay within the safer pop flavored, MOR boundaries, doubtless it was to please the greatly varied age groups present in the audience. Whatever the reason, the generally well paced set was well received by all.

The evening ended on an appropriately up-tempo note with frolicking versions of their hit singles "Love Will Keep Us Together" and "Can't Stop Dancing."

Opening the show was comedian Kip Addotta, whose clever, swift moving half hour sketch moved smoothly from topic to topic, always pointing out the idea that it is the little things in life that drive us all crazy. Addotta's natural spontaneity was refreshing, and just the right way to begin the evening.

patricia thomas

Balcones Fault

Jimmy Rabbitt

Renegade

THE ROXY, L.A. — Their debut album on Cream Records was the first clue that Balcones Fault was the kind of band that one flak described as "unbaggage." But to say that they defy classification understates the case. They are to music what modern art is to traditional.

But in their well-received southern California club debut, the transplanted Austin, Texas band which now resides in greener Marin County, showed just what they are made of — a little of everything you've ever heard. Like musical Merlins in an amplified apothecary, Balcones Fault mixes musical influences like crazed chemists on leave from the sanatorium.

Cash Box New

Artist Development

Series Debuts

Next Week

It is impossible not to be taken by their on-stage schtick, or to notice that they are individually talented musicians who might make serious music if they weren't having so much fun instead. But when the lead singer accompanies himself on a rubber chicken and unblushingly dedicates a tender ballad to his inflatable rubber love doll, you must realize that this band has to be judged by a different set of standards.

Alas, as is the problem with so many show bands, Balcones Fault also needs to eat, and for that they need the commercial attention that they can only get through increased airplay and critical acclaim, which leads to the bookings which seem to invariably win over the assembled curious. But if the unsuspecting public continues to wolf up copies of their pop-styled single "Take Me Home," the band just might be able to keep on having fun, entertaining their growing cult and take home a few bucks to boot.

Balcones Fault opened for Jimmy Rabbitt, a local AOR disc jockey who heads up a progressive country rock band Renegade. Though Rabbitt's antics are entertaining, his voice is something short of amazing but his band is an incredibly talented group of individual standouts including Matthew and Danny Moore, Gayle McCormick and ace guitarist Jerry Zaremba, who plays such a hot guitar that his case must be made of asbestos.

chuck comstock

Loretta Lynn Conway Twitty Eddie Rabbitt

ANAHEIM CONVENTION CENTER, ANAHEIM, CALIF. — The dynamic duo of country music went through almost 40 songs in their crowd-pleasing sets including the four songs which they performed together.

Backed by the five-piece Twitty Birds, Conway preceded Loretta with a 40-minute segment in which he went through country standards, his own hits as well as interpretations of new material.

He also had much of the predominantly female audience enthralled by his good looks and smooth vocal style. With infrequent pauses between numbers, Twitty moved briskly from one song to the next in an almost medley fashion.

His western swing version of the classic "Wolverton Mountain" stood out, as did his particularly effective handling of "It's Only Make Believe," and Kris Kristofferson's "Why Me Lord." The latter two songs were enhanced by Twitty's dramatic, clenched-fist delivery.

Like Twitty, Loretta Lynn moved rapidly from song to song, getting in as many of her hits as possible in the 45 minutes she was on stage.

As with the best singers in other fields, Loretta knows how to use her natural phrasing to its greatest advantage. She knows just how long to sustain notes to build tension, when to abruptly cut them off for impact and when to use her unmistakable vibrato for added dimension.

In some spots, her vocals were lost as the result of a poor sound mix, but it didn't occur often enough to detract significantly from the overall quality of the show.

She has a more open stage manner than Twitty and developed a rapport with the crowd by telling brief stories of her now famous childhood as a coal miner's daughter. She also acknowledged Patsy Cline, who she has long admired as the world's greatest country singer, by including a five-song medley of tunes made famous by the late performer.

She was joined by Conway for four songs near the end of the show, one of which was an infectious version of the duo's most recent single, "I Can't Love You Enough."

Eddie Rabbitt opened the show with several of his catchy hits which ride the border of country and country rock. He also touched on rockabilly and a rare reggae-flavored country ballad. A blistering rendition of "Orange Blossom Special" highlighted Rabbitt's portion of the show.

randy lewis

ken terry

Tangerine Dream

THE GREEK THEATRE, LOS ANGELES — Tangerine Dream, the German avant-garde trio which took advice from Salvador Dali and decided to expand the doors of music, provided an eager summer crowd with one of the most intriguing and absorbing concert dates of the summer.

While the group is generally known as a progressive musical force that trades on extreme expertise in programming and playing synthesized music that is not readily absorbed, their Greek Theatre performance was much more accessible than their Santa Monica Civic Auditorium date three months earlier.

While Tangerine Dream does not play songs (they do not have a vocalist) or repeat exactly melodic lines initiated on earlier performances or records (they feel a repeat would not be an accurate statement of where they are presently, and would only serve to foster a dishonest impression), they occasionally dish up an echo of previous selections. One that the crowd interpreted as being close to the theme from "The Sorcerer" received a thunderous round of applause.

And visual effects that had been somewhat strained to hold attention at their Civic date, were revamped and seemed all the more improved for the move to an outdoor venue.

As good as the visuals were, Tangerine Dream was more than capable of holding the crowd spellbound. The relentless rhythms and carefully constructed synthesized melodies built layer upon layer in the few selections, each of long length by pop standards, into mood-altering pieces that visibly moved the crowd.

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P/M Focuses On Monument Label At Promo Meeting

CHICAGO — The second annual Mercury Records National Promotion Meeting, which concluded recently at the Marriott Lincolnshire resort here, was highlighted by an audio/visual presentation which chronicled the 17-year history of the Monument label.

The entire promotion, publicity and sales force of Mercury, as well as visitors from Polydor, Ltd. in Canada, Phonogram International in Holland and Phonogram, Ltd. in England, were on hand to view the presentation, which focused on successful label artists such as Roy Orbison, Dolly Parton, Kris Kristofferson and Charlie McCoy.

Monument Records joined Phonogram for distribution and marketing recently.

The six-album August release roster for Phonogram Inc. Mercury Records was unveiled following the presentation. Topping the list of new LPs is "A Farewell To Kings," a new album by Rush which is scheduled for release late this month.

Also slated for release are: "Bad Reputation" by Thin Lizzy; "Secrets" from Con Funk Shun; "Reba McEntire" by the country artist of the same name and Patrick Gleeson's electronic interpretation of the music from "Star Wars."

Mercury executives outlined the marketing plans for each new release.

Karma To Open Two Retail Units In Two Months

by Mark Mehler

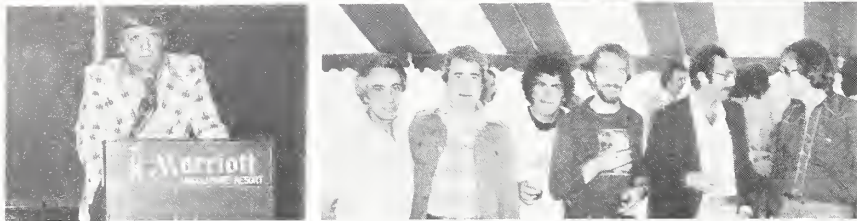
NEW YORK — Karma Records will open its seventh and eighth retail record stores over the next two months, in Louisville, Kentucky and Fort Wayne, Indiana, respectively. This is the chain's first expansion since Karma opened a 9,000-square-foot "superstore" in its "hometown" of Indianapolis earlier this year (*Cash Box*, February 19).

The planned 5,000-square-foot free standing Louisville unit, the second Karma store in the city, will feature, in addition to records and tapes, an extensive line of car stereo equipment, accessories and paraphernalia.

The freestanding Fort Wayne outlet will be Karma's first in that market, although more Fort Wayne openings are currently being considered. It will be 7,000 square feet in size and will be modeled along the same merchandising lines as the Louisville operation.

The total number of Karma units is now 10, including two audio shops bearing the Karma name, neither of which carries records. Five more store openings have been slated for 1978.

The Indianapolis-based retail chain is owned by Father's & Sun's, a major midwest one-stop. The retail operation has recently been moving in the direction of larger, more elaborate stores, with wider spreads of merchandise.



PHONOGRAM/MERCURY PROMOTION MEET — Phonogram/Mercury Records recently held its second annual national promotion meeting at the Marriott Lincolnshire resort in Chicago. The meeting, which was attended by the entire promotion, publicity, and sales force of the labels, was highlighted by a film presentation of the Monument Record label, which recently joined Phonogram for distribution and marketing. Shown in the top row of photos (l-r) are: Mac McIntyre, Mercury label publicist in England from McIntyre-Massey Associates; David Hofstede, artist promotion manager for Phonogram International in Baarn, Holland; Russ Curry from Phonogram Ltd., in England; Gerry Hoff, west coast A&R director, and Steve Datz, east coast A&R director; and at the podium David Carrico, vice-president/national promotion. In the bottom row of photos (l-r) are: Fred Foster, president of Monument Records at the podium; and Jerry Armour, Philadelphia promotion manager; Harry Losk, national sales director; Mike Rizk, Cincinnati promotion manager; McIntyre; Jules Abramson, senior vice-president/marketing, and Gerry Hoff, west coast A&R director.

TV Packagers Flourish Despite Competition; Record Retailers, Manufacturers Benefit

(continued from page 32)

royalties. Third, if the packaging company declares bankruptcy, the licensed master might end up in the hands of a receiver or even a pirate.

These uncertainties aside, record companies view TV package sales as a risk-free source of income. Either they can sell a package outright, basing production on orders from packagers, or they can rake in licensing fees without incurring any additional costs. In neither situation do they have to lay out money to buy TV time, which is the biggest cost involved in this type of marketing.

"It is found money for us and for the artist," the Capitol spokesman stated. "The amount of profit per record might be smaller (than it is on the company's regular product), but if you get a large guarantee, and you don't have any risks or costs, it's hard to turn down."

Another record company executive noted that, while income from TV packagers is a small percentage of his label's total revenues, it is significant. "This year, on two or three packages, we've gotten close to a half a million dollars."

On the other hand, Dr. Ekke Schnabel, vice president of business affairs for the Polygram record group, felt that income from TV packagers was fairly unimportant. "Considering that their major volume is made with hit material, rather than with catalogs or with records that don't make it

to the top 25, I think that the income is not overwhelming. It's additional income, but I don't think any record company would go to its knees if they didn't have it."

Schnabel was similarly skeptical about claims that the packagers' massive ad campaigns help boost catalog sales of albums by artists included in their compilations. "I would say that it probably has neither a positive nor a detrimental effect."

However, the Capitol spokesman stated that "we feel there is promotional value in getting your artist on TV. That's expensive time, and it would cost us a lot of money if we tried to do it ourselves."

A source at another label went even further. "Anything that promotes the sale of records in general helps the entire industry. Anytime you get someone to go into key outlets, they're not only going in there for one record, they look around and find other records."

This view was strongly supported by Staley. Asked whether he thought that customers who were drawn into Woolworth's by TV package ads might also buy other LPs, he replied, "That's one of the main reasons why we run them. Hopefully they'll come in and buy something else." He added that, according to his company's research, these are customers who normally wouldn't head for a record department.

Capitol's 'Tower' Used For Direct To Disc LP

LOS ANGELES — A live in-studio recording session at Capitol Records' "Tower" Recording Studios here recently marked the first time a major recording studio has been used for a direct-to-disc recording since the advent of recording tape in the late 1940s. On July 11 and 12, Les Brown and his band used the Capitol studios to record a direct disc for The Great American Gramophone Company.

Wally Heider co-engineered the project along with Capitol's Hugh Davies.

Glen Glancy, president of Great American Gramophone, revealed that his next project will take place at the Capitol facility on August 15 and 16 where the Glen Miller Orchestra will record the second direct disc for the label.

LOOKING AHEAD

- 101 **BABY LOVE**
(Salsongs — ASCAP)
MOTHER'S FINEST (Epic 50407)
- 102 **LET'S CLEAN UP THE GHETTO**
(Mighty Tree — BMI)
PI ALL STARS (Phila. Intl./CBS 3627)
- 103 **A NEW WAY TO SAY I LOVE YOU**
(Irving Music Inc. — BMI)
DRIVER (AM 1966)
- 104 **EXODUS**
(Bob Marley/Aimo — ASCAP)
Bob Marley AND THE WAILERS
(Island 089)
- 105 **OH LET ME KNOW IT**
(Sherlyn — BMI)
SPECIAL DELIVERY (Shield/TK 6307)
- 106 **IF I HAVE TO GO AWAY**
(Belsize — ASCAP)
JIGSAW (20th Century 2347)
- 107 **YOU LIGHT UP MY LIFE**
(Big Hill Music Corp. — ASCAP)
DEBBIE BOONE (WB 8446)
- 108 **I'LL BE LEAVING ALONE**
(Hall Clement/Maple Hill/Vogue — BMI)
CHARLEY PRIDE (RCA 10975)
- 109 **WE NEVER DANCED TO A LOVE SONG**
(The Manhattans/Blackwood — BMI)
THE MANHATTANS (Columbia 3-10586)
- 110 **KENTUCKY MORNING**
(Silver Blue Music ASCAP)
AL MARTINO (Capitol 4444)



MANHATTAN DEBUTS — Ramona Brooks, the first artist signed to Manhattan Records, recently performed at Reno Sweeney's in New York. Included in her set was "Skinny Dippin"; scheduled to be the first single released by the label. Pictured at Reno's are (from left) Charles Koppelman, president of Manhattan Records; Ramona Brooks; Martin Banerjee, executive vice president of Manhattan Records; and John Miller and Neil Portnow, producers of "Skinny Dippin'."

ment. Warren Sholsted, head record buyer for Sears, Roebuck and Company, agreed with this assessment. "You get them into the store, and there's a likelihood they'll buy something else."

No Conflict With Current Product

With many TV packages that feature recent hits being sold at retail, the possibility exists that they could actually compete with records produced by the very companies which licensed these hits to package firms. Especially if they are disco tracks, which have a built-in obsolescence, the items in question could still be on the charts. Nevertheless, both manufacturers and packagers maintained that this is the exception rather than the rule.

"What we give the TV packagers is never in competition with our first-line product," declared one record company executive. "Either it's stuff that's coming off the charts, or it's old material. We're very tight with what we give to TV packagers." He added that if a cut is licensed to a package firm while still on the charts, it would not be in the top 50.

Similarly, according to Schnabel, Mercury and Polydor will not license a single or an album track to a packager until it has already sold "80-90% of what we expect it to do."

In general, therefore, most compilations of current hits do not include anything that is very hot at the moment. The majority of the songs licensed by Ronco, for example, have been off the charts for six to nine months. "Sometimes we pick one on the charts when we're running it," Culberg said, "but that doesn't happen too often."

Strong Packages In All Fields

According to Staley and Sholsted, rock and disco packages move better at retail than any other kind of TV package. Staley felt that after current rock/pop, country compilations sell second best, with soul coming in third. "Once in a while," he added, "an MOR package really takes off." In addition, both buyers stated that compilations of hits by several artists generally do better than "best of" LPs by single artists.

Packagers, however, took the view that any kind of package can succeed if the

(continued on page 54)

RETAIL LP SELLING PRICES

Atlanta

No ads appeared in the Sunday *Atlanta Journal and Constitution*.

Baltimore

At **Korvettes** (4 locations), these features: multi-label sale (including Columbia, Motown, Atlantic, UA, Mercury, Polydor, London, CTI and Island) for \$3.99/\$5.99 tape, all \$7.98 list LPs on these labels for \$4.99/\$5.99 tape; eight "specials," including the latest LPs by Neil Young, Donna Summer, Peter Frampton, Daryl Hall and John Oates, Heart, Kiss and Barbra Streisand, and Barry Manilow's "Tryin' To Get The Feeling" (all \$7.98 list), for \$3.99; the soundtrack to "Star Wars" on Casablanca for \$3.64; the latest LPs by Smokey Robinson and Jermaine Jackson for \$3.64; the latest releases by Judy Collins and (both 2 LPs/\$9.98 list) for \$5.88; the soundtrack to "New York, New York" (2 LPs/\$11.98 list) for \$6.99; and the "Beatles Live At The Star Club" (2 LPs/\$13.98 list) for \$8.99. At **Two Guys** stores, the latest release by Shaun Cassidy for \$3.49 and the latest LP by the Bay City Rollers (\$7.98 list) for \$4.29. At **Record and Tape Collector** (5), the latest release by Judy Collins (2 LPs/\$9.98 list) for \$7.16/\$8.75 tape, tied to upcoming concert appearance. (Sunday *Baltimore Sun*).

Boston

At **The Coop** (3 locations) these features over two pages: all Angel releases (\$7.98 list) for \$4.89; all Seraphim releases (\$3.98 list) for \$2.37; latest album by the Grateful Dead on Arista (\$7.98 list) for \$4.89; Norman Connors catalog on Buddah for \$3.89. At **Strawberries** (4), these features over two pages: the latest album by the Brothers Johnson on A&M for \$3.69; the latest albums by Supertramp and Rita Coolidge on A&M for \$3.89; the latest albums by Pablo Cruise and Chuck Mangione on A&M for \$3.99; the latest album by Peter Frampton (\$7.98 list) for \$4.69; and the latest album by Cat Stevens (\$7.98 list) for \$4.89. Six Columbia albums, including Dave Mason's "Certified Live" (2 LPs/\$7.98 list) and the latest album by Heart (\$7.98 list) for \$4.69; and the Dave Mason catalog on Columbia for \$3.99. At **Music City** (2), the latest albums by James Taylor, Heart, and The Grateful Dead (\$7.98 list) for \$4.89; the soundtrack to "Star Wars" (\$8.98 list) for \$5.99; and the latest albums by the Emotions, Peter McCann and Johnny Guitar Watson for \$3.89. At **Jordan Marsh** stores, the soundtrack to "New York, New York" (2 LPs/\$11.98 list) for \$7.48. At Radio Shack stores, "Put The Hammer Down" on Realistic for \$2.99/\$3.49 tape. (Boston *Sunday Globe* and the Boston *Phoenix*, August 9).

Chicago

At **Downtown Records** (5 locations) the Cleo Laine catalog on RCA Records (\$6.98 list) for \$3.89. (Chicago *Sun-Times* and the Sunday *Chicago Tribune*).

Cincinnati

At Radio Shack stores, same ad with the identical features and prices that appeared in Boston. (Sunday *Cincinnati Enquirer*).

Cleveland

At **Record Theatre** (7 locations), these features: the Houston Grand Opera recording of "Porgy and Bess" on RCA Red Seal (3 LPs/\$23.98 list) for \$14.98, tied to album giveaway contest; and the latest LP by Gladys Knight for \$3.98/\$4.98 tape. At **Recordland** (7), the Engelbert Humperdinck catalog on CBS for \$2 off" LP or tape. At **Radio Shack** stores, same ad with the identical features and prices that appeared in Boston. (The *Cleveland Plain Dealer*, August 5 and 7).

Dallas

At **Target** (5 locations), 19 albums (\$7.98 list), including the latest LPs by Steve Miller, Cat Stevens, James Taylor, Kiss, Neil Young, Yes and Fleetwood Mac for

\$4.99, eight albums, including the latest LPs by Olivia Newton-John, Bob Seger, Dan Fogelberg and Shaun Cassidy, for \$3.99; and the latest LPs by Barry Manilow and the Bee Gees (both \$11.98 list) for \$9.99 (Sunday *Dallas Times-Herald* and the *Dallas Morning News*).

Detroit

At **Korvettes** (5 locations), same ad with the identical features and prices that appeared in Baltimore. At **Radio Shack** stores, same ad with the identical features and prices that appeared in Boston. (Sunday *Detroit News*).

Houston

No ads appeared in the Sunday *Houston Chronicle*.

Kansas City

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

Los Angeles

At the **Wherehouse** (44 locations), the following features: classic sale (including Angel, Columbia Masterworks, RCA Red Seal, Philips, Deutsche Grammophon, all \$7.98 list) for \$4.77; all Seraphim, Odyssey, Victrola and Gold Seal budget classical releases (\$3.98 list) for \$2.33; the latest release by Heart (\$7.98 list) for \$4.77 LP or tape; the latest release by the Bee Gees (2 LPs/\$11.98 list) for \$7.19/\$7.79 tape; and the latest release by Andy Gibb for \$3.96/\$4.77 tape. At **Music Plus** (15), United Artists and GRT tape sale featuring 8-track or cassettes at \$4.59 per \$7.98 list, \$6.59 per \$9.98 list, \$7.59 per \$11.98 list. At **Licorice Pizza** (17), the latest release by Barbra Streisand (\$7.98 list) for \$4.69/\$4.99 tape; the soundtrack to "A Star Is Born" (\$8.98 list) for \$5.69/\$5.99 tape; and "Barbra Streisand's Greatest Hits" for \$3.69/\$4.99 tape. At **Two Guys** stores, sale on six RCA 8-track and cassette tapes, including releases by Waylon Jennings, Elvis Presley, the Whispers, Silver Convention, Lonnie Liston Smith and Carol Douglas, for \$4.69 each. (Sunday *Los Angeles Times*).

Miami

No ads appeared in the Sunday *Miami Herald*.

New Orleans

At **Smith's Record Centers** (3 locations), nine Columbia albums (\$7.98 list), including the latest LPs by Ted Nugent, James Taylor, Emotions and Heart, price not listed. (Sunday *Times-Picayune*).

New York

At **Korvettes** (30 locations), these features over two pages: all-label sale for \$3.99/\$5.99 tape; all \$7.98 list LPs for \$4.99/\$5.99 tape; 10 "specials," including the latest LPs by the Trammps, Brainstorm, the Brothers Johnson, LTD, Shalamar, Carrie Lucas, Norman Connors, the Crusaders, O'Jays and Gladys Knight, for \$2.99; the latest LPs by Donny Osmond and the rest of the Donny and Marie catalog on Polydor for \$3.64; the latest E/A LPs by Andrew Gold, Sergio Mendes and Bernie Leadon/Michael Georgiades Band for \$3.64; and latest LP by the Graeme Edge Band for \$3.64; the latest LPs by Barry Manilow, Bee Gees and Moody Blues (all 2 LPs/\$11.98 list) for \$5.99; the "Beatles Live At The Star Club" (2 LPs/\$13.98 list) for \$8.99; the soundtrack to "Star Wars" (\$8.98 list) for \$4.99; all Seraphim and Nonesuch classical LPs (\$3.98 list) for \$2.29; all Angel and DG and Connoisseur Society (\$7.98 list) for \$4.88; and the Latest LP by Yes (\$7.98 list) for \$4.49/\$5.99 tape, tied to recent Madison Square Garden appearances. At **Jimmy's Music World** stores, the latest LP by Burton Cummings for \$3.99/\$4.99 tape, tied to his upcoming area appearance. At **Sam Goody** (17), these features over two pages: all-label sale on classical LPs and movie sound-track and Broadway show albums for \$3.94/\$5.49 tape, all \$7.98 list LPs in these categories for \$4.94/\$5.49 tape; the latest LP by the Grateful Dead (\$7.98 list) for \$4.94; the soundtrack to "New York, New York" (2 LPs/\$11.98 list) for \$7.94; War's "Platinum Jazz" (2 LPs/\$9.98 list) for \$6.94; "The Greatest Hits Of The Four Seasons" (4 LPs) for \$7.95; the latest LP by Albert Finney for \$3.94; three Perry Como catalog LPs for \$3.94; and "Perry Como: A Legendary Performer" (\$7.98 list) for \$4.94. (Sunday *New York Times*).

Philadelphia

At **Sam Goody** (10 locations), same all-

label sale with the identical features and prices that appeared in New York; plus the latest LPs by Donny Osmond, McCoo/Davis, Rainbow and Buckingham/Nicks for \$3.99. At **Korvettes** (5), same ad with the identical features and prices that appeared in Baltimore except that the latest LP by Cat Stevens (\$7.98 list) is included as a "special" for \$3.99, while Kiss' "Love Gun" (\$7.98 list) is \$4.49; and the "Star Wars" LP on Casablanca is not included. At **Two Guys** stores, same ad with the identical features and prices that appeared in Baltimore. At **Radio Shack** stores, same ad with the identical features and prices that appeared in Boston. (Sunday *Philadelphia Inquirer* and the Sunday *Philadelphia Bulletin*).

