

CASHBOX

October 8, 1977

NEWSPAPER

\$1.75



THE STATLER BROTHERS

CBS Raises Retailer & Sub-distributor Prices

New Artist LPs Total 25% Of Chart

ABC Indy Distributors Named

Capitol Announces New Label Plans

Debbie Boone Shoots To #1

ASCAP Revenue Figures

Ronstadt Has 2 Bulleting 45s

Elvis LP Set Due

NAB Hits Lyrics Again

More Pop To R&B Crossovers

Motown Realigns Sales Dept.

Wallichs In New Hands

New Directions For Casablanca (Ed)

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CASH BOX

VOLUME XXXIX — NUMBER 20 — October 8, 1977

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A New Direction For Casablanca

Along with the rest of the industry, we at **Cash Box** want to congratulate Neil Bogart on his recent partial sale of Casablanca to Polygram and the new distribution set-up now being organized through Phonodisc.

We at **Cash Box** feel especially proud of Bogart as he is a former **CB** sales representative who has generated excitement and enthusiasm in the business along with directing a successful record company.

Bogart's up-and-down history which he readily admits, in the record industry, only proves that perseverance pays off. He has built a solid company on acts that he believes in, and has formed loyal associations with Russ Regan and Jimmy Ienner who both said that *they* were going wherever Neil goes.

But, Bogart proved earlier his ability to make things happen. He took Buddah Records to a successful level, then moved on and later started Casablanca. The Johnny Carson disaster is legend in music history, but Bogart sufficiently recovered to reach new heights.

Now that Casablanca is embarking on a new direction, who knows what surprises the industry is in store for. But, one thing for sure; where Bogart is, things do happen.



**NUMBER ONE
SINGLE OF THE WEEK**
YOU LIGHT UP MY LIFE
DEBBY BOONE
Curb/WB 8446
Writer: Joe Brooks



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

"HOW DEEP IS YOUR LOVE"

RS 882

ANOTHER SMASH SINGLE
by the incomparable

BEE GEES



Photograph by Francesco Scavullo

From the soundtrack of the forthcoming Robert Stigwood Production
"SATURDAY NIGHT FEVER"
Distributed by Paramount Pictures



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The RSO Family

Manufactured and marketed by

Written by B., R., & M. Gibb, Produced by The BEE GEES, Karl Richardson and Alby Galuten for Karlbhy Productions by arrangement with the ROBERT STIGWOOD ORGANISATION.



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On Warner Bros. Records and Tapes.

Produced by Lenny Waronker and Russ Titelman.

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8/23 Philadelphia	10/8 Worcester, Mass.	10/25 Waco, Texas	10/31 East Lansing, Mich.	11/13 Berkeley
8/24 Washington, D.C.	10/9 Toronto	10/26 Tulsa, Okla.	11/1 Chicago	11/16 Spokane, Wash.
9/25 Boston	10/11 Atlanta		11/3 Milwaukee	11/17 Vancouver
9/27 Ottawa, Canada	10/13 Gainesville, Fla.		11/4 Minneapolis	11/18 Seattle
9/28 Montreal	10/14 Orlando, Fla.		11/5 Cleveland	11/19 Portland
9/30 New York	10/15 Miami		11/6 Columbus, Ohio	11/20 Eugene, Ore.
10/1 Pittsburgh	10/19 Birmingham, Ala.		11/9 Boulder, Colo.	11/22 Santa Cruz, Calif.
10/2 Buffalo, New York	10/21 New Orleans		11/10 Albuquerque	11/23 San Diego, Calif.



BSK 3079.

LEO SAYER

THUNDER IN MY HEART

LEO SAYER
Thunder in My Heart



THE NEW ALBUM

PRODUCED BY RICHARD PERRY

ON WARNER BROS RECORDS & TAPES.  BSK 3089



CBS BACKS MINORITY PROGRAM — CBS Records has donated \$12,500 to a newly-established graduate internship program sponsored by the Congressional Black Caucus. The contribution will go toward providing black and other minority students with first-hand legislative experience. Pictured during the check presentation at the caucus' annual dinner in Washington are (from left): Congresswoman Yvonne Braithwaite-Burke; Bruce Lundvall, president of the CBS Records Division; Congresswoman Shirley Chisholm; LeBaron Taylor, vice president of special markets for CBS; and Congressman Ron Dellums.

ASCAP's Revenue In 8 Mos. Of 1977 Exceeds \$60 Million

LOS ANGELES — The American Society of Composers And Publishers (ASCAP) took in more than \$60 million in the first eight months of 1977, most of which came from licensees, and distributed \$32.7 million of that to its domestic and foreign members, according to ASCAP's treasurer's report.

The report, released at ASCAP's west coast membership meeting September 28, showed \$59.3 million of the organization's total domestic receipts of \$60.4 million came from licensees. Interest on investments produced \$784,000 of the total while membership dues accounted for the remaining \$292,000.

In the first quarter of 1977, \$12.6 million was distributed to ASCAP members and set aside for foreign societies. Second-quarter distribution was \$13.5 million. Total

distribution monies available during the first eight months, after deducting salaries and expenses, was \$47.7 million, or 79% of the total \$60.4 million receipts.

Home and branch office expenses came to \$6.5 million, or 10.7% of the total domestic receipts, while salaries and expenses accounted for \$12.6 million, or 20.9%, of that total.

A foreign distribution was issued July 22 of \$6.5 million representing monies due ASCAP's foreign members. The amounts distributed to each country are as follows: Sweden (1975), \$446,000; England (1975), \$2.58 million; Germany (1975), \$1.59 million; France (1975), \$1.48 million; South Africa (July 1974 to June 1975), \$148,000; and other countries in prior years, \$329,000.

Operating Costs

The percentage absorbed by the cost of operating the society for the eight-month period in 1977 was 18.99%, based on domestic and foreign receipts.

A foreign distribution of approximately \$7.9 million is scheduled to go out in December to the following countries and will cover 1975: Austria, Belgium, Czechoslovakia, Denmark, East Germany, Finland, Greece, Holland, Hungary, Israel, Italy, Norway, Spain, Switzerland and

(continued on page 62)

Boone 45 Goes To #1 Spot In 7 Weeks This Year's Fastest

by Ken Kirkwood

LOS ANGELES — Debby Boone's "You Light Up My Life" single on Warner/Curb Records has shot to the top of the **Cash Box** top 100 singles chart in just seven weeks, faster than any other single this year, edging out The Eagles' "Hotel California," which rose to #1 on the singles chart in eight weeks.

The popularity of Boone's disc is underscored by the fact that ten stations reported adding the record this week while it remains **CB's** most active single for the second week in a row with 38 stations reporting jumps.

The record also was reported as the top selling single by 34 percent of the accounts surveyed by **Cash Box** this week with another 20 percent listing the record in their top five best sellers.

Debuting on the **Cash Box** chart on August 27 at #79 the single moved to #68 in its second week. By the third week the disc had reached #52 and was listed as the number one most added record with 18 stations reporting adds.

In its fourth week the single was the number two most added record with ten adds, and by the fifth week it was back at the top with 20 adds reported. Since then the single has remained the number one most added record each week.

Among those stations across the country now listing "You Light Up My Life" as #1 are WLS and WMET in Chicago, KLIF in Dallas, CKLW in Detroit, WQXI in Atlanta, WPGC in Washington, D.C., KILT in Houston, WTIX in New Orleans, WBBF in Rochester, WCOL in Columbus and WNCI in Cincinnati.

Stations that jumped the record con-

(continued on page 49)

CBS Records Hikes Retailer, Sub-Distributor Album Prices

by Dave Fulton and Gary Cohen

LOS ANGELES — CBS Records has implemented a 12¢ increase in their sub-distributor price to \$3.96 from \$3.84 on \$7.98 albums. The tape price to sub-distributors will remain at \$3.96, equal to the album price. The price change is effective Oct. 10.

At the same time, CBS also increased prices to retail accounts to \$4.24 from \$4.13, but did not correspondingly reduce the \$4.40 price on tape product.

Columbia thus becomes the second label to have the same price for albums and tapes. WEA made that move initially in January of this year (**Cash Box**, Jan. 22, 1977) when they standardized their \$7.98 LP and tape sub-distributor price at \$3.95.

1¢ Higher Than WEA

The new CBS sub-distributor price is 1¢ higher than WEA's \$3.95 while the retail price of \$4.24 is 4¢ higher than the WEA retail price. The sub-distributor price level is where 80-90% of records are sold.

The dual price structure issue that has

permeated the industry throughout this year no longer appears to be a concern as CBS, WEA and four other branch-distributed labels' prices are comparable. Sub-distributor prices on \$7.98 LPs from the other five labels are: Capitol — \$3.97; RCA — \$3.86; ABC — \$3.88 and MCA — \$3.89. At the \$6.98 level, all companies are \$3.38 except for Capitol at \$3.40.

Label Retail Prices

As far as pricing to retailers, the other labels are WEA at \$3.65 for \$6.98, \$4.20 for \$7.98 LPs and tapes; ABC at \$3.64 and \$4.18; Capitol at \$3.70 and \$4.23; MCA at \$3.56 and \$4.09 and RCA at \$3.65 and \$4.17. Other than WEA and now CBS, these manufacturers have higher prices for tapes.

With \$7.98 continuing to be the dominant price in the marketplace, these adjustments are of extreme concern to both sub-distributors and retail accounts who buy direct.

Some retailers expressed anger at CBS for not lowering their \$4.40 tape price in lieu of WEA's reduction to \$4.20 from \$4.40 last January when they made their adjustments.

No official notification concerning the price hike came from CBS, but accounts were reportedly contacted by telephone.

At press time, no other labels appeared to be planning a restructuring of their wholesale pricing policies, but each will have to examine the situation from its own perspective. CBS and WEA combine to currently control approximately 45% of the record market.

ABC Records In New Dist. Line-Up

LOS ANGELES — ABC Records, in the midst of their change in distribution set-up, is currently finalizing the independent distributor lineup to take over in the areas where they will be closing their branches.

Cash Box has learned that ABC will retain their branch locations in Los Angeles and New York, but Pickwick International will handle the distribution in Minneapolis, St. Louis, Atlanta and Miami. Schwartz Bros. has been assigned in Washington, D.C. and possibly in Philadelphia while M.S. Distributors will serve in Chicago. Joe Simone's Progress Records in Cleveland and Big State and Daily in Texas were also reportedly named. The Detroit and Boston markets are still to be finalized at press time.

Skip Byrd, president of ABC Record Distributors, was out of town and unavailable for comment at press time.

53 New Artist Debut Albums Comprise Over 25% Of CB's Top 200 LP Chart

LOS ANGELES — Artists who in 1977 produced their first albums have done particularly well this year, according to an analysis of the **Cash Box** Top 200 Album chart which shows that more than one-fourth of the chart is comprised of these "debut albums."

The analysis also shows the 53 debut albums in **CB's** top 200 are not relegated to the lower reaches of the chart, as there are 11 within the top 50 albums and two, "Shaun Cassidy" and "Foreigner," in the top 5 LPs.

The majority of debut albums currently on **CB's** chart are by artists who are relatively new to the recording industry. Some others are by artists who are familiar to the record-buying public through their work with other groups, such as Steve Winwood, Kenny Loggins, Dennis Wilson, Graeme Edge and Bernie Leadon, among others.

This year also has seen debut albums doing exceptionally well in sales, competing evenly with albums by more established artists. Boston's debut album, for example, has been certified triple platinum by the RIAA, while Foreigner's first work has already gone platinum and is nearing double platinum sales figures.

The albums are fairly evenly distributed throughout the Top 200 with 11 in the first 50, 11 in the second 50, 13 in the third 50 and 18 in the last 50. The total of 53 albums represents 26.5% of the Top 200, while 22% of the Top 100 albums are debut LPs.

Almost one-third, or 17, of the 53 debut albums are bulleted on this week's **CB** Top 200.

Those debut albums in the Top 200 include: "Shaun Cassidy," at #3; "Foreigner" at #4; "Star Wars And Other Galactic Funk" by Meco, at #19 bullet; "Flowing Rivers" by Andy Gibb, at #21 bullet; "Careless" by Stephen Bishop, at #30 bullet; "In Full Bloom" by Rose Royce, at #32 bullet; "Floaters" at #37; "Steve Winwood," at #39; "Brick," at #42 bullet; "A Place In The Sun" by Pablo Cruise, at #44; and "Boston," at #45.

Also included are: "Sanford-Townsend," at #60; "Ram Jam," at #62; "Let's Get Small" by Steve Martin, at #65 bullet; "Robert Gordon With Link Wray," at #73; "Celebrate Me Home" by Kenny Loggins, at #74; "Maze," at #78; "Lake," at #80; "Dreamboat Annie" by Heart, at #90; "Crawler," at #94 bullet; "Slave," at #95; and "Patti LaBelle," at #96 bullet.

(continued on page 63)

Capitol Creates A New Label To Start Early Next Year

LOS ANGELES — Capitol Industries-EMI, Inc. will commence operations on a new label in early 1978. The label is unnamed as yet, but will be headed by Jim Mazza, currently vice president of marketing.

Regarding the creation of the new label, Bhaskar Menon, president and chief executive officer of Capitol, said, "I'm extremely pleased to make this announcement since it reflects the continued growth and expansion of Capitol Industries-EMI,



Jim Mazza

Inc. The new label will allow us to create a new artist roster. It will be an organization with its own key staff of professionals set up in a parallel construction to that of Capitol Records. This new label will open the door to greater opportunities for both artists and our staff."

Mazza will continue in his present position until the new label officially begins its activities.

President Appoints Five To Copyright Royalty Tribunal

by Joanne Ostrow

WASHINGTON, D.C. — The five Copyright Royalty Tribunal members, whose names have been known for three months as certainties on the President's list, were officially appointed by President Carter September 27. The overdue appointments, delayed since April 19 by White House reluctance to help create another specialized regulatory board, and by routine clearance checks, are now expected to move quickly through the confirmation process.

Casablanca Appoints D'Ariano To N.Y. Post



Pictured (l-r) are: Larry Harris, executive vice president of Casablanca; D'Ariano and Bruce Bird, Casablanca's vice president of promotion.

NEW YORK — Ray D'Ariano has been appointed director of east coast artist relations at Casablanca Records as part of the label's expansion of its New York operations. D'Ariano will head the label's office here and will also represent Casablanca in A&R, public relations and AOR promotion.

D'Ariano comes to Casablanca from MCA Records, where he served as vice president of promotion in Los Angeles after working promotion for the label in New York.

(continued on page 62)

Adams Discusses New Copyright Changes; Lawsuit

LOS ANGELES — In a speech to the California Copyright Conference on September 20, Stanley Adams, president of ASCAP, spoke on the reorganization of the Los Angeles office and on certain aspects of the new copyright law particularly affecting writers and publishers. He also dis-

As reported (Cash Box, July 9), the five members are all Democrats, several of whom were prominent in the Carter campaign last year, and most are new to the world of copyrights. They are: Thomas Brennan, 42, chief counsel to the Senate Judiciary Subcommittee on Copyrights, a prime force behind the copyright revision bill and widely considered the natural choice for first chairman of the tribunal; Clarence "Buddy" James, 43, attorney and former aide to then-Cleveland Mayor Carl Stokes; Francis Garcia, 36, a certified public accountant from Austin, Tex.; Mary Lou Berg, 47, a former vice chairperson of the Democratic National Committee and general manager (after working her way up from secretary) of WIL0 Milwaukee in 1970; and Douglas Coulter, a political-economics writer who ran the Carter campaign in his home state of Indiana.

Confirmation Procedure

The Senate Copyrights Subcommittee will place a public notice in the Congressional Record early this week (10-3), allowing seven days for any objections or requests to testify, and then Sens. John McClellan (D.-Ark.) and James Eastland (D.-Miss.) will meet to determine whether hearings are necessary.

Barring unforeseen snafus, there will be no opposition and, therefore, no hearings, and the confirmation process will a pro forma affair. Several insiders on the Hill agree it is a reasonable guess that there will be no hearings and the tribunal will organize quickly to take care of initial "housekeeping matters." Among those are installing a chairman — likely to be Brennan. The tribunal will set up shop in the Vanguard Building, 1111 20th Street, N.W., Washington, D.C. 20026.

Areas to draw the immediate attention of the tribunal include a review of the public broadcasting rates, clarification of jukebox royalty procedures, and definition of cable TV regulations. The Tribunal will eventually review the mechanical fee and cable TV rates, which are up for review in 1980.

Newton-John Becomes ASCAP Member

LOS ANGELES — MCA recording artist Olivia Newton-John recently joined ASCAP as a songwriter and publisher. Newton-John's publishing company is Zaragon Music.

Second Ronstadt 45 Charted At #73; 1st Still Bullets

LOS ANGELES — Elektra/Asylum Records has released "It's So Easy" as the second single from Linda Ronstadt's "Simple Dreams" album in response to reports from radio stations across the country that the song was being requested often. The new single entered the **Cash Box** singles chart at #73 the first week of its release. At the



Pictured (l-r) are: Linda Ronstadt; Joe Smith, E/A chairman, and Jerry Sharell, E/A vp/artist development at E/A.

same time Ronstadt's single "Blue Bayou" is still climbing the **Cash Box** singles chart, moving from #47 last week to #40 with a bullet this week.

Stations to add the new "It's So Easy" single since its recent release include: WPGC, Washington, D.C.; WRKO, Boston; WQXI, Atlanta; WAPE, Jacksonville; KTLK, Denver; BJ105, Orlando, Fla.; and WSGA, Savannah, Ga.

Stations reporting jumps for the single include KHJ in Los Angeles, where the song has moved extra to 26; KFRC in San Francisco, where it moved 25 to 21, and KOPX in Salt Lake City, which reports the song has jumped from an extra to #29.

"Blue Bayou" has also jumped this week at the following stations: KILT in Houston, from #21 to #10; WMAK in Nashville, from #26 to #14; WGCL in Cleveland, from #23 to #9; WHHY in Montgomery, from #26 to #16 and KRBE in Houston from #25 to #7. Stations adding "Blue Bayou" include KHJ, WQXI and KFJZ in Fort Worth.

"Simple Dreams," which was recently certified gold by the RIAA in the wake of Ronstadt's recent nationwide tour which sold out every night, jumps to five with a bullet on the **CB LP** chart.

RCA Shipping 'Elvis In Concert,' From TV Special

NEW YORK — RCA is shipping "Elvis In Concert," which includes the soundtrack recording from the CBS-TV special that aired October 3, plus additional songs which were recorded live on tour in June, 1977. The two-record set will become available at retail during the week of October 10.

For record dealer windows and in-store displays, RCA has prepared a 24" by 24" four-color blow-up of the album cover. Also, millions of certificates with the official announcement of the two-record set, containing a picture taken from the "Elvis In Concert" show, have been printed. These certificates may be used at the dealers' option as a handbill, stuffer, or a reservation form for this album.

Special Message

Both the CBS-TV special and the RCA LP close with a special message from Vernon Presley, Elvis' father.

Meanwhile, reports are circulating that a five-record package of material which Elvis recorded for RCA will soon be available through Candlelight Music, a TV package firm.

Two-LP Live Set From Montreux Tops CBS Entry

NEW YORK — "Montreux Summit," a double album set recorded live on the last night of the Montreux Jazz Festival, heads the CBS Records jazz releases set for October.

On the album are Maynard Ferguson and Woody Shaw on trumpet; Stan Getz, Benny Golson and Dexter Gordon on tenor sax; Bobbi Humphrey, Hubert Laws, and Thijs van Leer on flute; and Eric Gale, Steve Kahn, and Janne Schaffer on guitar. In addition, Bob James and George Duke play keyboards, Alphonso Johnson plays bass, Billy Cobham covers the drums, and Ralph

(continued on page 62)



Since scoring success with "Flowers On The Wall" some 12 years ago, the Statler Brothers have continued to produce hit records and achieve recognition for their work.