Pittsburgh

At **National Record Mart** stores, these features: nine releases, including the latest LPs by the Isley Brothers, Roy Ayers, Johnny Guitar Watson, Pablo Cruise, the Emotions and Floaters, for \$3.99; and 21 releases, including the latest LPs by Ronnie Laws, Yes, Neil Young, James Taylor, Ted Nugent, Peter Frampton, Kansas, Alan Parsons, Marshall Tucker, Foreigner, Kiss, Fleetwood Mac and the Eagles (all \$7.98 list), for \$4.99. (Sunday *Pittsburgh Press*).

Portland

No ads appeared in the Sunday *Oregonian*.

St. Louis

At **Venture** stores, these features: the latest LPs by Shaun Cassidy and Olivia Newton-John for \$3.98/\$4.98 tape; and the latest LPs by Richard Pryor and Alan Parsons (\$7.98 list) for \$4.98 per LP or tape. At **Stix, Baer and Fuller** stores, the Chuck Mangione catalog on A&M, price not included. At **Target** (6 locations), same ad with the identical features and prices that appeared in Dallas. (Sunday *St. Louis Globe-Democrat* and the *St. Louis Post-Dispatch*, August 4 and 7).

San Diego

At the **Wherehouse** (11 locations), same ad with the identical features and prices that appeared in Los Angeles. (Sunday *San Diego Union*).

San Francisco

At the **Wherehouse** (19 locations), same ad with the identical features and prices that appeared in Los Angeles. (Sunday *San Francisco Examiner & Chronicle*).

Seattle

No ads appeared in the Sunday *Seattle Times*.

Tulsa

At **Target**, same ad with identical features that appeared in Dallas. (Sunday *Tulsa World*).

Washington

At **Discount Record and Book Shop** (3 locations), 12 DG classical LPs, including "Friedler And The Boston Pops Play Strauss" (all \$7.98 list), for \$5.50 per disc. At **Korvettes** (4), same ad with the identical features and prices that appeared in Baltimore. At **Waxie Maxie** (15), "grand opening sale" on 24 releases, including the latest LPs by Shaun Cassidy, Waylon Jennings, Albert Finney, Stephen Bishop, McCoo/Davis, Rita Coolidge, LTD, Heatwave, Bob Seger and Little River Band, for \$3.99/\$5.49 tape; 20 releases, including the latest LPs by Marshall Tucker, Fleetwood Mac, the Commodores, Ted Nugent, Barbra Streisand, Carole King, Peter Frampton, Bay City Rollers, Yes, CSN, AWB and Alan Parsons (all \$7.98 list), for \$4.99/\$5.49 tape; and the latest releases by Barry Manilow (2 LPs/\$11.98 list) for \$7.47/\$8.47 tape. (Sunday *Washington Post*).

(All information in the above chart gathered from August 7 editions unless otherwise indicated.)



STIGWOOD SALUTES GIBB — The Andy Gibb Band's national tour was kicked off recently with a party at the new Rats Studio in Los Angeles where the group has been rehearsing. Robert Stigwood, chairman of the board of The Stigwood Group, Ltd., was on hand for the celebration and to congratulate Gibb for the success of his debut single "I Just Want To Be Your Everything" on RSO Records. Pictured seated (l-r) are: Robert Stigwood; Gibb and RSO Records president Al Coury. Shown standing (l-r) are: Bob Smith, national promotion manager for RSO/Island promotion; Janis Lundy, executive assistant to Coury and Rich Fitzgerald, vice president of national promotion for RSO/Island promotion.

Cash Box Country

Grand Ole Opry From Boston Receives Statewide Support

by Lola Scobey

NASHVILLE — What began as one performance of the "Grand Ole Opry from Boston Garden," starring 18 Opry acts, has expanded to a plethora of activities endorsed by the governor of Massachusetts, the mayor of Boston and Boston's Department of Cultural Affairs.

The main show, to be held in the 15,000-seat Boston Gardens, October 6 at 8 p.m., is promoted by Sound City Promotions of Cambridge and will be carried on an ad hoc national radio network.

In addition, on the day of the show there will be a morning motorcade for the performers through Boston to the City Hall Plaza, where several of the artists will give a free 30-minute performance. Then there will be a luncheon open to the public followed by a 4 p.m. matinee show.

The matinee will be a full two-and-a-half hour concert and will have the same ticket prices as the evening performance: \$15, \$10, \$8 and \$6.

Broadcast Network

The radio network was described by Doug LaValley of Sound City as similar to the ad hoc network recently set up by ABC/Dot Records in Nashville to broadcast a concert of its performers from Carnegie Hall. LaValley stated that there are currently 130 country stations "from Maine to California" committed to airing the full broadcast live.

Boston's Department of Cultural Affairs

has designated the show as a cultural event portraying "Americana." LaValley said. Boston Mayor Kevin White will proclaim October 6 "Grand Ole Opry Day" in Boston, and Governor Michael Dukakis will make a similar proclamation for the state of Massachusetts.

Opry talent scheduled to appear on the show includes: Wilma Lee Cooper, Jimmy Dickens, David Houston, Grandpa Jones and Ramona, Charlie Louvin, Ronnie Milsap, Bill Monroe, Stu Phillips, Jean Shepard, Ralph Sloan and the Tennessee Travelers, Hank Snow, Justin Tubb, Billy Walker, Charlie Walker, Willis Brothers, Del Wood and Marion Worth. Most of the performers are bringing their own bands.

Also performing will be Buzz Whittica, Sound City Records artist Dave Moody, and LaValley, who performed on the Wheeling Jamboree from 1962-66.

Veteran announcers Grant Turner, who recently retired from the Opry, and Nashville's Ralph Emery will emcee.

"I have played Boston many times in the past," LaValley told **Cash Box**, and have seen the response given country music artists as well as the strong activity in night

(continued on page 56)

Capitol Records Restructuring Its Country Division

by Carmen Adams

NASHVILLE — In a move to create "a greater impact" in country music promotion and marketing, Capitol Records' newly appointed national country promotion director Ed Keeley has transferred from his post in Nashville, where he's served as national country field manager for the past 2½ years, to the Capitol Tower headquarters in Los Angeles.

Frank Jones, divisional vice president and general manager, stated, "Capitol's realignment is a strategy to reemphasize their dedication to country music and their roster. The move does not in any way reflect a retreat."

By maintaining both the country promotion and marketing directors in Los Angeles, Capitol hopes the operation will be strengthened by its proximity to the home office. In addition, Vince Cosgraves,

(continued on page 56)

Top 50 Country Albums

		Weeks On 8/13 Chart	Weeks On 8/13 Chart
1	OL' WAYLON WAYLON JENNINGS (RCA APL1-2317)	1 15	
2	TO LEFTY FROM WILLIE WILLIE NELSON (Columbia KC 34695)	3 20	
3	DYNAMIC DUO CONWAY TWITTY & LORETTA LYNN (MCA 2278)	5 8	
4	MOODY BLUE ELVIS PRESLEY (RCA AFL1-2428)	6 6	
5	CHANGES IN LATITUDES — CHANGES IN ATTITUDES JIMMY BUFFETT (ABC AB 990)	4 22	
6	KENNY ROGERS (United Artists UA LA 689G)	2 20	
7	RAMBLIN' FEVER MERLE HAGGARD (MCA 2267)	7 10	
8	WE MUST BELIEVE IN MAGIC CRYSTAL GAYLE (United Artists UA-LA 771G)	11 6	
9	RABBIT EDDIE RABBITT (Elektra 7E-1105)	10 8	
10	NEW HARVEST . . . FIRST GATHERING DOLLY PARTON (RCA APL1-2188)	9 24	
11	SLIDE OFF OF YOUR SATIN SHEETS JOHNNY PAYCHECK (Epic KE 34693)	12 9	
12	THE BEST OF FREDDY FENDER (ABC/Dot DO 2079)	8 15	
13	FIRST CLASS MICKEY GILLEY (Playboy/CBS KZ 34776)	13 10	
14	A MAN MUST CARRY ON JERRY JEFF WALKER (MCA 2-6003)	15 12	
15	MAKING A GOOD THING BETTER OLIVIA NEWTON-JOHN (MCA 2280)	19 5	
16	PRACTICE MAKES PERFECT JOHNNY RODRIGUEZ (Mercury SRM 1-1144)	16 10	
17	THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON JESSI COLTER/TOMPALL GLASER (RCA APL1-1321)	17 33	
18	SONGS OF KRISTOFFERSON KRIS KRISTOFFERSON (Columbia PZ 34687)	18 14	
19	LIVE BILLY "CRASH" CRADDOCK (ABC/Dot DO-2082)	20 5	
20	SHE'S JUST AN OLD LOVE TURNED MEMORY CHARLEY PRIDE (RCA APL1-2261)	21 19	
21	LUXURY LINER EMMYLOU HARRIS (Warner Bros. WBS 2298)	22 29	
22	LOVERS, FRIENDS & STRANGERS BARBARA MANDRELL (ABC/Dot DO-2076)	23 10	
23	MIRRIAM JESSI COLTER (Capitol ST-11583)	25 5	
24	IN PRISON IN PERSON SONNY JAMES (Columbia KC 34708)	24 7	
25	BEFORE HIS TIME WILLIE NELSON (RCA APL1-2210)	14 15	
26	I REMEMBER PATSY LORETTA LYNN (MCA 2265)	26 16	
27	FARGO COUNTRY DONNA FARGO (Warner Bros. BS 2996)	27 23	
28	SOUTHERN NIGHTS GLEN CAMPBELL (Capitol SO 11601)	28 24	
29	LINDA RONSTADT'S GREATEST HITS (Asylum 7E-1092)	31 34	
30	CAROLINA DREAMS THE MARSHALL TUCKER BAND (Capricorn/WB CPK 0180)	30 20	
31	WAYLON LIVE WAYLON JENNINGS (RCA APL1-1108)	32 37	
32	CRYSTAL CRYSTAL GAYLE (United Artists LA 614G)	33 52	
33	THE BEST OF MOE BANDY VOL. 1 (Columbia KC 34715)	29 7	
34	DAYTIME FRIENDS KENNY ROGERS (UA LA 7546)	— 1	
35	PLAY, GUITAR PLAY CONWAY TWITTY (MCA 2262)	35 19	
36	SMOKEY AND THE BANDIT ORIGINAL SOUNDTRACK (MCA 2099)	39 4	
37	SONGS I'LL ALWAYS SING MERLE HAGGARD (Capitol SWBB 11531)	34 14	
38	TILL THE END VERN GOSDIN (Elektra 7E-1112)	45 3	
39	THE RED HEADED STRANGER WILLIE NELSON (Columbia KC 33482)	43 4	
40	BOBBY BORCHERS (Playboy/CBS KZ 34829)	42 3	
41	LET'S GET TOGETHER TAMMY WYNETTE (Elektra KE 34694)	36 10	
42	YOUR PLACE OR MINE GARY STEWART (RCA APL1-2199)	37 18	
43	ALL-TIME GREATEST HITS VOL. 1 GEORGE JONES (Epic KE 34692)	38 7	
44	ANYTIME . . . ANYWHERE RITA COOLIDGE (A&M SP 4616)	44 3	
45	COUNTRY SWEET STELLA PARTON (Elektra 7E-1111)	46 2	
46	THE RAMBLER JOHNNY CASH (Columbia KC 34833)	47 2	
47	BEST OF THE STATLER BROTHERS (Mercury SRM 1-1037)	48 26	
48	RONNIE SESSIONS (MCA 2285)	49 2	
49	THE COUNTRY AMERICA LOVES STATLER BROS. (Mercury SRM 1-1125)	— 1	
50	RONNIE MILSAP LIVE (RCA APL1-2043)	— 1	



COUNTRY KICKIN' — Elektra/Asylum recording artists Stella Parton and Carmol Taylor recently performed at the grand opening of the Nashville East ballroom near Philadelphia. More than one thousand country music fans attended the show, which was tied-in with E/A's current "Kicks In The Country" promotional campaign. Radio stations WRCP and WJJC also participated by giving away t-shirts, belt buckles, albums and jeans outfits. Pictured (l-r) are: Norm Osborne, national promotion director, E/A country, Nashville; Irv Brusso, E/A regional sales manager, New York; Stella Parton; Joe Baltzell, E/A regional

promotion representative, Philadelphia; Carmol Taylor; Ralph Ebler, E/A general manager, east coast; Dick Lemke, E/A regional promotion representative, New York; and Mitch Kanner, E/A local promotional representative, New York; J.B. Carmicle, **Cash Box** east coast general manager; Taylor, and Parton; Jan Rhees, E/A country sales coordinator; Lemke; Carmicle; Taylor; Baltzell; Parton; and Mike Suttle, E/A country marketing director, Nashville.

GOOD N' CONWAY

Good Times Coming Your Way! Come celebrate with us...
we're having a Conway Twitty celebration. Check for details with
your local MCA representative. And to start the festivity
here's his newest album...

**CONWAY
TWITTY**

**I'VE ALREADY
LOVED YOU
IN MY MIND**



MCA-2293

Produced by Owen Bradley

MCA RECORDS

"LADY"

3-10587



DRIVING "THE RAMBLER" HOME.
ON COLUMBIA RECORDS.

KC 34833*

Produced by Charlie Bragg and Jack Routh. *Also available on tape.

 COLUMBIA  MARSDEN  CBB

Country Singles Reviews - Album Reviews

DON WILLIAMS (ABC-Dot DO-17717)

I'm Just A Country Boy (3:07) (Folkway Music Pub. — BMI) (Marshall Barer/Fred Brooks)
Possibly the best ever from Don and sure to please all age groups at pop, country and MOR levels. Ordinary background work, but smooth Williams vocals.

BILLIE JO SPEARS (United Artists UA-XW1041)

Too Much Is Not Enough (2:13) (Hungry Mountain Music — BMI) (K. O'Dell)
The string arrangements included in Bill Justis' and Larry Butler's production highlight this single, while Billie Jo's vocal work flows very nicely.

JIM REEVES (RCA JH-11060)

Little Ole Dime (2:47) (Tuckahoe Music — BMI) (Jim Carroll)
This tune sounds as fresh as if it were cut yesterday and is a sure chart record to follow Reeves' recent "It's Nothing To Me."

MERLE HAGGARD (Capitol P-4477)

A Working Man Can't Get Nowhere Today (2:55) (Shade Tree Music — BMI) (Merle Haggard)
This song is a confirmation that Capitol has some great Haggard material still in the can. Very similar to his hit "Workin' Man Blues"

MARY MILLER (Inergi 1-300)

I Fall To Pieces (3:09) (Tree Pub. Co. — BMI) (H. Cochran)
From this release it's apparent that Mary has the potential of becoming a big female vocal star. And the newly formed Inergi label is out to prove that through a large advertising and promotional campaign.

Additional Releases

BUCK OWENS (Warner Bros. WBS 8433)

Our Old Mansion (2:42) (Al Gallico Music/Algee Music — BMI) (Norris D. Wilson/Carmol Taylor/George Richey)

BARBARA MANDRELL (ABC-Dot 17716)

Hold Me (2:54) (Gator Music — SESAC) (Glenn Ray)

FLOYD CRAMER (RCA JB-11065)

Coming Home (2:29) (Acuff-Rose Pub. — BMI) (Floyd Cramer)

MICHAEL CLARK (Capitol P-4474)

Drinkin Man's Blues (3:31) (Roger Miller Music — BMI) (Marcia Routh)

WAYNE CAGLE (Pair-A-Dice IRDA-422)

Best Years Of Her Life (2:28) (Warner Bros. Music — BMI) (Harlan Sanders/R.C. Bannon)

CLAUDE KING (True T-106-S)

Sugar Baby, Candy Girl (2:25) (Tackhammer Music/King Kountry — BMI) (C. King)

BOBBY WAYNE LOFTIS (Charta CH-111)

Sunny Day Lover (2:39) (Sandborn Music — ASCAP) (Charles W. Fields/Donald L. Riis)

MOST ADDED COUNTRY SINGLES

- WE CAN'T GO ON LIKE THIS — EDDIE RABBITT — ELEKTRA**
WIL, KFDI, KVET, KHAK, KXOL, KNUZ, WIRE, WVUJ, WCMS, WHOO, WXCL, KXLR, KFOX, KNIX, WSLC, WINN, KSON, WTSO, WMC, WUNI, WKDA, KEBL
- TOO MUCH IS NOT ENOUGH — BILLY JO SPEARS — UA**
KFDI, KD JW, KVET, KUZZ, WYDE, KIKK, KENR, WIRE, WKDA, WCMS, KNIX, KMPS.
- HEAVEN IS JUST A SIN AWAY — KENDALL — OVATION**
KRMD, KUZZ, WAMC, WHK, KNUZ, WIRE, WINN, WMC, KCKC, KMPC.
- WHY CAN'T HE BE YOU — LORETTA LYNN — MCA**
KHML, WUBE, WHK, KBOX, WERE, KCKN, KLAC, WRCP, KWJJ, KRAK.
- IT'S ALL IN THE GAME — TOM T. HALL — MERCURY**
KERE, KPOL, KCKN, WUNI, KRCP, KWJJ, KRAK, KAYO.

MOST ACTIVE COUNTRY SINGLES

- I'VE ALREADY LOVED YOU IN MY MIND — CONWAY TWITTY — MCA**
KAYO 27-17, WIL 35-25, KFDI Ex-50, WWVA 22-13, KD JW 35-12, KUZZ Ex-25, WUBE 28-19, WPOC 18-9, WJJD 23-17, WAME 21-17, WMAQ Ex-34, WONE 30-23, KERE Ex-22, KNUZ 31-17, KIKK 33-24, KENR 31-23, WIRE 32-26, KXLR 26-16, KLAC 38-29, WINN 9-4, WTSO 25-15, WUNI 20-14, KMPS 29-20, WKDA 9-3, WCMS 41-31, KNEW 26-15, WHOO 29-23, WXCL 31-25, WRCP Ex-20, KWJJ Ex-34, KRAK 30-20.
- DON'T IT MAKE MY BROWN EYES BLUE — CRYSTAL GAYLE — UA**
KAYO 15-10, KRMD 27-17, KFDI 27-15, WWVA 18-11, KD JW 21-8, KVET 13-7, WPOC 20-14, KHAK 20-15, WJJD 17-12, WHK 12-7, KHEY 19-13, KRAK 25-18, KXOL 19-13, KMPS 17-10, WVOJ 22-16, KFOX 21-12, WMC 11-5, WHN 8-4, WXCL 21-12, WRCP 18-13.
- Y'ALL COME BACK SALOON — OAK RIDGE BOYS — ABC/DOT**
KRMD 35-25, WIL Ex-36, KFDI 29-16, KD JW 43-31, WJJD 30-24, WAME Ex-28, KLAK 30-12, KXOL 24-17, KIKK 12-7, WIRE Ex-43, KFOX Ex-35, WTSO 40-26, WMC Ex-35, WHOO Ex-37, WXCL Ex-33, KWJJ 40-26, WSLC 42-24, KRAK 48-38, KMPS Ex-29, KVET 26-18, WUBE 18-7.



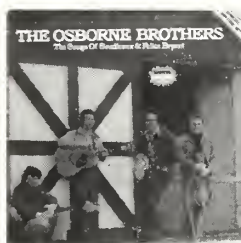
COUNTRY COMES TO CARNEGIE HALL — Hank Thompson, Freddy Fender, Roy Clark, Don Williams — ABC/Dot DO-2087/2 — Producers: Jim Foglesong, Huey P. Meaux, Uncle Mickey Moody — List: 8.98

The live recording of this historic concert of country music at Carnegie Hall is a collector's item of songs and performances that represent the outreach of this art form in the last few years. Hank Thompson leads off with his own brand of Texas swing. Freddy Fender's vocal performances include "Before The Next Teardrop Falls" and "Wasted Days And Wasted Nights". Roy Clark picks along with Buck Trent through "Banjo Buck" and demonstrates his guitar virtuosity on "Malanguena." Finally, Don Williams mellows the audience while cajoling their participation on "You're My Best Friend".



HARGUS "PIG" ROBBINS — COUNTRY INSTRUMENTALIST OF THE YEAR — Elektra 7E-1110 — Producer: Hargus "Pig" Robbins — List: 6.98

Rarely does a virtuoso instrumentalist rock you to your socks with a solo album, but Hargus "Pig" Robbins does just that. The blending of electronic keyboards with acoustic piano licks reminiscent of Floyd Cramer, and honky tonk pounding and gospel thrown in for good measure, makes for an overall pleasant experience.



FROM ROCKY TOP TO MUDDY BOTTOM — The Osborne Brothers — CMH Records CMH-9008 — Producer: Arthur Smith — List: 8.98

Subtitled "The Songs Of Felice And Boudieaux Bryant," these veteran bluegrass pickin' brothers combine their 25 years experience with the Bryants' catalog, which spans a career that began in the time of Hank Williams and continued through Kristofferson. In addition to pickin', the Osbornes can vocalize and style with the best. Songs like "Rocky Top," "Hey, Joe," "All I Have To Do Is Dream," "Just Another Dream I'll Have To Live Without" and "Love Hurts" make this two-record set a truly rewarding listening experience.

Country Roundup

Rumors to the effect that **Willie Nelson** is moving to Hawaii are false. But the red headed stranger has started camps in Malibu, Denver and maintains his hideout in Austin. Nelson's family band is en route east after a sold-out west coast tour with **Emmylou Harris** at the Circle Star in San Carlos, California and with **Jerry Jeff Walker** in San Diego and Santa Monica, California and at the **Alladin** in Las Vegas. He will appear with Ms. Harris at Municipal Auditorium in Nashville August 24.

Hank Williams, Jr. is back on the road from recording his next album in Muscle Shoals. August 6, **Hank** and the **Bama Band** played a pre-Talladega 500 concert at the race site in Talladega, Ala. before joining his producer, **Waylon Jennings**, and the **Wailors** in Jackson, Mississippi August 9 and New Orleans August 10.

There's a new book on **Hank Williams, Sr.** entitled "I Saw The Light," which tells the untold story of the gospel life of Hank Williams and contains some very rare photographs. The 200-page book is available through Green Valley Record Store, 50 Music Sq. West, Nashville, Tenn. 37203 for \$5.98 plus \$1 postage and handling.

The Nashville Songwriters' Association, International and WKDA presented a second annual showcase August 2 at **George Jones'** Possum Holler, featuring more than 40 of Nashville's finest songwriters. All proceeds benefit NSAI and its new Hall of Fame.

Diane Davidson, **Tracy Nelson** and **Townes Van Zandt** have been running a sold-out streak through the northwest, including dates at the Great American Music Hall in San Francisco, and clubs in Seattle and Portland. Labor Day weekend they will be the featured performers at Philadelphia **Mayor Rizzo's** Labor Day in the Park Concert following a date at the Lone Star in New York.

Producer **Eddie Kilroy** is at Fireside Studios this week working on sessions for Playboy recording artists **Mack Vickery** and **Bobby Borchers**.

George Jones performs at **Willie Austin's** Opry House August 12, then at the Tulsa Opry August 20. The **Merle Haggard** show at the Tulsa Opry July 23 was a sellout.

Mel Tillis spent August 9-12 in London to tape a special entitled "A Salute To The Beatles," scheduled for a Thanksgiving Day airing.

Freddy Fender headlines at Magic Mountain in Valencia, California August 16-21. While appearing there Fender will guest spot on the "Tonight Show" and tape **Merv Griffin's** and **Dinah's** shows.

Jody Miller has signed with the Brokaw-Gangwisch Public Relations firm. **James Talley** is now represented by **Michael Brovsky** for exclusive management representation.

In the wake of a sellout in Durant, Oklahoma, **Sammi Smith** is taking her new rodeo company to the Fairgrounds Coliseum in Dallas for dates on August 26-27.

Jacky Ward is set for a week-long engagement at the Minnesota State Fair, August 31-September 5 in St. Paul.

WNN radio's **Lee Arnold** emceed a live broadcast of **Tammy Wynette's** concert in Central Park July 18. The hour and a half show was carried live by WNN as part of its Summer Festival of Live Music.

During the week of July 25, WBOS in Milwaukee offered listeners a chance to win "Crystal" by shattering crystal. Once an hour, on the hour, listeners had a chance to sing a line from any **Crystal Gayle** hit. If their singing shattered the crystal in the station a la the Memorex TV commercial, they won a copy of the new Crystal Gayle album "We Must Believe In Magic." Those who did not sing well enough to shatter the crystal received a copy of her single "Don't It Make My Brown Eyes Blue."

Jerry Clower and wife **Homerline** celebrated their 30th wedding anniversary August 15. **Bill Anderson** will debut his new show with **Mary Lou Turner** and the **Po' Folks** at an MCA

(continued on page 54)

CASH BOX COIN MACHINE

'Eight Ball' Hailed As A 'Dramatic Breakthrough' In Pinball Game Design

CHICAGO — Ross B. Scheer, director of marketing for Bally Manufacturing Corporation, recently informed the firm's distributor network that a new four-player test game called "Eight Ball" was being scheduled for shipment. He noted that the model is Bally's "first prototype built in an electronic version, adding because of "the unique features of Eight Ball, we felt we should take a moment and explain our intentions.