As Vocal Group of the Year by the Country Music Association for the past six years, the Statlers have also been awarded three Grammys. They recently went gold with their "Statlers' Greatest Hits" and were the recipients of the **Cash Box** Country Vocal Group of the Year award.

The Statlers first sang together in 1955 in Lyndhurst Methodist Church in Staunton, Va. Harold notes wryly, "Everybody at the church thought we were great, but I never figured out whether the congregation thought we were great because we were great or because we were free."

The group's annual picnic in Staunton draws 50-60,000 people with all of the profits going to local charities.

Currently, the Statlers have the #12 album, "Short Stories," on the **Cash Box** Top 50 Country Album chart and #15 on the **Cash Box** Top 100 Country Singles chart.

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George Albert, 119 West 57th St., New York, N.Y. 10019.

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I certify that the statements made by me above are correct and complete. (Signature of editor, publisher, business manager, or owner): George Albert, President.

APPARENTLY, ONE IS NOT ENOUGH

Blue Bayou (E-45431) is already a proven hit with bullets on all charts. But Radio and the public are insisting that It's So Easy (E-45438) is a major hit as well. Therefore, for the first time in our history, we're releasing two separate hit singles by the same artist at the same time.



Linda Ronstadt

Both singles from the Platinum album, Simple Dreams (6E-104) Produced by Peter Asher

Changing Needs Of Industry Spur Interest In Market Research; CBS, WEA Lead Way

by Mark Mehler

NEW YORK — Market research has traditionally been a low priority for record companies. Label executives have, by and large, worked on a "gut" level, and a trend of generally rising LP sales seemed to prove that they were right.

Today, however, several new factors are operating. First, albums by "superstars" are selling at much higher levels than ever seemed possible before, alerting manufacturers to the existence of an untapped market. And second, with an estimated 70% of all LPs and 80% of all singles failing to recoup the companies' original investments, executives would like to pin down reasons for the success or failure of new albums.

In addition, the declining U.S. birthrate, the loss of many older record buyers, the increasing fragmentation of music audiences, and the tightening of radio playlists have all spurred the industry to take a

closer look at market research. CBS and WEA, whose sales comprise about half of U.S. record volume, have invested in full-time market research staffs. Other major companies can be expected to follow suit.

"This (market research) is an area I've been pushing for three years," said Larry Heller of ASI Inc., which recently completed a major record consumer profile for WEA (**Cash Box**, September 17). That nine-month study of LP buyers was WEA's most extensive foray into market research, and president Joel Friedman has committed the company to an ongoing program.

Both major manufacturers are reluctant to discuss specific findings of their market research studies for competitive reasons. However, a few general conclusions have been publicly revealed.

In-Store Play Important

For example, both firms have found that about 30-33% of all LP buyers are directly influenced in their purchases by in-store

play and point-of-purchase displays. This is the main reason why CBS has created a field force of regional merchandising specialists who work with retail accounts to improve the look and profitability of individual outlets.

Another significant finding is that only about 15% of radio listeners (who are also album buyers) are "active" listeners inclined to call in requests. This helps explain why radio programmers are increasingly using "passive" call-out research. Meanwhile, indications are that program directors are beginning to rely much less on store reports, which many perceive as largely hype.

Other general conclusions of recent surveys point to the importance of word-of-mouth as a means of building excitement for a record at the store level.

'Where And Why'

Heller explained his overall function as observing consumer behavior and the various influences exerted upon it. The picture that emerges is then used as a "tool to predict the reaction to a particular product."

(continued on page 62)

New Wallichs GM Sees Early Return To Profitability

by Alan Sutton

LOS ANGELES — The new general manager of the Wallichs Music City retail operation here said last week he is confident that the two-store chain will soon wrap up its Chapter XI bankruptcy proceeding and even turn a tidy profit by the end of its current fiscal year.

English businessman Spencer Pearce, in an interview at the flagship Wallichs store in Hollywood, said a revised plan of arrangement has been submitted to the creditor's committee, which he hopes will approve the plan by the next court hearing, slated for later this month.

More Money

According to Pearce, the revised plan differs from its predecessor primarily in that it provides for additional funds for the unsecured creditors, who are understood to be concerned about how much money will be left in the pool after major claims have been settled with Westinghouse Credit Corp., Splevins Music and Clyde Wallichs.

Pearce said that if the chapter proceeding is concluded in a reasonably short time, he expects the reorganized operation to generate a \$100,000 profit for the year ending May 30, 1978.

In a telephone interview, however, David Blonder, attorney for the creditor's committee, said he received the new proposal but that the body has not met to review it as yet. He indicated further that he did not know when the committee would meet to discuss the proposed plan.

(continued on page 62)



GARRETT VISITS CONVENTION — While on his current national promotion tour, Atlantic recording artist Leif Garrett stopped by the recent WEA convention in Hollywood, Florida to discuss his debut single, "Surfin' U.S.A.," with label executives. Pictured (standing l-r) are: Fred Scotti, vice president/Scotti Brothers Entertainment; Benn Scotti, president/Ben Scotti Promotions; Tony Scotti, president/Scotti Brothers Entertainment; Jerry Greenberg, president/Atlantic Records; Dick Kline, Atlantic Records' senior vice president/national pop promotion, and John Kalodner, Atlantic Records' west coast A&R director. Shown seated (l-r) are: Stan Moress, Garrett's manager; Garrett and Bob Greenberg, Atlantic Records' vice president/general manager/west coast operations.

Trend Continues For More Pop To R&B Crossovers

LOS ANGELES — The trend toward "reverse crossovers," from pop to R&B, continues strong as two records, both of which went number one on the **Cash Box** Top 100 Singles chart, are bulleting on the **Cash Box** Top 100 R&B Singles chart.

Andy Gibb's "I Just Want To Be Your Everything," which was number one for two weeks, is currently 25 with a bullet on the R&B chart, while Meco's "Star Wars Theme," which dropped to number four this week after two weeks at number one, is currently 33 with a bullet.

In addition, Peter Frampton's "Signed, Sealed, Delivered" is number 96 in its first week on the R&B chart. The record went from 18 to 16 on the pop chart this week, picking up WABC.

Loggins' LP Gets Gold

LOS ANGELES — Kenny Loggins' "Celebrate Me Home" LP on Columbia Records recently was certified gold by the RIAA.

Rufus Gets Platinum

LOS ANGELES — "Ask Rufus," the latest LP by ABC recording artists Rufus featuring Chaka Khan, has been certified platinum by the RIAA.



STEWART AT THE TROUBADOR — Newly-signed RSO recording artist John Stewart included a number of tunes from his new LP, "Fire In The Wind," in his recent performance at the Troubador in Los Angeles. Shown together (l-r) after the show are: Bob Zurich, RSO national album promotion manager; Stewart and RSO president Al Coury.

NAB Committee Resumes Lyrics Attack

by Joanne Ostrow

WASHINGTON, D.C. — The first act of a newly formed radio affairs committee of the National Association of Broadcasters, at its opening meeting September 15, was to pass a resolution expressing "deep concern over questionable record lyrics." The committee, composed of broadcasters representing small, medium and metro markets, said in the resolution that individual radio broadcasters must take whatever action is necessary to alleviate what they see as a problem with lyrics. Specifically, station and general managers should not leave decisions up to their lower-level staffs regarding the airplay of drug or sex-related song lyrics.

"We realize there's no way the record companies will stop producing trash," said NAB's vice president-radio Charlie Jones, but the broadcasters must be vigilant when it comes to giving the sex and drug lyrics airplay, he said. To try discussing this with the record companies would be "an exercise in futility," Jones said, "since they won't even cooperate by distributing printed song lyrics" to broadcasters ahead of time, a suggestion flatly turned down by the record industry years ago.

The committee's resolution on this sore subject is the latest in a series of complaints from the broadcast organization, but Jones revealed no plans for future efforts on this

point.

FCC: 'We Get Letters'

A check on the Federal Communications Commission complaints file shows that for FY 1976 (figures for fiscal '77 will not be available for about eight weeks), the public had substantially more gripes to vent than it did the previous year. In the category of "obscene, indecent and profane" programming complaints, the FCC received 1,178 letters referring to AM radio stations' programming and 165 letters referring to FM programming. That compares to 359 AM and 121 FM programming complaints on file at the FCC from FY 1975. (Complaints regarding television, it should be noted, far outdistanced either radio category in both years: 4,797 complaints in FY '76 and 11,236 in FY '75.)

Steve Sewell of the FCC's complaints division explained that the complaints are lumped together under the "obscene, indecent and profane" label to identify material broadcast as described by the listener — not, he emphasized, according to any legal definitions. Also, the complaint letters refer to all types of programming: news, dj comments, commercials, in addition to records played. To read these figures as complaints about song lyrics would be inaccurate but, where radio is concerned, one may assume a "fair percentage" of the complaints are in reference to record lyrics.

Mushroom Not Able To Release Aquarius Tapes

by Jeffrey Weber

SEATTLE — The latest development in the litigation between rock group Heart and Mushroom Records involves an injunction issued September 15 which enjoined Mushroom from including three live songs on the "Magazine" album that were recorded at the Aquarius Tavern in Seattle.

Judge Donald Voorhees of the U.S. District Court in Seattle ruled that "You Shook Me Babe," "Mother Earth" and "I've Got The Music In Me," recorded at the Aquarius Tavern, were not recorded or released pursuant to a recording agreement. In a lengthy holding the judge stated, "The tape recordings of the Aquarius Tavern were not recorded under or pursuant to the recording agreement between Mushroom and defendants (Ann and Nancy Wilson and Roger Fisher of Heart). None of the defendants has ever agreed, authorized or licensed Mushroom to use the tape recordings of the Aquarius Tavern concert for record albums or for any purpose other than for radio play or for promotional purposes. All of the parties to the recording of the Aquarius Tavern concert intended, agreed and understood that the recording of that concert would be for radio replay or for promotional purposes only."

This latest action stems from a motion filed by Heart to stay the effectiveness of Judge Voorhees' August 9 order allowing Mushroom to make "commercial use" of the "Magazine" tapes (**Cash Box**, September 3, 1978).

Other Orders

Simultaneously with the entering of the above ruling, the court entered findings of fact relating to the "Magazine" tapes. The order basically reiterates the previous ruling permitting Mushroom to use the "Magazine" tapes but in connection with

(continued on page 63)

Don Harrison is like a lover to his songs.

Don Harrison can envelop a song in tenderness. Or he can bring a song to an intense quiver. Hear him do both on his incredible new album, "Not Far From Free."

Featuring the new single, "Helter Skelter."



Produced by Ken Scott

Mercury SRM-1-1185 8-Track MC8-1-1185
Musicassette MCR4-1-1185



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Write or call your local Phonodisc distributor sales office
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ELVIS IN CONCERT

ORIGINAL SOUNDTRACK RECORDING FROM THE
CBS-TV SPECIAL PLUS ADDITIONAL SONGS
RECORDED ON TOUR JUNE, 1977.



ELVIS IN CONCERT

ORIGINAL SOUNDTRACK RECORDING FROM THE
CBS-TV SPECIAL PLUS ADDITIONAL SONGS
RECORDED ON TOUR JUNE, 1977.



2 RECORD SET

RCA

Groove Opens Fourth Unit; Tidwater Retail Market Grows

by Mark Mehler

NORFOLK, VA. — "The Groove" record retail chain has opened its fourth store adjacent to the Military Circle Shopping Mall, and indications are that record retailing expansion in the market will continue.

Paul Levine, vice president of Records Inc., The Groove's parent firm, said the new 1,500-square-foot location was chosen mainly because of its proximity to the mall, one of the largest in the seven-town Tidewater region. Levine said the new store will make The Groove Virginia's biggest (in terms of units) record chain.

Formerly called Records Inc., the company began trading as The Groove on July 11. Levine suggested that the new name and a redesigned logo were part of a move toward modernizing the chain. Each of the mall and shopping center stores has recently been remodelled with new fixtures and wall murals.

Shelf prices at the Groove are \$5.29 on \$6.98 list product and \$6.09 on \$7.98 list product. Sale prices range from \$3.99 to \$4.99 on \$6.98 list albums and \$4.99 to \$5.29 on \$7.98 list LPs. These prices are comparable to these in the rest of the market.

Levine noted that The Groove has budgeted funds for extensive radio institutional advertising, which will complement co-op promotions. TV spots have been utilized occasionally over the past three months, but the chain has avoided print advertising, believing that newspaper readers in the area are not record buyers.

The fourth Groove outlet will be located adjacent to one of two Variety Records stores in the Tidewater market. The Groove store in the Southern Shopping Center is located near the site of the soon-to-be-completed "Tracks" superstore, first of a new chain started by Record Bar (Cash Box, August 27).

Groove officials, however, are not overly concerned about the competition. Other area record stores have maintained a low profile, explained Ray Rice, who coordinates The Groove's advertising. Rice added that, if The Groove is ultimately successful in reinforcing its image and grabbing an adequate market share, it will withstand the incursion of Tracks and any future superstores that might move in.

Tremendous Opportunities

The 10,000-square-foot Tracks store will open on Ward's Corner in Norfolk October 20. Barrie Bergman, president of the parent Record Bar chain, which already has a smaller mall store in Portsmouth, Virginia, said the Tidewater market presents tremendous opportunities for retail expansion.

"Tidewater is a huge area," Bergman explained. "You have at least three fair-sized cities: Portsmouth, Hampton and Norfolk. And with Naval and Air Force bases in Nor-

folk and Newport News, this area contains the largest concentration of servicemen in America."

Bergman further noted that, while large bodies of water separate the various cities, toll bridges have been scrapped and there is now relatively free access between com-

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Looking Back

1 Year Ago Today (10/9/76)

- Lou Kwiker resigned as Handleman president
- The first Disc-operated Zebra Records store opened in Houston
- Atlantic had five bulleting singles in the Cash Box Top 100
- Primus Robinson was natl. R&B promotion director for Atlantic

5 Years Ago Today (10/7/72)

- Harvey Schein was named president of Sony of America after a 14-year association with CBS
- Mel Posner was named exec vp/gen. manager of Elektra
- Al Chotin was made a vp of Pickwick International
- Stan Monteiro was appointed as natl. promo director for Epic/Custom

10 Years Ago Today (10/7/67)

- ABC Records purchased John Billins Co., a distributor and rack jobber
- The Mamas and Papas signed a new contract with Dunhill
- Elliot Goldman was named director of business affairs for CBS Records by Richard Asher, then vp of business affairs
- Fantasy and Galaxy Records were sold to a group headed by Saul Zaents that included Al Melnick of Philadelphia, Joe Martin and Jerry Cohen of New Jersey, Ralph Kaffel of Los Angeles, Marv Jacobs of Detroit and Sy Greenspan and Jack White of Chicago
- Sid Bernstein flew to Europe to plan concert dates for the Rascals
- Pat Pipolo began an indy promotion firm
- Otis Smith was named VP/GM at Orpheum Records
- Bob Smith joined Warner/Reprise as promotion man in the northwest

15 Years Ago Today (10/6/62)

- The Senate passed an anti-bootleg bill
- Judy Garland's "Judy At Carnegie Hall" album was certified gold by the RIAA
- The Senate passed a bill to lower excise taxes on items, including records
- Capitol Records won a \$1.3 million contract to press records for 18 agencies of federal government



Lambert

Jackson

Tenenbaum

Dlugatch

Casablanca Appoints Lambert — Casablanca Records has announced the appointment of T.J. Lambert to handle national secondary promotion for the label. He has served as operations program manager at WGCL in Cleveland, as music director for Philadelphia's WIFI, and as disc jockey and music director for WPOP in Hartford, Connecticut.

Jackson Named At Lifesong — Wynn Jackson has been appointed director, national field promotion for Lifesong Records. He was previously southeastern regional promotion director for Lifesong. He will travel extensively in support of Lifesong singles and album product and will continue to be based in Atlanta.

Tenenbaum Named At Atlantic — Bruce Tenenbaum has been named national college promotion manager for Atlantic Records. He comes to Atlantic from WRCN-FM (Long Island), where he was music director and disc jockey. He began his tenure with the station in March 1977, while still a student at State University of New York at Stony Brook, from which he graduated this past May.

Dlugatch To A&M — A&M Records has announced that Joan Dlugatch has been appointed as promotion coordinator. She has been associated with A&M's promotion department for four and a half years and had previously been with A&M's international department. Prior to joining A&M, she was associated with United Artists' international department.

A&M Announces Appointments — A&M Records has announced that Susan Brainin has been appointed as national tour press coordinator for the label, and that Barbara Fisher has been named associate in publicity, tour press. Brainin, who has been with A&M for one year, had been associated with A&M's A&R department before joining the publicity department as a publicist. She had previously been in television production. Fisher has been with A&M publicity for one year. Previous to joining A&M she was a free-lance journalist. They both will headquarter in A&M's Los Angeles offices.

Schwartz Named At E/A — Marty Schwartz has been named assistant director of national FM promotion at Elektra/Asylum Records. He was formerly the label's Florida promotion representative, working out of the WEA Miami office. He has also done promotion for Tone (TK) distributing in Miami, and worked with Viscount Records retail chain.



Brainin

Fisher

Schwartz

Cervino

Cervino Joins WEA — WEA Records announced the appointment of Rich Cervino as branch marketing coordinator. He is a six-year veteran of the record industry in sales and promotion with MCA and RCA in the Philadelphia market. He will work closely with Ron De Marino, the Philadelphia sales market, the Baltimore-Washington, D.C. sales market, in coordinating the activities of the sales, promotion and in-store merchandising staffs in both markets.

RCA Names Carter — The appointment of Pat Carter as a staff producer in Nashville was announced by RCA Records. He joins RCA's Nashville producing staff after having spent the past three years as manager of music publishing and creative productions for Sunbury/Dunbar Music, Inc. He moved to Nashville in 1969 and had recording contracts with ABC/Dot Records and MGM Records before assuming the position with Sunbury/Dunbar.

Chrysalis Names Musso & Bourke — Chrysalis Records has announced the appointments of Fran Musso as national advertising coordinator and Brendon Bourke as sales accounts liaison, effective immediately. Previously, Musso served as office and personnel manager for Chrysalis. Prior to joining Chrysalis, Bourke served as product manager for Island Records in London.

Milrod To Cream-Hi — Cream-Hi Records has named Michael Milrod northeast regional marketing and promotion manager for the label. He comes to Cream-Hi from Fantasy Records, where he was director of eastern regional promotion and operations. Milrod started his record industry career in 1967 as staff announcer at WVNJ, Newark and has held promotion posts at Roulette, London and Buddah Records.

Speisman To Polydor — Bob Speisman has joined Polydor Incorporated as western regional marketing manager based in Los Angeles. He replaces Sterling Devers, who leaves Polydor to become director of training for Phonodisc. Before joining Polydor Incorporated, he worked for Cash Box.

Gorfaine Named At ASCAP — Michael Gorfaine has been appointed a membership representative in the Hollywood office of the American Society of Composers, Authors and Publishers. He began composing at 15 and at 17 led and managed a rock group. He was subsequently active as a performer and recording artist, worked in television and record retailing and has recently been heading sales, advertising and customer relations for AT&T Recording.



Carter

Musso

Bourke

Speisman

Vee Jay Names Three — Vee Jay International announced the following appointments: Joe Morrow as national marketing director after five years with Springboard Records in regional sales and promotion. He started his record career with Capitol in Chicago in 1962, rising to a national artists relations position in Los Angeles. Pat Britt appointed A&R direc-

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Artists On The Air

Joan Jett of the Runaways, Iggy Pop, producer Kim Fowley, The Jam and Los Angeles Times pop music editor Robert Hilburn will serve as guest panelists with Tom Snyder on "Tomorrow" on Oct. 11.