"The purpose of any coin-operated amusement machine is to entertain players and earn money for operators. It is that rare breed of game that can accomplish both of these aims over the long haul. With pinball machines in particular, over the years the thing that separates a good game from a great one, is how well it draws in money.

"Suddenly, the industry has solid-state at its fingertips," Scheer continued, "and the promise that this new technology will mean increased revenues, better maintenance capabilities and greater play appeal. However, in terms of pinball layout and design, we have been faced with a rehash of modified ideas and updated versions of old features. Nothing has truly been able to tap the full potential of solid-state electronics. Nothing, that is, until Bally's Eight Ball.

"For the first time, pinball players and operators have the opportunity to experience something truly unique and exciting. Eight Ball, with its proven 'memory' and 'recall' system, offers a dramatic breakthrough in pinball design," he said. "Never before has a pinball machine been able to do so much within a multi-player format.

"The popularity in the past of single-player games was due, in part, to the fact that playfield action was sustained and continued from one ball to the next. This buildup and continuity of features helped draw in players and revenue, while continually appealing to that segment of the public who demanded more from their playing.

"Unfortunately," Scheer added, "multi-player machines were never able to offer the wide variety of action normally found on single-player games. From one player to the next, the playfield features always reverted back to their initial setup. This caused play to be fragmented and also took away from the potential appeal pinball machines could have if they were built by different components. Now, with the proper application of solid-state technology, the impossible is possible; and where others say play tomorrow today, Bally's Eight Ball

leads the way to the real future of pinball by innovatively changing the face of pinball design forever."

Elaborating further, Scheer said, "What better format to use than a pool game of 'eight ball'? Bally's Eight Ball, with its amazing memory and recall system, actually allows pinball players to 'play' a game of eight ball without the cues and pool table. Regardless of the number of players, each one shoots for his own 'rack' of either stripes or solids, with the machine retaining the accomplishments of the previous ball's play, so that each player no longer needs to start over at the beginning of every ball. Its sustained action, continuity and skill built into a proven format should draw in players of all types, and revenues for operators far above those of any previous multi-player game."

In conclusion Scheer pointed out that "Bally's Eight Ball accomplishes the impossible by tapping into solid-state to offer a truly unique and exciting machine that is able to do more than any pinball machine today, or any machine previously. Bonus setups, specials, super specials and lit targets are carried through the entirety of the game, from start to finish. Bally's Eight Ball is what the future of pinball is all about."

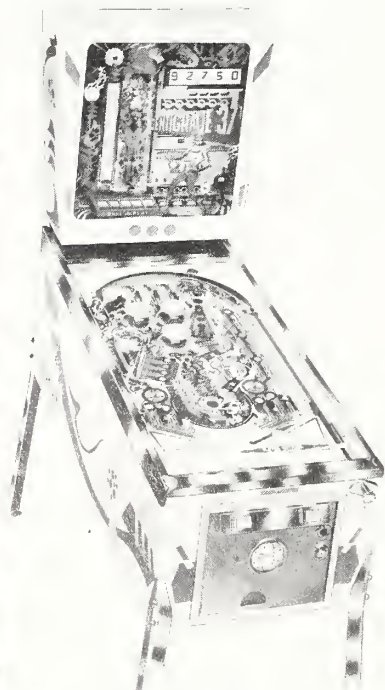
Gottlieb Delivers 'Centigrade 37'

CHICAGO — D. Gottlieb & Co. has introduced a new single player pinball machine called "Centigrade 37," which includes a multitude of exciting play features and eye-catching cabinet designs.

The backglass is dominated by a large thermometer illustration in a light box to attract attention, but the feature also plays a major role in scoring. Advancing to the top of the thermometer, for instance, lights the kick-out hold to score specials. There are ten rollovers and four drop targets utilized for raising the temperature. Hitting the four drop targets lights the bulls-eye targets for double advance scoring and drop target resetting.

The model has a scoring capability of 199,000 points and numerous exciting ways to make them.

The Gottlieb factory is currently in full production on the new piece.



'Centigrade 37'

Harry Snodgrass, AMOA Past President, Dies

CHICAGO — J. Harry Snodgrass, veteran operator and a driving force in AMOA since its inception, died on August 7. He was 72 years old.

He served as president of AMOA in 1962 and was noted for his legislative expertise, particularly in the area of copyright matters. He was first elected to the board of the national association in 1952 and served in many capacities over a period of more than two decades.

Snodgrass operated Servomation of New Mexico, Inc. in Albuquerque, but entered semi-retirement in the early 1970s to devote time to oil drilling interests.

Belam To Export Exidy

MOUNTAIN VIEW, CA. — R. H. Belam Co., Inc., exporting firm, has been appointed exclusive export agent for the Exidy product line. The announcement was made by Paul Jacobs, vice president-marketing for Exidy, Inc.

"Belam is recognized as a world leader in the coin machine export business," Jacobs said, "and their expertise will serve to enhance our company's rapport with our overseas customers. They will provide the important link to ensure more efficient service between our factory and the distributor."



NEW GAME — "Starship I," a one-player video game based on the currently popular space travel theme, is the latest offering from Atari. The out-of-this-world play action is heightened by three-dimensional visual effects. Speed and directional controls add to the suspense.

The JukeBox Programmer

Top New Pop Singles

- 1 **THAT'S ROCK AND ROLL** SHAUN CASSIDY (WB/Curb 8423)
- 2 **DON'T STOP** FLEETWOOD MAC (WB WBS 8413)
- 3 **HOW MUCH LOVE** LEO SAYER (WB WBS 8319)
- 4 **I JUST WANT TO BE YOUR EVERYTHING** ANDY GIBB (RSO 872)
- 5 **I'M IN YOU** PETER FRAMPTON (A&M 1941)
- 6 **JUNGLE LOVE** STEVE MILLER BAND (Capitol 446)
- 7 **GIVE A LITTLE BIT** SUPERTRAMP (A&M 1938)
- 8 **SMOKE FROM A DISTANT FIRE** SANFORD-TOWNSEND BAND (WB WBS 8370)
- 9 **WHATCHA GONNA DO?** PABLO CRUISE (A&M 1920-S)
- 10 **TELEPHONE LINE** ELECTRIC LIGHT ORCHESTRA (UA/Jet 1000)

Top New Country Singles

- 1 **DAYTIME FRIENDS** KENNY ROGERS ((UA UA XW 1027)
- 2 **I GOT THE HOSS** MEL TILLIS (MCA 40764)
- 3 **DON'T IT MAKE MY BROWN EYES BLUE** CRYSTAL GAYLE (UA UA XW 1016)
- 4 **RED-NECK HIPPIE ROMANCE** BOBBY BARE (RCA PB 11037)
- 5 **WHY CAN'T HE BE YOU** LORETTA LYNN (MCA 40747)
- 6 **TILL THE END** VERN GOSDIN (Elektra E45411)
- 7 **I'VE ALREADY LOVED YOU IN MY MIND** CONWAY TWITTY (MCA 40754)
- 8 **I LOVE YOU A THOUSAND WAYS** WILLIE NELSON (Columbia 3 10588)
- 9 **IT WAS ALMOST LIKE A SONG** RONNIE MILSAP (RCA PB 10976)
- 10 **SUNFLOWER** GLEN CAMPBELL (Capitol 4445)

Top New R&B Singles

- 1 **FLOAT ON FLOATERS** (ABC AB 12284)
- 2 **KEEP IT COMIN' LOVE** KC & THE SUNSHINE BAND (TK 1023)
- 3 **STRAWBERRY LETTER 23** BROTHERS JOHNSON (A&M 1949)
- 4 **WHEN I THINK ABOUT YOU** ARETHA FRANKLIN (Atlantic 3418)
- 5 **L.A. SUNSHINE WAR** (Blue Note/United Artists BN XW 1009)
- 6 **SINCE I FELL FOR YOU** HODGES, JAMES & SMITH (London CL8193)
- 7 **BEST OF MY LOVE** EMOTIONS (Columbia 3-10544)
- 8 **DOCTOR LOVE** FIRST CHOICE (Gold Mind/Salsoul 4004)
- 9 **WORK ON ME** O'JAYS (Phila. Intl./CBS 3631)
- 10 **BETCHA NEVER BEEN LOVED (LIKE THIS BEFORE)** DELLS (Mercury 73901)

Top New MOR Singles

- 1 **HANDY MAN** JAMES TAYLOR (Columbia 8 10577)
- 2 **YOU'RE MY WORLD** HELEN REDDY (Capitol 4418)
- 3 **MY HEART BELONGS TO ME** BARBRA STREISAND (Columbia 3 10555)
- 4 **LOOKS LIKE WE MADE IT** BARRY MANILOW (Arista 244)
- 5 **SILVER STREAK** HENRY MANCINI (RCA PB 11054)
- 6 **I JUST WANT TO BE YOUR EVERYTHING** ANDY GIBB (RSO 872)
- 7 **IT'S SAD TO BELONG** ENGLAND DAN & JOHN FORD COLEY (Big Tree 16088)
- 8 **THE REAL THING** SERGIO MENDES (Elektra E 45416)
- 9 **UNDERCOVER ANGEL** ALAN O'DAY (Pacific/Atlantic PC 01)
- 10 **DON'T IT MAKE MY BROWN EYES BLUE** CRYSTAL GAYLE (UA UA XW 1016)

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	New Arcade Machines Gaming Devices, Used Machines Couter Games Amusement for kids Vending Machines, You offer it We buy it!!

MOTOWN

25¢

Money Makers



Another Star S 54286 STEVIE WONDER	Brick House M.T. 1425 COMMODORES	Theme From Big Time S 54288 SMOKEY ROBINSON
Another Star S 54286 STEVIE WONDER	Brick House M.T. 1425 COMMODORES	Theme From Big Time S 54288 SMOKEY ROBINSON
Another Star S 54286 STEVIE WONDER	Another Star M.T. 1425 COMMODORES	Theme From Big Time S 54288 SMOKEY ROBINSON
Another Star S 54286 STEVIE WONDER	Another Star M.T. 1425 COMMODORES	Theme From Big Time S 54288 SMOKEY ROBINSON
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Another Star S 54286 STEVIE WONDER	Another Star M.T. 1425 COMMODORES	Theme From Big Time S 54288 SMOKEY ROBINSON

CHICAGO CHATTER

Since the Bally "Evel Knievel" pinball machine was used to establish a new world's record for continuous pinball play (**Cash Box**, July 16), one of the machines will be installed in the Guinness World Book of Records exhibit in New York's Empire State Building — and this is a first, we understand, for a pinball machine. **Tom Nieman** tells us the unit has been the subject of several promotions in major cities across the country — and a phenomenal seller for Bally.

THE NEWLY RELEASED "Pinball" four-player from Stern Electronics Inc. is testing out extremely well, according to the firm's marketing director **Stephen Kaufman**, and has been in full production since the factory returned from vacation on August 1. As a promotional aid Stern had specially designed posters made to go along with the game, two are included with every model shipped and distributors are fully supplied in case ops need extras.

AT THIS TIME OF THE YEAR the phrase "all sold out" is like music to one's ears — but such were the strains echoed by **Bert Davidson** about the current NSM phono line. The solid state models, termed "the finest on the market" by Bert, have been widely accepted in the U.S. He said the German-based Lowen factory is getting ready to release a couple of new machines — one a compact 120-selection called "The Hit" for fast food spots and locations with space limitations, and the other will be a new solid state console piece. As reported in previous columns, Lowen has been scouting the U.S. with intentions of establishing facilities here and will have an important announcement right after AMOA.

FOR YOUR INFORMATION: The current issue of the IAAPA membership publication tells of a valuable source for securing summer help. It's the Summer Employment Directory of the U.S., published by National Directory Service, Inc., 252 Ludlow Ave., Cincinnati, Ohio, and used by high school and college students and teachers throughout the country. IAAPA notes that the increase in amusement park jobs has been a factor in developing this job market. Closing date for securing the 1978 edition, which is now in preparation, is October 1.

EASTERN FLASHES

Bob Haim of R. H. Belam boasts a pair of big winners in the overseas market, namely, Gremlin's "Hustle" and the Comotion cocktail table. Latter item is especially popular in the Far East. Belam, by the way, recently added the Exidy line to its export roster and will be channeling its promotional and marketing efforts into the factory's new "Robot Bowl" . . . Of the many irons in the fire at Robt. Jones Int'l.-Syracuse is a new lineup of Irving Kaye "Hurricane" football tournaments which will carry into fall and be climaxed by a huge gala in Syracuse. Opening tournament was scheduled for August 12-14 in the Jamestown area for a \$3500 purse; to be followed by a \$15000 event in Elmira, August 26-28. Others are being scheduled, as **Jack Shawcross** told us — and he also said the Bally "Evel Knievel" is just about the hottest pin on the market and, in the single player category, Gottlieb's "Lucky Hand" has been terrific. Musically speaking, Jack said phono sales are up and Rock-Ola's new 468 is being very well received. A new member of the sales staff out there is **Jim Foreman**, who'll be covering the eastern part of the state territory . . . While the Playmatic factory in Spain is closed for summer vacation through August, the firm's "Rio" and "Carnival" pingames are very much in the spotlight and on the delivery schedule at Universe Affiliated Int'l. Around mid-September, as company president **Barry Feinblatt** pinpoints it, Universe will be sampling the upcoming Playmatic "Space Gambler," which is a solid state machine with several "technical" as well as "aesthetic" innovations. Of particular interest, but very secret at the moment, is a unique feature mounted within the machine's backglass — and **Barry** indicated that it's something never before seen in a pin.

1977 State Association Calendar

Aug. 28-29: Music & Vending Assn. of So. Dakota, annual conv., Airport Holiday Inn, Sioux Falls, So. Dakota.	Motor Inn, Charleston, W. Va.
Sept. 23-25: Wisconsin Music Merchants Assn.; annual mtg.; Eau Claire Hilton, Eau Claire, Wis.	Sept. 29-Oct. 1: Music Operators of Virginia, annual conv., Hyatt House, Richmond, Va.
Sept. 22-24: West Virginia Music & Vending Assn., annual conv., Heart-O-Town	Oct. 8-9: Coin Operated Industries of Nebraska; annual mtg.; Ramada Inn Central, Omaha, Neb.

WORLD MARKETPLACE FOR GAMES & MUSIC



AMUSEMENT & MUSIC OPERATORS ASSOCIATION

1977 INTERNATIONAL EXPOSITION
Conrad Hilton, Chicago
OCT. 28-30

CALIFORNIA CLIPPINGS

While noting that Ramtek's "M-79 Ambush" is still going "great guns," **Mel McEwan**, director of sales, said the company will begin sample shipping a new game called "Star Cruiser" at the end of the month. As Mel explained, Star Cruiser is a two-player upright piece, and the action centers around an intergalactic shootout between opposing space ships. Players guide the on-screen combat with steering controls similar to those used by airline pilots and a full arsenal of photon torpedoes and phasers.

AMONG THE GAMES currently on prominent display at the showroom of Portale Automatic Sales in Los Angeles are Gottlieb's "Jungle Princess" two-player pin and Atari/Kee's "Drag Race" video driving game. Another product that is receiving a lot of attention these days, according to executive vice president **Tom Portale**, is Rock-Ola's "Grand Salon" 160-selection console phonograph. Tom called the Grand Salon "a beautiful piece of equipment," adding that "phonograph sales have really picked up in the last two months."

ATARI THIS WEEK began shipping its second pinball game, a four-player model called "Time 2000." And as **Don Osbourne** of the coin-op marketing division pointed out, the new model features an extra large playfield like its predecessor, "The Atarians." Don also predicted a very successful, long run for Atari's "Starship I" space travel game, based on unprecedented field test reports as well as the current popularity of the movie "Star Wars" and the forthcoming release of the new "Star Trek" television series.

C.A. ROBINSON & CO.'s **Ira Bettelman** reports that in recognition of the nationwide promotional push for Bally's new "Evel Knievel" pingame, the entire staff of the Los Angeles distrib last week donned Evel Knievel T-shirts. Ira also noted that C.A. Robinson will be the site of a Bally-sponsored Evel Knievel service school August 29, which follows an August 19 seminar and west coast introduction of Atari's new "Time 2000."

GOTTLIEB HAS JUST RELEASED its newest single player flipper "Centigrade 37." See it at your local distrib showroom.

STATE ASSOCIATION NEWS

The **Music and Amusement Assn. of New York**, which recently concluded another highly successful annual convention, confirmed the dates of May 19-21 for the 1978 show, to be held at Stevensville Country Club in Swan Lake, N.Y. . . . Also looking ahead to next year, **Colorado Coin Industries** will relocate its annual meeting to a site in Denver in order to expand the 1978 convention to include an equipment exhibit, which is a first for this group. Dates and location to be announced . . . A complete agenda for the October 8-9 annual meeting of **Coin Operated Industries of Nebraska** has not as yet been finalized, but a very important topic for discussion will be the state property tax. COIN is campaigning for a more standardized arrangement as opposed to the present setup which has different assessments for the various counties . . . The **Michigan Tobacco & Candy Distributors & Vendors Assn.**, which will be holding its annual convention August 18-21, recently instituted a new program of medical coverage which offers members master medical benefits as part of their basic policy . . . To stimulate interest in pool and, most importantly, to discourage locations from buying their own tables, various operators in Montana have been holding individual coin-operated pool leagues on a regular basis and on off nights to give location business a little shot in the arm. **Dorothy Christensen**, secretary-treasurer of the **Montana Coin Machine Operators Assn.**, said the idea has been working out quite well for the past three or four years and ops are now weighing the possibility of a statewide tournament. Montana's attorney general **Mike Greeley** was among the guest speakers at the state group's recently held annual meeting in Kalispell. AMOA prexy **Garland Garrett** and executive veepee **Fred Granger** also addressed the group.

Mirco Appoints Hamil And Tiffany

PHOENIX — The appointment of John B. Hamill as manager of manufacturing operations at Mirco, Inc. was recently announced by company president John L. Walsh.

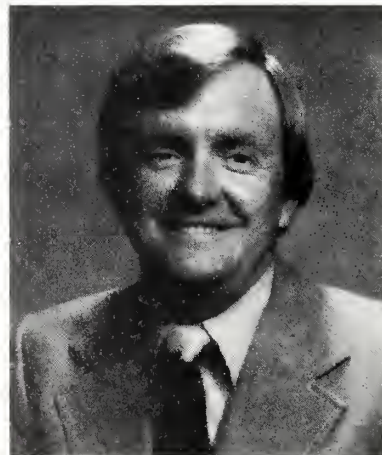
Hamill has 15 years of experience in purchasing and materials and operations management and most recently held the position of corporate purchasing manager for Memorex Corporation in Santa Clara, California. Prior to that, he was director of material for Sweda International, a division of Litton Industries in New Jersey.

Walsh also announced that Robert R. Tiffany has rejoined Mirco as commercial accounts manager. His experience spans 27 years and covers all phases of manufacturing and general management.

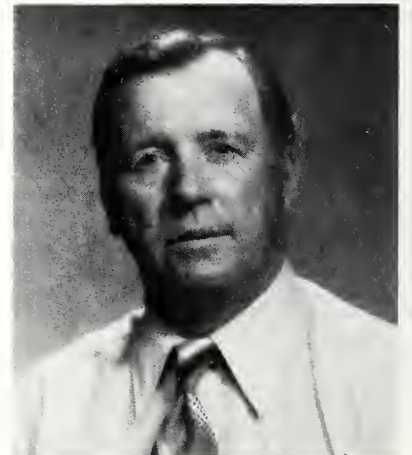
Before joining Mirco, Tiffany was manager of manufacturing for Control Data

Corporation and was responsible for operations at facilities in Tucson and Minneapolis. He previously spent 17 years in various manufacturing capacities at several General Electric facilities.

Mirco, Inc., a Phoenix-based electronics firm, has three operating divisions and one wholly-owned offshore subsidiary. They are: Mirco Systems, which produces automatic test equipment and computer programs; Mirco Games Division, which manufactures leisure-time products for home and commercial use; Mirco Electronic Distributors Division, which supplies a complete line of electronic products to military, industrial and commercial users and the subsidiary, Mirco Games GmbH, which is located in Neu Isenburg, West Germany and manufactures and markets leisure-time products.



John B. Hamill



Robert R. Tiffany

CBS Jazz And Classical Campaigns Spur Retail Sales

charts without the program. "Although it was pretty hard to miss with the releases themselves, there is no doubt that the program had a great effect on the sales. I think the jazz market down here is very good and at the process that we were selling the product, it would have been very hard for the program to go awry, but with the displays and other promotional efforts, it wouldn't have drawn nearly the attention that it did. We naturally beefed up our orders so there has not been the necessity to re-order more than one or two products. Overall, it was a large success."

Jazz Program Pushed
Tom Keenan, president of Everybody's in Portland, said of the jazz program, "They pushed it real hard and almost all of it really went well. Weather Report, Return To Forever, Al DiMeola and Eric Gale were the biggest ones, along with Maynard Ferguson. We normally have three or four jazz albums that hit our top thirty. On a weekly basis during the program, I think they had about six albums on there alone."

The top album chart of Circle, in Phoenix, was also affected by the jazz program. Angela Singer, operations manager for Circle, explained, "We did some promotion on the albums at the same time the CBS program was in effect because we have very limited jazz airplay here and it effected our buying and selling tremendously. We bought in quite a bit of the product and sold quite a bit at the store. We generally do very well selling jazz anyway, despite the fact of limited airplay. We have a great audience and dedicated buyers who spend quite a bit of money. Ever since we opened our doors, they have come in droves and we have enjoyed a very good jazz and classical buying public. While some of the jazz albums have reached our top twenty, it is hard to say whether the move was a result of the promotional programs of CBS or whether it would have happened anyway. I believe it would have gone into our top thirty without the program based on our particular buying public. I, nevertheless, bought more than I would have because of the promotion and I did sell it through."

Fran McGill, head buyer and product manager for Sound Warehouse in Dallas, also believes by the very nature of the releases, the albums may have entered the

charts without the program. "Although it was pretty hard to miss with the releases themselves, there is no doubt that the program had a great effect on the sales. I think the jazz market down here is very good and at the process that we were selling the product, it would have been very hard for the program to go awry, but with the displays and other promotional efforts, it wouldn't have drawn nearly the attention that it did. We naturally beefed up our orders so there has not been the necessity to re-order more than one or two products. Overall, it was a large success."

The main concern with the classical buy-in program was the resultant effect the price increase would have at the retail level. Cathy Boudreau, buyer for Music Plus in Los Angeles, said, "The \$7.98 price has had no effect on the classical buyer. We had a 'Last Chance' sale, which I think many accounts did, telling the customer it was going up to \$7.98 — and that went over tremendously."

Agreeing with Boudreau on the price increase's effect on the consumer was Angela Singer of Circle who stated, "The increased sales prices did not really hurt our

business mainly because the public is educated to the fact that records are going to go up and I think they still consider them a good buy even though they are a dollar higher. Normally, we stock every single title CBS has. The buy-in program made me sort of drag my feet and not replace what was sold, as I normally do, but wait and buy the product when the buy-in came around. I normally replace stock sold at the Circle stores immediately, but with the program I kind of held back until I was ready to take advantage of the big buy."

(continued on page 54)

WEA Hikes List Price On 80 Catalog Albums; Creates Apportioned Buy-In Opportunity

(continued from page 9)

the \$6.98 albums sell at anywhere from \$3.49 to \$4.49 while the \$7.98 norm seems to be in the \$5.39 to \$6.79 range, there is a disproportionate difference between the two."

Additional Reaction

Reaction to WEA's announcement from other segments of the industry was generally favorable.

Russ Solomon, president of the California-based Tower retail chain, favors a gradual increase as opposed to an across-the-board price hike to \$7.98 for albums. "When it comes in stages it can be controlled better," he said, adding that should it become apparent the \$7.98 list has an adverse effect on sales, manufacturers should reconsider further increases. "This gives us all a chance to find out what the real facts are in the marketplace."

Tom Cantu, head buyer for Nehi Record Distributing Corp., which operates the nationwide Peaches chain, said he doesn't anticipate any negative consumer reaction

to the \$7.98 list. "Most of the companies started doing it with their new releases in January," he said. "So I think everybody is over the shock. People want to buy product and they are going to pay for it. There may come a time when the price gets outrageously high, but people will always buy music."