"Rolling Stone: The 10th Anniversary," slated for Nov. 25 on CBS-TV, will feature, in order of appearance: Ted Neeley, Richie Havens, Yvonne Elliman, Richard Baskin, Patti LaBelle, The Lester Wilson Dancers, Steve Martin, Jann Wenner, Ben Fong-Torres, Donny Osmond, Bette Midler, Formerly The Harlettes, Jerry Lee Lewis, The Coasters, Teri Garr, L.A. Police Chief Ed Davis, Mike Love, Sissy Spacek, Martin Sheen, Jim Messina, Keith Moon, Melissa Manchester, Phoebe Snow, Billy Preston, Jeff Holland, Lesley Warren, Friends and The Rubinoos. One live concert is yet to be announced.

The Oct. 7 edition of Burt Sugarman's Midnight Special has Andy Gibb, Bob Marley and The Wailers, Supertramp, Debby Boone and B.J. Thomas scheduled with Kenny Rogers in the hosting slot.

Suzi Quatro recently taped a guesting on "Happy Days." She portrays Leather Tuscadero on two consecutive episodes.

England Dan & John Ford Coley will be guests on the "Lynn Anderson Special" to be aired in early 1978.

Ruth Buzzi, Doc Severinsen and Crystal Gayle will be featured in the syndicated special, "Wayne Newton at Sea World."

Paul Nicholas is set for The Mike Douglas Show on Oct. 11.

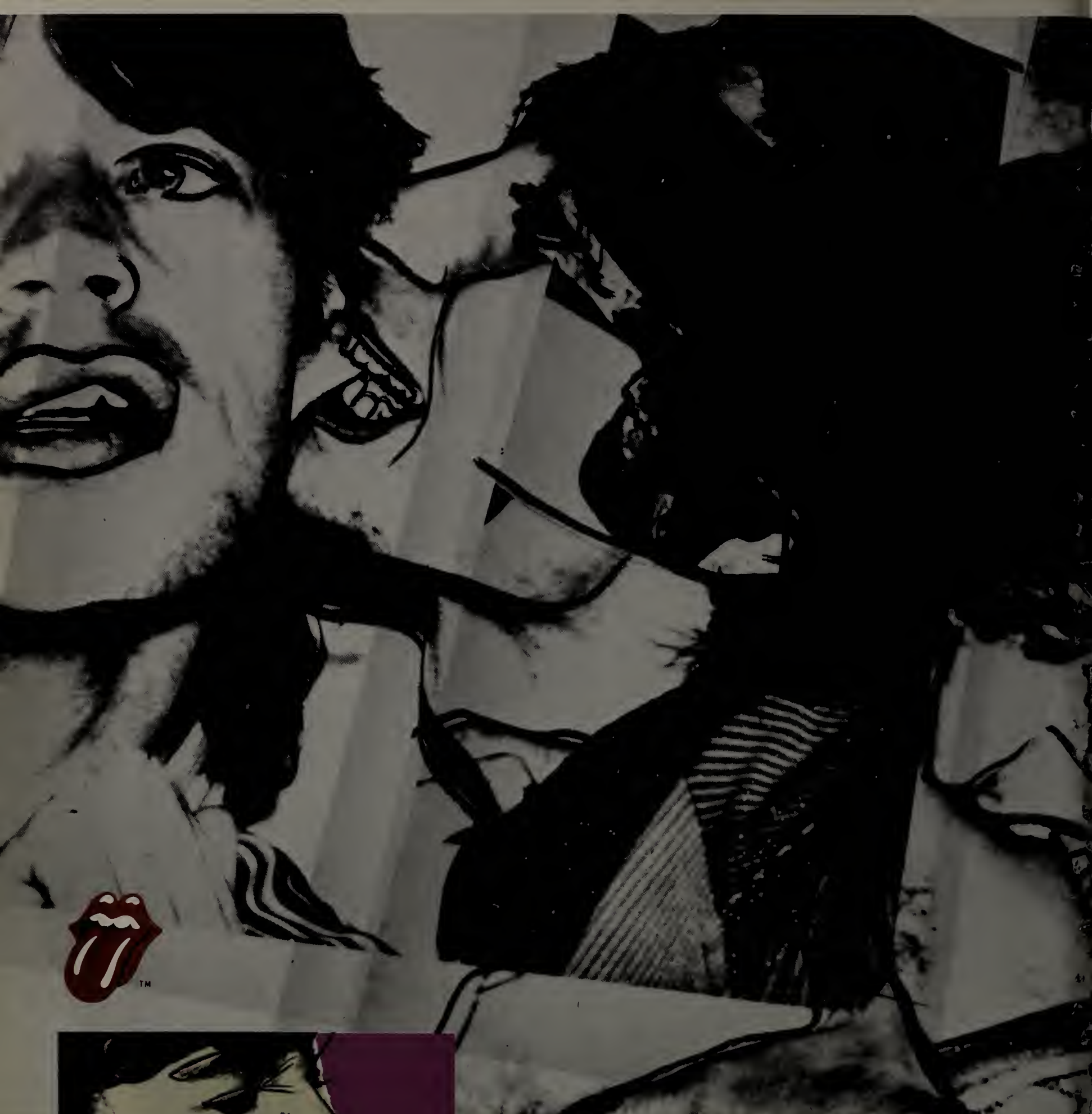
*Some people have it,
some people don't.*



*Patti LaBelle has it.
Thirty-nine stations the first week proves it. "Joy to Have Your Love,"
8-50445 her first solo single. From "Patti LaBelle," her first solo album.
The love is building fast.*



On Epic Records.



The Rolling

on Rolling Stones Records & Tapes.

COC 2-9001

Two Record Set



Produced by the Glimmer Twins

Rolling Stones LOVE YOU LIVE

Distributed by Atlantic Records

Retail Prices For \$7.98s Vary As Dealers Express Confusion

by Randy Lewis and Alan Sutton

LOS ANGELES — Although the \$7.98 list price for single albums came into existence more than 10 months ago and several major manufacturers have now raised their catalogs to \$7.98, many retailers last week said there is still much confusion because of the varying ways in which price increases have been implemented.

As a result, many have still not settled upon a standard in-store price for \$6.98 and \$7.98 LPs. The president of one major retail chain said, "We have settled into utter confusion. Not only have we not made up our minds, but we don't know which way to turn. We are just catching up with the changes because they are coming so rapidly."

Most said retailers and consumers are confused by the lack of conformity among the manufacturers. When A&M Records, for instance, raised its catalog to \$7.98, all product went up at the same time.

New Numbers

Warner/Elektra/Atlantic Corp., however, has raised the price on only 80 WEA albums so far and has assigned new catalog numbers to the higher priced albums to distinguish them from currently existing product originally listed at \$6.98.

But when A&M raised its entire catalog, the numbers were left unchanged.

Because of the confusion, many retailers said they are still deciding on what price they will eventually settle on, and that the price they currently are charging for \$6.98 and \$7.98 albums may change.

A spot-check of some national, large regional and a few smaller retailers of their shelf and sale prices shows a considerable amount of variation in prices.

Sale prices on \$7.98 list albums hit a low of \$3.99 in a few isolated areas involved in heavy pricing competition. On the average, though, sale prices range from \$4.47 to \$4.99.

Shelf Prices Vary

The shelf price for \$7.98 LPs varied the most among the retailers questioned, rang-

ing from a low of \$4.87 to the more often-found prices of \$5.98 and \$5.99. Some, however, are charging \$6.49 to \$6.99 on a regular basis for catalog \$7.98 LPs.

The sale price for \$6.98 albums also is varying to some degree from area to area depending on how price-conscious the region is. In New York, some retailers still sell some \$6.98 albums for as low as \$2.86. In Philadelphia, one chain has a sale price of \$3.39. On a more regular basis, sale prices ranged from \$3.64 and \$3.66 to \$3.88 and \$3.99 in several areas.

A few, however, have said their sale price is increasing, and said \$4.29 and \$4.99 is the sale price on some items.

The shelf price for \$6.98 LPs generally is one dollar higher than sale price, although some retailers charged as low as \$3.87 to \$3.99 for any \$6.98 list album. Most fell into the \$4.77 to \$4.99 range in their shelf prices, although some were as high as \$5.79 to \$5.99.

Subdistributor Price

Since the subdistributor price to most large chains is generally 60 cents higher on \$7.98 list albums than on \$6.98 albums

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Newspaper Runs Music Poll; Calls It First In N.Y.

NEW YORK — The *New York Daily News* is conducting what it believes to be the first pop-music awards poll ever conducted in the New York metropolitan area, and the first major consumer poll to be run by a metropolitan newspaper in which pop music buyers and fans vote their preferences. Balloting in most music awards programs is limited to industry professionals or music critics.

The *News* poll will be handled in cooperation with leading metropolitan — area radio stations representing various pop-music categories. These include WNEW-FM, WHN and WRVR.

The "Daily News Front Page Music Awards Poll and Sweepstakes" began September 30 and will run through November 6. Voting in the awards program will be by ballots included in the Friday and Sunday papers for the six-week duration of the contest. Readers will be offered a list of male, female and group nominees in several musical categories, including rock and pop, R&B, jazz, Latin and country.

Readers will also be offered the opportunity to win \$5,000 in cash, as well as merchandise prizes in a random "sweepstakes" drawing from the ballots received.

Readers have the option of voting in any or all categories every week of the contest. Purpose of the multiple voting is to permit a running tabulation of pop-music preferences in what the newspaper called "the fast-changing pop-music world." For this purpose, also, space is provided on ballots for write-in votes. Validity of ballots will be checked by random phone calls to voters' homes.

Nominees to be included on the ballots are being selected by a music industry committee, with record sales, airplay and performances weighed in the selection to ensure fairness. Tabulation of ballots and drawing of sweepstakes winners will be by the D. L. Blair Company, an independent contest organization.

Announcement of winners and presentation of awards in the *News* competition will be made at a gala party scheduled for December 6 at the Tower Suite in New York City. According to the *News*, "Music industry stars and industry notables will be featured in the ceremonies."

EAST COASTINGS — It will be some time before they're able to schedule a concert tour, but the **Rolling Stones** had no trouble making a New York splash to salute the arrival of their album, "Love You Live." At a Friday afternoon luncheon at Trax, New York press and radio people were treated to fish 'n' chips, Wimpy-style burgers and chili, and were entertained by new and old videotapes of the Stones as they waited for the group's arrival. In a rarely seen gesture of solidarity, all five members pulled up in the same limousine. An inordinate number of photographers began following the group immediately upon their entrance to the room, annoying **Mick Jagger**, who requested that they hold off until the band could take the stage to pose for photos. Jagger really hammed for a while, leaning on various members in creative positions, after which the Stones and LP cover artist **Andy Warhol** autographed albums. The group was accompanied by **Eric Idle**, who was numbered among a handful of celebrities that included **Bryan Ferry**, **Tim Moore** and **Roberta Flack**.



PENDERGRASS AT THE BOWL — On hand for Philadelphia International recording artist **Teddy Pendergrass**'s recent debut at the Hollywood Bowl were (l-r) **Terry Easter**, **Epic field sales manager**; **Pendergrass** and **Tony Martell**, vice-president and general manager of **Epic** and the **Associated Labels**.

tatively titled "Round Three." Collins will handle lead vocals and drums, with Banks at the keyboards and Rutherford playing all guitars in addition to bass. No temporary or permanent guitar replacement has been made at this time. Hackett records for Chrysalis.

EXTRAS — The first 50,000 units of **Jane Olivor**'s second album for Columbia Records, "Chasing Rainbows," are being shipped with a one-sided single of her unique version of "Some Enchanted Evening" . . . **Rick Springfield** is reportedly being considered for a TV version of "Star Wars."

DIAL-A-FUNK — Trouser Press, America's self-proclaimed "British rock magazine," began offering news of the "New Wave" rock movement over the telephone on September 2, and according to managing editor **Dave Schulps**, the response has shown a steady increase. The "New Wave News Line" presents a two-and-a-half-minute recorded message, changed three times each business week, featuring news of Anglophiliac American as well as British rock. At this point, the service is averaging about one hundred calls per day, dialed from as far away as the west coast, and in isolated cases, overseas. Although Schulps maintains that the fast-breaking news of the movement is the primary concern, the recordings have also carried news of the British rock mainstream, which is also covered extensively by the magazine. In the immediate future, the news line will feature guest spots, the first of which will be filled by **Boomtown Rats**' lead singer **Bob Geldoff**, to begin airing at 5 p.m. on Monday, October 3. Long-range plans include the possible development of a national network to localize dialing points, as well as further exploitation of the possibilities of the feature being picked up by radio stations. A college station in Buffalo, WBFU-FM, has begun recording the news line for broadcast.

NOT A YES MAN — Swiss-born keyboardist **Patrick Moraz** was **Rick Wakeman**'s replacement in **Yes** in 1974, and was replaced by Wakeman last winter. Stopping in New York en route from Switzerland to his present home outside Rio De Janeiro, Brazil, Moraz was evasive about the details of his departure. "It's not that I said, 'Look, I'm leaving,'" Moraz explained. "Nothing is done at random in **Yes**. All decisions are carefully planned, and the return of Rick was planned ahead." Adding that he feels that the current situations are best for **Yes**, Wakeman and himself, Moraz is now keeping busy with a new band he put together in Brazil, made up of four natives and an expatriate Englishman, plus a battery of Brazilian percussionists. Currently represented by "Out In The Sun" on Import Records, he hopes to have a new album ready in February or March, with the possibility of an American tour to follow. Moraz is also kept busy by the two recording studios which he owns. The larger, **Aquarius** in Geneva, recently hosted **John McLaughlin**'s **Shakti**, who were recording their forthcoming album. The smaller studio is near his home in Brazil.

MORE TRAX HIJINX — Trax in uptown Manhattan continues to be the scene of impromptu performances by unlikely performers. It started out normally enough when **Jackson Browne** took the stage there for an early morning show following his appearance on "Saturday Night Live!" Playing to an audience that included **Mick Jagger**, **Billy Joel**, **John Oates**, **Madeline Kahn** and **Phoebe Snow**, Browne played a song called "Running On Empty" that just might be the title cut on his upcoming double live album. As the hour approached 7 a.m., Jackson and the band backed **John Belushi** in a stunning rendition of "Jailhouse Rock." On her way to a breakfast party following the soiree, **Phoebe Snow** wrecked her car in an accident, but sustained no serious injuries . . . The Trax stage was overflowing last Monday, following a party given by Aucoin Management business director **Howard Marks**. Assorted members of **Kliss**, **Starz** and **Piper** all sang and played together, but the rarest performing appearances were made by producers **Eddie Kramer** and **Sean Delaney**.

SHORT SHOTS — Expect a **Queen** single entitled "We Are The Champions" in about two weeks, with the new album of its origin due later on . . . Happy Birthday to the Bijou Cafe in Philadelphia, five years old on October 4 . . . **Television** is recording at Soundmixers' Studios in New York . . . **Annie Haslam** of **Renaissance** has recorded a solo album for Sire



SINCLAIR SHOWCASED — **Olivia Newton-John** and television actress **Dede Conn** were among the celebrities on hand for singer/songwriter **Stephen Sinclair**'s recent showcase performance at the **Roxy** in Los Angeles. Pictured (l-r) are: **Artie Mogull**, president of **United Artists Records**; **Sinclair**; **Newton-John** and **Conn**.

Goldrod Said To Join Private Stock

LOS ANGELES — Marty Goldrod will be joining Private Stock Records in a west coast promotional and/or managerial capacity. His replacement at Arista on the west coast is reported to be Gary Diamond, currently working for Elektra/Asylum in the midwest, and a former Arista promotion man in Minneapolis. Diamond's replacement at E/A is said to be Brian Rooney.

Stewart Sank Forms New Promo Company

LOS ANGELES — A new independent record promotion company, Projects-Creative Productions, has been formed by Stewart Sank. The company's first client will be Far Out Productions, whose roster includes such artists as War, Aalon, Ronnie Laws, Redbone, Lee Oskar and others. The company will also serve as a consultant in artist promotion and development for RCA Records and London Records.

Sank, whose many years in the promotion field have connected him with names such as War, David Bowie, ELO, The Moody Blues and others, was formerly national LP director for United Artists Records, national promo consultant for London Records and regional promotion manager for RCA Records.

Projects is located at 80 Central Park West, New York, New York 10023, (212) 580-7259.

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CBS RECORDS INTERNATIONAL
CONGRATULATES ANDY WILLIAMS
ON HIS RECEIPT OF THE CRYSTAL GLOBE,
FOR SALES OF OVER FIVE MILLION ALBUMS
OUTSIDE THE UNITED STATES.



Motown Restructures Its Sales Staff

LOS ANGELES — In a recent reorganization of Motown Records' marketing department, Dan Chaskey was promoted to national album and tape field sales manager while Charlie Salah was moved into a slot in which he services national accounts out of Detroit.

Other changes included the appointments of Steve Jack to director of album

and tape sales and Miller London to the post of national retail account and singles sales manager.

Announcing the assignments, Motown's executive vice president Mike Lushka said, "These new appointments are simply another step in our continuing quest for closer coordination and direct liaison between our sales force and retail accounts."



Pictured (l-r) are Jack, Lushka, Chaskey, Salah and London.

Hall And Oates Ready To Start Two-Month Tour

LOS ANGELES — RCA recording artists Daryl Hall and John Oates are ready to begin a tour of the United States. The tour, which is slated to open October 12 in Harrisburg, Va. and end in Philadelphia in mid-December, will feature a new show with the additions of lead guitarist Caleb Quaye and drummer Roger Pope to the backing band. Other dates on the tour include the Pauley Pavillion in Los Angeles, Oct. 29, and the Aladdin Theatre in Las Vegas, Oct. 31.

Joe Farrell Album Due

LOS ANGELES — "La Catedral y El Toro," reedman Joe Farrell's debut LP on Warner Bros. Records, is set for release this month. Artists performing with Farrell on the album include Stanley Clarke, Eric Gale, The Brecker Brothers, Dave Grusin, Richard Tee and Steve Gadd.

The Hit at CES 77 Show!

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Michael Gershman Starts Own PR Firm

LOS ANGELES — Michael Gershman has formed Michael Gershman Communications, a publicity firm, in Los Angeles and has as initial clients Leo Sayer, Blood, Sweat and Tears, John Klemmer, Thelma Houston, Lonnie Donegan, comedy team Proctor & Bergman, actress Denise Nicholas and Leonard Stogel's Andora Enterprises.

Gershman most recently was with Guttman & Pam.

Fox Agency Reduces Royalty Commission

NEW YORK — The Harry Fox Agency has announced that its commission on mechanical royalties for all its clients will be reduced to 3% on October 1.

One year ago, the agency reduced its commission from 3½% to 3¼%. Although a return to the 3½% commission has still been authorized by music publishers, the Agency stated that "it is not anticipated that under foreseeable conditions the commission will again be fixed at that figure."

NARM Committees Meet To Plan Their 1978 Convention

LOS ANGELES — The National Association of Recording Merchandisers (NARM) is holding a series of meetings for the purpose of planning NARM's 1978 Convention to be held in New Orleans March 18-22.

The meetings will involve the NARM board of directors, its manufacturers advisory committee and the 1978 convention committee and are taking place Oct. 1-4 at La Costa in Carlsbad, Calif.

In addition to discussions about the upcoming 1978 convention, the various NARM groups are scheduled to discuss the newly-instituted NARM regional meetings, plans for acquisition of new members and extended planning on future joint projects between the merchandiser and manufacturer members of NARM.