The following is a complete list of the WEA catalog changes:

WARNER BROS. RECORDS

MACHINE HEAD, Deep Purple; OVERNITE SENSATION, Zappa/Mothers; APOSTROPHE, Zappa; GREATEST HITS I & II, Sinatra; SMASH HITS, Hendrix; HARVEST, Neil Young; BARE TREES, Fleetwood Mac; MYSTERY TO ME, Fleetwood Mac; GOOD VIBRATIONS — BEST OF THE Beach Boys; FLEETWOOD MAC, Fleetwood Mac; EVERYBODY KNOWS, Neil Young; AFTER THE GOLD-RUSH, Neil Young; CAMELOT, Soundtrack; MOONDANCE, Van Morrison; PARANOID, Black Sabbath; BEST OF PETER, PAUL & MARY; MONTROSE; ALICE COOPER'S GREATEST HITS; ATLANTIC CROSSING, Rod Stewart; SEALS & CROFTS GREATEST HITS; HISTORY, America; BREEZIN', George Benson; ENDLESS FLIGHT, Leo Sayer; BEST OF THE DOOBIES, Doobie Bros.; JAMES TAYLOR'S GREATEST HITS; FOOL FOR THE CITY, Foghat; PIECES OF THE SKY, Emmylou Harris; IS IT SOMETHING I SAID, Richard Pryor; ELITE HOTEL, Emmylou Harris; THAT NIGGER'S CRAZY, Richard Pry-

or. BICENTENNIAL NIGGER, Richard Pryor; LUXURY LINER, Emmylou Harris; A NIGHT ON THE TOWN, Rod Stewart

ATLANTIC RECORDS

GREATEST HITS, Abba; ARRIVAL, Abba; AVERAGE WHITE BAND, AWB; BAD COMPANY, Bad Company; STRAIGHT SHOOTER, Bad Company; RUN WITH THE PACK, Bad Company; CROSBY, STILLS, NASH, CSN; DEJA VU, CSN; SO FAR, CSN; EMERSON, LAKE, PALMER, ELP; TARKUS, ELP; PICTURES AT AN EXHIBITION, ELP; TRILOGY, ELP; BRAIN SALAD SURGERY, ELP; FIREFALL, Firefall; LED ZEPPELIN I, II, III, IV; HOUSES OF THE HOLY, Led Zeppelin; STICKY FINGERS, Rolling Stones; GOATS HEAD SOUP, Rolling Stones; MADE IN THE SHADE, Rolling Stones; THE YES ALBUM, Yes; FRAGILE, Yes; CLOSE TO THE EDGE, Yes; YESTER-DAYS, Yes; RELAYER, Yes; WIND & WUTHERING, Genesis; A TRICK OF THE TAIL, Genesis; IMAGINARY VOYAGE, Jean-Luc Ponty; NO GOODBYES, Hall & Oates; ABANDONED LUNCHEONETTE, Hall & Oates; HOT, Hot; SCHOOL DAYS, Stanley Clarke; DEVIL'S GUN, C.J. & Co.; LOADING ZONE, Roy Buchanan; THE REST OF BLACK OAK ARKANSAS, SLAVE, Slave; FOREIGNER, Foreigner

ELEKTRA/ASYLUM RECORDS

EAGLES GREATEST HITS, Eagles; GREATEST HITS, Linda Ronstadt; PRETENDER, Jackson Browne; BEST OF BREAD, Vol. I & II, Bread; BEST OF CARLY SIMON, Carly Simon; JUDITH, Judy Collins; GREATEST STORIES, Harry Chapin

CBS Presents Awards To Label Employees At Convention



CBS AWARD WINNER PRESENTATIONS — CBS Records recently held its convention to present field awards to the company's outstanding employees. Pictured in the top row of photos (l-r) are: Salesman of the year Bob Petrie of the Cleveland branch with Paul Smith, vice president, marketing, branch distribution, CBS Records; Columbia regional promotion marketing manager Paul Black of the southeast region with Bob Sherwood, vice president, national promotion, Columbia Records; Epic regional promotion marketing manager Don Miller of the southeast region with Gordon Anderson, director, national promotion, the Associated Labels; Randy Brown, director, national promotion, Portrait Records and Jim Jeffries, director, national promotion, Epic Records; and special markets regional promotion marketing manager Fred Ware of the southeast region (center) with Vernon Slaughter, associate director, national promotion, CBS Records special markets, and Granville White, associate director, R&B promotion, midwest region. In the second row of photos (l-r) are: Rick Blackburn, vice president, marketing, CBS Records, Nashville with country regional promotion marketing manager Dan Walker of the western region; Sherwood with

Columbia local promotion manager George Chaltas of the San Francisco branch; Gordon Anderson with Epic local promotion manager Joel Newman of the San Francisco branch and Jeffries; and Richard Mack, vice president, national promotion, CBS Records special markets, with special markets local promotion manager Mike Bernardo of the New York branch. In the bottom row of photos (l-r) are: Columbia publicity local promotion manager Tom Sgro of the Miami branch with Judy Paynter, national director of press and public information for Columbia Records; Epic publicity local promotion manager Joel Newman of the San Francisco branch with Susan Blond, national director of press and public information for Epic, Associated and Portrait Records; special markets publicity local promotion manager Charles Miller of the St. Louis branch with Lebaron Taylor, vice president of CBS Records special markets; and Joe Mansfield, vice president merchandising, CBS Records, with field merchandiser Bob Bell of the Cleveland branch and Bob Gordon, director of merchandising for CBS Records. The awards were recently given at the CBS convention held in London.

FM ANALYSIS

Firefall
Supertramp
Yes
Steve Miller Band
Bob Marley & Wailers
Alan Parsons Project
Neil Young

Adds:
Be Bop Deluxe — Live! In The Air Age — Capitol
Animals — Before We Were So Rudely Interrupted — UA

Grateful Dead — Terrapin Station — Arista
The Rumour — Max — Atlantic
Bernie Leadon/Michael Georgiades Band — Natural Progressions — Asylum
Carole King — Simple Things — Capitol
Elvin Bishop — Live! Raisin' Hell — Capricorn
Ry Cooder — Show Time — WB

KNAC-FM — LONG BEACH — Bill Clay

Most Active:
Ted Nugent
Peter Frampton
Neil Young
Steve Winwood
Be Bop Deluxe
Supertramp
Alan Parsons Project
Night City
Heart
Yes
Little Feat
Steve Miller Band
Crosby, Stills & Nash
Roger Daltrey
UFO

Adds:
Driver — No Accident — A&M
Robert Gordon With Link Wray — Private Stock
AC/DC — Let There Be Rock — Atco
Rabbit — With A Croak & A Grunt In The Night — Capricorn

Commander Cody — Rock & Roll Again — Arista
Animals — Before We Were So Rudely Interrupted — UA

Tim Weisberg — UA
Emperor — Private Stock
Ry Cooder — Show Time — WB

WMC-FM — MEMPHIS — Ron Olson

Most Active:
Jesse Winchester
Foreigner
James Taylor
Dan Fogelberg
Barbra Streisand
Fleetwood Mac
Roy Buchanan
Mac McAnally
Neil Young
Pablo Cruise
Eagles
Heart
Kenny Loggins
Steve Miller Band
Crosby, Stills & Nash
Supertramp
Firefall
Alan Parsons Project
Rita Coolidge

Adds:
Foghat Live — WB
Stillwater — Capricorn
Animals — Before We Were So Rudely Interrupted — UA
Pakalmeredith — Elektra
Jaguar — RCA

WCCC-FM — HARTFORD — Bill Nosal

Most Active:
Crosby, Stills & Nash
Steve Miller Band
Peter Frampton
James Taylor
Heart
Fleetwood Mac
Dan Fogelberg
Alan Parsons Project
Geils
Steve Winwood
Little River Band
Cat Stevens
Yes
Ted Nugent
Roger Daltrey
Supertramp
Carole King
Firefall
Styx
Burton Cummings

Adds:
Norton Buffalo — Capitol
Bernie Leadon/Michael Georgiades Band — Natural Progression — Asylum

Grateful Dead — Terrapin Station — Arista
Robert Gordon With Link Wray — Private Stock
Andy Pratt — Shiver In The Night — Atlantis

WAIV-FM — JACKSONVILLE — Jamie Brooks

Most Active:
AC/DC
Alan Parsons Project
Lake
Rhead Bros.
Charlie
Styx

Adds:
Harry Nilsson — Knnillsson — RCA
Horselips — DJM
The Dingoes — Five Times The Sun — A&M

WOUR-FM — UTICA, NY — Tom Star

Most Active:
Grateful Dead (Prophet)
Elvin Bishop (Travellin')
Supertramp (Give, Loverboy)
Andy Pratt (All I Need)
Neil Young (Hurricane, Tears)
Clover (Love, Love, Santa Fe)
Yes (Wondrous)
Lake (On The Run, TimeBomb)
Firefall (Remember, S. Long)
Stillwater (Mindbender)
Robert Gordon With Link Wray (Summertime)
Roger Daltrey (One Of The Boys, Say It)
Be Bop Deluxe (Ships, Shine)
Rumour (Hard Enough)
Nilsson
Tim Weisberg (Cascade, Aspen)
Charlie (Johnny, Turning)
Mink Deville (Mixed Up)
Dixie Dreggs (Free Fall)
Johnny Winter (Tired Of Trying, TV)

Adds:
Hirth Martinez — Big Bright Street — WB
Mylon LeFevre — Weak At The Knees — WB
Murray McLauchlan — Silver Tractor — True North
Tom Paxton — New Songs From The Briarpatch — Vanguard
Golley — Madison

WLAV-FM — GRAND RAPIDS — Doc Donovan

Most Active:
Heart
Dan Fogelberg
Peter Frampton
Crosby, Stills & Nash
Alan Parsons Project
James Taylor
Yes
Styx
Firefall
Carole King
Rumour
Grateful Dead
Trooper
Aalon
Pierce Aroow
Bernie Leadon/Michael Georgiades Band
UFO
Steve Winwood
Ted Nugent
Charlie

Adds:
Laura Nyro — Live! In Concert — Columbia
Animals — Before We Were So Rudely Interrupted — UA

WPLR-FM — New Haven — Gordon Weingarth

Most Active:
Steve Miller Band
Crosby, Stills & Nash
Little Village
Grateful Dead
Yes
Fleetwood Mac
Dan Fogelberg
Peter Frampton
Neil Young
Be Bop Deluxe
Firefall
Marshall Tucker Band
Z.Z. Top
Lake
Pink Floyd
Les Dudek
Roy Buchanan
Ted Nugent
Sea Level

Adds:
Stillwater — Capricorn
Yes — Going For The One — Atlantic
Tim Weisberg — UA
Dingoes — Five Times The Sun — A&M
Freddie King — 193481976 — RSO
Animals — Before We Were So Rudely Interrupted — UA

Grateful Dead — Terrapin Station — Arista
Elvin Bishop — Raisin' Hell — Capricorn

WCRO-FM — BUFFALO, NY — Mark Henning

Most Active:
Alan Parsons Project
Carole King
Crosby, Stills & Nash
Dan Fogelberg
Heart
James Taylor
Jimmy Buffett
Little River Band
Neil Young
Steve Miller Band
Supertramp
Ted Nugent
Yes
Be Bop Deluxe
Brownsville Station
Grateful Dead
Horselips
Styx

Adds:
The Rumour — Max — Mercury
Tim Weisberg — UA
Bernie Leadon/Michael Georgiades Band — Natural Progressions — Asylum
Crawler — Epic

WAAL-FM — BINGHAMTON — Steve Becker

Most Active:
Animals
Grateful Dead

Andy Pratt
Steve Winwood
Roger Daltrey
James Taylor
Yes
Dixie Dreggs
Carole King
Tim Weisberg
Little River Band
Styx
Crosby, Stills & Nash
Heart
Pakalmeredith
Elvin Bishop
Thin Lizzy
Firefall
Be Bop Deluxe
Geils
Alan Parsons Project
Bernie Leadon/Michael Georgiades Band

Adds:
Jaguar — RCA
Coliseum II — MCA
Emperor — Private Stock
Brent Maglia — Down At The Hard Rock Cafe — Fantasy
Norton Buffalo — Capitol
Ry Cooder — Show Time — WB
Mylon LeFevre — Weak At The Knees — WB
Alexis — MCA
Isley Bros — Forever Gold — T-Neck
Rare Earth — Motown

Merchandise Chain Modifies Ad Image

(continued from page 10)

ded, "Target is an aggressive chain, and it doesn't surprise me that they're trying to get in on front line now. They could do quite well with it."

Target, which is racked by J.L. Marsh, is also known primarily as a budget dealer in St. Louis. Steve Ferzacca, manager for Street Side Records, a specialty retailer in St. Louis, termed the Target ad "very unusual." Noting the intense price competition between Street Side and Peaches in that city, he stated, "They (Target) have to let people know they have front-line as well as budget."

In other pricing developments, Waxie Maxie, a 15-store chain based in Washington, D.C., placed a full-page color ad in the *Washington Post* since February to announce a grand opening sale for the chain's new unit in Woodbridge, Virginia.

Front line albums by Jimmy Buffett, Rita Coolidge, Waylon Jennings and Bob Seger were featured for \$3.99, while \$7.98 list product by the Bay City Rollers, Barbra Streisand, Yes and Fleetwood Mac were advertised for \$4.99.

Bob Baldwin, warehouse manager for Waxie Maxie, declared that the store opening was totally unrelated to rumors that the Peaches chain soon may open one or more stores in Washington. "We're not too afraid of Peaches," Baldwin said. "They're going to make a dent, but I don't think it will hurt the trade we've built up over the years."

Perf. Rights Issue Continues

(continued from page 11)

to support these claims, Popham said.

The estimates turned in by the NAB and the RIAA on the total dollars that would change hands under provisions of such a royalty are far apart at the low end of the RIAA's range, but quite close at the high end, RIAA estimates \$11-14 million in fees broadcasters would pay; NAB estimates \$15 million. NAB has indicated its willingness to work with the RIAA and the Copyright Office to come up with a mutually agreeable figure, Popham noted.

Meanwhile, to gather information on the performance rights provisions in the copyright laws of other countries, two attorneys on the case have been dispatched to Europe. Harriette Oler and Charlotte Bostick will spend about five weeks looking at a variety of systems — in England, Denmark, Switzerland, Germany, France and elsewhere — talking to broadcasters, performers unions and government officials. They are due back in mid-September and their findings will presumably be incor-

'Zebra' Concept To Be Expanded

(continued from page 10)

vantage of its familiarity with those markets and its greater clout with distributors and manufacturers.

Initial results indicate that Zebra and Disc stores do not compete for the same business. In Austin, the incursion of Zebra has not affected the existing Disc shop, nor has it upset retail store-level personnel in that city.

The Columbus, Ohio Zebra store will be less than 2,000 square feet, but is located near the heavily-traveled High Street. "We'll go for a smaller store," said general manager Raul Acevedo, "if the conditions are right. We are very enthusiastic about Columbus." Disc officials expect little competition from the existing Columbus Peaches store, as it is located in another section of the city. Like Austin, Zebra stores in other college markets hope to take full advantage of low-priced college radio and newspaper ads, and have recently begun utilizing high school paper coupons to draw business.

"I don't want the whole market," said general manager Raul Acevedo of the future Zebra locations. "Just give me my piece. The University of Texas and Ohio State are self-contained communities. Of course, we expect to do some business with townspeople, too."

Sam Crowley, southern regional manager for the chain, suggested that getting into cutouts was essential to boost margin at Disc's mall stores, which are beset by high rents and the need to stock all new releases to the exclusion of more profitable catalog merchandise.

Disc is also considering opening a Dallas regional warehouse for centralized buying on selected goods, and has recently updated its computer system to provide headquarters personnel in Cleveland with weekly printouts by musical category, allowing better charting of inventory flow.

Merchandising Session

Cohen and Acevedo singled out the 2½ hour merchandising session on Monday as one of the most rewarding meetings at the convention. With a recent CBS study suggesting that up to 1/3 of all retail purchases are influenced by in-store merchandising, Disc officials pointed to the need for all the managers to trade ideas and detail specific promotions that worked for them.

The second day of the convention was taken up by product presentations from MCA, RCA, CBS, Disneyland and Pickwick Records. The final day featured an afternoon picnic at a nearby dude ranch, sponsored by A&M Records.

porated into the report and recommendations the register of copyrights, Barbara Ringer, must make to Congress by January 1978.

Jimmy's Cash Problems

(continued from page 9)

According to a Manhattan one-stop owner, the stores which Jimmy's is closing are mainly on Long Island, with "one or two" in New Jersey, and possibly a couple of Manhattan stores involved. Another source said that a large number of Jimmy's employees have already been laid off. This report was partially confirmed by a spot check of the Long Island stores. Out of eight stores called, three were laying off employees; the phone at the Commack store had been disconnected.

If Jimmy's does declare bankruptcy, there are three secured creditors who have collateral and liens on inventory, receivables and certain other assets belonging to Sutton. They are the Bank of Commerce, the WEA Corp. and CBS Inc.

FTC To Review 1964 Rules; Over 150 Industries Involved

(continued from page 32)

elements in their field is not the only obstacle confronted by direct response marketers. They also have to compete with record clubs, which are trying to reach the same audience through print rather than radio or television. TV packagers pay higher license fees than do record clubs because they are buying tracks rather than access to entire catalogs. However, their one advantage is that they are selling a product which is unavailable elsewhere in a single package.

Key Outlet Marketing

TV packagers which rely on retail sales try to make their products as widely available as possible. This seems to be the main reason why they usually tag general merchandisers rather than specialty retailers in their ads.

In order to really saturate an area, tagging just one key outlet chain (even if it has many local units) is generally insufficient, according to Sell. Therefore, K-tel's ads mention several key outlets.

This raises a legal question. The main attraction of a TV package, besides its contents, is price, and K-tel normally advertises price (\$5.99/\$7.99 tape in the U.S.). But it is illegal to promote an LP for the same price at two competing stores. Consequently, K-tel includes the term "manufacturer's suggested price" in its ads.

In practice, however, almost all key outlets sell TV packages at the advertised price. "It creates too much confusion to have one price advertised on television and they go in and find another price in the store," Staley explained. Another rationale was provided by Dan Carpenter, TV package buyer for People's Drugs, a 388-unit chain based in Alexandria, Virginia. "You have to follow the advertised price when you buy TV merchandise if you're going to maintain the product and also maintain the television image. If you're going to discount it, you'll ruin the whole market."

K-tel buys ad time mostly on a regional basis, although particular promotions are often nationwide, and may tag national retailers. According to Sell, the company advertises regionally because that's the way it ships its products. Based on different arrangements with each account, K-tel may either drop-ship or central-ship. In the latter case, Sell pointed out, "we lose a little control, but it is less costly."

According to the strength of a particular package and the season when it is being promoted, K-tel sets a time limit on each promotion, giving customers a certain number of days to return whatever they haven't sold. Since, like other key outlet packagers, K-tel has a 100% return policy, it tries to make sure that its accounts aren't over-supplied.

"At times the stores are more optimistic than they should be," Sell noted, "because there's absolutely no risk involved. So we

really have to look at past history, and see what they are capable of selling in terms of past units and ship just that many units into them."

What do TV packagers do with their returns after particular promotions are over? According to retailers, they sell them to cutout dealers who sell them back to the key outlets at a lowered price.

Retailers Comment

Retailers maintain that they order carefully, with an eye to reducing returns. "I'd rather put the money in the cash register than return it," Carpenter remarked. "So I keep my record and tape distribution down to a minimum. At the same time, when I order for a four-week promotion, I order enough to carry the stores through that period with just a minimum quantity in the warehouse. And if we find that one store is loaded, we can always move them to another store. Very seldom do I ever reorder on a record."

Staley noted that Woolworth never orders a TV package without test-marketing it first. "Right now we're in the process of scheduling five different packages for test marketing. How many of those five will survive I don't know. Maybe one out of five. Hopefully that one will be damn good."

Sears, in contrast, does very little test-marketing, according to Sholstedt. "We don't know what the sales of anything will be until it's run, and so we start off everything basically the same way. There's a regular formula that we use, and we'll take a look at anything they (packagers) have to offer."

Carpenter and Sholstedt agreed that the profit margin on record packages is slightly higher than on full-line LPs and lower than on cutouts. Staley, however, pointed out that whether you make more money on packages depends on how deeply you discount the regular LPs. "It would vary from market to market. In New York City, for instance, anything is more profitable than current product. But when you get out to Hibbing, Minnesota, it's about the same."

Sholstedt estimated that TV packages account for less than two percent of Sears' total record sales, compared with 10-12% at Woolworth. In contrast, People's Drugs runs as many promotions on TV packages as they do on cutouts. Like many other drugstore chains, People's dropped rack-supplied records and tapes a couple of years ago. "We're not equipped like a department store or a record store to be able to display these records and keep them available to the customer at any time," explained Carpenter.

In some highly competitive markets where regular LPs are not too profitable, Staley noted, TV packages can help provide the margin of survival for record departments. In addition the ones that come back as cutouts are especially profitable. Commented Staley, "They've had a lot of publicity, and they're usually quite good."

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Ringo, must be able to simulate the singing voice of his lookalike, and is called upon to play all the instruments "his" Beatle has performed on . . . If the producers of "Beatlemania" have any intention of bringing their show to European markets, they should be warned of the potential for resistance sometime before they reach the Russian front. A new revival group named "Der Beatles" has been making waves on the Frankfurt, Germany nightclub circuit, keeping the spirit alive with a tightly rehearsed repertoire of some 120 Beatles tunes. According to British press sources, their performances are marked by careful attention to detail, such as the use of pre-recorded sound effects including jet planes ("Back In The USSR"), chirping birds ("Blackbird") and bubbling water ("Octopus' Garden").



STIGWOOD CONTRIBUTION — RSO Records president Robert Stigwood (left) recently received thanks from Danny Thomas for his pledge of \$100,000 in matching money to contributions to Thomas' St. Jude Hospital.

Records import album titled "Kew Rhone." Recorded at Michael (JCOA) Mantler's Grogkill Studio, the album combines the talents of ex-Henry Cow keyboardist, bassist and vocalist John Greaves, who wrote the music; former Slap Happy guitarist, vocalist and saxophonist Peter Blegvad, who contributed the lyrics; and vocalist Lisa Herman. Although these three musicians are recognized in esoteric rock circles, the LP utilizes the talents of an erstwhile stranger, drummer Andrew Cyrille, a central figure in New York avant-gardist jazz and a regular member of Cecil Taylor's trio. . . . The much-talked-about single featuring a spoken word performance by Ms. Farrah Fawcett-Majors has been picked up for distribution by TK Records . . . Elektra Records has invited New York's radio and press to an August 18 maritime voyage aboard a yacht renamed the U.S.S. Titanic. It's all in the way of heralding Harry Chapin's new album, "Dance Band On The Titanic," which will feature the optimistic title cut in addition to other new Chapin tales. Ship's captain Mitchell Kanner promises a one way trip: icepicks are optional.

NEW YORK CENTRAL — Bad Company's rock and R&B roots have never exactly been hidden away, but Paul Rodgers and the boys have been embracing the past a little more closely on their current tour. At a recent gig in New Haven, Connecticut, they performed "Midnight Hour," "6345789" and "Can I Get A Witness," and it looks as if they'll continue to intersperse others in their set from here on in . . . Michael Jackson is in the city rehearsing for the upcoming shooting of "The Wiz," the soundtrack album of which will be released on MCA Records. The location, we hear, is the Saint George Hotel in Brooklyn . . .

FAMILY AFFAIR — Longtime followers of WNEW-FM who've been wondering about the whereabouts of Jonathan Schwartz will be happy to hear about a new recording project involving Schwartz and his father, Arthur, the noted composer whose songs include "Danc-



ROGERS GOLD — UA recording artist Kenny Rogers recently was awarded a gold LP for his self-titled album. Pictured (l-r) are: Rogers; Artie Mogull, UA president; and Rogers' fiancée Mary Ann Gordon, a regular on the TV show "Hee Haw."

Scratch Band, The Nelson Adelard Band, Philip Rambow, Roger C. Reale & The Rue Morgue and Vince Whirlwind.

SHORTS — Arthur Von Blumberg, based in Los Angeles, and Alexander Sinclair in London are part of a new restructuring plan by which they will serve as liaisons between the Robert Stigwood Organization, Chappell Music, and third party record companies, producers and artists . . . Private Stock will launch a large-scale advertising campaign tied in with David Soul's "Playing To An Audience Of One" album and the television special, "David Soul And Friends," to air over ABC-TV . . . The Sylvers' third Capitol LP will be a self-produced effort . . . Singer/writer Randy Baird has been signed by Vanguard Records . . . "Blows Against The Empire," the Paul Kantner album on RCA Records based around a sci-fi theme, has been set for transformation into a feature film. The project will be developed by Kantner and Grace Slick of the Jefferson Starship, along with Michael Arciaga of the Filmusic Agency . . . Bill and Carolyn Bruford became parents of Alexander Scott Bruford last week, at the same time as drummer Bruford revealed that he is forming a new group . . . The French rock press rumors a re-formation of Deep Purple . . . Electric Factory Concerts has staked a claim for the largest refund ever made: \$1,035,000 for the cancelled Led Zepplin concert at JFK Stadium in Philadelphia.

THE SOUTH'S GONNA RISE AGAIN was the rallying cry of the Disc Records' southern regional store managers, after being embarrassed 16-4 at the hands of the northern squad. With the victory go bragging rights until next year's convention. According to Cash Box reporter Mark Mehler, winning coach Gary Arnold magnanimously offered losing coach Sam Crowley the choice of any game he chooses to gain revenge. Options include bowling (if next year's convention is held in Cleveland); and more esoteric sports like taco-rolling and beer-drinking. This year's ballgame was played in a Texas cow pasture, which presented some interesting problems in charging ground balls. "This is Texas baseball," noted a Disc manager.

phil dimauro



THE DICTATORS AND THE CHAIRMAN — Elektra/Asylum Records recently held a press conference for their recording artists The Dictators. Pictured on the second floor of the label's Los Angeles offices are (l-r) Joe Smith, E/A chairman, Dictators Ross Friedman, Richie Teeter, Mark "The Animal" Mendoza, Scott Kempner and Handsome Dick Manitoba.

NATRA Comes To Life After A Long Period Of Dormancy

by Joe Nazel

LOS ANGELES — Emotional, often heated, dialogue pervaded the early days of the 22nd annual NATRA (National Association of Television and Radio Artists) convention. Held August 3-7 at the Konover Hotel in Miami Beach, Florida. The guiding theme of the confab was "Unity in black music at all levels."

Over the last few years a great deal of negative dialogue has been directed at NATRA, founded 23 years ago in order to provide a solidifying force which would direct itself to resolving those problems faced by black radio personalities. Those who have participated and supported NATRA over the years do not deny that much of the criticisms were deserved.

The recent convention was about the business of bringing new life to the sluggish organization and with that new life a new image — credibility. Concerned members could not allow themselves to let 23 years of work "go down the tubes."

Change Or Die

Record industry people, sensing the decline of an organization they believed in, were quick to avoid scheduled topics and went to the heart of the problem — NATRA would have to be restructured!

Historically, record industry people, involved in and supportive of NATRA, were not allowed by the organization's constitution to become regular members. As associate members they had no voting power and seemingly were allowed only to provide financial and moral support. The constitution also provided that only on-air radio and television personalities could run for and be elected to executive offices

within the organization. The record industry people paid dues but had no representation.

Joe Medlin of Brunswick Records spoke for the record company people at a session chaired by Kenny Gamble, president of Philadelphia International Records, and said, "We have supplied everything to NATRA but a spokesperson. We're going to be a part of NATRA or we're going to forget about the organization. Promotion men must unite to start our own organization."

Ed Wright, president of GEI Communications, echoed Medlin's remarks and said, "The problems of black music and the problems of black radio are similar. If we're not allowed to vote we can't allow ourselves to continue to support this organization."

Al Edmundsen, national R&B director for A&M Records, followed the train of dialogue and said, "The bottom line for record companies has been, for the last few years, the black music departments. We don't want to be pimped or prostituted anymore. We've been pimped too long. We're going to fight for representation. As it stands now we got NATRA and we got nothing."

More Support

The speakers pointed out that fewer and fewer radio people were supporting NATRA. It was suggested that some radio members could not support because of the problems that NATRA was designed to resolve. Others felt that NATRA was no longer effective.

Kitty Broady, present president of NATRA, reacting to the lack of support she

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MCA AT NATRA — The 1977 National Association of Television and Radio Announcers (NATRA) convention hosted many music industry guests at the Konover Hotel in Miami, Florida, among them executives of MCA Records. Gathered above (from left) are Wendell Bates, national director of R&B marketing for MCA Records; Jesse Fax, music director of WHUR-FM in Washington, D.C.; minister Abdul Haleem Farrakan; Kitty Broady, president of NATRA; Richard Bibby, vice president of marketing for MCA; Lucky Cordell, president of Lucky, Inc. and chairman of the board of Trans-America, Inc.; E. Rodney Jones, program director of WVON in Chicago; and Earl Sellers, east coast R&B marketing manager for MCA Records.

The Rhythm Section

NATRA SUPPORTERS — Record companies have, over the years, shown concern by supporting NATRA and other organizations which are about the business of progressive change. This year's NATRA convention was no exception and was supported by **Henry Stone's TK Records**, which provided entertainment from their exceptional roster of artists and hosted a cocktail party. **Motown** hosted cocktails and dinner and their hit group, the **Commodores**, performed at the Friday night dinner. **Saturday Atlantic Records** hosted a cocktail party while **Polydor Records** hosted the awards dinner. With NATRA's new thrust, more support is a certainty.

GODFATHER OF SOUL — The inimitable **James Brown** flew into Los Angeles August 9 for a three-day engagement at Magic Mountain. He showcased his new act in Miami for the members of NATRA and was well received. At present Brown has a movie in the works which, he feels, will bring the roots of his life and black music into proper perspective.

BEAUTY AND TALENT — **Mable John**, former lead singer with **Ray Charles' Raelettes** and administrator of **Creative Arts Company**, has been contracted to direct a beauty and talent show at the Los Angeles Convention Center August 27 and 28. The affair will be for the benefit of the **Black People's Cultural Association**, which was founded to introduce the world to the vast cultural resources of black people dating back over 3,000 years. Advisory board and judges for the talent and beauty contest will include: **Jean Williams**, **Emmet**

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TOP 75 R&B ALBUMS

		Weeks On 8/13 Chart		Weeks On 8/13 Chart	
1	THE FLOATERS (ABC AB 1030)	1 13	38	HOT (Big Tree/Atlantic BS 89522)	42 12
2	REJOICE EMOTIONS (Columbia PC 34762)	2 9	39	OPEN UP YOUR LOVE WHISPERS (Soul Train/RCA BVL 1-2270)	40 7
3	COMMODORES (Motown M7-884R1)	3 21	40	THE TWO OF US MARILYN MCCOO & BILLY DAVIS JR (ABC 1026)	49 2
4	RIGHT ON TIME THE BROTHERS JOHNSON (A&M SP 4644)	4 15	41	SHOTGUN (ABC AB 979)	43 11
5	GO FOR YOUR GUNS THE ISLEY BROTHERS (T-Neck/Epic PZ 34432)	5 20	42	PART 3 KC & THE SUNSHINE BAND (TK 605)	45 44
6	PLATINUM JAZZ WAR (Blue Note/UA BNLA 690-J2)	7 5	43	GOLDEN GIRLS SILVER CONVENTION (Midsong/RCA BKL 1-2296)	44 5
7	A REAL MOTHER FOR YA JOHNNY GUITAR WATSON (DJM/Amherst DJLPA-7)	6 19	44	HAVIN' A HOUSE PARTY WILLIE HUTCH (Motown M6-87451)	47 10
8	SLAVE (Cotillion/Atlantic SC 1-6093)	8 21	45	SHAKE IT WELL DRAMATICS (ABC 1010)	52 2
9	EXODUS BOB MARLEY & THE WAILERS (Island ILPS 9498)	10 11	46	MORE STUFF STUFF (Warner Bros. BS 3061)	51 4
10	MAZE (Capitol ST 11607)	11 25	47	CARDIAC ARREST CAMEO (Chocolate City/ Casablanca CCLP 2003)	50 4
11	LIFELINE ROY AYERS UBIQUITY (Polydor PD 16108)	12 8	48	GOIN' PLACES MICHAEL HENDERSON (Buddah BDS 5693)	56 2
12	BENNY AND US AVERAGE WHITE BAND & BEN E. KING (Atlantic SD 19105)	15 5	49	CHOOSING YOU LENNY WILLIAMS (ABC AB 1023)	55 4
13	TEDDY PENDERGRASS (Phila. Intl./Epic PZ 34390)	13 24	50	IT FEELS SO GOOD MANHATTANS (Columbia PC 34450)	48 25
14	TRAVELIN' AT THE SPEED OF THOUGHT THE O'JAYS (Phila. Intl. AL 34684)	9 13	51	TAILOR MADE BOBBI HUMPHREY (Epic 34704)	53 7
15	MARVIN GAYE AT THE LONDON PALLADIUM (Tamlia/Motown T7-352R2)	14 21	52	SWEET BEGINNINGS MARLENA SHAW (Columbia PC 34458)	54 24
16	FREE AS THE WIND THE CRUSADERS (Blue Thumb/ABC BT 6029)	16 10	53	BIG TIME SMOKEY ROBINSON (Tamlia T6355S1)	60 4
17	LOOK TO THE RAINBOW AL JARREAU (Warner Bros. 2BZ-3052)	18 10	54	THE GREATEST ORIGINAL MOTION PICTURE SOUNDTRACK (Arista AL 7000)	58 4
18	I REMEMBER YESTERDAY DONNA SUMMER (Casablanca NBLP 7056)	17 12	55	IN FULL BLOOM ROSE ROYCE (Whitfield/WB WH 3074)	— 1
19	SWEET PASSION ARETHA FRANKLIN (Atlantic SD 19102)	19 11	56	UNPREDICTABLE NATALIE COLE (Capitol SO 11600)	33 25
20	ENCHANTMENT (United Artists UA-LA 682G)	23 7	57	LET'S BE CLOSER TOGETHER TYRONE DAVIS (Columbia PC 34654)	59 7
21	FRIENDS AND STRANGERS RONNIE LAWS (Blue Note/UA BNLA 730H)	21 16	58	PEDDLIN' MUSIC ON THE SIDE LAMONT DOZIER (Warner Bros. BS 1148)	61 8
22	PARLIAMENT LIVE/P. FUNK EARTH TOUR (Casablanca NBLP 7053)	20 15	59	CREAM CITY AALON (Arista AL 4127)	62 3
23	ANGEL OHIO PLAYERS (Mercury SRM 1-3701)	22 20	60	SERGIO MENDES AND THE NEW BRAZIL '77 (Elektra 7E 1102)	63 3
24	UNMISTAKABLY LOU LOU RAWLS (Phila. Intl./Epic PZ 34488)	24 21	61	A MUTHA'S NATURE JAMES BROWN (Polydor PDI 6111)	— 1
25	SONGS IN THE KEY OF LIFE STEVIE WONDER (Tamlia/Motown T13-340C2)	26 45	62	NOW DO-U-WANNA DANCE GRAHAM CENTRAL STATION (Warner Bros. BS 3041)	37 18
26	DEVIL'S GUN C.J. & CO. (Westbound/Atlantic WB 301)	27 8	63	REFLECTIONS IN BLUE BOBBY BLAND (ABC 1018)	69 2
27	SOMETHING TO LOVE LTD (A&M SP 4646)	32 4	64	FULL BLOOM CAROL DOUGLAS (Midsong/RCA BKL 1-2222)	64 3
28	BRAINSTORM (Tabu/RCA BOL 1-2048)	25 19	65	STILL TOGETHER GLADYS KNIGHT & THE PIPS (Buddah/RCA BDS 5689)	38 19
29	JOYOUS PLEASURE (Fantasy F9526)	28 19	66	BE HAPPY KELLEE PATTERSON (Shadybrook SB 33-007)	67 6
30	TURN THIS MUTHA OUT IDRIS MUHAMMAD (CTI KU 35)	30 12	67	IN MY STRIDE DAVID RUFFIN (Motown M6-885S1)	68 5
31	LET'S CLEAN UP THE GHETTO PHIL. INTL. ALL STARS (Phila. Intl. JZ 34659)	35 4	68	FEEL THE FIRE JERMAINE JACKSON (Motown M6-888S1)	70 3
32	MAGIC JOURNEY SALSOL ORCHESTRA (Salsoul SZS 5515)	31 9	69	FIRST LADY SHIRLEY CAESAR (Roadshow/UA RS 744)	71 4
33	THELMA AND JERRY THELMA HOUSTON & JERRY BUTLER (Motown M6-88751)	29 10	70	WHAT'S ON YOUR MIND HODGES, JAMES & SMITH (London PS 685)	72 3
34	FINGER PAINTINGS EARL KLUGH (Blue Note BNLA 737H)	34 8	71	CLOUDY TAMIKO JONES (Atlantis II 715)	73 2
35	PHASE II HAMILTON BOHANNON (Mercury SRM 1-1159)	36 12	72	MUSIC SPEAKS LOUDER THAN WORDS CANDI STATON (Warner Bros. BS 3040)	74 3
36	LIVE! LONNIE LISTON SMITH (RCA APL 1-2433)	39 5	73	BELIEVE MASS PRODUCTION (Cotillion/Atlantic SD 9918)	75 2
37	TOO HOT TO HANDLE HEATWAVE (Epic PE 34761)	41 4	74	PHYLLIS HYMAN (Buddah/RCA BDS 5681)	57 18
			75	IN FLIGHT GEORGE BENSON (Warner Bros. BSK 2983)	46 28

ADDITIONS TO R&B PLAYLISTS

WIGO — ATLANTA — Rick Fly
 #1 — O-H-I-O — Ohio Players
 Dusic — Brick — Bang
 It's Ecstasy — Barry White — 20th Century
 #1 LP — Commodores
 New LP — Brother To Brother

WBUL — BIRMINGHAM — Shelly Pope
 #1 — Float On — Floaters
 I'm Satisfied — Tommy Tate — Coco
 #1 LP — James Brown
 New LP — Peabo Bryson

WILD — BOSTON — Sunny Joe White
 #1 — Strawberry Letter #23 — Brothers Johnson
 You Wanna Get Funky With Me — Peter Brown — Drive
 Let Me Hold You — David Ruffin — Motown
 New LP — Rose Royce

WUFO — BUFFALO — Harold Lewis
 #1 — Float On — Floaters
 You Can Do It — Arthur Prysock — Old Town
 It's Ecstasy — Barry White — 20th Century
 Can't Get Along — Impressions — Cotillion
 Do You Wanna Get Funky With Me — Peter Brown — Drive
 I Feel Love — Donna Summer — Casablanca
 Fantasy Is Reality — Parliaments — Casablanca
 10 To 4 — Lady Of Magic — Maze
 16 To 10 — Work On Me — O'Jays
 21 To 9 — Take Me To The Bridge — Crackin'
 #1 LP — LTD & Rose Royce
 New LPs — McCoo & Davis, Steve Winwood, Odessa

WBMX — CHICAGO — Ernest James
 #1 — Do You Want To Get Funky With Me — Peter Brown
 Shake It Well — Dramatics — ABC
 Let Me Be Your Lady Tonight — Stratavarius — Roulette
 #1 LP — Commodores
 New LPs — El Coco, Al Jarreau, Sergio Mendes

WJPC — CHICAGO — Richard Steele
 #1 — Best Of My Love — Emotions
 Doctor Love — First Choice — Gold Mind
 It's Ecstasy — Barry White — 20th Century
 Devil's Gun — C.J. & Co. — Westbound
 Judy Blue Eyes — Notation — Mercury
 Cream City — Aalon — Arista
 16 To 11 — Do You Want To Get Funky — Peter Brown
 20 To 14 — Make It With You — Whispers
 23 To 16 — Soul Of A Man — Bobby Bland
 24 To 19 — Since I Fell For You — Hodges, James & Smith
 26 To 20 — I Don't Wanna Go — Moments
 27 To 21 — Come Into My Life — Donna Summer
 28 To 22 — If I Have To Go Away — Jigsaw
 29 To 23 — I Can't Help It — Michael Henderson
 30 To 24 — Keep It Comin' Love — KC & Sunshine Band
 31 To 25 — Goodnight My Love — Tavares
 32 To 26 — Can't Get Along — Impressions
 33 To 27 — Check It Out — Sophisticated Ladies
 #1 LP — Ohio Players
 New LPs — Brainstorm, LTD, Ramp

WVON — CHICAGO — E. Rodney Jones
 #1 — Float On — Floaters
 Goodnight My Love — Tavares — Capitol
 Love Music — Regal Dewy — Millennium
 HOTS
 It's Ecstasy — Barry White
 Work On Me — O'Jays
 #1 LP — PI All-Stars
 New LPs — Blue Notes, Brother To Brother, Kitty & The Haywoods

WCIN — CINCINNATI — Bob Long
 #1 — Float On — Floaters
 Oh, Let Me Know — Special Delivery — Shield
 Look What You've Done To My Heart — McCoo/Davis — ABC
 Chalk It Up — Jerry Butler — Motown
 11 To 6 — Work On Me — O'Jays
 14 To 9 — Make It With You — Whispers
 27 To 20 — Keep It Comin' Love — KC & Sunshine Band
 34 To 28 — Don't Wanna Go — Moments
 #1 LP — Floaters
 New LPs — Rose Royce, Dramatics

WJMO — CLEVELAND — Lynn Tolliver
 #1 — Float On — Floaters
 Just Let Me Hold You — David Ruffin — Motown
 It's Ecstasy — Barry White — 20th Century
 Nowhere To Run — Dynamic Superior — Motown
 I Can't Help It — Michael Henderson — Buddah
 It's Uncanny — Hall & Oates — Atlantic
 10 To 2 — Boogie Nights — Heatwave
 21 To 13 — The Greatest Love Of All — George Benson
 22 To 16 — O-H-I-O — Ohio Players
 #1 LP — Floaters
 New LPs — Rare Earth, Rose Royce

WVKO — COLUMBUS — Keith Willis
 #1 — Float On — Floaters
 When I Think About You — Aretha Franklin — Atlantic
 Exodus — Bob Marley & The Wailers — Island
 Lady Of Magic — Maze — Capitol
 The Funk You See Is The Funk You Do — Tropea — TK
 Just A Minute Of Your Time — Sun — Capitol
 13 To 7 — We Never Danced To A Love Song — Manhattans
 17 To 12 — Goodnight My Love — Tavares
 23 To 13 — Fantasy Is Reality — Parliament
 24 To 19 — Nights On Broadway — Candi Staton
 28 To 20 — Free As The Wind — Crusaders
 #1 LP — Emotions
 New LPs — Kitty & The Haywoods, Michael Henderson, Maxine Nightingale, Rare Earth, Mass Production

KKDA — DALLAS — Chuck Smith
 #1 — Float On — Floaters
 We're Gonna Party Tonight — Willie Hutch — Motown
 We've Never Danced To A Love Song — Manhattans — Columbia
 Turn This Mutha Out — Idris Muhammad — Kudu
 When I Think About You — Aretha Franklin — Atlantic
 Lady Of Magic — Maze — Capitol
 11 To 6 — Love Is So Good — Z.Z. Hill
 13 To 7 — Work On Me — O'Jays
 14 To 8 — L.A. Sunshine — War
 19 To 11 — That's What Friends Are For — Deniece Williams
 23 To 14 — Into Something — O.V. Wright
 24 To 16 — Let's Clean Up The Ghetto — PI All-Stars
 25 To 18 — Can't Stay Away — Bootsy's Rubber Band
 #1 LP — Brothers Johnson

KKDA-FM — DALLAS — Chuck Smith
 #1 — Strawberry Letter #23 — Brothers Johnson
 It's Ecstasy — Barry White — 20th Century
 Do Your Dance — Rose Royce — Whitfield
 So You Win Again — Hot Chocolate — Big Tree
 We're Getting Stronger — Loleata Holloway — Gold Mind
 Spandisco — Love Child's Band — Midsong
 Friends & Strangers — Ronnie Laws — Blue Note
 #1 LP — O'Jays
 New LPs — Bobbi Humphrey

KNOK — DALLAS/FT. WORTH — Andy Perpener
 #1 — Float On — Floaters
 Cream City — Aalon — Arista
 Let's Clean Up The Ghetto — PI All Stars
 For Everybody — Karma — Horizon
 7 To 1 — Float On — Floaters

11 To 9 — L.A. Sunshine — War
 27 To 21 — The Greatest Love Of All — George Benson
 #1 LP — Emotions
 New LPs — Brother To Brother, Karma

KNOK-107 — DALLAS/FT. WORTH — Andy Perpener
 #1 — Float On — Floaters
 For Everybody — Karma — Horizon
 God Can — Paul Kelly — WB
 27 To 20 — Exodus — Bob Marley & The Wailers
 #1 LP — Emotions
 New LPs — Brother To Brother, Karma

WADO — DAYTON — Lankford Stephens
 #1 — Float On — Floaters
 You Can Do It — Arthur Prysock — Old Town
 Do You Believe In Love — Dionne Warwick — WB
 Ooh, Baby Baby — Shalamar — Soul Train
 So You Win Again — Hot Chocolate — Big Tree
 Nobody Could Take Your Place — Dee Dee Sharp Gamble — Phila. Intl.
 Jam On The Groove — Ralph MacDonald — Marlin
 HOTS
 Baby Love — Mother's Finest
 Up For The Downstroke — Fred Wesley & The Horny
 Horns
 Keep It Comin' Love — KC & Sunshine Band
 Stomped, Beat Up & Whooped — Graham Central Station
 Everlasting Love — Rufus
 I Feel Love — Donna Summer
 #1 LP — Emotions
 New LPs — Rare Earth, Kitty & The Haywoods

KDKO — DENVER — Pepper Martinez
 #1 — Best Of My Love — Emotions
 Lady Of Magic — Maze — Capitol
 Check It Out — Sophisticated Ladies — Mayhew
 Sticky Stuff — Booker T & The MGs
 I Need Love — Persuaders
 I Won't Die — James Hazellhurst
 10 To 4 — Sunshine — Enchantment
 22 To 11 — That's What Friends Are For — Deniece Williams
 Ex To 27 — Moving Along — Renee Geyer
 Ex To 30 — Gotta Get Ahold On Me — Margie Alexandra
 #1 LP — Emotions
 New LPs — Enchantment, War, Michael Henderson, Gary Ghoms, Garland Green, Barry White, Fania All-Stars

WRBD — FT. LAUDERDALE — Charles Merrill
 #1 — Sunshine — Enchantment
 You Can Do It — Arthur Prysock — Old Town
 That's The Way The Wind Blows — Bo Kirkland & Ruth Davis — Claridge
 Music — The Family — Little City
 Funk, Funk — Cameo — Chocolate City
 I'm At The Cross Roads — Vernon Garrett — ICA
 HOTS
 Boogie Nights — Heatwave
 Livin' The Life — Isley Brothers
 I Like The Feeling — Luther Ingram
 Best Of My Love — Emotions
 #1 LP — Maze
 New LPs — Eddie Hazel, Rose Royce, The Staples

WESY — GREENVILLE — Clyde Pinkney
 #1 — Sunshine — Enchantment
 Doctor Love — First Choice — Salsoul
 Running Away — Roy Ayers — Polydor
 Hot Sauce — Nasty — Greedy
 Feelings — Sonize — Earth
 7 To 3 — Let's Clean Up The Ghetto — PI All Stars
 8 To 2 — Work On Me — O'Jays
 31 To 22 — It's Ecstasy — Barry White
 #1 LP — Tyrone Davis

KMJO — HOUSTON — Jim Maddox
 #1 — Float On — Floaters
 Just For Your Love — Memphis Horns — RCA
 No One Could Love You More — Phyllis Hymn — Buddah
 Do You Wanna Get Funky With Me — Peter Brown — Drive
 HOTS
 Strawberry Letter #23 — Brothers Johnson
 Sharing — Vitamin "E"
 Devil's Gun — C.J. & Co.
 The Greatest Love Of All — George Benson
 #1 LP — Commodores
 New LP — Lamont Dozier

WTLC — INDIANAPOLIS — Roger Holloway
 #1 — Baby Love — Mother's Finest
 Funk Funk — Cameo
 Dusic — Brick — Bang
 Just Let Me Hold You For A Night — David Ruffin — Motown
 The Return Of Leroy — Jimmy Castor Bunch
 Take Me To The Bridge — Crackin' — WB

KDAY — LOS ANGELES — J.J. Johnson
 #1 — Float On — Floaters
 L.A. Sunshine — War — Blue Note
 Star Wars — Meco — Casablanca
 20 To 13 — Keep It Comin' Love — KC & Sunshine Band
 Ex To 20 — Do Your Dance — Rose Royce
 Ex To 28 — Turn This Mutha Out — Idris Muhammad
 #1 LP — Emotions
 New LPs — Brainstorm