Areas under consideration will include market research, experimental tape packaging, bar coding, artist development and various educational projects.

Following two days of convention committee meetings, a complete report will be made to a joint meeting of the NARM board of directors and the manufacturers advisory committee, each of which will have met separately prior to the joint meeting.

(continued from page 20)

entitled "Annie In Wonderland." Scheduled for American release October 28, the LP was produced by **Roy Wood of The Move** and **Wizzard** fame... We neglected to mention that **Mitch Kanner** was the able relief pitcher for WNEW-FM in the softball game with **Rolling Stone** covered last week... **Mink DeVille** reportedly selling out in London, Paris and Amsterdam... **John Mayall**, **Mike Bloomfield** and **John Hammond** will appear at the Beacon Theater October 8... The **Alan Price** date at Avery Fisher Hall in N.Y.C., originally scheduled for October 31, has been changed to sometime in November... **Lynyrd Skynyrd's** sixth album, to be released October 15, will be titled "Street Survivors." Their three-month nationwide trek in support of the LP, appropriately titled "Tour Of The Survivors," will begin in Miami on October 15... Eight feature film projects developed by Enigma Productions in association with Alive Enterprises have been assigned to Casablanca Records & FilmWorks... After light-years of stellar travel toward destination Earth, **The InterGalactic Touring Band** is finally set to arrive October 19 with the help of Passport Records and Arista distribution. Occupants include sometime earthlings **Annie Haslam**, **Dave Cousins**, **John Tropea**, **Ben E. King**, **Rod Argent**, **Synergy**, **Clarence Clemons**, **Arthur Brown**, **Percy Jones**, **Mr. Snips**, **Pepe Marchello**, **Anthony Phillips**, **Status Quo** and **Davis Bedford**.

phil dimauro

POINTS WEST — ON THE MOVE — A flurry of comings and goings have reached our attention in the past few days. In the coming weeks look for these announcements: **Joe Carbone** has left Butterfly Records after 1½ weeks; **Mark Cooper** has left Motown; **Tom Cossie** has resigned as vice president of promotion at Buddah; **Marty Goldrod** and **Ronnie Raphael** are reportedly joining Private Stock; and **Steely Dan** has left ABC to strike a new deal with Warner Bros. though one album is still owed ABC... Manager **Ruth Aaron** surprised her client **Shaun Cassidy** with a surprise birthday party at her home where guests were treated to a preview of Shaun's next, "Born Late" (due mid-month), and feasted on platter-shaped cake. It was a perfect opportunity for **Mo Ostin** to present Shaun with a platinum award for his debut LP. (We had erroneously reported last week that the LP was just certified gold. sorry, Shaun.)... He won't get fooled again! That's because the **Who's Pete Townshend** has gone back to night school to study business management while the band schedules studio time around his class time... **Tina Turner** doesn't let little things bother her. When her vast array of costumes did not arrive for a show in Australia, her first there since she split with Ike, the songstress just cut off a pair of jeans, sewed on some sequins and hit the boards. No one was the wiser... We hear that bionic **Lindsey Wagner** will soon cut an album with producer **Kim Fowley**, a return to the days when her pipes were less well-known than her features are now... **Barry White** may get his own one-hour TV variety show on NBC later this fall. If so, we applaud the decision not to involve the singer in dumb skits... **Bob Gibson** has re-entered the PR game, joining **Bob Levinson**... Singer **Jerry Vale** and agent **Lou Alexander** have formed Jerrylou Productions, an independent record production company to develop and record masters of new talent.

THE REEL THING — **Freddy Fender** will make his screen debut in "She Came To The Valley," where he will be the first Mexican to portray the famed revolutionary Pancho Villa in a Hollywood film. The film co-stars **Ronee Blakely**, **Dean Stockwell** and **Scott Glenn** and is shooting on location 50 miles away from Fender's birthplace in San Benito, Texas... Though the first one is not yet out, **John Travolta** and **Jeff Conaway** are all ready to begin shooting the sequel to "Grease," tentatively titled "Grease II" (or maybe, "Son Of Grease?")... Speaking of grease, **Denny Greene's** part in "Greased Lightning" has called attention to his group's television series, the "Sha Na Na Show," and to the fact that Greene will have his first solo album out on Midsong this month... **Fun Zone's Tim McIntire** has a lead in the upcoming "The Choirboys," and is negotiating with another film company to do "The Alan Freed Story," but says he won't take the role if it interferes with his group's studio work or touring commitments... **Helen Reddy** preparing for her screen debut in "Pete's Dragon," where she plays the lead but not the title role... We hear that the Rolling Thunder Revue will come back to life around the first of the year as soon as **Bob Dylan** finishes work on his movie, "Renaldo And Clara."



WAKEMAN RELATES — Yes keyboardist **Rick Wakeman**, who also records for A&M as a solo artist, was on hand backstage after a recent concert appearance with the group at the Forum in L.A. Pictured here are: **Allen Levy**, national publicity manager, A&M Records; **Wakeman** and **Cash Box** writer, **Chuck Comstock**.

A NIGHT ON THE TOWN(S) — **Rod Stewart** kicks off his first solo tour of North America with an October 1 date in Vancouver followed by 40 other cities, including New York's Madison Square Garden (Oct. 20-21), Detroit's Cobo Arena (Nov. 5-6), L.A.'s Forum (Dec. 12-14) and a rousing finish at San Francisco's Cow Palace (Dec. 18-19)... **Bette Midler** has been offered three nights at the Forum by **Wolf & Rissmiller** but has declined, opting instead for a six-week run at the Roxy to make her presentation more intimate. Though no dates have as yet been confirmed, Bette plans to use a different opening act each week, probably a seasoned well-known comedian for each show... Jazz fusion group **Jasmine** had the honor of opening and closing the festivities for **Doug Weston's** 20th anniversary at the Troubadour... **Kenny Rogers** is expected to take home some awards from the CMA after bagging three at the AMOA presentation. An interesting sidelight — Kenny purchases a minimum of 250 tambourines a month, which he autographs and tosses to the audience... It's worked pretty well in the past for, whenever **Rod Stewart** and a former housemate decided to part company, Rod's custom was to take an apartment to allow his lady to gather her things and find new quarters. This time, Rod has found it to his advantage to not be quite so trusting. These days security guards are posted at his Holmby Hills estate to make sure none of his antique and rare art collection walks out the gate.

NO BLIND ALLEY AT CHARITY BOWL — The recent celebrity bowling tourney at the Active West Bowling and Recreation Center's charity match-ups turned out to be a rousing success. Out of the sixty celebrities set to appear, only two were no-shows (you know who you are) and the event managed to collect \$15,000 for the California Special Olympics. **Mark Hudson's** team carried off the first place award, followed by **Tim Weisberg's** second-place finishers, with **The Kansas** team pulling up third... While we're on charity, **Cleo Laine** and **John Dankworth** are set to join m.c. **Bob Hope** and performers **Julie Andrews**, **Paul Anka**, the **Muppets** and special guest star **Rudolf Nureyev** in a three-hour Silver Jubilee Variety gala before Her Majesty Queen Elizabeth and Prince Philip November 21 at the London Palladium. The event is expected to raise one million pounds... When Ampex

(continued on page 61)

CLASSIC SINGLES

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**“SEND IN THE
CLOWNS”**

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**“SO EARLY IN
THE SPRING”**

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Produced by Arif Mardin

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picks of the week

DOOBIE BROTHERS (Warner Brothers 8471)

Echoes Of Love (2:57) (Sequel — ASCAP, Jec — BMI) (Simmons, Mitchell, Randle)

An unusual, synthesized introduction instantly lends a warm feeling to this second single from "Livin' On The Fault Line." The deep layers of vocal harmony that attracted FM stations to this cut should prove to be a magnet to top 40 stations as well.

BOB WELCH (Capitol 4479)

Sentimental Lady (2:51) (Warner Bros. — ASCAP) (Welch)

The former Fleetwood Mac vocalist/guitarist has finally begun to record under his own name with the album "French Kiss." This selection is a song that will be familiar to the group's pre-boom followers; it remains standard fare on many FM stations. With its trilling harp-sichord and cloudy harmonies, this re-worked favorite is already bulleting on the **Cash Box** singles chart.

ODYSSEY (RCA 11129)

Native New Yorker (3:29) (Featherbed/Desiderata/Unichappell — BMI) (Linzer, Randell)

Introduced by a lamenting big-city saxophone, this first single from the group's debut album showcases the vocal talents of its members in solo and ensemble contexts. With the rhythm for disco and the subtlety for varied airplay, this record is not only for New Yorkers.

DAVID MATTHEWS (CTI 40)

Princess Lela's Theme (from "Star Wars") (2:55) (Fox Fanfare — BMI) (Williams)

Classically influenced flutes and oboes open Matthews' interpretation of this romantic theme from John Williams' score of the year's box office smash. Like every other "Star Wars" cover version, this record aims at the radio audience by presenting the music with conventional pop instrumentation.

BOBBY VINTON (ABC 12308)

All My Todays (3:06) (Feather — BMI) (Vinton)

A self-penned song from Vinton's album, "The Name Is Love." It's a bit on the schmaltzy side, but his high-reaching vocal performance is as effortlessly executed as ever. A definite for MOR stations, with some pop potential.

HODGES, JAMES & SMITH (London 260)

Don't Take Away Your Love (3:09) (El Patricio — BMI) (Barnum, Clay)

Following up a success that broke out of disco play, this talented trio of vocalists continues to aim at the same market with this single from "What's On Your Mind." The energy is non-stop, with the active vocal sections backed by a driving rhythm section and deep string arrangement.

SYLVESTER (Fantasy 802)

Over And Over (4:15) (Nick-O-Val — ASCAP) (Ashford, Simpson)

With good-timey party noises chirping in the background, Sylvester creates the illusion of audience participation with this single aimed at the disco market. His falsetto is unmistakable, dominating a record that features strong performances on electric guitar in addition to an appealingly melodic string arrangement.

LATIMORE (Glades/TK 1744)

Let Me Live The Life I Love (3:26) (Sherlyn — BMI) (Latimore)

A big band backs up Latimore's vocal performance on this new single release. With firm roots in the blues, the track's big city sound is tailored for R&B airplay.

INNER CITY JAM BAND (Bareback 535)

What I Did For Love (3:18) (American Compass — ASCAP, Wren — BMI) (Hamlisch, Kleban)

The familiar Marvin Hamlisch tune is a middle-tempo disco rhythm. A strong lead vocalist and some imagination in the backing vocal and instrumental arrangements set this record apart as a strong candidate for R&B airplay.

RONNIE TURSO (Calliope 8007)

I Want Your Love (3:02) (Tri-Song — ASCAP) (Tourso, Esposito)

A light pop melody with a vague Latin feeling from this songwriter/vocalist. The lyric concerns seduction in a love quadrangle, while the melody sounds appropriate for pop and easy-listening stations.



LINDA RONSTADT (Elektra/Asylum 45438)

It's So Easy (2:27) (MPL — BMI) (Holly, Petty)

Linda Ronstadt is a proven interpreter of Buddy Holly songs, and this selection from the album "Simple Dreams" has been well received by all radio formats. Simple, forthright instrumentation and Peter Asher's genuine production have created an irresistible, very commercial rock and roll single. Bulleting up the charts.



EARTH, WIND & FIRE (Columbia 10625)

Serpentine Fire (3:42) (Pub. not listed) (White, White, Burke)

Earth, Wind & Fire continues to develop its distinctive style with this single from a forthcoming album. Filtered vocals deliver the melodies against a sharply percussive backbeat, while the horn section gives its most agile, incisive performance to date. Loaded with pop and R&B appeal.



DARYL HALL & JOHN OATES (RCA 11132)

Why Do Lovers (Break Each Other's Heart?) (3:13) (Hot-Cha/Unichappell — BMI) (Hall, Allen)

Utilizing the best elements of blues and doo-wop music, this first single from "Beauty On A Back Street" communicates heartbreak with every note. Already a hot item in FM airplay, the cut showcases Daryl Hall's cogent vocals, as well as a series of wailing electric guitar solos. Once again looking to big pop numbers.



ABBA (Atlantic 3434)

Money, Money, Money (3:05) (Artwork — ASCAP) (Andersson, Ulvaeus)

Abba is finally working with a solid base of followers in the American top 40 audience. This new single from "Arrival" is their cleverest to date, adding humorous lyrics to the distilled pop hooks that are their trademark. Looking to a strong chart debut.

HAMILTON BOHANNON (Mercury 73946)

Andrea (2:58) (Bohannon Phase II/Intersong — ASCAP) (Bohannon)

Master of the three-chord disco song, Hamilton Bohannon continues to add subtleties to his sound with this instrumental from "Phase II." The emphasis here is on grand piano and melodic string writing, with a few passages where the rhythm section is allowed to stand on its own. Mainly for disco play.

BILLY JOEL (Columbia 10624)

Movin' Out (Anthony's Song) (3:30) (Joelsongs — BMI) (Joel)

Growling cellos and a pulsating rhythm section set the mood for Joel's threatening indictment of middle-class values. One of the best choruses he has written in some time, combined with unusual echo effects, a yapping horn section, and a melodic guitar finale that wraps it all up nicely. Already getting a good FM start, while waiting to make the AM break.

DOLLY PARTON (RCA 11123)

Here You Come Again (2:55) (Screen Gems — EMI/Summerhill — BMI) (Mann, Weil)

In her most pop-oriented performance on record, Dolly Parton proves that her talents as a vocal dramatist are unmarred by the slight shift in style. Produced by Gary Klein (who scored a recent success with Barbra Streisand), this single retains her personal touch while exhibiting the commercial potential to pick up major top 40 and MOR airplay.

AC/DC (Atlantic/Atco 7086)

Problem Child (2:48) (E.B. Marks — BMI) (Young, Young, Scott)

From Australia's high-voltage rock band, a single that derives pure energy from the slashing guitar chording of young Angus Young. Really an innovative variation on the classic progression, spiced with two screaming solos. Hard and heavy, but executed well enough to draw a mass following around the album, "Let There Be Rock."

PIPER (A&M 1969)

Can't Wait (3:21) (Songs Of The Night/BoMass — BMI) (Squier, Isaacs)

The title cut and first single from Piper's latest album presents a slick surface and a rock-solid understructure. The vocals, chimes and recorders are echoes of 1960s British pop, while grumbling guitars accentuate the rhythmic strengths of the record's harder sections. Has all the elements to appeal to single and album-oriented stations.

UFO (Chrysalis 2178)

Try Me (3:25) (T.H.T.H./Chrysalis — ASCAP) (Schenker, Mogg)

If the name of this group denotes heavy rock to you, take a clue from the song's title and try again. This bluesy, piano-based ballad creates a heightened level of emotional energy through Phil Mogg's gravelly vocal and a lush string section, wrapping it up with a sobbing guitar solo. A good shot at top 40 stations.

THE CHARLIE DANIELS BAND (Epic 50456)

Heaven Can Be Anywhere (Twln Plnes Theme) (3:15) (Hat Band — BMI) (Daniels)

One of Daniels' smoothest singles ever, from the album "Midnight Wind." Based on a simple love theme, it emphasizes grand piano and acoustical guitar, revealing the most delicate side of the big man's voice. Very adaptable to top 40 radio.

KENNY ROGERS (UA 18848)

Sweet Music Man (4:17) (Jolly Rogers — ASCAP) (Rogers)

With deep, droning bass notes to back the gentle strains of his acoustical guitar, Rogers sings a hymn to an inspiring musician. He strikes the perfect balance between folk and pop in this single from the album, "Daytime Friends."

BLUE (Rocket/MCA 40801)

Bring Back The Love (3:05) (Citrine — PRS) (Nicholson)

Based on classic rock building blocks, this song springs to life with excellent vocal performances by members of Blue. The Beatles' influence is strong but not overbearing, while a memorable hook marks this as the group's most promising single thus far. From "Another Night Time Flight."

FRANKIE VALLI (Private Stock 169)

I Need You (3:23) (C.A.M. U.S.A. — BMI) (Carmen)

Valli lends his versatile voice to a ballad by Eric Carmen in this single produced and arranged by Charles Calello. The strong feature here is the dramatic entrance of each deeply harmonized chorus. Just the pop direction that Valli should be taking.

BUCKINGHAM-NICKS (Polydor 14428)

Crying In The Night (3:00) (Pogologo/Buckingham Nicks/Mother Pearl — ASCAP) (Nicks)

From an older album by Lindsey Buckingham and Stevie Nicks, now better known as two of the guiding forces behind the current and most successful edition of Fleetwood Mac. Ms. Nicks is the featured vocalist here, and the harmony sounds will be familiar to pop listeners. This highly commercial effort proves that perhaps they were ahead of their time.

THE POINTER SISTERS (ABC/Blue Thumb 275)

Having A Party (3:08) (Kags — BMI) (Cook)

The often-covered Sam Cooke song receives the Pointers' jazz-slanted, slightly offbeat treatment in this title cut from a new LP. Like an unwatched pot, this record quickly heats to a full boil as a 1940s-styled big band pulls out all the stops for an exhilarating finale.

MERLE HAGGARD (MCA 40804)

From Graceland To The Promised Land (2:17) (Shade Tree — BMI) (Haggard)

Another Elvis tribute, but this one's by a beloved country star who has made an impact on pop radio with this record. The lyric is uninhibited in its sentimentality, and the country melody is a tough one to forget.

Serpent Power!

The new single from
Earth, Wind & Fire:
"Serpentine Fire." It's
Earth, Wind & Fire
at their fiery best.

"Serpentine Fire."³⁻¹⁰⁶²⁵
From the forthcoming
Earth, Wind & Fire
album "All in All"

JC 34905 Also available on tape.

On Columbia Records.



Produced by
Maurice White
for Kalimba
Productions.



Kansas Invites You To A Point Of Know Return

37 24929





ON KIRSHNER RECORDS AND TAPES



Produced by Jeff Glixman

Management: Budd Carr, BNB Assoc., Ltd.

Distributed by CBS Records, Inc.

ALBUM REVIEWS

PASSAGE — Carpenters — A&M SP-4703 — Producer: Richard Carpenter — List: 7.98

Surely, this is a milestone Carpenters album. Where the sibling duo was once content with lushly arranged pop ballads with mass appeal, they have embarked this time on a well-charted course that takes them through a calypso boogie, an operatic and symphonic opus, a Latin-tinged number exploring the master/servant dilemma and an other-worldly tune exploring the theme of intergalactic harmony. A breathless ride on the gossamer wings of Karen's magic-carpet vocals with Richard's steady navigation through new and familiar territory.

NEVER LETTING GO — Phoebe Snow — Columbia JC 34875 — Producer: Phil Ramone — List: 7.98

Though some of Phoebe's more accomplished musical friends are around to help, the most versatile and finely tuned instrument in earshot is her voice, a gracefully flowing thing of beauty. The lilting power and dramatic color she possesses give her room for an abundance of vocal treatments and a number of stylistic variations. But there is little here to make you crazy. This is an album that caresses the ear and is perfect for romantic settings and quiet times.

LITTLE CRIMINALS — Randy Newman — Warner Bros. BSK 3079 — Producer: Lenny Waronker and Russ Titelman — List: 7.98

Randy Newman is one of the few artists who can make it worth waiting the two to three years it takes him to make each album. This time out, he applies his sardonic wit to some new areas of prejudice ("Short People") and various aspects and outgrowths of the ever-present American Dream. His humor ("Rider In The Rain") and sensitivity ("Texas Girl At The Funeral Of Her Father") are as acute as ever on this intelligent, exploratory work.