KGfJ — LOS ANGELES — Don Mac
 #1 — Float On — Floaters
 Cream City — Aalon — Arista
 Since I Fell For You — Hodges, James & Smith — London
 Shoo-Do-Fu-Fu-Ooh — Lenny Williams — ABC
 I Feel Love — Donna Summer — Casablanca
 We Never Danced To A Love Song — Manhattans — Columbia
 22 To 14 — Work On Me — O'Jays
 24 To 18 — It's Ecstasy — Barry White — 20th Century
 25 To 19 — Everlasting Love — Rufus
 27 To 20 — The Greatest Love Of All — George Benson
 30 To 22 — O-H-I-O — Ohio Players
 #1 LP — Commodores
 New LPs — Waters, Tropea, Dorothy Moore, Michael Henderson

KJLH — LOS ANGELES — Rod McCrew
 New LPs — Luther, Mass Production, McCoo & Davis, David Axelrod, Maxi, Whispers, Young Hearts, Jermaine Jackson, Dorothy Moore, Dramatics, Allspice

KUTE-102 — LOS ANGELES — Lucky Pierre
 #1 LP — Emotions
 New LPs — Michael Henderson, Rose Royce

WLOU — LOUISVILLE — Neal O'Rea
 #1 — In A Special Way — Brief Encounter
 When I Think About You — Aretha Franklin — Atlantic
 Make Your Own Music — Roland Bautista — ABC
 On The Seventh Floor — Bee Gees — RSO
 Ooh Baby Baby — Shalamar — Soul Train
 9 To 4 — Make It With You — Whispers
 18 To 11 — Love Music — Regal Dewy
 23 To 15 — I Believe You — Dorothy Moore
 26 To 19 — Turn This Mutha Out — Idris Muhammad
 28 To 20 — Just Let Me Hold You — David Ruffin
 #1 LP — Heatwave
 New LPs — Kitty & The Haywoods, Renee Geyer, Isley Brothers

WDIA — MEMPHIS — Maxx Fortune
 #1 — Float On — Floaters
 Keep It Comin' Love — KC & Sunshine Band — TK
 None Can Love You More — Phyllis — Buddah
 When I Think About You — Aretha Franklin — Atlantic
 Right Feeling At The Wrong Time — Hot — Big Tree
 Dusic — Brick — Bang
 Look What You've Done To My Heart — McCoo & Davis — ABC
 You Can See For Looking — Betty Wright — Alston
 I'd Like To Make It With You — Whispers — Soul Train
 I'm Afraid To Let You Into My Life — Freddie Waters — October
 Nights On Broadway — Candi Staton — WB
 I Just Want To Be Your Everything — Andy Gibb — RSO
 Just Let Me Hold You — David Ruffin — Motown
 Chalk It Up — Jerry Butler — Motown
 Doctor Love — First Choice — Salsoul
 11 To 6 — Work On Me — O'Jays
 14 To 5 — I Believe You — Dorothy Moore
 18 To 13 — O-H-I-O — Ohio Players
 22 To 16 — It's Ecstasy — Barry White
 23 To 14 — The Greatest Love Of All — George Benson
 24 To 19 — French Way — Crown Heights Affair
 26 To 17 — Vitamin "U" — Smokey Robinson
 28 To 20 — Do You Wanna Get Funky With Me — Peter Brown
 29 To 21 — Shake It Well — Dramatics
 30 To 18 — Oh, Let Me Know It — Special Delivery
 #1 LP — Emotions
 New LPs — Rose Royce, Jermaine Jackson, War, Brother To Brother

WEDR — MIAMI — Jerry Ruslan
 #1 — Boogie Nights — Heatwave
 HOTS
 I Can't Understand It — Meadow Brothers
 Let's Fool Around — General Johnson
 Lovin' You — Little Milton
 African Summer — Herb Alpert
 I'm Afraid To Let You Into My Life — Freddy Waters
 #1 LP — Brothers Johnson
 New LPs — James Brown, Lenny Williams, Staple Sinoers, Rose Royce

WGOK — MOBILE — Chris Turner
 #1 — Float On — Floaters
 It's All Over — Walter Jackson — Chi-Sound
 Stop Doubting My Love — Freedom Machine — Alarm
 #In Love By Monday — Millie Jackson — Spring
 Funk, Funk — Cameo — Chocolate City
 Just For Your Love — Memphis Horns
 Let's Fool Around — General Johnson — Arista
 We Gonna Party Tonight — Willie Hutch — Motown
 Don't Be Afraid — Ronnie Dyson — Columbia
 11 To 4 — We Never Danced To A Love Song — Manhattans
 13 To 5 — Lady Of Magic — Maze
 18 To 6 — Just Let Me Hold You — David Ruffin
 29 To 21 — Keep It Comin' Love — KC & Sunshine Band
 #1 LP — Emotions
 New LPs — The Staples, Rose Royce, Millie Jackson

WVOL — NASHVILLE — Fred Harvey
 #1 — Float On — Floaters
 Oh, Let Me Know It — Special Delivery — Shield
 Dusic — Brick — Bang
 So You Win Again — Hot Chocolate — Big Tree
 14 To 8 — Can't Stay Away — Bootsy's Rubber Band
 16 To 11 — I'm Afraid To Let You Into My Life — Freddy Waters
 25 To 19 — I Believe You — Dorothy Moore
 31 To 24 — O-H-I-O — Ohio Players
 #1 LP — Natalie Cole
 New LPs — Dramatics, McCoo & Davis, Meri Wilson

WKND — NEW HAVEN — Bob Scott
 #1 — Float On — Floaters
 It's Ecstasy — Barry White — 20th Century
 I Can't Help It — Michael Henderson — Buddah
 You Can't Turn Me Off — Hi Energy — Motown
 14 To 8 — Let's Clean Up The Ghetto — PI All-Stars
 15 To 9 — Since I Fell For You — Hodges, James & Smith
 27 To 17 — Everlasting Love — Rufus
 #1 LP — C.J. & Co.
 New LPs — The Deep, Smokey Robinson, Manchild

YBC — NEW HAVEN — Bill Christmas
 #1 — Especially For You — Manchild
 Running Away — Roy Ayers — Polydor
 You Can't Turn Me Off — Hi Energy — Motown
 Love Ballad — Gary Bartz — Capitol
 It's A Lifetime Thing — Jerry & Thelma — Motown
 Ain't That What You Want — Liquid Blue — DJM
 HOTS
 It's Ecstasy — Barry White — 20th Century
 Oh, Let Me Know It — Special Delivery

MOST ADDED NEW R&B LP'S

- IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME — BARRY WHITE — 20TH CENTURY**
 WIGO, WJPC, KATZ, WAMO, KGfJ, KOKY, WKND, WJMO, KKDA-FM, WUFO
- WHEN I THINK ABOUT YOU — ARETHA FRANKLIN — ATLANTIC**
 WTMP, WUKO, KATZ, WLOU, WDIA, KKDA, WJMI
- DUSIC — BRICK — BANG**
 WJMI, WTLC, WSOK, WIGO, WDIA, WGOK-FM, WVOL
- JUST LET ME HOLD YOU FOR A NIGHT — DAVID RUFFIN — MOTOWN**
 WENZ, WTLC, WDIA, KOKY, WJMO, WILD
- YOU CAN DO IT — ARTHUR PRYSOCK — OLD TOWN**
 WADO, WAMO, WRBD, WCKO, WUFO
- DO YOU WANNA GET FUNKY WITH ME — PETER BROWN — DRIVE**
 KPRS, WAMO, WILD, WUFO, WMJQ

MOST ADDED NEW R&B SINGLES

- IN FULL BLOOM — ROSE ROYCE — WHITFIELD**
 WILD, KUTE-102, WJMI, WJMO, WCKO, WRBD, WAMO, WGOK, WDIA, WCIN, KPRS, WANM, WEDR
- GOIN' PLACES — MICHAEL HENDERSON — BUDDAH**
 KDKO, WWRL, KUTE-102, KGfJ, WAMO, KPRS, WANM, WVKO
- FAMILY TREE — THE STAPLES — WARNER BROTHERS**
 WCKO, WRBD, WGOK, WANM, WENZ, WEDR
- THE TWO OF US — MARILYN MCCOO & BILLY DAVIS, JR. — ABC**
 WUFO, KJLH, WVOL, WCKO, WAMO, WDIA

WCHB — DETROIT — Wade Briggs
 #1 — Best Of My Love — Emotions
 Lady Of Magic — Candi Staton — WB
 Can't Stay Away — Bootsy's Rubber Band — WB
 Let's Fool Around — General Johnson — Arista

WGOK-FM — FAIRHOPE — Chris Turner
 #1 — Float On — Floaters
 Friends & Strangers — Ronnie Laws — Blue Note
 Running Away — Roy Ayers — Polydor
 I Trust You — Billy Paul — Phila. Intl.
 The Real Thing — Sergio Mendes — Elektra
 Dusic — Brick — Bang
 Our Love Goes On Forever — Dennis Coffey — Westbound
 Don't Be Afraid — Ronnie Dyson — Columbia
 18 To 9 — Just Let Me Hold You — David Ruffin
 22 To 16 — Fantasy Is Reality — Parliaments
 26 To 15 — When I Think About You — Aretha Franklin
 27 To 17 — It's Ecstasy — Barry White
 28 To 18 — Ooh, Baby Baby — Shalamar
 32 To 19 — Mutha Funk — Shotgun
 #1 LP — Isley Brothers
 New LPs — Eddie Hazel, Showdown, Keni Burke, Sonny Fortune, Millie Jackson, David Matthews

WCKO — FT. LAUDERDALE — Joe Fisher
 #1 — O-H-I-O — Ohio Players
 You Can Do It — Arthur Prysock — Old Town
 For Everybody — Karma — Horizon
 Right Place, Wrong Time — Bobby Patterson — All Platinum
 Hot Shot — Silver Convention — Midland
 On The Seventh Floor — Mighty Pope — Private Stock
 Take A Ride — Camouflage — Honey Bee
 Love By Monday — Millie Jackson — Spring
 I Need A Man — Grace Jones — Beam Junction
 15 To 11 — Exodus — Bob Marley & The Wailers
 25 To 16 — Make It With You — Whispers
 27 To 20 — Boogie Nights — Heatwave
 29 To 22 — Just Let Me Hold You — David Ruffin
 30 To 24 — Loving You — Little Milton
 33 To 26 — This Could Be The Night — R.B. Hudson
 #1 LP — Maze & LTD
 New LPs — McCoo & Davis, The Staples, War, Rose Royce, Millie Jackson

Get Up And Get Out — Force
 10 To 5 — Sunshine — Enchantment
 17 To 10 — Good Thing Queen — Margie Evans
 18 To 9 — Work On Me — O'Jays
 20 To 11 — Fantasy Is Reality — Parliament
 22 To 15 — Friends & Strangers — Ronnie Laws
 24 To 19 — Boogie Nights — Heatwave
 25 To 12 — We Never Danced To A Love Song — Manhattans

WJMI — JACKSON — Paul Todd
 #1 — Float On — Floaters
 Everlasting Love — Rufus — ABC
 Dusic — Brick — Bang
 When I Think About You — Aretha Franklin — Atlantic
 19 To 12 — I Trust You — Billy Paul
 20 To 16 — Up For The Downstroke — Fred Wesley & The Horny Horns
 24 To 17 — Devil's Gun — C.J. & Co.
 #1 LP — LTD
 New LPs — Dramatics, Rose Royce

KPRS — KANSAS — Dell Rice
 #1 — Easy — Commodores
 I Can't Help It — Michael Henderson — Buddah
 Just A Minute Of Your Time — Sun
 Somehow You Make Me Feel — Eddie Holman — Salsoul
 Do You Want To Get Funky — Peter Brown — Drive
 12 To 4 — Devil's Gun — C.J. & Co.
 #1 LP — Isley Brothers
 New LPs — Rose Royce, Bobby Lyle, Rare Earth, C.J. & Co., Michael Henderson, Blue Notes

KOKY — LITTLE ROCK — J.D. Black
 #1 — Float On — Floaters
 Just Let Me Hold You — David Ruffin — Motown
 It's Ecstasy — Barry White — 20th Century
 Nowhere To Run — Dynamic Superiors — Motown
 HOTS
 We Never Danced To A Love Song — Manhattans
 Keep It Comin' Love — KC & Sunshine Band
 It's Ecstasy — Barry White
 I Don't Wanna Go — Moments
 #1 LP — PI All Stars
 New LPs — Chi-Lites, Bobby Bland

(continued on page 56)

CASH BOX TOP 100 R&B

August 20, 1977

		Weeks On Chart			Weeks On Chart			Weeks On Chart																																																																																											
1	2	3	4	5	6	7	8	9																																																																																											
1 FLOAT ON FLOATERS (ABC AB 12284)	2 STRAWBERRY LETTER 23 BROTHERS JOHNSON (A&M 1949)	3 BEST OF MY LOVE EMOTIONS (Columbia 3-10544)	4 LET'S CLEAN UP THE GHETTO PHILADELPHIA INTERNATIONAL ALL STARS (Phila. Intl./CBS 3627)	5 A REAL MOTHER JOHNNY GUITAR WATSON (DJM/Amherst DJUS 1024)	6 L.A. SUNSHINE WAR (Blue Note/UA BN-XW 1009)	7 SUNSHINE ENCHANTMENT (Roadshow/UA RS-XW 991)	8 I BELIEVE YOU DOROTHY MOORE (Malaco/TK 1042)	9 DEVIL'S GUN C.J. & CO. (Westbound/Atlantic WB 55400)	10 SLIDE SLAVE (Cotillion/Atlantic 44218)	11 LIVIN' IN THE LIFE THE ISLEY BROTHERS (T-Neck/CBS ZS8 2264)	12 MAKE IT WITH YOU THE WHISPERS (Soul Train/RCA SB-10996)	13 PARTY LIGHTS NATALIE COLE (Capitol 4439)	14 EASY COMMODORES (Motown M1418F)	15 WORK ON ME O'JAYS (Phila. Intl./CBS 3631)	16 OVER AND OVER ASHFORD & SIMPSON (WB WBS 8391)	17 O-H-I-O OHIO PLAYERS (Mercury 73932)	18 GOT TO GIVE IT UP (PART 1) MARVIN GAYE (Tamil/Motown 54280F)	19 I DON'T LOVE YOU ANYMORE TEDDY PENDERGRASS (Phila. Intl./CBS 3622)	20 THIS I SWEAR TYRONE DAVIS (Columbia 3-10528)	21 EXODUS BOB MARLEY & THE WAILERS (Island IS 089)	22 I NEED LOVE PERSUADERS (Calla/CBS ZS8 3006)	23 THE GREATEST LOVE OF ALL GEORGE BENSON (Arista 251)	24 GET IT UP BEN E. KING & AWB (Atlantic 3402)	25 LET ME KNOW SPECIAL DELIVERY (Shield/TK 6370)	26 SEE YOU WHEN I GIT THERE LOU RAWLS (Phila. Intl./Epic 8-3623)	27 GOOD THING MAN FRANK LUCAS (ICA 001)	28 CAN'T STAY AWAY BOOTSYS'S RUBBER BAND (Warner Bros. WBS 58403)	29 FUNKY MUSIC JU-PAR UNIVERSAL ORCHESTRA (Ju-Par/Motown 8002)	30 LOVE IS SO GOOD WHEN YOU'RE STEALING IT Z.Z. HILL (Columbia 3-10552)	31 ALL BECAUSE OF YOUR LOVE OTIS CLAY (Kayvette/TK 5130)	32 KEEP IT COMING' LOVE KC & THE SUNSHINE BAND (TK 1023)	33 THE SOUL OF A MAN BOBBY BLAND (ABC 12280)	34 GETAWAY SALSOU ORCHESTRA (Salsoul SZ 2038)	35 DO YOU WANNA GET FUNKY WITH ME PETER BROWN (Drive/TK 6258)	36 NIGHTS ON BROADWAY CANDI STATON (Warner Bros 8387)	37 I DON'T WANNA GO MOMENTS (Stang/All Platinum 5073)	38 BOOGIE NIGHTS HEATWAVE (Epic 8-50370)	39 WE NEVER DANCED TO A LOVE SONG THE MANHATTANS (Columbia 10586)	40 JUST LET ME HOLD YOU FOR A NIGHT DAVID RUFFIN (Motown M1420)	41 VITAMIN "U" SMOKEY ROBINSON (Tamil/Motown 54284)	42 I CAN'T HELP IT MICHAEL HENDERSON (Buddah/RCA BDA 578)	43 GOODNIGHT MY LOVE TAVARES (Capitol 4453)	44 I CAN MAKE IT BETTER PEABO BRYSON (Bullet/Bang VTO 3)	45 GIVE ME SOME SKIN JAMES BROWN (Polydor PD 14409)	46 EVERLASTING LOVE RUFUS FEATURING CHAKA KHAN (ABC 12296)	47 CHALK IT UP JERRY BUTLER (Motown 1421)	48 I LIKE THE FEELING LUTHER INGRAM (Koko KO-725)	49 CAN'T GET ALONG IMPRESSIONS (Cotillion/Atlantic 44222)	50 STOMPED, BEAT-UP AND WHOOPED GRAHAM CENTRAL STATION (WB 8417)	51 I FEEL LIKE I'VE BEEN LIVIN' (ON THE DARK SIDE OF THE MOON) TRAMMPS (Atlantic 3403)	52 GOOD THING QUEEN (PART 1) MARGIE EVANS (ICA 002)	53 TURN THIS MUTHA OUT IDRIS MUHAMMAD (CTI/Kudu 940)	54 IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME BARRY WHITE (20th Century TC-2350)	55 CAN'T WE JUST SIT DOWN (AND TALK IT OVER) DONNA SUMMER (Casablanca NB 884)	56 SO YOU WIN AGAIN HOT CHOCOLATE (Big Tree/Atlantic BT 16096)	57 I FEEL LOVE DONNA SUMMER (Casablanca NB 884)	58 I CAN'T GET OVER YOU THE DRAMATICS (ABC AB 12256)	59 NOWHERE TO RUN DYNAMIC SUPERIORS (Motown 1419)	60 NO ONE CAN LOVE YOU PHYLLIS HYMAN (Buddah/RCA BDA 577)	61 LOVIN' IS REALLY MY GAME BRAINSTORM (Tabu/RCA OB-10961)	62 WHEN I THINK ABOUT YOU ARETHA FRANKLIN (Atlantic/Springtime BMI)	63 LADY OF MAGIC MAZE FEATURING FRANKIE BEVERLEY (Capitol 4456)	64 JOYOUS PLEASURE (Fantasy F793AS)	65 DO IT THE FRENCH WAY CROWN HEIGHTS AFFAIR (DeLite 1592)	66 SINCE I FELL FOR YOU HODGES, JAMES & SMITH (London CL 8193)	67 FANTASY IS REALITY PARLIAMENT (Casablanca 892)	68 SHAKE IT WELL DRAMATICS (ABC 12299)	69 LOVE BALLADS GARY BARTZ (Capitol)	70 LOOK WHAT YOU'VE DONE TO MY HEART MARILYN MCCOO & BILLY DAVIS JR. (ABC AB 12298)	71 TOMORROW CISSY HOUSTON (Private Stock 45355)	72 DOCTOR LOVE FIRST CHOICE (Gold Mind/Salsoul 4004)	73 LOVING YOU (IS THE BEST THING TO HAPPEN TO ME) LITTLE MILTON (Glades/TK 1743)	74 LOVE AND HAPPINESS AL GREEN (Hi 5N-2324)	75 YOU CAN DO IT ARTHUR PRY SOCK (Old Town)	76 WE GONNA PARTY TONIGHT WILLIE HUTCH (Motown 1424)	77 THIS COULD BE THE NIGHT R.B. HUDMON (Atlantic 3413)	78 I'M AFRAID TO LET YOU INTO MY LIFE FREDDIE WATERS (October 1011)	79 I JUST WANT TO BE YOUR EVERYTHING ANDY GIBB (RSO/Polydor 872)	80 BITE YOUR GRANNY MORNING, NOON & NIGHT (Roadshow/UA RSXW 1003)	81 YOU CAN'T SEE FOR LOOKING BETTY WRIGHT (Alston/TK 3734)	82 HAVE A LITTLE MERCY BROADWAY (Prelude PRL 71086)	83 MY FIRST MISTAKE CHI-LITES (Mercury 73934)	84 BOHANNON DISCO SYMPHONY HAMILTON BOHANNON (Mercury 73939)	85 GOTTA GET A HOLD ON ME MARGIE ALEXANDER (Chi-Sound/UA CH-XW 1033)	86 CHECK IT OUT (PART 1) SOPHISTICATED LADY (Bareback 532)	87 IT'S A LIFE TIME THING THELMA & JERRY (Motown 1422)	88 FRIENDS AND STRANGERS RONNIE LAWS (United Artists UA-XW 1036)	89 WHY MUST WE SAY GOODBYE AL HUDSON (ABC AB 12294)	90 UP FOR THE DOWN STROKE FRED WESLEY & THE HORNY HORNS FEATURING MACEO PARKER (Atlantic 3408)	91 SHARING VITAMIN E (Buddah-574)	92 BETCHA NEVER BEEN LOVED (LIKE THIS BEFORE) THE DELLS (Mercury 73901)	93 IN TO SOMETHING (CAN'T SHAKE LOOSE) O. V. WRIGHT (Hi Records Cream 77501)	94 LOVE MUSIC THE REGAL DEWY (Millennium/Casablanca 603)	95 GOTTA FIND A WAY TO GET BACK HOME INNERVISION (Ariola America/Capitol 7567)	96 I'LL SHOW YOU WITH LOVE YOUNG DEVINES (Cotillion 44223)	97 DANCE TO KEEP FROM CRYING SAMONA COOKE (Epic/Sweet City 8-50421)	98 IT'S ALL OVER WALTER JACKSON (UA CHXW 1044)	99 OOH BABY BABY SHALAMAR (Soul Train)	100 FREE AS THE WIND CRUSADERS (ABC/Blue Thumb)

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

All Because (Muscle Shoals Sound — BMI) 31	Friends (Fizz/At Home/Jeffix — BMI) 88	It's All Over (Warner-Tamerlane — BMI) 98	See You When I Git There (Might Three — BMI) 26
A Real Mother (Vir-Jon — BMI) 5	Funky Music (Nuante — ASCAP/Lenice — BMI) 29	It's Ecstasy (Sa-Vette — BMI) 54	Shake It Well (Groovesville — BMI/Conquistador — ASCAP) 68
Best Of My Love (Saffire — BMI) 3	Getaway (M. Buru — ASCAP) 34	Joyous (Funky P.O./At Home — ASCAP) 64	Sharing (BMI) 91
Betcha Never Been (Six Strings — BMI) 92	Get It Up (WB/Longdog — ASCAP) 24	Just Let Me Hold (Charles Kipp — BMI) 40	Since I Feel (WB — ASCAP/EI Patricio — BMI) 66
Bite Your (Desert Rain — ASCAP) 80	Give Me (Dynamite/Belinda/Unichappell — BMI) 45	Keep It Comin' (Sherlyn/Harrick — BMI) 32	Slide (Spurbree — BMI) 10
Bohannon Disco (Bohannon Phase II/Intersong — ASCAP) 84	Goodnight My Love (Belinda/Ouintet/Trio — BMI) 43	L.A. Sunshine (Far-Out — ASCAP) 6	So You Win (Island — BMI) 50
Boogie (Rondor/Almo — ASCAP) 38	Good Thing 27	Lady Of Magic (Peele — BMI) 63	Stomped Beat-Up (Nineteen Eighty-Five — BMI) 56
Can't Get Along (High Class — BMI) 49	Good Thing Queen (Not Listed — BMI) 52	Let Me Know (Sherlyn — BMI) 25	Strawberry (Kidada/Off The Wall — BMI) 2
Can't Stay Away (Rubber Band — BMI) 28	Gotta Find A Way (Johnny Powers — BMI) 95	Let's Clean (Mighty Three — BMI) 4	Sunshine (Desert Moon/Willow Girl — BMI) 7
Can't We Just (McCauley/Almo — ASCAP) 55	Gotta Get A (Aopa — ASCAP/Sifo — BMI) 85	Lin' The Life (Bovina — ASCAP) 11	The Greatest Love Of (Columbia Pictures — BMI) 23
Chalk It Up (Ice Man/Stone Diamond/Padavon — BMI) 47	Got To Give (Jobete — ASCAP) 18	Look What (Screen Gems-EMI/Traco — BMI/Colgems — EMI) 70	The Soul (Don/ABC-Dunhill — BMI) 33
Check It Out (B. Womack/Unart — BMI) 86	Have A Little 82	Love And Happiness (Jec/Al Green — BMI) 74	This Could (Unart/Sunshine Rabbit — BMI) 77
Dance To Keep (WB — ASCAP) 97	I Believe (Musicways/Flying Addressi — BMI) 8	Love Ballad (Unichappell — BMI) 69	This I Swear (Buttermilk Sky/Content/Alynn — BMI) 20
Deliver The (Onajo — ASCAP/Ausar — BMI) 60	I Can Make It (Web IV — BMI) 44	Love Is (Jalew — BMI) 30	Tomorrow (Strouse/Morris — ASCAP) 71
Devil's Gun (ATV — BMI) 9	I Can't Get (Conquistador — ASCAP) 58	Love Music (Sashimi West/Irwin Levine — BMI) 94	Turn This Mutha (Char-Liz — BMI) 53
Doctor Love (Lucky Three/Six Strings — BMI) 72	I Can't Help It (Electrocord — ASCAP) 42	Lovin' Is Really My Game (Interior — BMI) 61	Up For The (Rick's Malibiz — BMI) 90
Do It The French Way (Delightful/Cabrina — BMI) 65	I Don't Love (Mighty Three — BMI) 19	Loving You (Trice — BMI) 73	Vitamin "U" (Jobete — ASCAP) 41
Do You Wanna (Sherlyn/Decibel — BMI) 35	I Don't Wanna (Begonia/Fedora — BMI) 37	Make It (Colgems-EMI — ASCAP) 12	We Gonna Party (Stone Diamond — BMI) 76
Easy (Jobete/Commodores Ent. — ASCAP) 14	I Feel Like I've (Burma East — BMI) 51	My First (Cookie Box/Valario — BMI/Richie Rome — ASCAP) 83	We Never (Manhattans/Blackwood — BMI) 39
Everlasting (Amer. B'casting/Mother Pearl/Dennis Earl — ASCAP) 46	I Feel Love (Rick's — BMI) 57	Nights On (Casserole/Unichappell/Stamm — BMI) 36	When I Think About (Springtime — BMI) 62
Exodus (Bob Marley/Almo — ASCAP) 21	I Just Want (Stigwood/Unichappell — BMI) 79	Nowhere To Run (Stone Agate — BMI) 59	Why Must We Say (Perk's — BMI) 89
Fantasy Is Reality (Rick's Malibiz — BMI) 67	I Like The Feeling (Klondike — BMI) 48	O-H-I-O (Play One/Unichappell — BMI) 17	Work On Me (Mighty Three — BMI) 15
Float On (ABC-Dunhill Wood Songs — BMI) 1	I'll Show You (My Brothers — BMI) 96	Ooh Baby Baby 99	You Can Do It 75
Free As The Wind (Four Knights — BMI) 100	I'm Afraid (Ankh — ASCAP/All Night — BMI) 78	Over And Over (Nick-O-Vai — ASCAP) 16	You Can't See For (Sherlyn — BMI) 81
	I Need Love (J.A.M.F./Six Strings — BMI) 22	Party Lights (Utom — BMI) 13	
	In To Something (Jec — BMI) 93		
	It's A Lifetime (Jobete/Butler — ASCAP) 87		

CBS Jazz, Classical Promo Campaigns Spur Retail Sales

(continued from page 48)

Tom Keenan, of Everybody's disagreed with Boudreau and Singer. "Basically, the classical line has been hurt with the raise to a \$7.98 list. What it has done is put them right up there with the import albums, and people looking at the two have the tendency to pick up the imports because a rise there is imminent also."