INTAKES — Rick Nelson — Epic PE 34420 — Producer: Rick Nelson — List: 6.98

One of the crimes of this century is the lack of recognition for one of our most gifted musicians. Maybe, since so many of us grew up watching him grow up before our eyes on television, it was easy to dismiss the low-keyed, soft-spoken but sensitive vision of Nelson. Years ahead of his time, he helped pioneer the marriage of rock and country. But this album, at least his 35th, is solid evidence of how much the Stone Canyon Band and he have formed a highly listenable sound reflecting a variety of styles.

PLAYER — RSO/Polydor RS-1-3026 — Producer: Dennis Lambert & Brian Potter — List: 7.98

Somewhere between the Doobies and Hall & Oates is the sound of Player, but there's more to it than that. Their harmonies are exquisitely delivered in tight, well-knit arrangements that also display this quintet's sense of rhythm and instrumental prowess. They have a strong commercial sense as well, wisely steering a mid-course path that incorporates a variety of musical influences without owing total allegiance to any.

BABES ON BROADWAY — Artful Dodger — Columbia PC 34846 — Producer: Eddle Leonetti — List: 6.98

One of the keys to Artful Dodger's sound is their high-class harmonies, instantly comparable with such masters of the art as the Hollies, the Bee Gees, and the Beatles. But they are accomplished instrumentalists as well, with enough punch to make the grade as a rock band, and enough sense to know the art of balance. This is what allows them the freedom to blaze out a rocker or change pace for a moody ballad. Inherent songwriting ability is another strong asset.

YOU'RE THE ONLY DANCER — Jackle De Shannon — Amherst AMH-1010 — Producer: Jim Ed Norman — List: 6.98

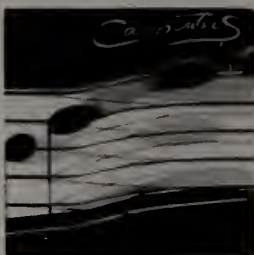
With a new record label affiliation to fuel her best efforts, De Shannon is back in business with a highly accessible pop offering of material that still gives evidence of her varied influences. Most of the songs were written or co-written by her but even on the ones she covers, Ms. De Shannon amplifies the impact with her emotional but controlled delivery. Few singers can claim the varied background that gives her interpretations such a rich variety.

TERENCE BOYLAN — Asylum 7E-1091 — Producer: Terence Boylan — List: 6.98

With a haunting voice that is somewhere between Jackson Browne and Don McLean, singer/songwriter Terence Boylan displays a gift for unusual insight and rare sensitivity on this debut LP. His instrumental supporters are some of L.A.'s finest session players and band members, but their role here is to artfully set the mood and provide the subtle nuances that point up Boylan's crafty vocal treatments. This is an artist to keep an ear on.

BARBARA WYRICK — Calllope CAL 7005 — Producer: Clayton Ivey and Terry Woodford — List: 6.98

Barbara brings a soft touch and a strong voice to this carefully selected and smartly dressed set of tunes. Recorded in Muscle Shoals, the album has just the barest hint of country influence, but in the main is a deadly accurate aim at the musical middle ground that seems to predict mass appeal. Her emotive qualities and strength of conviction come through strongly in the words she delivers.



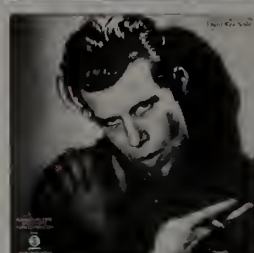
THUNDER IN MY HEART — Leo Sayer — Warner Bros. BSK 3089 — Producer: Richard Perry — List: 7.98

Following the immense success Sayer had with "Endless Flight," he and producer Richard Perry continue on the basic path they blazed into R&B-flavored rock. His lyrics are up to the high level established on his first two albums and the production is especially inviting. The title song, in particular, is a superb work and could be one of the best singles in years.



THE OSMONDS' GREATEST HITS — Polydor PD2-9005 — List: 9.98

Incredible as it sounds, this is the first greatest hits compilation from the Osmonds, one of America's top singing families. Their uncomplicated clean-cut lifestyle, while virtuous, has never seemed overly puritanical. Nor is their joyous celebration of life's simple pleasures trite or dated. Their positive ebullience and the obvious enjoyment they derive from entertaining is one of the reasons for their mass appeal. This one a must for Osmond fans.



FOREIGN AFFAIRS — Tom Waits — Asylum 7E-1117 — Producer: Bones Howe — List: 6.98

Tom Waits doesn't give us mere lyrics, he gives us moods, pensive ciphers and mirrors of smoke-filled affairs. The throaty growl is in fine form as he delves into dark exotica. Accompanied by superior sidemen, a non-intrusive but effective orchestra and soulful visit from Bette Midler, the album, recorded directly to the master tape, is surely one of Waits' finest and most polished. Best time to inhale this one is "half past a nightmare." For AOR and jazz playlists.



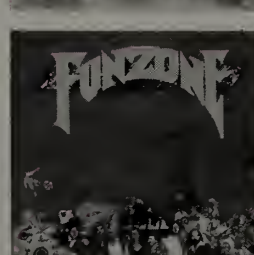
SHOW SOME EMOTION — Joan Armatrading — A&M SP-4663 — Producer: Glyn Johns — List: 7.98

Finally, with her third and most recent album, Joan Armatrading achieved the kind of popular attention and widespread airplay she certainly deserves. Even without a hit single, the album did well but this one should make the previous one's success seem modest. This time Joan sacrifices none of her soulful convictions but still has a little something for every musical taste, which could have her loyal cult following growing and seeking larger meeting places.



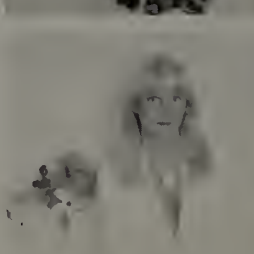
BLUE SAILOR — Cheryl Dilcher — Butterfly FLY 003 — Producer: John Stronach and Jim Taylor — List: 6.98

The ease with which Cheryl Dilcher puts her voice through such challenging paces is enough to make both accomplished and shower-stall singers envious. Versatility might well be her middle name for she calls to mind several songstresses without sounding too much like any one in particular. The telling evidence is Cheryl's self-confidence in writing her own ticket here for a journey that covers much ground.



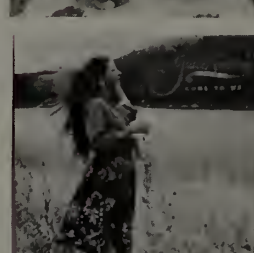
FUNZONE — Funzone — First Artists/Mercury FA-4000 — Producer: Ben Benay — List: 7.98

This is just about the freshest debut band you're going to hear, this or any other year. The septet that comprises this sprightly band are all experienced session players with extensive backgrounds, which combines to produce a sound that pairs the best of seventies rock sophistication with big band brass sounds of the past. But the lyrics are even more inviting, a mixture of wistful dreaming and offbeat reflections, sprinkled with wit and style.



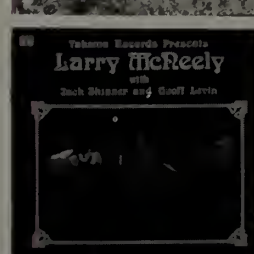
LOVE IN ALL FLAVORS — Ronnie Dyson — Columbia PC 34866 — Producer: Chuck Jackson & Marvin Yancy — List: 6.98

The bold and brassy production featured here might threaten a less powerful singer. But Dyson is a strong vocalist who is complemented by the lavish setting in which he performs. Smooth and soulful, Dyson gives each song a distinctive touch, spicing up the collection with wry twists of vocal seasoning that make him as unpredictable as he is compelling.



COME TO ME — Juice Newton & Silver Spur — Capitol ST-11682 — Producer: Elliot F. Mazer — List: 6.98

Don't let her good looks fool you — this comely lady can sing too! Her voice is an arresting instrument equally capable of a wispy softness or raw power. The basic group is a trio but the nucleus is here joined by keyboardist and vocalist Robbie Gilman, drummers Buzzy Buchanan and Denny Seiwell and guitarist Teddy Irwin, who give the album greater depth and a richer backdrop. There are several highlights but her treatment of Bob Seger's "Good Luck Baby Jane" is a chilling interpretation.



LARRY McNEELY — LIVE AT McCABES — Takoma D 1060 — Producers: Larry McNeely, Jack Skinner, Geoff Levin — List: 6.98

The latest from Larry and the boys really packs a bluegrass wallop. For those who have yet to try bluegrass, this is a hearty appetite of fun, foot-stomping and tremendous virtuosity. Larry plays banjo with an incredible mixture of reverent sensitivity and careless abandon while Jack Skinner loosens everyone up with his down home attitudes. His laid back but soulful vocals compliment Geoff Levin's fine harmonies and together they churn out a heady brew. An exuberant offering for MOR and country lists.

New Faces To Watch



Crackin'



Horslips

Warner Bros. recording group Crackin' was signed to the label by staffers Lenny Waronker and Ted Templeman after something of an unconscious campaign on behalf of the group.

"Different people were telling them about us," explained Rick Chudacoff, leader of the nine-man group. "One day they got calls from Bonnie Raitt and Tommy Johnson of the Doobie Brothers asking if they had heard us. Then they got a call from our manager, who happened to have a demo tape of us.

"They listened to it and liked it, arranged for us to come down to L.A. and have us play for them, and that sealed it. It was like an old 1930s Judy Garland/Mickey Rooney movie."

The group was formed in Omaha as a rock band, but as more musicians joined, its direction changed to more of an R&B sound. "I like to think of it as funky rock and roll," Chudacoff said, "because our musical backgrounds are so diverse: some heavy R&B and some heavy rock, too."

The band experienced a setback, though, as they prepared to record their second album this past summer when guitarist Bob Bordy's neck was broken in a car accident. The band recruited Brian Ray, formerly of Etta James' band, to fill in for Bordy on the new album (produced by Michael Omartian and scheduled for release this week), and on its upcoming fall tour, on which it will open for the Doobies on several nights.

But Bordy recovered sooner than his doctor predicted and as a result, the band now has two guitarists, which Chudacoff said is working out very well.

Crackin' consists of three vocalists, one of whom plays keyboards, another keyboardist, the two guitarists, bass and drums, with some horns and strings added for studio work. Although the band's music has a commercial rhythmic R&B feel, Chudacoff does not want the group to be categorized as a disco band. "Just because you say something is danceable, people automatically think 'disco.' Good music moves you, whether it's your head, your heart or your feet. Disco just moves your feet."

Chudacoff said one of their band's major goals now is to establish a style and sound that will give Crackin' a solid identity with the masses. "We want them to know what a Crackin' tune sounds like, so that when they see a Crackin' sticker they will hear our music at the same time."

Pickwick Closes K.C. Rack Branch

LOS ANGELES — In what was described as "a routine move for greater efficiency," Pickwick International, Inc. closed its Rack Services Division branch in Kansas City, Kansas, September 30. The branch had served retail accounts in the Kansas, Oklahoma and Missouri area. The accounts will now be serviced by Pickwick branches in Dallas, St. Louis and Des Moines, according to a spokesman at the Kansas City branch.

If the idea of a Celtic traditional/rock fusion sounds like a strange idea, it might simply be a question of point of view. "It might seem unusual through your eyes," explained Horslips drummer Eamon Carr, addressing the American sensibility, "but to us it's actually something very natural." Carr, who began his professional career playing American R&B and blues music, had always noticed similarities between black music and Irish folk music, in the basic structures as well as minute details, such as the sliding pitches that are common to Irish pipe music and bottleneck guitar.

Around 1970, Carr met up with a group of musicians with similar theories. Jim Lockhart could play anything from a traditional Irish lament to Dave Brubeck on the simple tin whistle. Violinist Charles O'Connor, bass player Barry Devlin, and guitarist John Fean were more folk-oriented musicians who also shared the viewpoint that it would be possible to "forge a contemporary music from Irish music."

"If we played rock music, it would come out sounding Irish," said Carr, describing the band's early stages. "Guys like Van Morrison and Thin Lizzy don't attempt to sound Irish, but I think they manage to, anyway. We made a conscious effort to make it sound even more Irish." Carr explained that traditional music in Ireland is "an active, ongoing thing." The musicians in Horslips grew up with Celtic music all around them; they simply took what was theirs and made it more their own.

Horslips' newest American release for DJM/Amherst, "The Book Of Invasions," is Irish in the musical and literary senses. Its three movements are based on the three traditional divisions of Irish music: the joyous, lamenting and sleeping strains, using bits of the traditional melodies (which are credited in the album notes). The text is based on storyteller traditions dating back to 500 B.C., to the legendary Tuathe De Dannen, a tribe of magicians whose story signifies the coming of the Celtic peoples to Ireland. One listen to the first single release from the LP, "Trouble With A Capital 'T,'" however, will assure any American listener that Horslips can rock 'n roll.

Two Nugent LPs Get Same-Day Platinum Awards

NEW YORK — Ted Nugent's latest two albums on Epic Records, "Cat Scratch Fever" and "Free For All," were both certified Platinum recently by the RIAA on the same day.

The double certifications marked the first time the RIAA has awarded two Platinum albums to one artist on the same day since the association began honoring the million-unit-sales plateau in January, 1976.

Nugent's debut album on the Epic label, "Ted Nugent," also passed the million-unit-sales mark recently, but was not eligible for Platinum certification because its release date preceded the official date for recognition of the Platinum standard by the RIAA.

Keyboard Fund Established To Honor Composer

LOS ANGELES — A fund has been established in the name of composer/producer Gabriel Mekler, who died recently at age 34 following a motorcycle accident in Los Angeles. The fund will provide an annual keyboard scholarship at the University of Southern California School of Music.

Mekler was known for his work with Steppenwolf and Three Dog Night, among others, and had received 12 gold records and two Grammy nominations for work with these and other artists.

Shannon Named To New VP Post At Ariola Amer.

LOS ANGELES -- Scott Shannon has been appointed to the post of senior vice-president of Ariola America Records, coming to the label from Casablanca Record and FilmWorks where he was vice-president, special assistant to the president and director of A&R.

Shannon's responsibilities at Ariola will include direct supervision of A&R, promotion advertising and publicity.

Jay Lasker, president of Ariola, said, "We feel very fortunate to be able to obtain an executive of Scott's calibre for our organization."



Pictured (l-r) are: Jay Lasker, Scott Shannon and Howard Stark, executive vice-president of Ariola.

UPCOMING INDUSTRY CONVENTIONS

Convention	Date	Location
Country Radio Seminar	Sept. 30-Oct. 1	Nashville, Tenn.
Agenda Committee	Sept. 30-Oct. 1	Nashville, Tenn.
Odyssey Records	Oct. 5/6-8/9	Santa Cruz, Calif.
CMA Talent Buyers Seminar	Oct. 6-10	Nashville, Tenn.
Tornato Music	Oct. 6-7	New Orleans, La.
Grand Ole Opry Birthday Celebration	Oct. 12-15	Nashville, Tenn.
NARM Regional Meeting	Oct. 17	Detroit, Mich.
NARM Regional Meeting	Oct. 19	Cleveland, Ohio
NARM Regional Meeting	Oct. 21	Chicago, Ill.
Music Operators/AMOA	Oct. 28-30	Chicago, Ill.
Musepro '77	Oct. 28-Nov. 1	Miami Beach, Fla.
NARM Regional Meeting	Nov. 1	Miami, Fla.
NARM Regional Meeting	Nov. 2	Atlanta, Ga.



GEILS' HOMECOMING — Atlantic recording group the J. Geils Band recently returned home to Boston for their 10th anniversary engagement at the Music Hall. During their two-night headlining date the group placed special emphasis on songs from their new LP, "Monkey Island." Pictured backstage (standing l-r) are: Magic Dick and J. Geils of the band; Jim Delehant, A&R director; Danny Klein and Stephen Jo Bladd of the band; Tracey Roach of WBCN; Judy Libow, national FM promotion coordinator; Perry Cooper, artist relations director, and Mark Parenteau of WCOZ. Shown seated (l-r) are: Mike Fontecchio, WEA branch marketing coordinator; Tony Chalmers, local promo representative; Seth Justman and Peter Wolf of the band; Steve Leeds, assistant national pop album promotion director, and Art Collins, east coast publicity manager.



CONTI SIGNS — Composer/conductor Bill Conti recently signed a writing pact with Michael Stewart's Interworld Music. Conti, who composed the film score for the film "Rocky," recently received a platinum LP award for the soundtrack album. Pictured (l-r) are: Conti; Eddie Lambert, Interworld's general professional manager, and Mike Stewart, president of Interworld.

Casablanca And Polygram Meet In Los Angeles

LOS ANGELES — A gathering of Casablanca executives and staff with Polygram executives and Phonodisc branch managers took place Sept. 29-Oct. 2 in Los Angeles. The get-together served as an initial gathering between the two recently-associated firms, with separate meetings taking place for promotion and sales. Polygram recently purchased an interest in Casablanca, and Phonodisc now handles their distribution.

'Chorus Line' Single Out

NEW YORK — A 12-inch disco version of "What I Did For Love," from the Broadway production "Chorus Line," has been recorded by Inner City Jam and released on Bareback Records.

Chicago Collects Gold

LOS ANGELES — "Chicago XI" on Columbia Records has been certified gold by the RIAA.

CASH BOX RADIO

Promotion In Motion

This week Sire Records introduced "New Wave" rock to radio in a gatefold sampler, featuring selected album cuts and singles by Talking Heads, Richard Hell and the Voidoids, the Dead Boys and The Saints. "New Wave Rock & Roll," says the cover, "Get Behind It Before It Gets Past You." The inside copy presents new wave or "punk rock," as a natural extension of the same "honest, unpretentious" music that Elvis started and the Beatles further popularized.

Will radio react favorably? Warner Bros., which distributes Sire and has made by far the largest commitment of any major label to new wave, is heavily banking on it.

"It's a simple case of educating people at the radio level," says national promotion director Pat McCoy. "The hardest thing right now is getting the PD or MD to sit down and just listen to the music. . . . It's happened in Britain and to an extent in New York, but in the rest of the country, it's more a case of ignorance than prejudice."

McCoy estimates it will be six months before Sire hits with its first big commercial single, without which it is doubtful that the trend will catch on nationally. "We've got to break it FM. Once it gets that initial acceptance, Top 40 has got to follow up. The few stations that are playing it now, WMMS, WDVE, KMET. . . they're getting some positive audience reaction." Talking Heads, says McCoy, will probably be the first group to break across the country.

Over at Elektra/Asylum, they're taking a somewhat different approach to promoting punk. For one thing, they're not making as big a deal of the fact that it is new wave. "The rule is that there are no rules," says promo vp Freddie DeMann. "The groups don't want to be called new wave or punk. We promote it that way, yes, but we try to play it down. There's a lot of prejudice at the radio level."

Big promotional pushes on E/A's two punk acts, Television and the Dictators, were somewhat successful at the radio level, slightly less so at retail; this despite massive press coverage. "Further proof that press can't break an act," DeMann notes.

"We're moving very cautiously on this thing. He (McCoy) might very well be right that it's going to take off, but we're taking a wait-and-see attitude now. We feel we've made the right moves for us. Maybe we'll sign one or two more new wave acts, but that's it."

Obviously, concludes DeMann, a hit single would be the easiest, quickest way to create a spontaneous punk explosion.

Steve Meyer, national promotion manager for Capitol, whose only new wave act is Mink DeVille (who rejects the label), is skeptical about the future of punk rock in the U.S. Based on the trends of "radio getting into more melodic music, people becoming much more 'quality-oriented' in their tastes and more discretionary with their dollars," Meyer sees little chance for the kind of punk phenomenon that has occurred in England.

"The sociological conditions of that country, which are responsible for the whole punk thing, are missing here," he noted. "Kids here are not going to buy the anarchistic 'tear down the White House' thing. And the music itself is not especially well-produced (for the most part)."