Ron Drybread, classical buyer for the Harvard Coop, stated, "Columbia has been on sale for the last month or so — and people are really taking advantage of that. The sale price is pretty much what it was before the price went up. We've been advertising six or eight numbers from the Masterworks series — and some of the Odyssey stuff too — for \$4.98. We have advertised in the Boston Phoenix and we have radio ads too. \$6.35 is our regular shelf price for the \$7.98 list classical LPs."

Fran McGill of Sound Warehouse indicated that his store also did well with its sale. "We always do well with all of our classical sales and the Columbia sale followed suit. We bought in as a \$6.98 list

and we were selling the single discs for \$3.95. When they jumped to \$7.98 and when we have another sale on the Columbia product the price will be \$4.55.

McGill also explained the details of a contest that was offered in conjunction with his classical sale. "They (CBS) offered a contest, a drawing for a night on the town. First prize was limousine service to and from the Dallas Symphony performance of the winner's choice during that period. The event also included dinner. Second and third place winners received 20 and 10 albums, respectively, from the Masterworks catalog."

Perhaps Russ Solomon, president of Tower Records in California, summed it up best when he stated, "CBS is constantly running promos — jazz promos, country promos, whatever. They're very progressive in that area. Second to none. All of which end up being good at the end of the year. These were just indicative of a whole program on the part of CBS; and, yes, they worked."

TV Packages Flourish

(continued from page 36)

material on it is strong enough and the artists are well-known. According to Culberg, for instance, some of Ronco's packages "are stronger than hell, and some of them are weak," regardless of their musical category. "We don't include anything unless it's made the charts pretty strongly," he continued. "We try to hit for the top 10."

The same is evidently true for direct response packages. Huntley, for example, pointed out that his company has had successes with all kinds of records, and failures in every field, too. "Of course, choosing the cuts is very subjective. But hopefully, with the help of the charts and our little research team, we can come up with the 'best-loved' songs."

Suffolk assembles both hit compilations and single-artist packages. Featured in the latter category is the work of such artists as Ray Conniff, Andy Williams, Petula Clark, Brook Benton, Otis Redding and Freddy Fender. "We try our best to get the best cuts the artist has ever done, including all his big hits and also some of the lesser-known cuts that are esthetically valuable," Huntley noted.

Normally, Suffolk puts out packages by artists who have had a number of top-selling singles, but these 45s do not necessarily have to be in the top 10. "The most successful packages are those which will work universally across the country," Huntley commented. "But some packages are very specialized. Freddy Fender's, for example, sells particularly well in Texas and the southwest."

National Retail Chains Post Large July Gains

NEW YORK — The nation's largest retail chains posted sizable sales gains for the month of July.

Sears, Roebuck & Co. registered its largest monthly percentage gain in more than 20 years, and K mart Corporation reported a sales increase of 20% for the month. J.C. Penney Co., Montgomery Ward & Co., and F.W. Woolworth Co. also posted their best monthly percentage gains of the year during July.

Sears' sales for the four weeks ended July 30 rose 22% to \$1.44 billion from \$1.18 billion last year. Sales for Sears' fiscal first half, ended July 30, totalled \$8.45 billion, up 15% from \$7.33 billion in the prior year period.

Sales Jumps

K mart's July sales climbed to \$694 million from \$577.4 for July 1976. First half sales for K mart were up 19% to \$4.46 billion from \$3.67 billion. Penney's sales for the month also rose to \$619 million from \$562 million a year earlier. First half volume at Penney's increased eight percent to \$3.85 billion from \$3.57 billion.

Woolworth's July sales rose to \$384 million from \$352 million for the year earlier period. First half sales for Woolworth were up six percent to \$2.44 billion from last year's \$2.33 billion.

Ward's July sales climbed 17% to \$318 million from \$270 million for the prior year period. First half sales for the corporation were up 14% to \$2 billion from \$1.82 billion.

Country Roundup

(continued from page 43)

Records benefit for NARAS August 16 at Possum Holler. **Nat Stuckey** and **Geoff Morgan** will also be featured guests on the show.

Actress **Elizabeth Taylor** and **Dottie West** were honorees at the 50th Apple Blossom Festival in Winchester, Va. recently. Ms. Taylor, a resident of Virginia, was the first woman in the history of the three-day festival to serve as Minister of the Crown. In that role she crowned Ms. **Laury Boone**, youngest daughter of **Pat Boone**, as the 1977 queen. **Dottie West** was featured at the Country Music Jubilee Show and was fireman's marshall in the parade, which attracted more than 300,000 visitors to the city.

Kitty Wells will be the official spokesperson for the Heritage House Restaurant chain. Her duties will include televised advertisements and participation in corporate functions.

Bob Hope headlines the lineup of sports and entertainment celebrities scheduled to participate in the third annual **Roy Clark** Celebrity Golf Classic and **Star Night** September 15-17. More than 40 celebrities are expected to participate in the tournament, which began in 1975 as a way to support the Children's Medical Center in Tulsa. Last year \$60,000 was raised for the center.

Don Powell has been appointed as director of national promotion for Hickory Records.

Merlin Rose, a 38-year-old South Dakota native, has an exclusive songwriter's contract with Hat Band Music.

Roy Dea just recently completed the new **Steve Young** album due out soon.

Steve Young has been booked into a new listening room in Pittsburgh, Pa. this month. He'll open for **Ramblin' Jack Elliott**.

The **Chet Atkins Super Axe**, a specially-designed Gretsch guitar, is now on the market. Chet designed the guitar for rock musicians who want to sustain notes longer, and has a sustaining device and phaser built in. The axe has been on the market about a month and retails for about \$800.

North Jersey Lodge #18 of the Fraternal Order of Police has scheduled its 17th country music concert for September 10 at the Roxbury High School auditorium in Succasunna, N.J. Headlining the show will be country artists **Ray Price**, **Dickey Lee** and comedian/ventriloquist **Alex Houston** with **Elmer**.



A WAYLON PARTY — Following his recent performance at the Universal Amphitheatre in Los Angeles, RCA Records hosted a party for recording artist **Waylon Jennings** and his wife, **Jessi**, who had also appeared on the show. Pictured at the Victoria Station restaurant are (l-r): **Jennings**; **Jessi Colter**; **Carson Schreiber**, RCA regional country promotion, west coast; **Wayne Edwards**, RCA regional promotion, country music, Dallas; and **Ron Martin**, program director for radio KGBS.

Background Music Nets 1.1 Mil For AFM Group

NEW YORK — Some 5,000 members of the American Federation of Musicians received \$1.1 million July 1 in annual royalty payments from the sale of theatrical motion pictures to commercial television. The recipients were musicians who had furnished background music for motion pictures made after 1960 which were shown on commercial television in 1976.

ABC Schedules 11 August Albums

LOS ANGELES — ABC Records has scheduled 11 albums for release in August, including the latest album by **John Mayall**, "A Hard Core Package," **Denise LaSalle's** "The Bitch Is Bad," and "Cherish" by **Al Hudson & The Soul Partners**.

Impulse, ABC's jazz label, will release the latest album by **Keith Jarrett**, "Byablue," and ABC's country label, ABC/Dot, will release **Don Gibson's** new album, "If You Ever Get To Houston (Look Me Down)," and "Country Comes To Carnegie Hall," a live album featuring **Roy Clark**, **Freddy Fender**, **Hank Thompson** and **Don Williams**.

Glolar Prod Formed

LOS ANGELES — Glolar Productions, encompassing record production and music publishing, has been formed with **Brent Maglia** signed as the first artist.

KGBS Co-Sponsors Songwriting Comp.

LOS ANGELES — Radio station KGBS here has joined country stations across the U.S. as a co-sponsor in the Kentucky Fried Chicken Company's American Country Good Music Songwriting Contest.

The national grand prize winner of the competition will have his song recorded by country artist **Mel Tillis** on MCA Records while the top winner in the KGBS listening area will be awarded a top brand AM-FM stereo system and will be eligible for the national grand prize. KGBS also presented T-shirts to the first 100 songwriters to enter the competition, which closed July 29.

Entrants were requested to submit a cassette tape recording of their original composition and a copy of the lyrics to KGBS for judging on the local level. Local winners will be announced August 19, and the national winner will be notified no later than September 19.

GRT And Tomato Music Sign Distribution Deal

LOS ANGELES — GRT Music Tapes recently signed an agreement to distribute the product of The Tomato Music Co., Ltd. Initial releases on eight-track and cassette will be "A Tribute To Leadbelly," featuring **Pete Seeger** and **Arlo Guthrie**, "Townes Van Zandt Live at the Old Quarter, Houston, Texas" and "Cajun Swamp Music Live" by **Clifton Chenier**.



STRUTTIN' HIS STUFF AT THE BOX — Capricorn recording artist **Elvin Bishop** came by the **Cash Box** west coast offices recently to personally deliver his new double-live album just prior to his appearance at a local concert. Pictured with **Bishop** (l-r) are: **Dave Fulton**, **Cash Box** assistant editor; **Robin Wren**, Capricorn Records' western regional promotion director; **Bishop**; **Sue Finn**, Bishop's manager, and **Chuck Comstock**, **Cash Box** editorial.

CHUM Ltd. To Grab Concert In The Heavens Publicity

by David Farrell

TORONTO — With the advent of the Canadian Radio and Television Commission (CRTC) granting two additional FM licenses in the Toronto market, competition is growing fierce and leader CHUM-FM is making no bones about its intentions to maintain its market share here.

In light of this fact and a recent Toronto gathering of programmers from across the continent, CHUM Ltd. issued a brief news bulletin on its 5:30 p.m. news report on August 5, announcing exclusive news and broadcast rights to a concert scheduled in the city the following July. Not just any concert but a super-concert to be staged 1,800 feet above the city in the Canadian National Telecommunications Tower. The announcement was made by former program director for CHUM-FM, Duff Roman, who is heading up the concert production company handling the affair — Concerts In The Sky Ltd. of Toronto. What makes the announcement a curio is that while Roman was willing to say that the talent line-up would be commensurate with the height of the tower, no talent could be announced at this point. Neither could sponsors or networks which are, apparently, willing to carry the televised proceedings worldwide (via satellite).

The story becomes interesting not because of its announcements so much as its non-announcements.

Two weeks prior to the official announcement, reports indicated that Roman was in the U.S. attempting to secure conditions for a Beatles reunion. **Cash Box** placed a call to Allan Waters, president of CHUM Ltd., at the time asking if Roman was having any dealings with CHUM Ltd., Allan Waters or any spin-off company thereof. Waters clearly admitted then that communications had been severed at the time of Roman leaving the station and that the company was not involved in any business dealing with Roman. The idea of a Beatles reunion was also news to Waters.

Shortly before the announcement of August 5, a phone call to the **Cash Box**

Canadian representative was made by publicist Karen Ball, head of Media Moxie, responsible for publicity for the 1978 concert at the CN Tower. Ball allowed that the scoop was CHUM's and that all news releases in the future would be broken through the station and its affiliated news network. Tipping off the press beforehand, however, was part of the job and she detailed plans of holding a concert on the July 1 weekend in a shell high on the tower that measured some 459 feet from core to outer surface. According to Ball, Concerts In The Sky had a five-year option on the site and had negotiated with CHUM Ltd. so as to give the broadcast family exclusive worldwide radio rights to the events. A TV network was also signed but no name was available, she said; neither was the sponsorship, talent or agents.

Behind Roman is Peter Sherwood, a Vancouver concert promoter and events organizer. Again, according to Ball, the show would feature all forms of music in order to respect the broad demographic viewership of TV.

Why CHUM decided to break the story (some 11 months before the event) is that a "foreign publication," not identified, had been piecing together information about Concerts In The Sky. CHUM wished to break the story in Canada since it is a Canadian event. In keeping with the non-announcement, the name of the publication was withheld or unknown.

Undoubtedly there will be a major concert from atop the CN Tower which will get televised and broadcast, but much greater than that, every wire service, radio news broadcast and print publication is likely to publicize the famous 5:30 non-news bulletin, and the majority will likely mention the million-dollar tag of CHUM Ltd. The whole affair may not show up on CHUM's promotional budget but it sure will pay off in the benefits.

In competitive radio today, anything goes. At least, in Toronto it does.

CRIA July Sales Awards Partridge Appointed

TORONTO — The Canadian Recording Industry Association reported 11 certifications for the month of July: 4 platinum albums, 4 gold albums and 3 gold singles. Platinum albums included: Electric Light Orchestra, "Ole," UA; Peter Frampton, "I'm In You," A&M; Bob Seger, "Night Moves," Capitol; Helen Reddy, "Greatest Hits," Capitol.

New gold albums include: Kenny Rogers, "Kenny Rogers," UA; Klaatu, "3:47 EST," GRT; Captain & Tennille, "Come In From The Rain," A&M; "Original Motion Picture Score From Rocky," UA.

TORONTO — Lynne Partridge has been appointed head of the Vancouver office for BMI Canada Limited (currently undergoing a name change to Performing Rights Organization of Canada Ltd. or P.R.O.). The appointment became effective August 1.

Partridge was employed in the Vancouver office of BMIC from its opening in 1968 to 1973 when she moved to Edmonton. There she handled publishing for Century 11 Studios and has logged over a decade in the field.

Radio Computer Service Initiated In Toronto

TORONTO — International Radio Computing Inc. has been formed in Toronto with the aim of providing computer assisted programming to radio stations throughout North America.

Using a specially designed computer program one year in the research stage, a program director inserts his own music universe and music format. The computer

takes over providing perfect rotation of all music. The radio station doesn't need a computer, nor extra staff to man the system. The system saves about 80 man hours of systemizing time per month, a spokesman for the company said.

The company is located in the north east of Toronto and is currently soliciting clients.

Where In The World . . .

Sergio Mendes and The New Brasil '77 will play a series of concerts in Venezuela beginning September 7. Two venues have been set, both in Caracas. The group plays the Tananaco Hotel September 7-10 and the Poliedro Arena September 16-17.

The Isaac Hayes Movement, starring Isaac Hayes, is off to Europe for a ten-day tour starting October 14 with dates in London, Paris, Holland and Germany.



CANADIAN KISSES — In the midst of a recent Canadian tour, Kiss members were presented with a platinum album in commemoration of their recently released "Love Gun" from Quality Records, Canadian distributors of Kiss product. Pictured, from left, are: Bill Aucoin, president of Aucoin Management, Inc.; Kiss members Peter Criss and Paul Stanley; Joe Owens, promotion manager of Quality Records; Ace Frehley of Kiss; Alan Miller, director of promotion for Aucoin Management; and Gene Simmons of Kiss.

Argentinian News CRIA To Release National Charts

BUENOS AIRES — Enrique Iriberry and Eduardo di Bella are in charge now at Surco Industrias Musicales, a record company formed many years ago by Iriberry and holding a strong line of classical and European music catalogs, like Telefunken, Opus and other labels. The diskery has also a kiddie music line, Calesita, with very strong sales, and recently hit the charts with "Que Se Va El Cartero," a tune from a successful TV program, "Margarito Terere." The album with the music from this program has been released by RCA.

Jorge Embon, president of Arfon Records, returned from a visit to the provinces of Tucuman, Catamarca and Cordoba, where he started promotion campaigns for his product and reinforced its distribution. The Arfon catalog will be released soon in Spain by Musidis Record, marking an expansion of the company in the international markets.

Microfon's Mario Kaminsky reported to **Cash Box** that the new LP by Donna Summer, "Recuerdo El Ayer," is selling extremely well in this market and the company will strongly promote all her recordings in the near future. Her LPs are consistent sellers and it looks like the effort will follow the same way. Another Microfon artist, Albert Cortez, will visit Argentina in a couple of weeks. He records for Hispavox in Spain.

RCA is pushing the Spanish version of Claudio Baglioni "Piccolo Grande Amore," which was a very strong smash in the Italian market. Baglioni re-recorded it in Spanish and it is expected to work well in all Latin America.

miguel smirnoff



REED, RCA PACT — Who says you can't come home again? Well maybe not home, but recording artist Lou Reed is more than just visiting as he is seen here with Karl J. Kurz, Jr., division vice president, RCA Records International (left) and Kelli Ross, RCA's division vice president, music publishing (right). Occasion of the picture is Reed's signing with RCA international music publishing to represent his publishing interests, administration and exploitation of his catalog in both Oakfield Avenue Music and Metal Machine Music. The agreement is worldwide with the exception of the United States and Canada.

TORONTO — The Canadian Recording Industry Association has released its first national chart of best selling singles and albums. The CRIA has established a network of retailers that report from all the major and secondary markets across Canada. Retailers submit all sales figures in confidence to the independent accounting firm of Touche Ross and Co. For the first two or three months the chart will be published every two weeks. It will go on a weekly basis when the CRIA has satisfied itself that the chart is operating at maximum efficiency.

June Figures For Japan Are Down

TOKYO — The output of records in June this year in Japan has not shown an increase, reflecting weak sales in this country for the last few months.

According to the Japan Phonograph Record Association (JPRA), the output of records in June this year in this country indicated 14,875,000 copies, 1% less than Mar. (14,960,000 copies). At the same time, this showed a 11% decrease in comparison with the same month for the previous year. In terms of dollars, June this year has seen 13,156,000,000 yen, just the same as the previous month, while 8% lower than the same month for the previous year. With the summer sales season closing, every June in the past indicated remarkable increases. But the figures for this June have been exceptionally unfavorable.

The output of tape in June this year has been, according to JPRA, 2,922,000 copies in volume, 10% more than the previous month, while 4% down for the same month of the previous year. Representing value, this result shows 5,006,000,000 yen, 9% higher than the previous month.

Import Ban Seen

MELBOURNE — The Australian federal government may amend its copyright act resulting in the total ban on imports, according to information supplied to **Cash Box** by Daniel Roseby of Licorice Pie in Australia. The purpose of the amendment would be to protect the local record manufacturers from import competition.

The amendment will supposedly enable the local industry to drop its own sanctions against retailers of imported records for refusing to supply locally pressed records to import record shops. The record manufacturers claim that the sanctions are necessary if they are to protect exclusive licensing agreements they have with overseas companies that allow them to locally manufacture records of overseas artists.

R&B Playlists

(continued from page 52)

Competition — El Coco
#1 LP — Manchild
New LPs — Grady Tate, Max Romeo, Rose Royce, Cleo Laine, Jermaine Jackson, Michael Henderson, Sister Sledge, Edote Hazel
WBLS — NEW YORK — Wanda Ramos
You Can't Turn Me Off — Hi Inergy — Motown
Locked In This Position — Barbara Mason & Bunny Sigler — Curtom
Nobody Could Take Your Place — Dee Dee Sharp Gamble — Phila. Intl.
No One Could Love You More — Phyllis Hyman — Buddah
Magic Fly — Kebed Elkrick — TK
Check It Out — Sophisticated Ladies — Mayhem
Don't Bet Your Love — Masterplan — A&M
WVRL — NEW YORK — Sonny Taylor
#1 — Float On — Floaters
Going Back To My Roots — Lamont Dozier — WB
L.A. Sunshine — War — Blue Note
Work On Me — O'Jays — Phila. Intl.
Let's Clean Up The Ghetto — PI All-Stars — Phila. Intl.
O-H-I-O — Ohio Players — Mercury
Star Wars — Meco — Millennium
13 To 6 — Trans Europe Express — Kraftwerk
24 To 18 — Just Let Me Hold You — David Ruffin
#1 LP — Silver Connection
New LPs — Michael Henderson, Lenny Williams
WAMO — PITTSBURGH — Matt Ledbetter
#1 — Float On — Floaters
Boogie Nights — Heatwave — Epic
It's Ecstasy — Barry White — 20th Century
Since I Fell For You — Hodges, James & Smith — London
Do You Wanna Get Funky With Me — Peter Brown — Drive
Little Darlin' — Doobie Brothers — WB
If This Is Heaven — Ann Peebles — Hi
Heaven On The Seventh Floor — Mighty Pope — Private Stock
You Can Do It — Arthur Prysock — Old Town
17 To 10 — L.A. Sunshine — War
26 To 17 — The Real Thing — Sergio Mendes
#1 LP — Commodores
New LPs — Emotions, Maze, Michael Henderson, McCoo/Davis, Smokey Robinson, Rose Royce, Odyssey, Steve Winwood
WENZ — RICHMOND — Mickey Arnold
#1 — Float On — Floaters
Just Let Me Hold You For A Night — David Ruffin — Motown
#1 LP — Emotions
New LP — Staple Singers
WSOK — SAVANNAH — Sharon Love
#1 — I Believe You — Dorothy Moore
It's A Life Time Thing — Thelma Houston & Jerry Butler — Motown
Express Yourself — New York Community Choir — RCA
Dusic — Brick — Bang
12 To 5 — Work On Me — O'Jays
16 To 11 — Good Night My Love — Tavares
25 To 8 — Blockbuster Boy — Sister Sledge
32 To 25 — We Never Danced To A Love Song — Mannhattans
#1 LP — Floaters
KATZ — ST. LOUIS — Chico Brown
#1 — Float On — Floaters
Love Is Good When You Stealing — ZZ Hill — Cola
Good Thing Queen — Margie Evans — ICA
Turn On The Lights — Kellee Patterson — Shadybrook
Good Night My Love — Tavares — Capitol
It's Ecstasy — Barry White — 20th Century
Everlasting Love — Rufus — ABC
O-H-I-O — Ohio Players — Mercury
Telephone Man — Meri Wilson — GRT
Nowhere To Run — Dynamic Superiors — Motown
When I Think About You — Aretha Franklin — Atlantic
15 To 5 — Nights On Broadway — Candi Staton
16 To 11 — Boogie Nights — Heatwave
17 To 7 — If This Is Heaven — Ann Peebles
18 To 6 — I Believe You — Dorothy Moore
20 To 12 — Make It With You — Whispers
28 To 9 — Keep It Coming, Love — KC & Sunshine Band
#1 LP — Persuaders
New LPs — LTD, Jermaine Jackson, Rare Earth, 13th Floor, Maze
WANM TALLAHASSEE — Joe Bullard
#1 — Strawberry Letter #23 — Brothers Johnson
Don't Be Afraid — Ronnie Dyson — Columbia
We're Gonna Party Tonight — Willie Hutch — Motown
Friends & Strangers — Ronnie Laws — U.A.
10 To 6 — It's Uncanny — Hall & Oates
12 To 8 — We Never Danced To A Love Song — Mannhattans
14 To 11 — Mutha Funk — Shotgun
20 To 16 — Good Night My Love — Tavares
21 To 15 — Keep It Comin' Love — KC & Sunshine Band
22 To 18 — Just Let Me Hold You For A Night — David Ruffin
25 To 17 — Betcha Never Been Loved Like This Before — Dells
21 To 20 — Fantasy Is Reality — Parliaments
28 To 20 — Greatest Love Of All — George Benson
#1 LP — Commodores
New LPs — Rose Royce, Staple Singers, Michael Henderson, Isley Brothers
WTMP — TAMPA — Charles Edwards
#1 — Best Of My Love — Emotions
Ooh Baby Baby — Shalamar — Soul Train
Got To Be Ready — Rance Allen — Capitol
I Don't Wanna Go — Moments — Stang
Boogie Nights — Heatwave — Epic
When I Think About You — Aretha Franklin — Atlantic
Night On Broadway — Candi Staton — WB
I Need Love — Persuaders — Calla
Tricky Dick — Train Robbers Band — St. Simon
15 To 8 — Float On — Floaters
16 To 9 — Greatest Love Of All — George Benson
20 To 13 — All Because Of Your Love — Otis Clay
23 To 10 — Let's Clean Up The Ghetto — PI All Stars
24 To 14 — L.A. Sunshine — War
26 To 16 — Vitamin "U" — Smokey Robinson
29 To 15 — Work On Me — O'Jays
#1 LP — Commodores
New LPs — Bob Marley & The Wailers, LTD, Tyrone Davis, Hot, Walter Murphy
WOL — WASHINGTON, DC — Cortez Thompson
I Feel Love — Donna Summer — Casablanca
Chalk It Up — Jerry Butler — Motown
Doctor Love — First Choice — Gold Mind
No One Can Love You More — Phyllis Hyman — Buddah
Rainy Days Stormy Nights — Impact — Fantasy
Just For Your Love — Memphis Horns — RCA
You Can Do It — Arthur Prysock — Old Town
Love Music — Regal Dewy — Millennium
The Funk You See Is The Funk You Do — John Tropea — TK
New LPs — Mass Production, Lenny Williams

NATRA Grows With New Spirit

(continued from page 51)

experienced during her two-year stay in office, told the gathering of predominantly record industry people, "Either we're going to move on or sit here and self-destruct. Not one penny has been raised in two years. Not one chapter has been started anywhere in the country. We've got to ask record company people to participate and become a part of NATRA in a policy-making status."

"We've got to do something now," said Gamble. "We can't have part-time leadership. We must hire someone and make NATRA his job. NATRA has to be the protector of the destiny of communicators." At the end of the session the cadaver which many had thought NATRA to be had been resurrected. A new spirit had been infused into the limping body and the movement towards fresh directions infested the dialogue which came afterwards.

New Directions

It was decided that under the present structure it would be impossible to hold the scheduled elections. The body agreed that elections be postponed and present officers be instructed to remain at their posts for an interim period.

A committee of 25 was formed to outline the new directions and formulate resolutions which the members could vote on. It was also decided that the committee would be responsible for taking the necessary steps to assure the implementation of each resolution.

The resolutions, unanimously accepted, were:

- To postpone the election of national executive officers for a period of 90 days.

- To convene again in 90 days in Chicago.

- Candidates for office will present their platforms through trade publications.

- Applications to join NATRA will be published through record industry trade publications which will permit new and past NATRA members to become active members in good standing. This act will entitle them to vote on constitution changes and the election of new officers.

- That the present officers of NATRA remain in their duly elected positions for an interim period of 90 days.

- That subcommittees be formed to find ways to ensure the full participation of all people who work within the music and communications industry. Thus we must amend the present constitution.

- To mail ballots to all of the registered members of NATRA who cannot attend the Chicago convention.

- That NATRA form a united coalition with Sidney Miller's Black Radio Exclusive, Jack Gibson's Family Affair and The Fair Play Committee in order to induce effective changes within the industry.

The March To Power

Power became the watchword for all who attended and participated in the closing ceremonies as Minister Abdul Haleem Farrakhan of the World of Islam addressed the members and exhorted them to continue their positive moves.

The Rhythm Section

(continued from page 51)

Cash, Pat Morita, Wally Holmes, Deacon Jones, David Oliver, Ron Granger, Sonny Carter, Dorothy Boswell, Joe Tex, Roger Mosley, Lonnie Jordan, Ja'Net Dubois, Gertrude Gibson, Whiman Mayo, Rod McGrew, Valentine, Tony King, Jean Taylor, Maggie Hathaway and Edgar Charles. Both men and women will compete in the contest with the emphasis on talent. The first prize winner will receive a trip to Africa, a new car, luggage and a wardrobe. The second prize winner will earn a trip to the Caribbean. Third prize is a trip to New York. Mayo's Travel Agency will handle all travel arrangements. Joe Tex will participate in a "Big Bump" contest and cash prizes will be given to the winners. Personalities to be honored are: Ray Charles, Carol Burnett, B.B. King, Berry Gordy, Jr., Stevie Wonder, Joe Tex, Bill Cosby, J.J. Johnson, Don Mack, Gertrude Gibson, O.J. Simpson, Kareem Abdul Jabbar and Levi Booker. There will be a special salute to the city of Los Angeles with awards going to mayor Tom Bradley, senator Nate Holden and congresswoman Yvonne Braithwaite Burke.

LANGSTON HUGHES MUSEUM — Donald Byrd, recording artist and professor, has planned to buy the late Langston Hughes' brownstone in New York and turn it into a museum as a tribute to a man who has contributed so much to American literature. Thank you Donald.

INNOVATIVE RADIO — WLTH-1370, owned by an integrated group of Gary and Chicago investors — predominantly black — has offered a new blend of the best in black music and the best in the pop field to northwest Indiana listeners. Presently the station pumps out only 1,000 watts of power but has a 24-hour license and 5,000 watts of power. Steve Brisker is program director for the Gary-based station.

ARETHA IN L.A. — Frankie Crocker, ex-general manager of WBLs, is producing a rare performance by Aretha Franklin August 19 at the Dorothy Chandler Pavilion.

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Additions To Country Playlists

(continued from page 42)

15 To 10 — Crystal Gayle
16 To 11 — Vern Gosdin
17 To 12 — Moe Bandy
19 To 13 — Elvis Presley
27 To 17 — Conway Twitty
28 To 22 — Mel Street
29 To 20 — Joe Stampley
30 To 18 — Freddie Hart
KRMD — SHREVEPORT
3-1 Charlie Rich
Kenny Rogers
Rex Allen Jr.
Claude King
Kendalls,
11 To 4 — Vern Gosdin
27 To 15 — Crystal Gayle
32 To 20 — Anderson/Turner
35 To 25 — Oak Ridge Boys
Ex To 20 — Jerry Reed
Ex To 32 — Nat Stuckey
Ex To 37 — Kenny Dale
Ex To 39 — Ray Saunders
Ex To 40 — James Pastel
WIL — ST. LOUIS
3-1 Charlie Rich
Eddy Rabbitt
Jerry Reed

Gene Watson
Don Gibson
27 To 21 — Dave & Sugar
29 To 24 — Mel Street
31 To 26 — Anderson/Turner
32 To 27 — Tanya Tucker
34 To 29 — Don King
35 To 25 — Conway Twitty
36 To 30 — Kenny Rogers
Ex To 31 — Loretta Lynn
Ex To 33 — Freddy Fender
Ex To 36 — Oak Ridge Boys
Ex To 40 — Dickey Lee

KFDI — WITCHITA
1-1 Ronnie Milsap
Kenny Star
Sunday Sharpe
Johnny Lee
Brown/Cornelius
Margo/Norro
Eddy Rabbitt
John Wesley Ryles
Alvin Crow
Billie Joe Spears
David Willis
27 To 15 — Crystal Gayle
29 To 16 — Oak Ridge Boys
34 To 27 — Jones/Wynette

35 To 28 — Ray Price
36 To 29 — Jim Glaser
50 To 43 — Jim Steagall
Ex To 49 — Loretta Lynn
Ex To 49 — Freddy Fender
Ex To 50 — Conway Twitty

WWVA — WHEELING
1-1 Charlie Rich
Roy Clark
Susie Allanson
Kenny Dale
Tanya Tucker
Stalter Bros.
Brown/Cornelius
17 To 10 — Dave & Sugar
18 To 11 — Crystal Gayle
21 To 14 — Freddy Hart
22 To 13 — Conway Twitty
26 To 15 — Jones/Wynette
28 To 21 — Freddy Fender
29 To 23 — Stella Parton
32 To 22 — Kenny Rogers
34 To 27 — Dottie West
35 To 29 — Peggy Forman
36 To 31 — Ronnie Sessions
38 To 26 — Loretta Lynn
39 To 28 — Willie Nelson
40 To 32 — Jim Weatherly
Ex To 35 — Rex Allen Jr.

Grand Ole Opry

(continued from page 38)

clubs here. But country music is not regularly available in this area.

Rock Disturbances

"Boston has had many problems with disturbances surrounding rock concerts," LaValley noted, "and the city welcomes us as a relief from rock concerts. They know we will draw a different type of crowd."

Tennessee governor Ray Blanton plans to send a representative of the Opry's home state, said LaValley, who lives in Nashville.

The concert is being coordinated by Betty Cook, head of cultural affairs for Boston; deputy mayor Reggie Johnson and John Fournier of Sound City.

Sound City Productions has previously promoted concerts with Faron Young in Vermont and New Hampshire.

Capitol Restructuring

(continued from page 38)

formerly of MCA, been hired to assume the position of national country marketing and west coast A&R for Capitol.

Nashville Staff

The staff positions in Nashville remain stable. Chuck Flood will broaden his current promotional duties with an involvement in A&R; Cathy Rozell will escalate her involvement in press and publicity to develop that department; and Susan Turner remains as promotion liaison between the Nashville and L.A. offices.

Jones indicated that the restructuring in no way meant that Capitol was cutting back support of the country music division. "Only a few weeks ago we had a meeting in L.A. to reconfirm Capitol's commitment to country music," he said.

Capitol currently has six records on the Cash Box country charts, including Ray Griff's "A Cold Day In July, #72; Gene Watson's "The Old Man And His Horn," #69; Kenny Dale's "Shame, Shame On Me (I Had Planned To Be Your Man)," #45; Freddie Hart's "The Pleasure's Been All Mine," #35; Mel McDaniel's "Gentle To Your Senses," #16; and Glen Campbell's "Sunflower," #12.

In addition, new releases by Lee Clayton, Linda Hargrove, Jessi Colter and James Talley are forthcoming.

WEA Corp. Readies Week Of Sales Meets During September 7-11

LOS ANGELES — The Warner-Elektra-Atlantic Corp. will hold the largest sales meeting in its history next month at the Diplomat Hotel in Hollywood, Florida, September 7-11.

According to Joel Friedman, president of WEA, approximately 500 executives and members of the sales and promotion staffs of WEA, Warner Bros. Records, Elektra/Asylum and Atlantic Records will attend a series of general meetings, special-topic panels and working seminars. In addition, Friedman said, there will be presentations of upcoming releases. He declined, however, to specify how many albums or which acts will be included.

Besides Friedman, who will be keynote speaker, many of the sessions will be chaired by these executives: Henry Droz, executive vice-president of WEA; Vic Faraci, vice-president and director of marketing for WEA; Rich Lionetti, vice-president of sales for WEA; and Oscar Fields, director of black music marketing for WEA.

Also planning to attend the national sales meeting are Mo Ostin, chairman of the board of Warner Bros. Records; Ahmet Ertegun, chairman of the board of Atlantic Records; Joe Smith, chairman of the board of Elektra/Asylum Records; Neshui Ertegun, president of WEA International; and David Horowitz, office of the president of Warner Communications, Inc.; WEA's parent company.

INTERNATIONAL BEST SELLERS

Italy

TOP TEN 45s

- 1 **Amarsi Un Po'** — Lucio Battisti — Numero 1
- 2 **Gonna Fly Now** — Maynard Ferguson — CBS
- 3 **A Canzuncella** — Alunni del Solse — PA
- 4 **Orzowel** — Oliver Onions — RCA
- 5 **Risveglio** — Pooh — CBS
- 6 **Domani** — Guardiano del Faro — Cetra
- 7 **Ti Amo** — Umberto Tozzi — CGD
- 8 **Conchiglia Bianca** — Cugini di Campagna — Pull
- 9 **Disco Bass** — D.D. Sound — Baby Records
- 10 **Lonely Lovers' Symphony** — Brian Evans — U.S.

TOP TEN LPs

- 1 **I Remember Yesterday** — Donna Summer — Durium
- 2 **Io, Tu, Noi, Tutti** — Lucio Battisti — Numero 1
- 3 **Cerrone's Paradise** — Atlantic
- 4 **Zodiac Lady** — Roberta Kelly — Durium
- 5 **Alla Fiera Dell'Est** — Angelo Branduardi — Polydor
- 6 **Disco Dance** — Adriano Celentano — Clan
- 7 **Solo** — Claudio Baglioni — RCA
- 8 **Rocky (Soundtrack)** — United Artists
- 9 **Izltso** — Cat Stevens — Island
- 10 **Works** — Emerson Lake & Palmer — Manticore

Japan

TOP TEN 45s

- 1 **Katteni Shiyagare** — Kenji Sawada — Polydor
- 2 **Nagisa No Shindbad** — Pink Lady — Victor Musical Industries
- 3 **Imitation Gold** — Momoe Yamaguchi — CBS/Sony
- 4 **Hoshi No Suna** — Rumiko Koyanagi — Warner/Pioneer
- 5 **Kisetsufu** — Goro Noguchi — Polydor
- 6 **Koozui No Mae** — Hiromi Goh — CBS/Sony
- 7 **Azusa 2 Go** — Kariudo — Warner/Pioneer
- 8 **Nettayigyo** — Hiromi Iwazaki — Victor Musical Industries
- 9 **Success** — Downtown Bugiwugi Band — Toshiba/EMI
- 10 **Shochu Omimayi Mooshiagemasu** — Candies — CBS/Sony

TOP TEN LPs

- 1 **Koi No Game** — Bay City Rollers — Toshiba/EMI
- 2 **Koosetsu Minami Album 4** — Ima Kokoro No Mamani — Crown
- 3 **Coquettish** — Hiromi Ohta — CBS/Sony
- 4 **Kentaro First** — Kentaro Shimizu — CBS/Sony
- 5 **Shokubutshushi** — Iruka — Crown
- 6 **Rainbow On Stage** — Richie Blackmore's Rainbow — Polydor
- 7 **Hotel California** — Eagles — Warner/Pioneer
- 8 **Love Gun** — Kiss — Victor
- 9 **Love Collection** — High Figh Set — Toshiba/EMI
- 10 **Pink Lady Challenge Concert** — Victor Musical Industries

Holland

TOP TEN 45s

- 1 **Yes Sir, I Can Boogie** — Baccara — CNR
- 2 **Be My Boogie Woogie Baby** — Mr. Walkie Talkie — Phonogram
- 3 **A Real Mother For Ya** — Johnny Guitar Watson — CBS
- 4 **Sevilla** — BZN — Negram
- 5 **Cokane In My Brain** — Dillinger — Ariola
- 6 **So You Win Again** — Hot Chocolate — Bovema
- 7 **Mamacita** — Guys & Dolls — Negram
- 8 **Ma Baker** — Boney M — Dureco
- 9 **Blg Bisou** — Carlos — Dureco
- 10 **Hey, St. Peter** — Flash & The Pan — Phonogram

TOP TEN LPs

- 1 **Love At The Greek** — Neil Diamond — CBS
- 2 **Hotel California** — Eagles — WEA
- 3 **Love For Sale** — Boney M — Dureco
- 4 **Summer Melody** — George Baker Selection — Negram
- 5 **A Real Mother For Ya** — Johnny Guitar Watson — CBS
- 6 **At The Beach** — Harboursingers — Phonogram
- 7 **Rumours** — Fleetwood Mac — WEA
- 8 **Between Summer And Winter** — Rob De Nijs — Phonogram
- 9 **CSN** — Crosby, Stills & Nash — WEA
- 10 **Going For The One** — Yes — WEA

Argentina

TOP TEN 45s

- 1 **Quiero Tu Vida** — Luciana — EMI
- 2 **Ojos Sin Luz** — Pomada — RCA
- 3 **Con El Viento A Tu Favor** — Camilo Sesto — RCA
- 4 **Y Te Amare** — Ana & Johnny — CBS
- 5 **A Marcela** — Dragoncito Chippy — Philips
- 6 **Que Se Va El Cartero** — El Cartero Jovita Diaz — Surco/Microfon
- 7 **Donde Estan Tus Ojos Negros** — Santabarbara — EMI
- 8 **Falso Amor** — Los Bukis — Microfon
- 9 **Ven Conmigo** — Donna Summer — Microfon
- 10 **En El Amor Todo Es Empezar** — Rafaela Carra — CBS

TOP TEN LPs

- 1 **Los Exitos Del Amor** — Selection — Microfon
- 2 **Discoshow** — Selection — CBS
- 3 **Musica Cinco** — Selection — RCA
- 4 **Ruidos En Espanol** — Selection — Philips
- 5 **Trilogia De Amor** — Donna Summer — Microfon
- 6 **Margarito Terere** — Waldo Beloso — RCA
- 7 **Cumbilandia** — Los Wanco — EMI
- 8 **En Vivo** — Johnny Rivers — EMI
- 9 **Roberto Carlos** — CBS
- 10 **Recuerdo El Ayer** — Donna Summer — Microfon

Great Britain

TOP TEN 45s

- 1 **I Feel Love** — Donna Summer — GTO
- 2 **Ma Baker** — Boney M — Atlantic
- 3 **So You Win Again** — Hot Chocolate — Rak
- 4 **Fanfare For The Common Man** — Emerson Lake & Palmer — Atlantic
- 5 **Angelo** — Brotherhood Of Man — Pye
- 6 **Pretty Vacant** — Sex Pistols — Virgin
- 7 **Baby Don't Change Your Mind** — Gladys Knight & The Pips — Buddah
- 8 **Oh Lori** — Alessi — A&M
- 9 **Slow Down** — John Miles — Decca
- 10 **Sam** — Olivia Newton-John — EMI

TOP TEN LPs

- 1 **The Johnny Mathis Collection** — CBS
- 2 **A Star Is Born** — Sound Track — CBS
- 3 **Love At The Greek** — Neil Diamond — CBS
- 4 **I Remember Yesterday** — Donna Summer — GTO
- 5 **Rumours** — Fleetwood Mac — Warner Bros.
- 6 **IV Rattus Norvegicus** — Strangers — United Artists
- 7 **The Muppet Show** — Pye
- 8 **Hotel California** — Eagles — Asylum
- 9 **Going For The One** — Yes — Atlantic
- 10 **Arrival** — Abba — Epic

Australia

TOP TWENTY 45s

- 1 **Walk Right In** — Dr. Hook — Capitol
- 2 **What Can I Say/Lido Shuffle** — Boz Scaggs — CBS
- 3 **I Go To Rio** — Peter Allen — A&M
- 4 **You've Gotta Get Up And Dance** — Supercharge — Virgin
- 5 **Dance Little Lady Dance** — Tina Charles — CBS
- 6 **Don't Leave Me This Way** — Thelma Houston — Motown
- 7 **Ain't Gonna Bump No More** — Joe Tex — Epic
- 8 **My Little Girl** — TMG — Mushroom
- 9 **Lucille** — Kenny Rogers — United Artists
- 10 **Going In With My Eyes Open** — David Soul — Private Stock
- 11 **Undercover Angel** — Alan O'Day — Atlantic
- 12 **A Mean Pair Of Jeans** — Marty Rhone — M7
- 13 **Magazine Madonna** — Sherbet — Razzle
- 14 **I'm In You** — Peter Frampton — A&M
- 15 **Lay Back In The Arms Of Someone** — Smokie — Rak
- 16 **Gonna Fly Now** — Bill Conti — United Artists
- 17 **Help Is On The Way** — Little River Band — EMI
- 18 **You And Me** — Alice Cooper — Warner Bros.
- 19 **Dreams** — Fleetwood Mac — Warner Bros.
- 20 **What I Did For Love** — Marcia Hines — Miracle

TOP TWENTY LPs

- 1 **Silk Degrees** — Boz Scaggs — CBS
- 2 **Rumours** — Fleetwood Mac — Warner Bros.
- 3 **A New World Record** — Electric Light Orchestra — United Artists
- 4 **I'm In You** — Peter Frampton — A&M
- 5 **Photoplay** — Sherbet — Razzle
- 6 **Diamantina Cocktail** — Little River Band — EMI
- 7 **Even In The Quietest Moments** — Supertramp — A&M
- 8 **Deceptive Bends** — 10cc — Mercury
- 9 **CSN** — Crosby, Stills & Nash — Atlantic
- 10 **Book Of Dreams** — Steve Miller Band — Mercury
- 11 **Endless Flight** — Leo Sayer — Chrysalis
- 12 **Hotel California** — Eagles — Asylum
- 13 **It's A Game** — Bay City Rollers — Arista
- 14 **Lace And Whiskey** — Alice Cooper — Warner Bros.
- 15 **Here At Last . . . Bee Gees . . . Live** — Bee Gees — RSO
- 16 **A Star Is Born (Soundtrack)** — Streisand/Kristofferson — CBS
- 17 **Love Gun** — Kiss — Casablanca
- 18 **Going For The One** — Yes — Atlantic
- 19 **In Your Mind** — Bryan Ferry — Polydor
- 20 **Local Lads Make Good** — Supercharge — Virgin

France

TOP TEN 45s

- 1 **Rockollection** — Laurent Voulzy
- 2 **Ou Sont Les Femmes?** — Patrick Juvet
- 3 **Ma Baker** — Boney M
- 4 **Musique** — France Gall
- 5 **I Feel Love** — Donna Summer
- 6 **Uptown Festival** — Shalamar
- 7 **Love Me Baby** — Sheila & Black Devotion
- 8 **Exodus** — Bob Marley & The Wailers
- 9 **Lettre A France** — Michel Polnareff
- 10 **Cerrone's Paradise** — Cerrone

TOP TEN LPs

- 1 **Rockollection** — Laurent Voulzy — RCA
- 2 **Love Me Baby** — Sheila & Black Devotion — Carrere
- 3 **Le Loir-Et-Cher** — Michel Delpech — Barclay
- 4 **Musique** — France Gall — Atlantic/WEA
- 5 **I Remember Yesterday** — Donna Summer — Atlantic/WEA
- 6 **Et L'Amour S'En Va** — Joe Dassin — CBS
- 7 **Dix Ans Plus Tot** — Michel Sardou — Trema/RCA
- 8 **Accidental Lover** — Love & Kisses — Barclay
- 9 **Remember . . . C'Etait Loin** — Dalida — Sonopresse
- 10 **Cerrone's Paradise** — Cerrone — WEA

— The Kent Music Report



ROGER
HUYSSSEN



It seems hard to believe that it wasn't even a year ago that Firefall made its debut album. Because today, Firefall is undeniably one of the success stories of the year. The beautiful melodies and harmonies that made Firefall's debut album gold also produced three hit singles. "Luna Sea" is Firefall's latest album. It's everything you hoped it would be.

FIREFALL

"LUNA SEA"
ON ATLANTIC RECORDS AND TAPES