Meyer emphasized that Mink DeVille is emphatically **not** being promoted as new wave, but rather as early '60s straight rock n' roll, a la "Graham Parker or Bruce Springsteen."

Until punk really hits in America, Meyer concludes, "We're not going to get into the bidding on groups."

ON THE STREET — Jackie De Shannon's new LP, "Don't Let The Flame Burn Out" garnering believers at 10Q, KMOX and KROK, says Doug Dombrowski, vice president of promotion for Amherst. Also hot is Johnny Guitar Watson's second single off "Real Mother" LP, called "Lover Jones" . . . Does anything grow in Brooklyn? "Brooklyn Dreams" do, says Don Jenner at Millennium . . . Casablanca, late of independent status, reportedly hiring about 10 local promotion people in different markets. . . . Bob Welch's new album, "French Kiss," and single, "Sentimental Lady," have Capitol promo folks excited. Believers include WTI, WJON and KCNB, says national promotion manager Steve Meyer. Single is remake of old Fleetwood Mac song . . . And Little River Band nears gold status with several key adds, Meyer notes . . . Watch for War's first MCA single in October, says national singles promotion director Paul Lambert. Lambert says Merle Haggard tribute to Elvis, "From Graceland To The Promised Land," is getting action in the south. . . . Chicago's new single, "Baby, What A Big Surprise," off their 11th LP, has been added in nearly every market, says Chuck Thagard, Columbia national promotion director. . . . High Columbia hopes for Paul Simon's "Slip Slidin' Away" . . . Billy Bass at Chrysalis says Babys' new LP, "Broken Heart," is largely the result of culture shock experienced during their relocation to L.A. . . . LP was conceived last summer when the group bought a ranch house in the Malibu Mountains, grabbed a 24-track mobile unit, and got down to business. . . . Are changes in the works in Arista's west coast promotion force? . . . Bruce Bird of Casablanca reports David Castle single building nicely in MOR and secondary markets, and adds a sports tip, "Look for Shavers to knock out Ali."

—mark mehler



DONNY OSMOND AT KTNQ — Donny Osmond made an appearance at KTNQ in Los Angeles recently where he took over the microphone for an hour and then judged entries in a contest to select the best banner welcoming air personality Don Steele back to the station. Pictured standing (l-r) at the station are: Marlyn Barret, programming assistant; Jimi Fox, program director; Meridith Lipson, music coordinator; Dave Trout, air personality; Osmond and Terry Fullerton, Cash Box account director. Shown kneeling is Billy Brill, air personality.

STATION BREAKS

John Conlee, who continues as production man and FM jock at **WLAC**, Nashville, has resigned his MD responsibilities. **Eva Wood** is now doing research and taking music calls.

Chris O'Kelly, formerly afternoon jock at **WHYY**, Montgomery, has been named assistant program director and music director at **WZGC (Z-93)**, Atlanta.

Bob Christy is no longer program director at **WVBF**, Framingham.

Dave Bishop, music director at **WCOL**, Columbus, is no longer on the air. **Steven B. Oliver**, from **KFJZ**, Fort Worth, is the new afternoon jock at the station.

Bill Black is the new operations manager at **WXVI**, Montgomery. Black joins the station from **WENZ**, Richmond.

Dude Walker, formerly with **WGCL**, Cleveland, has joined **WRKO**, Boston, as afternoon jock.

Douglas Kaye, afternoon jock at **WCRO**, Johnstown, has replaced **Mark Shannon** as MD. Shannon continues as jock at the station.

Ernie C. is the new 7-midnight jock at **WAIR**, Winston/Salem. Ernie comes from **WFFB**, Durham and replaces **Dave Scott**, who has left the station.

New weekend announcer at **WBCN**, Boston, is **Lesley Ann Patten**, formerly MD for **WTTK (TK-101)**, also Boston.

WNDE, Indianapolis, has changed their music day from Tuesday to Friday. Calls are welcomed 11-1:30 p.m. Monday through Friday.

WIFE, Indianapolis has also changed policy. Record personnel are asked not to

visit or call on Thursdays. There is an open policy the rest of the week and the survey is ready on Friday morning.

PD **Pat Martin** has announced that **WSPT-AM**, Stevens Point, will cease simulcasting on or about October 15. The station has approval to change call letters to **WXYQ** and will be known as 10Q Country. Format will be modern country. Air personalities are needed. Contact Pat Martin, WSPT-FM/WXYQ, P.O. Box 247, Stevens Point, Wisconsin, 54481.

Sean McCartney, formerly 7-midnight jock at **WEAQ**, Eau Claire, has been promoted to MD and moves into the afternoon air slot. Promo calls are now being accepted noon-3 pm everyday except Tuesday.

The new lineup at **KSFA**, Nacogdoches, Texas, is **Phil Allen**, 7-10 a.m., from **KLVI**, Beaumont; **Ron Hood**, 10-2 p.m.; **Tony McCoy**, 2-4 p.m.; **Bill Janin**, 4-7 p.m., from **KRBA**, Lufkin; and **Brian Stone**, 7-10 p.m., from **KSFA-AM**. Leaving the station are **Mike Sebastian**, **Penny McVie**, and **Gordon Johnson**.

Jean Spencer has been named director of news operations for **WSAI**, Cincinnati.

It is rumored that **Quincy McCoy**, formerly of **WZGC**, Atlanta, will be the replacement for **Carol Singer** at **WRKO**.

Gretchen C. Wortham, general manager of **WILD**, Boston, has been appointed to the governor's Commission on The Status of Women, it was announced by the Sheridan Broadcasting Corporation, licensee of **WILD**.

—jeff ray



LIEBERMAN CONVENTION — Lieberman Enterprises held its annual convention September 15-18 at the Lake Geneva Playboy Club. Pictured (l-r) are: David Lieberman and Don Van Gorp, CBS regional vice president; Charlie Salah, Motown regional manager, and Joe Simone, president of Progress Record Distributing, Inc.; and Mike Wagoner, CBS Chicago field sales manager, and Jim Scully, CBS Chicago branch manager.

Discount Stores Focus Efforts On Record Depts.

LOS ANGELES — Discounters will more actively pursue record and tape sales this year by increasing and realigning their advertising budgets and coming up with new merchandising techniques, and as a result are predicting dollar sales will be up 10%-30% above last year, according to the September 26 issue of Discount Store News.

The increased attention being given to record departments in discount stores is due, in part, to the increasing list price of records that now may sell for \$6 and \$4.99 on sale, instead of \$5 and \$3.99 on sale.

"This is coupled with the lack of self-selling, national superstars like the Beatles, discounters report," Discount Store News said. "(Discounters) said the popular groups of today . . . are more esoteric and don't generate as much sales as the Beatles used to."

Some of the ways in which discount store owners hope to offset these potentially damaging factors include running more ads for records and tapes; running a full-page ad once a month instead of quarter-page ads twice a month and running chainwide sales contests to encourage each store to boost its sales.

Singer, Guevarra Quit As MD's At WRKO And KHJ

LOS ANGELES — Carol Singer and Rosie Guevarra have both quit their jobs as music directors at **WRKO**, Boston, and **KHJ**, Los Angeles, respectively.

Singer had been with **WRKO** for almost one-and-a-half years. She has announced no future plans as of yet and no permanent replacement for her has been named, although Richard Woodward, director of callout research, is taking her place temporarily.

John Lee Hooker Inks Pact With Tomato Label

NEW YORK — The Tomato Music Company, Limited has signed an exclusive recording contract with blues singer John Lee Hooker. A live album featuring Hooker at the Keystone Korner in San Francisco has been scheduled for release in Nov.

Correction:

In the Sept. 24 issue, DIR Broadcasting listed their nominations for the first annual Rock Radio Awards and incorrectly associated "Dreamboat Annie" by Heart to Portrait Records. The correct label for the album is Mushroom Records.

The SYLVERS™

Just The Way You Like 'Em
In Their Sensational
New Single

“ANY WAY YOU WANT ME” (4493)

From Their Forthcoming
Album,
“NEW HORIZONS”
(ST-11705)

*Written by Leon Sylvers and Edmund Sylvers
Produced by The Sylvers for Sylro Enterprises, Inc. Production Co.
Executive Producer: Al Ross*



THE SINGLES BULLETS

- #1 DEBBY BOONE** — Adds this week include WABC (added at #5), Q102, B100, KCBQ, WMPs, WOW, KLEO, KAKC. #1 most active record for the second straight week with 38 big jumps including WSAI 25-1, Z93 11-1, WOKY 9-1, WZUU 8-1, WCAO 7-1, WDRQ 6-1, WGCL 16-2, KPAM 10-2, KCPX 19-3, 99X 13-3, KYA 15-4, WNDE 14-4, WKBW 28-5, KTLK 17-5, WFI 13-5, WKY ex-8, KFRC 19-9, KSLQ 22-10. Receiving #1 airplay at WLS, WMET, WRKO, KLIF, CKLW, WQXI, WPGC, KILT, KRBE, WTI, KBEQ, KTAC, KGW, WPRO-FM, WCOL, WNCI, WDR, WBBF, KNDE. #1 sales at Music Plus/L.A., DJ Sound City, Worldwide/Seattle, Tower/S.F./S.J./Sac., Record Cove/Monterey, Alpha/N.Y., Sam Goody/Phila., Waxie Maxie/D.C., Peter's/Boston, Sounds Unltd/Chicago, Stark/Cleve., Giant/Va., Franklin, Handelman/Atl., Zebra/Austin.
- #3 CARLY SIMON** — #4 most active record this week with 19 jumps including KHJ 22-12, WLS 19-10, WPEZ 15-9, WABC 17-8, KERN 12-8, WTI 14-7, WSGA 13-6, WMET 11-5, KGW 11-5, KDWB 10-5, WFI 12-4, KNUS 16-3, WCOL 9-3, B100 10-2. Top 5 airplay at WAYS-1, WRKO-2, WKBW-2, KSLQ-2, KXOK-2, WNOE-2, Y100-2, WQAM-2, KSTP-2, WPRO-FM-2, WDR-2, KAKC-2, WBBQ-2, WSGN-2, WPGC-3, WCAO-3, WHBQ-3, 96X-3, KPAM-3, KJRB-3, WGCL-4, CKLW-4, 99X-4, WKY-4, WAPE-4, WISM-4, KFRC-5, Z93-5, KBEQ-5, WMPs-5. Top 5 sales at Music Plus/L.A., Tower/S.F./S.J./Sac., Record Cove/Monterey, El Roy/Long Island, Waxie Maxie/D.C., N.E. Music City/Boston, Stark/Cleve., Franklin/Atl., Zebra/Austin. Top 10 sales at Licorice Pizza/L.A., Worldwide/Seattle, Tower/Sac., Sam Goody/Phila., Peter's/Boston, Bee Gee/Albany, Father's & Sun's/Indianapolis, Radio Doctors/Milw., Interstate, Southern/Fla.
- #7 JOHNNY RIVERS** — Jumps this week include WLS 14-11, KING 10-8, KBEQ 10-7. Receiving top 5 airplay at KSTP-1, KFJZ-1, KLIF-2, KTLK-2, WAYS-2, KXKX-2, WMPs-2, KDWB-3, WZUU-3, WOKY-3, WKY-3, KERN-3, WBBQ-3, WNDE-5, KJRB-5, WSGN-5. Top 10 sales at Worldwide/Seattle, Circles/Phoenix, Mile High/Denver, Tower/S.F./S.D., Everybody's/Port., Odyssey/Santa Cruz, El Roy/Long Island, N.E. Music City/Boston, Bee Gee/Albany, Sounds Unltd/Chicago, Stark/Cleve., Father's & Sun's/Indianapolis, Southern/Miami, Sound Warehouse/Dallas.
- #8 SHAUN CASSIDY** — Jumps this week include WPGC 15-5, KXOK 14-6, KSLQ 17-7, KRBE 11-7, 10Q 14-9, WABC 22-14. Top 5 airplay at KPAM-1, KLEO-1, KIOA-1, WLS-2, WMET-2, WZUU-2, KJR-2, WHBQ-2, WNDE-2, KJRB-2, WISM-2, KERN-2, CKLW-3, WSGA-3, WRKO-4, WOKY-4, KBEQ-4, WDR-4, WPRO-FM-4, WMAK-5, KNDE-5, KAKC-5. Top 5 sales at City One Stop, Licorice Pizza/L.A., Worldwide/Seattle, Tower/Sac., Everybody's/Port., Odyssey/Santa Cruz, El Roy/Long Island, Waxie Maxie/D.C., Bee Gee, Trans World/Albany, Sounds Unltd/Chicago, Stark/Cleve., Radio Doctors/Milw., Giant/Va., Poplar/Memphis, Franklin/Atl.
- #9 HEATWAVE** — Added this week at WMET, KTLK, KING. Jumps this week include WABC 12-7, CKLW 12-7, WPRO-FM 12-6, KPAM 13-9, WPEZ 18-10, KIOA 19-10. Receiving top 5 rotation at Q94-1, WPGC-2, WFI-2, 96X-2, WSGA-2, WFIL-3, WQAM-3, WAYS-3, WNDE-3, WLAC-3, WBBF-3, KSLQ-4, WCAO-4, WCOL-4, WNCI-5, KXOK-5, WORC-5. Top 10 sales at Music Plus/L.A., All Records/Oakland, Worldwide/Seattle, Tower/S.F./S.J./S.D./Sac., Everybody's/Port., Richman Bros., Sam Goody/Phila., Waxie Maxie/D.C., Peter's/Boston, El Roy/Long Island, Stark/Cleve., Peaches/St. Louis, Radio Doctors/Milw., Giant/Va., Interstate/Fla., Sound Warehouse/Dallas, Cactus/Houston.
- #12 DONNA SUMMER** — Added this week at KTLK, WMPs, WZUU, KNUS, KJR, KJRB. Jumps this week include B100 17-7, WBBF 13-7, KAKC 13-8, KFRC 15-11, KPAM 15-11, WNDE 19-12, WKY 16-12, KNDE 28-13, WQAM 19-13, WMET 25-14, WOKY 27-15. Top 5 airplay at KILT-2, WTI-2, WQXI-3, KRBE-3, WGCL-3, 13Q-3, WPEZ-4, KCPX-4, KLEO-4, KIOA-4, WRKO-5, 10Q-5. Top 15 sales at Licorice Pizza, Music Plus/L.A., Tower/S.F./Sac., Alpha/N.Y., El Roy/Long Island, Richman Bros., Sam Goody, Waxie Maxie/D.C., Peter's, N.E. Music City/Boston, Peaches/St. Louis, Giant/Va., Port Of Call/Nashville, Franklin/Atl., Sound Warehouse/Dallas, Cactus/Houston.
- #15 RONNIE MILSAP** — Added this week at WPGC, KTLK, KIMN, KFJZ, WQAM, WISM. Jumps this week include WBBQ 16-11, WNCI 22-12, KDWB 21-13, KBEQ 18-14, WDR 25-19, KERN 23-19, KGW 27-21, KCPX 26-21, WNDE 29-24. Sales at Tower/S.F./S.J., Odyssey/Santa Cruz, Record Cove/Monterey, Sam Goody/Phila., Father's & Sun's/Indianapolis, J.L. Marsh/Minn., Giant/Va., Bib/Charlotte, Poplar/Memphis, Port Of Call/Nashville, Franklin, Handelman/Atl., Siebert's/Little Rock, Western Merch./Amarillo.
- #17 CRYSTAL GAYLE** — #3 most added record this week with 13 adds including WFIL, KSLQ, KYA, 10Q, KXKX, WMPs, WAYS, KEEL, WCOL, WNDE, WPRO-FM, WAPE. #3 most active record this week with 21 jumps including WKBW 16-6, KDWB 16-8, WOW 15-9, KAKC 16-10, KLEO 15-10, KERN 25-12, WHHY 23-14, KSTP 20-15, WQXI 26-16, WLAC 31-18, KXOK 26-18, WKY ex-18, WPGC 25-19, KPAM 29-20, WOKY 31-23, WGCL 30-23. Top 5 airplay at KILT-5, KRBE-5. #1 sales at Cactus, Russ Reeder/Houston. Other sales at Licorice Pizza/L.A., Worldwide/Seattle, Tower/S.J., Odyssey/Santa Cruz, Sam Goody/Phila., Waxie Maxie/D.C., Peter's/Boston, El Roy/Long Island, Stark/Cleve., Peaches/St. Louis, Giant/Va., Port Of Call/Nashville, Franklin/Atl., Southern/Miami.
- #18 COMMODORES** — Added this week at WABC, WMET, WDR. Jumps this week include WFI 10-3, WAPE 20-9, KRBE 15-10, KJRB 18-10, WPRO-FM 27-13, KILT 22-13, KBEQ 19-13, WOKY 26-19. Receiving top 5 airplay at WPEZ-1, KFRC-2, KYA-2, KHJ-3, Z93-3, KCBQ-3, WTI-3, Q94-3, KLIF-4, WHBQ-4, 13Q-5, WCOL-5, WAYS-5. Top 10 sales at Wherehouse, Licorice Pizza, Music Plus/L.A., All Records/Oakland, Tower/L.A./S.F./S.J./S.D., Richman Bros., Sam Goody/Phila., Waxie Maxie/D.C., Franklin/Atl., Interstate/Fla., Sound Warehouse/Dallas, Cactus/Houston, Warehouse/N.O.
- #19 ERIC CARMEN** — Added this week at WLS, WHBQ. Jumps this week include WRKO 14-10, WSGN 19-13, WMPs 21-15, KIMN 21-15, WSAI 26-19, KGW 25-20, WKY ex-20, KLIF 30-25. Sales at Wherehouse, Licorice Pizza, Music Plus/L.A., All Records/Oakland, Odyssey/Santa Cruz, Alpha/N.Y., Sam Goody/Phila., Waxie Maxie/D.C., Peter's, N.E. Music City/Boston, Bee Gee/Albany, Stark/Cleve., Father's & Sun's/Indianapolis, Radio Doctors/Milw., Giant/Va., Poplar/Memphis, Franklin/Atl.
- #20 PAUL NICHOLAS** — Added this week at WKBW, KSTP. Jumps this week include Q94 17-12, WRKO 25-13, KING 19-14, KJR 19-15, WCAO 23-16, WQXI 23-18, WNDE 24-19, KAKC 25-20, KILT 29-23. Receiving top 5 rotation at KPAM-5, WBBQ-5. Top 20 sales at Wherehouse, Licorice Pizza, Music Plus/L.A., Everybody's/Port., El Roy/Long Island, Richman Bros., Sam Goody/Phila., Peter's/Boston, Bee Gee, Trans World/Albany, Radio Doctors/Milw., Giant/Va.
- #25 FIREBALL** — #4 most added record this week with 12 adds including WQXI, Z93, KDWB, B100, WSAI, WMAK, WKY, WBBF, KCPX, WPRO-FM, KJRB. #5 most active record this week with 19 jumps including WOW 17-11, KLEO 17-13, WLS 23-17, WKBW 25-19, KTLK 24-19, KXOK 23-19, KSLQ 26-21, KPAM 26-21, WCAO 27-22, 13Q 28-23, KIMN 27-23, Q102 ex-24, WPEZ 32-25. Sales at All Records/Oakland, Tower/S.D., Odyssey/Santa Cruz, Waxie Maxie/D.C. Peter's/Boston, Bee Gee/Albany, El Roy/Long Island, Sounds Unltd./Chicago, Father's & Sun's/Indianapolis, Radio Doctors/Milw., Giant/Va., Port Of Call/Nashville, Interstate/Fla.
- #31 LITTLE RIVER BAND** — Added this week at Z93, KSLQ, WPEZ, KDWB, WOW. Jumps this week include KERN 17-11, WZUU ex-19, WAPE 26-21, KRBE 28-24, KIOA 30-25, KILT 37-27, KPAM ex-28, 13Q ex-29, WFI ex-30, WOKY ex-32. Sales at Mile High/Denver, Tower/S.D., Aravox/N.Y., Sam Goody/Phila., N.E. Music City/Boston, Father's & Sun's/Indianapolis, J.L. Marsh/Minn., Central So./Nashville, Western Merch./Amarillo.
- #33 RITA COOLIDGE** — Added this week at WPGC, KSLQ, WGCL, WMPs, WZUU, KGW, KTAC, WQAM, KAKC. Jumps this week include WAYS 14-8, WMAK 21-10, WOW 16-10, WHHY 18-10, KXKX 25-14, WQXI 25-15, WAPE 22-17, KJRB 26-18, KSTP 23-19, Q102 ex-21, WCAO 29-23, KJR ex-25, KPAM ex-30, 96X ex-30. Sales at Wherehouse/L.A., Mile High/Denver Everybody's/Port., Odyssey/Santa Cruz, Waxie Maxie/D.C., Peter's/Boston, Trans World/Albany, Stark/Cleve., Father's & Sun's/Indianapolis, Harmony House/Detroit, Port Of Call/Nashville.
- #34 BARRY WHITE** — This week's #5 most added record with 11 adds including KFRC, KYA, WGCL, WCOL, 13Q, WAKY, WCAO, WISM, KPAM, KBEQ, KRBE. Jumps this week include WQXI 28-23, WPGC 30-23, KHJ ex-28, WHBQ 29-13, WHHY ex-24, WMET 24-16, WBBQ 30-24, Y100 21-16, WPEZ 36-27, KXOK 35-29, 10Q ex-27, 96X 6-1, WMPs 25-17. Sales at Music Plus/L.A., All Records/Oakland, Mile High/Denver, Tower/L.A./S.F., Richman Bros./Phila., Waxie Maxie/D.C., Peter's, N.E. Music City/Boston, El Roy/Long Island, Sounds Unltd./Chicago, Stark/Cleve., Peaches/St. Louis, Poplar/Memphis, Franklin/Atl., Interstate/Fla., Sound Warehouse/Dallas.
- #36 CHICAGO** — This week's #2 most added record with 13 adds including WRKO, WHBQ, 99X, WMAK, WOKY, WQAM, KFJZ, KIOA, WHHY, B100, WAPE, KBEQ, KGW. Also this week's #2 radio active record. Jumps include WFIL ex-24, KFRC 27-23, KILT ex-34, KLIF ex-29, Z93 ex-25, KYA ex-24, WKBW ex-28, KING ex-22, KSLQ 33-29, WDR 34-20, KXOK 30-26, WPEZ ex-38, WBBQ ex-29, KTLK 23-18, KCPX 24-14, Q94 ex-27, WDR ex-29, WSGN ex-29, WOW ex-18, KPAM ex-27, KERN ex-28, BJ105 37-27, KTAC ex-25, KJRB ex-23, KRBE ex-30, WNOE 39-35, WZUU ex-18, WFI 29-20, KAKC ex-38, KIMN ex-25. Sales at City One Stop, Music Plus/L.A., All Records/Oakland, Odyssey/Santa Cruz, Waxie Maxie/D.C., Peter's/Boston, Bee Gee/Albany, Father's & Sun's/Indianapolis, J.L. Marsh/Minn., Giant/Va., Poplar/Memphis, Central So./Nashville.
- #38 DAVE MASON** — Added this week at WFIL, KILT, WFI, WZUU, KSTP, WQAM. Jumps this week at WPGC ex-28, KFRC ex-26, WMAK 15-7, WPRO-FM 28-21, WBBQ 19-14, KTLK ex-29, KCPX ex-25, Q94 30-25, WHHY ex-28, WISM 29-24, WOW ex-21, B100 28-24, WAPE 29-24, KPAM 25-19, BJ105 36-28, KBEQ 23-10. Sales at Wherehouse/L.A., Waxie Maxie/D.C., Peter's, N.E. Music City/Boston, Father's & Sun's/Indianapolis, Radio Doctors/Milw., Central So./Nashville, Franklin/Atl.
- #40 LINDA RONSTADT** — Added this week at KHJ, WQXI, KFJZ. Jumps this week include KILT 21-10, WMAK 26-14, KRBE 25-17, WGCL 23-9, WHHY 26-16. Sales at Wherehouse, Licorice Pizza, Music Plus/L.A., All Records/Oakland, Tower/L.A./S.J./S.D., Peter's/Boston, Stark/Cleve., Poplar/Memphis, Cactus/Houston.
- #43 FOGHAT** — Added this week at WLS, WRKO, WZUU, WGCL, WMET. Jumps this week include WPEZ ex-35.
- #44 BEE GEES** — This week's #1 most added record with 18 adds including WRKO, KILT, KING, 10Q, KXOK, WBBQ, WAKY, WOKY, WDR, WKY, KPAM, KERN, KTAC, KXKX, KGW, KNUS, WZUU, KAKC. Jumps this week include WISM ex-30, WOW ex-19, WSGN ex-23, WAPE ex-30, WCAO ex-26, WSGA ex-29, Q94 26-20, KCPX ex-27, KTLK ex-27, KJRB ex-19, WPRO-FM 30-18. Sales at Richman Bros./Phila., Waxie Maxie/D.C., Bee Gee/Albany, Father's & Sun's/Indianapolis, Giant/Va.
- #50 JUDY COLLINS** — Added this week at WQXI, WMPs, KBEQ, KJRB, WDR, KJR. Jumps this week include KILT 40-28, WRKO ex-18, WMAK ex-24, KAKC ex-37, KRBE ex-26, KSTP ex-22, Q94 ex-29, WBBF 24-18.
- #52 JIMMY BUFFETT** — Added this week at WQXI, WFIL, WAKY, WCAO. Jumps this week include WAPE ex-25, KRBE ex-29, 96X ex-28, Z93 26-21. Sales at Sam Goody/Phila., Waxie Maxie/D.C., Bee Gee/Albany, Giant/Va., Interstate/Fla.
- #55 SEALS & CROFTS** — Added this week at WRKO, WMAK, KNDE, WPRO-FM. Jumps this week include WQXI 30-25, WTI ex-25, 96X 19-12, WQAM 34-25, WHHY 10-4.
- #57 BARRY MANILOW** — Added this week at WFIL, WSAI, 96X, WMPs, WBBQ, WMET, WCAO. Jumps this week include WSGN ex-31, WSGA 26-21.
- #58 JAMES TAYLOR** — Added this week at WAYS, WNOE, KCPX, WDR, WSGN, WOW. Jumps this week at WHHY ex-25, WSGA ex-27, Q94 ex-30, BJ105 40-31, WTI ex-32.
- #59 PETER BROWN** — Added this week at WGCL, Y100, WDR. Jumps this week at KSLQ 16-5, KXOK 19-15. Sales at All Records/Oakland, Richman Bros., Sam Goody/Phila., Waxie Maxie/D.C., Sounds Unltd./Chicago, Stark/Cleve., Peaches/St. Louis, Giant/Va., Poplar/Memphis, Interstate/Fla.
- #61 BRICK** — Added this week at WQAM, 96X. Jumps this week include Y100 26-20. Sales at Sam Goody/Phila., Peaches/St. Louis, Poplar/Memphis, Franklin/Atl., Cactus/Houston.
- #63 KISS** — Added this week at WNOE. Jumps this week at WRKO ex-28, WPRO-FM ex-27. Sales at All Records/Oakland, Peter's/Boston, Giant/Va., Cactus/Houston.
- #65 ENGLAND DAN & JOHN FORD COLEY** — Added this week at WPGC, 10Q, KXOK, WBBQ, Q94, WSGN, WHHY. Jumps this week include WNOE ex-37, WSAI 29-21.
- #67 LEO SAYER** — Added this week at KLIF, KHJ, WPRO-FM, WDR, WZUU, KRBE, Q94, WSGN, WISM. Jumps this week include KILT ex-40.
- #68 PABLO CRUISE** — Added this week at WBBF, KPAM, KNDE. Jumps include WPEZ ex-36, KYA 23-17.
- #69 THE BABYS** — Added this week at KFRC, 99X, WDR, 10Q, KNDE, WBBQ, WAPE, KJR. Jumps this week at KXOK 40-36.
- #70 CARPENTERS** — Added this week at KJRB, KJR. Jumps this week include WBBQ ex-30, KGW ex-27.
- #73 LINDA RONSTADT** — This week's highest debut. Added this week at WPGC, WRKO, WSGA, BJ105, KTLK, WQXI, WAPE. Jumps this week include KHJ ex-26, KFRC 25-21, KCPX ex-29.
- #76 DAVID SOUL** — Jumps this week at WKBW ex-22. Added last week to WMAK, WGCL, WBBQ.
- #77 L.T.D.** — Added this week at WHBQ, WTI. Jumps this week at CKLW 16-8, 96X ex-29, WDR 31-18.

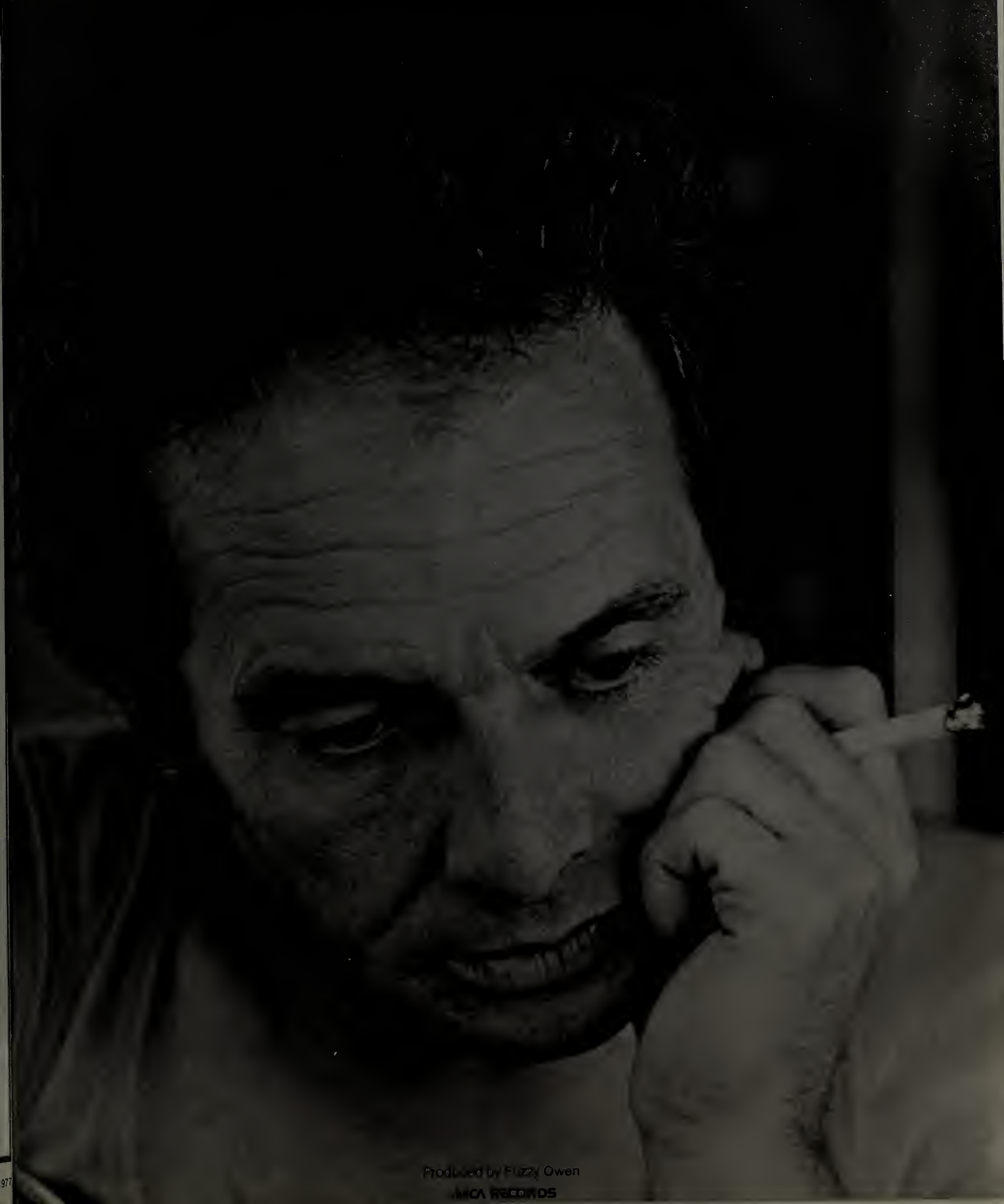
(continued on page 63)

Merle Haggard

From Graceland To The Promised Land

MCA-40804

every special single from his soon to be released album "My Farewell To Elvis"

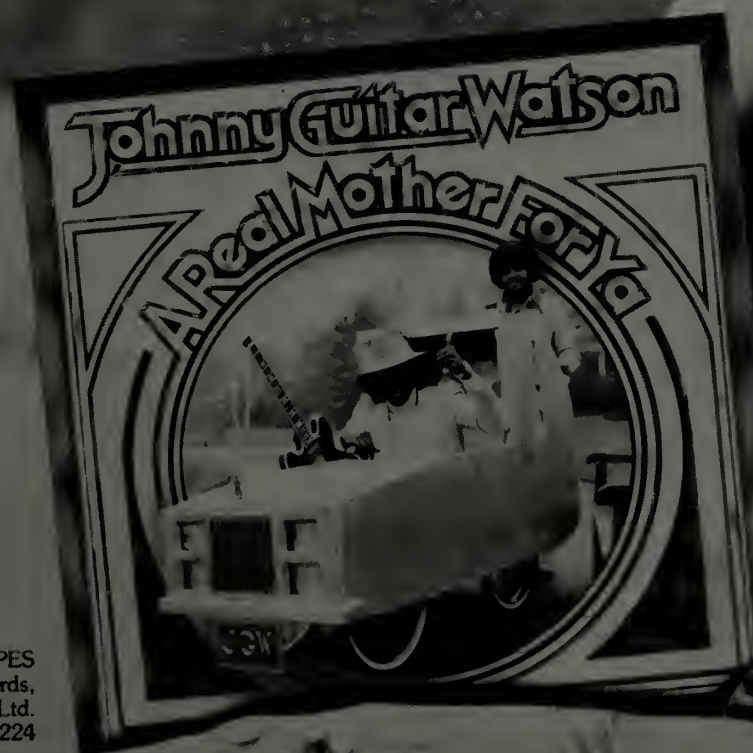


Produced by Fuzzy Owen

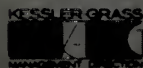
MCA RECORDS

**Here's the new hit single
from my Johnny's new album.
'A Real Mother For Ya.'** DJLPA-7
And Mother is never wrong.

'LOVER JONES' DJUS-1029
The new single by
**JOHNNY GUITAR
WATSON**



DJM RECORDS AND TAPES
Distributed by Amherst Records,
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355 Harlem Road, Buffalo, New York 14224



CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS

This Week To Date

STATIONS ADDING THIS WEEK

1. HOW DEEP IS YOUR LOVE — BEE GEES — RSO	18%	39%	WRKO, KILT, KING, 10Q, KXOK, WBBQ, WAKY, WOKY, WDRG, WKY, KPAM, KERN, KTAC, KXKX, KGW, KNUS, WZUU, KAKC.
2. BABY, WHAT A BIG SURPRISE — CHICAGO — COLUMBIA	13%	60%	WRKO, WHBQ, 99X, WMAK, WOKY, WQAM, KFJZ, KIOA, WHHY, B100, WAPE, KBEQ, KGW.
3. DON'T IT MAKE MY BROWN EYES BLUE — CRYSTAL GAYLE — UA	13%	47%	WFIL, KYA, WAYS, WMPS, WPRO-FM, KSLQ, 10Q, WCOL, KEEL, KCPX, WNDE, WAPE, KXKX.
4. JUST REMEMBER I LOVE YOU — FIREFALL — ATLANTIC	12%	44%	WQXI, Z93, WMAK, WPRO-FM, KCPX, KDWB, WKY, WBBF, B100, BJ105, WSAI, KJRB.
5. IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME — BARRY WHITE — 20TH CENTURY	11%	40%	KFRC, KYA, WGCL, WCOL, 13Q, WAKY, WCAO, WISM, KPAM, KBEQ, KRBE.
6. WE'RE ALL ALONE — RITA COOLIDGE — A&M	11%	37%	WPGC, WMPS, KSLQ, WGCL, WQAM, WSGA, KERN, KTAC, KGW, WZUU, KAKC.
7. THUNDER IN MY HEART — LEO SAYER — BIG TREE	9%	15%	KHJ, KLIF, WPRO-FM, WDRQ, Q94, WSGN, WISM, KRBE, WZUU.
8. YOU LIGHT UP MY LIFE — DEBBY BOONE — WB/CURB	9%	69%	WABC, Q102, WMPS, KAKC, KCBQ, KLEO, B100, WOW, KIOA.
9. ISN'T IT TIME — THE BABYS — CHRYSALIS	8%	12%	KFRC, 99X, WDRQ, 10Q, WBBQ, KNDE, WAPE, KJR.
10. IT'S SO EASY — LINDA RONSTADT — ASYLUM	7%	7%	WPGC, WRKO, WCXI, WAPE, KTLK, BJ105, WSGA.
11. DAYBREAK — BARRY MANILOW — ARISTA	7%	17%	WFIL, WMPS, WBBQ, WMET, WCAO, WSAI, 96X.
12. GONE TO FAR — ENGLAND DAN & JOHN FORD COLEY — BIG TREE	7%	14%	WPGC, 10Q, KXOK, WBBQ, Q94, WSGN, WHHY.
13. YOUR SMILING FACE — JAMES TAYLOR — COLUMBIA	6%	13%	WAYS, KCPX, WDRG, WNOE, WSGN, WOW.
14. SEND IN THE CLOWNS — JUDY COLLINS — ELEKTRA	6%	20%	WQXI, WMPS, WDRG, KJR, KJRB, KBEQ.
15. WE JUST DISAGREE — DAVE MASON — COLUMBIA	6%	26%	WFIL, KILT, WQAM, KSTP, WZUU, WIFI.
16. IT WAS ALMOST LIKE A SONG — RONNIE MILSAP — RCA	6%	47%	WPGC, KTLK, WQAM, KFJZ, WISM, KIMN.
17. I FEEL LOVE — DONNA SUMMER — CASABLANCA	6%	60%	WMPS, KTLK, WQAM, KFJZ, WISM, KIMN.
18. I JUST WANT TO MAKE LOVE TO YOU — FOGHAT — BEARSVILLE	5%	18%	WLS, WRKO, WGCL, WMET, WZUU.

RADIO ACTIVE SINGLES

- YOU LIGHT UP MY LIFE — DEBBY BOONE — WB/CURB**
KHJ ex-24, KFRC 19-9, WMAK ex-20, WAYS 24-12, 99X 13-3, WHBQ 24-16, KYA 15-4, WKBW 28-5, KSLQ 22-10, WDRQ 6-1, 10Q ex-22, KXOK 18-12, WPEZ 31-23, WGCL 16-2, WBBQ 25-18, 13Q 25-17, KTLK 17-5, KCPX 19-3, WQAM 37-28, WCAO 7-1, WLAC ex-39, WKY ex-8, WISM 14-7, WAPE ex-31, WNDE 14-4, KPAM 10-2, WSGA 18-11, KERN ex-10, BJ 105 38-30, KJRB 14-9, KXKX 12-7, WNOE 37-32, WIFI 13-5, KIMN ex-28, WAKY.
- BABY, WHAT A BIG SURPRISE — CHICAGO — COLUMBIA**
WFIL ex-24, KFRC 27-23, KILT ex-34, KLIF ex-29, Z93 ex-25, KYA ex-24, WKBW ex-28, KING ex-22, KSLQ 33-29, WDRQ 34-20, KXOK 30-26, WPEZ ex-38, WBBQ ex-29, KTLK 23-18, KCPX 24-14, Q94 ex-27, WDRG ex-29, WSGN ex-29, WOW ex-18, KPAM ex-27, KERN ex-28, BJ 105 37-27, KTAC ex-25, KJRB ex-23, KRBE ex-30, WNOE 39-35, WZUU ex-18, WIFI 29-20, KAKC ex-38, KIMN ex-25.
- DON'T IT MAKE MY BROWN EYES BLUE — CRYSTAL GAYLE — UA**
WQXI 26-16, WPGC 25-19, WKBW 16-6, KSTP 20-15, KXOK 26-18, WPEZ ex-32, WGCL 30-23, WBBQ 28-22, WOKY 31-23, KDWB 16-8, WLAC 31-18, WKY ex-18, WHHY 23-14, KIOA 29-23, WISM ex-29, WOW 15-9, KPAM 29-20, KERN 25-12, KLEO 15-10, KJRB ex-20, KAKC 16-10.
- NOBODY DOES IT BETTER — CARLY SIMON — ELEKTRA**
WABC 17-8, WLS 19-10, KHJ 22-12, KDWB 10-5, WMET 11-5, WCOL 9-3, WPEZ 15-9, WTIK 14-7, 10Q 17-13, WMPS 9-5, WIFI 12-4, KCBQ 24-16, KNUS 16-3, KGW 11-5, KTAC 21-17, WSAI 30-25, KERN 12-8, WSGA 13-6, B100 10-2, WAKY.
- JUST REMEMBER I LOVE YOU — FIREFALL — ATLANTIC**
WLS 23-17, KLIF ex-28, WAYS ex-26, WKBW 25-19, Q102 ex-24, KSLQ 26-21, KXOK 23-19, WPEZ 32-25, WBBQ 29-23, 13Q 28-23, KTLK 24-19, WCAO 27-22, WDRG ex-28, WOW 17-11, WNDE ex-30, KPAM 26-21, KLEO 17-13, KAKC 31-26, KIMN 27-23.
- I FEEL LOVE — DONNA SUMMER — CASABLANCA**
KFRC 15-11, KYA 21-15, WOKY 27-15, WMET 25-14, WQAM 19-13, WCAO 22-17, WDRG 30-25, WKY 16-12, WBBF 13-7, KIOA 9-4, B100 17-7, WAPE 24-18, WNDE 19-12, KPAM 15-11, KBEQ 28-23, KNDE 28-13, KCBQ 20-14, KAKC 13-8.
- WE'RE ALL ALONE — RITA COOLIDGE — A&M**
WQXI 25-15, WCAO 29-23, WBBQ ex-27, WPEZ ex-39, KSTP 23-19, Q102 ex-21, WMAK 21-10, WAYS 14-8, 96X ex-30, KXKX 25-14, KJRB 26-18, BJ105 31-22, KPAM ex-30, WAPE 22-17, KJR ex-25, WOW 16-10, WHHY 18-10.
- BOOGIE NIGHTS — HEATWAVE — EPIC**
WABC 12-7, CKLW 12-7, KILT 19-14, KLIF 28-14, WOKY 20-14, WBBQ 14-9, WPEZ 18-10, 10Q ex-30, WPRO-FM 12-6, WHBQ 21-14, KYA 18-11, KIMN ex-30, KRBE 17-12, KPAM 13-9, WNDE 8-3, B100 21-16, KIOA 19-10.
- WE JUST DISAGREE — DAVE MASON — COLUMBIA**
WPGC ex-28, KFRC ex-26, WMAK 15-7, WPRO-FM 28-21, WBBQ 19-14, KTLK ex-29, KCPX ex-25, Q94 30-25, WHHY ex-28, WISM 29-24, WOW ex-21, B100 28-24, WAPE 29-24, KPAM 25-19, BJ105 36-28, KBEQ 23-10.

SECONDARY RADIO ACTIVE

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

- DAYBREAK — BARRY MANILOW — ARISTA**
Adds: WISE, WRFC, WTRY, WHNN, WJON, WEBC. Jumps: KKLS 26-21, WING 43-38, WGSV 33-29, KRSP 26-21, WAUG 30-25, WAIR ex-27, WKIX ex-29, WORD ex-25, KAFY ex-30, WLEE ex-28, KSTT ex-34, WJOX ex-22.
- YOUR SMILING FACE — JAMES TAYLOR — COLUMBIA**
Adds: WAIR, WISE, WRFC, WTLB, WKIX, WOW, KVOX, WGUY, 14-RKO. Jumps: WKXX 27-20, WLOF 40-35, WCUE ex-36, WQPD ex-37, WTRY ex-30, KKLS ex-26, WINC ex-41, WGSV ex-31.
- GONE TO FAR — ENGLAND DAN & JOHN FORD COLEY — BIG TREE**
Adds: 98Q, WRFC, WKXX, WKIX, WKWK, WFLB, WGSV, WCRO, WAUG, 14-RKO. Jumps: KSLY ex-28, WMFJ ex-35, KKLS ex-27.
- THUNDER IN MY HEART — LEO SAYER — WB**
Adds: WCRO, WEBC, WKXX, WAIR, WTLB, WKIX, WJDX, 98Q. Jumps: WGUY ex-28, WGSV ex-34, WAUG ex-30, WRFC ex-32, KSLY ex-28.
- A PLACE IN THE SUN — PABLO CRUISE — A&M**
Adds: WAIR, WRFC, KVOX, WLEE, KFJR. Jumps: WMFJ 23-17, WHNN 28-22, WBGJ ex-22, WING ex-42, WRJZ ex-27, WRJZ ex-21.
- IT ISN'T TIME — THE BABYS — CHRYSALIS**
Adds: WBGJ, WKXX, WISE, WRFC, 98Q, WIFE, KYNO, WLOF, KFJR, KOTN, KSLY.
- DUSIC — BRICK — BANG**
Adds: WAIR, KSLY. Jumps: WCUE 26-19, WRFC 9-5, WQPD 9-4, 98Q 30-25, WGLF 25-16, WFLB 12-4, WHNN ex-27, WRJZ ex-21.
- COME SAIL AWAY — STYX — A&M**
Adds: WIFE, WFLB, WTMA. Jumps: KFJR 13-9, WQPD 31-21, KKLS 13-9, WKXX ex-30, WROK ex-33, WRFC ex-33, WSPT ex-28, KSTT ex-35.
- SHE'S NOT THERE — SANTANA — COLUMBIA**
Adds: WCUE, WORD, KENO, KRKE, WRJZ, KRSP, KROY, KSLY. Jumps: KLIV ex-28.
- I GO CRAZY — PAUL DAVIS — BANG**
Adds: WCRO. Jumps: WBGJ 28-17, WRFC 19-13, KVOX 27-18, WFLB 22-17, WRJZ 20-16, WJON ex-19.
- TEN TO EIGHT — DAVID CASTLE — PARACHUTE**
Adds: WISM, WFLB, WICC. Jumps: KAKC 40-31, WJDX ex-25, WAUG ex-27.
- CALLING OCCUPANTS OF INTERPLANETARY CRAFT — CARPENTERS — A&M**
Adds: 98Q, KVOX, KFJR. Jumps: WORD ex-29, WKWK ex-27, WAUG ex-29, WAIR ex-33.

CASH BOX FM ALBUM CHART

TW	WKS	Actv. Reg.	TITLE	ARTIST	LABEL	CB LP Chart Pos.	PRIME CUTS
1	2	N	Simple Dreams	Linda Ronstadt	Elektra	5*	It's So Easy, Tumblin', Carmelita, Bayou
2	2	N	Livin' On The Fault Line	Doobie Brothers	WB	10*	Echoes, Chinatown, Title, Little Darling
3	1	N	Aja	Steely Dan	ABC	—	Deacon's Blues, Peg, Title, Josie, Black Cow
4	1	N	Love You Live	Rolling Stones	R.S. Rec.	33*	Brown Sugar, Sympathy, Honky Tonk, Jumpin' Jack
5	2	N	CSN	Crosby, Stills & Nash	Atlantic	11	Fair Game, Dark Star, Cathedral, Shadow
6	2	4	I, Robot	Alan Parsons Project	Arista	7	Wouldn't Want, Breakdown, Nucleus, Title
7	2	N	Rumours	Fleetwood Mac	WB	1	Gold Dust, Don't Stop, Lovin' Fun
8	2	3	Beauty On A Back Street	Hall & Oates	RCA	29*	Why Do Lovers, Bad Habits, Bigger Than
9	2	1	Chicago XI	Chicago	Columbia	28*	Mississippi Delta, Take Me Back, Surprise
10	2	3	The Grand Illusion	Styx	A&M	38	Castle Walls, Superstars, Title, Sailing
11	2	3	Crawler	Crawler	Epic	94*	Sold Down The Line, Stone Cold Sober
12	2	3	JT	James Taylor	Columbia	9	Handy Man, Your Smiling Face, Terranova, Bartenders
13	2	1	Karla Bonoff	Karla Bonoff	Columbia	105*	Someone To Lay Down, Isn't It, Hold
14	2	1,3	Oops! Wrong Planet	Utopia	Bearsville	79	Love Is The Answer, Angel
15	2	3,5	Luna Sea	Firefall	Atlantic	24	Even, Head On, Just Remember
16	2	3	Going For The One	Yes	Atlantic	20	Parallels, Title, Wonderous Stories
17	2	1,3	French Kiss	Bob Welch	Capitol	127*	Sentimental Lady, Hot Love, Mystery, Ebony
18	2	N	In City Dreams	Robin Trower	Chrysalis	57*	Sweet, Title, Road, Blue Bird
19	2	N	Magazine	Heart	Mushroom	164	Devil, Heartless, Title
20	2	3	Foghat Live	Foghat	Bearsville	23*	Slow Ride, Make Love, I Just
21	2	1,3	Bad Reputation	Thin Lizzy	Mercury	58*	Dancing In The Moonlight, Title
22	2	3	Lake	Lake	Columbia	80	Time Bomb, On The Run
23	2	1,5	Twilley Don't Mind	Dwight Twilley Band	Arista	142*	Magic, Trying To, Title
24	2	1,5	Terrapin Station	Grateful Dead	Arista	16	Samson & Delilah, Estimated, Passenger, Title
25	2	1	Little Queen	Heart	Portrait	18*	Title, Barracuda, Say Hello
26	2	3	Cat Scratch Fever	Ted Nugent	Epic	13*	Poontang, Title, Live It
27	2	1	Book Of Dreams	Steve Miller Band	Capitol	22*	Jungle Love, Sacrifice, Stake
28	1	1,5	Rough Mix	Townshend/Lane	MCA	150*	My Baby Gives It Away, Keep Me Turning
29	2	1,3	The Missing Piece	Gentle Giant	Capitol	148*	Turning Around, Betcha, Memories
30	1	1	The Stranger	Billy Joel	Columbia	165*	Moving Out, Title, Italian Restaurant
31	2	5,2	Terence Boylan	Terence Boylan	Asylum	—	Shake It, Trains, Don't Hang Up
32	2	1	Boats Against The Current	Eric Carmen	Arista	36	She Did It, Take It
33	1	5,1	I'm In You	Peter Frampton	A&M	17	Title, Signed, Sealed, My Heart On
34	2	1	Can't Wait	Piper	A&M	—	Title, Drop, Bad Boy, Blues
35	2	5,2	Live! In The Air Age	Be Bop Deluxe	Capitol	46	Mill Street, Made In Heaven
36	1	1,4	Farewell To Kings	Rush	Mercury	49*	Cinderella, Close
37	2	1,3	Steve Winwood	Steve Winwood	Island	39	Time Is Running, Vacant, Lucks
38	1	1	Enigmatic Ocean	Jean-Luc Ponty	Atlantic	87*	Translove, Nostalgic
39	2	1	In Color	Cheap Trick	Epic	83*	I Want You, Girls
40	1	5,1	Robert Gordon With Link Wray	R. Gordon/L. Wray	Private Stock	73*	Red Hot, Summertime, Flying Saucers
41	2	2,4	Thunder Island	Jay Ferguson	Asylum	—	Nightshift, Soulin', Title
42	2	4	Celebrate Me Home	Kenny Loggins	Columbia	74	Title, Daddy's Back, Lady Luck
43	2	4,5	Nether Lands	Dan Fogelberg	Epic	66	Lessons Learned, Promises, Love Gone, Title
44	2	3,4	Foreigner	Foreigner	Atlantic	4	Cold As Ice, Starrider, Headknocker
45	2	5	Raisin' Hell	Elvin Bishop	Capricorn	47*	Foiled Around, Sure Feels Good, Travellin'
46	2	5	Even In The Quietest Moments	Supertramp	A&M	52	Give A Little Bit, Title
47	2	1,2	Young Men Gone West	City Boy	Mercury	—	Runaround, Spun
48	2	1,3	Before We Were So Rudely Interrupted	Animals	UA	67	Lonely Avenue, Many Rivers
49	1	1,5	Tom Petty And The Heartbreakers	T. Petty/Heartbrkrs	ABC	155*	Breakdown
50	2	3	Stillwater	Stillwater	Capricorn	—	Mindbender, Universal

FM ANALYSIS

WNEW-FM — NEW YORK — Tom Morrera
 Nick Jameson
 Tom Waits — Foreign Affair — Elektra
 Barclay James Harvest
 Rory Block
 Dr. Hook
 Golden Earring
 Ursula Dudziak
 Don Harrison
 Bob Meehan
 Rush
 The Babys
 Randy Edelman
WPLJ-FM — NEW YORK — Gloria Ehrenfeld
 Little River Band — Diamantina Cocktail — Capitol
 Foghat — Bearsville
 Billy Joel — The Stranger — Columbia
WLIR-FM — LONG ISLAND — Denis McNamara
 Randy Newman
 Tom Waits
 Phoebe Snow
 Rowans
 Gil Scott-Heron
 Network — Epic
 Shawn Phillips
WBAB-FM — LONG ISLAND — Bernie Bernard
 Barclay James Harvest
 Mark Radice

Sierra
 Randy Newman
 Tom Waits
 Rowans
 Randy Pie
 Talking Heads
 Leo Sayer
 Network — Epic
WRNW-FM — WESTCHESTER — Meg Griffin
 Randy Newman
 Artful Dodger
 Jeff Lynne (45)
 Phoebe Snow
 Tom Waits
 Leo Sayer
 John Cale
 Ricky Nelson
 The Boys — RCA
 Ian Dury — Sex Drugs And Rock And Roll — Stiff
WJKL-FM — CHICAGO — Tom Marker
 Bill Quateman
 Peter Baumann — Virgin
 Richard Torrance — Superstar
 Joy Of Cooking — Fantasy
 Randy Newman
 Racing Cars
 Reverberi
 Talking Heads
 Eddie And The Hot Rods (45)
WKQX-FM — CHICAGO — Bob King
 Bill Quateman — RCA
 The Babys

Piper — Can't Wait — A&M
WXRT-FM — CHICAGO — Bob Gelms
 Steely Dan
 Billy Joel
 Sparks
 Gil Scott-Heron
 Barclay James Harvest
 Nektar — Magic Is A Child — Polydor
 Piper — Can't Wait — A&M
 Golden Earring
 Bill Quateman — RCA
 Rolling Stones
 Stoma Yamashta — GO Too
 Santant (45)
 Jean Michel Jarre — Oxygene — Polydor
 Leopold Stokowski — RCA
KLOS-FM — LOS ANGELES — Ruth Plinedo
 Heart — Little Queen (45) — Portrait
KMET-FM — LOS ANGELES — Billy Juggs
 Steve Martin — Let's Get Small — WB
 Small Faces — Playmates — Atlantic
 Randy Newman — Little Criminals — WB
KNX-FM — LOS ANGELES — Michael Sheehy
 James Taylor — Your Smiling Face (45) — Columbia
 England Dan & John Ford Coley (45) — Gone Too Far — Atlantic
 Player — Baby Come Back (45) — RSO
 Crosby, Stills & Nash — Fair Game (45) — Atlantic
 Jackie DeShannon — You're The Only Dancer — Amherst
 Rick Nelson — Intakes — Epic
 Leo Sayer — Thunder In My Heart — WB
 Joy — Fantasy
 Rory Block — Intoxication — Chrysalis

KSWT-FM — LOS ANGELES — Charlie Kendall
 The Babys — Broken Heart — Chrysalis
 Don Harrison Band — Not Far From Free — Mercury
WIOQ-FM — PHILADELPHIA — Helen Leicht
 Nektar — Magic Is A Child — Polydor
 Leo Sayer
 Golden Earring
 Split Enz
 Tom Waits
 Motors
 Phoebe Snow
 Talking Heads
 Randy Newman
 Boomtown Rats
 Paul Simon (45)
KMEL-FM — SAN FRANCISCO — Tom O'Hair
 Rush
 Leo Sayer
 The Babys
 Don Harrison
 Earth, Wind & Fire (45) — Columbia
KSAN-FM — SAN FRANCISCO — Beverly Wilshire
 Randy Newman — Little Criminals — WB
 Sparks — Introducing Sparks — Columbia
 Leo Sayer — Thunder In My Heart — WB
 Alpha Band — Sparks In The Dark — Arista
 Dead Boys — Young, Loud & Snotty — Sire
 Richard Hell & The Voidoids — Blank Generation — Sire
KYA-FM — SAN FRANCISCO — Jay Hansen
 Billy Joel — The Stranger — Columbia
 Jean Michel Jarre — Oxygene — Polydor
 Leo Sayer — Thunder In My Heart — WB
 Phoebe Snow — Never Letting Go — Columbia

	Title	Artist	Label	No.	FM Stations Adding This Week
1	Little Criminals	Randy Newman	Warner Bros.	17	KEZY, KOME, KSJO, KSN, KATT, KZEW, WYDD, WEBN, WOUR, WJKL, WLIR, WINZ, WIOQ, WBAB, KNUS, WRNW, KMET.
2	Love You Live	Rolling Stones	Rolling Stones Rec.	12	KDKB, KEZY, KOME, WCOL, KSJO, KMYR, KBPI, WXRT, KZEW, WEBN, KINK, WHCN.
3	Foreign Affair	Tom Waits	Elektra	11	WSAN, WNEW, KYA, WMMS, WLIR, WINZ, WIOQ, WBAB, WHFS, WRNW, WBCN.
4	Broken Heart	The Babys	Chrysalis	11	KEZY, KOME, KZEW, WNEW, KWST, WDVE, WINZ, WKQX, KMEL, WBCN, KFWD.
5	Aja	Steely Dan	ABC	10	KDKB, KSJO, KBPI, KSHE, KATT, WXRT, KZEW, WEBN, KINK, WHCN.
6	The Stranger	Billy Joel	Columbia	10	WOME, WCOL, WXRT, KZEW, WYDD, WPLJ, KYA, KINK, WHCN, WBCN.
7	Thunder In My Heart	Leo Sayer	Warner Bros.	8	KSN, KNX, KEZY, KYA, WMMS, WIOQ, WRNW, KMEL.
8	Gone To Earth	Barclay J. Harvest	MCA	6	KSHE, WXRT, WNEW, WLWQ, WINZ, WBAB.

Talking Heads — Talking Heads — Talking Heads '77 — WB
 Tom Waits — Foreign Affairs — Asylum
WHFS-FM — WASHINGTON, D.C. — Dave Einstein
 Eddie Money — Columbia
 John Stewart — Fire In The Wind — RSO
 Santana
 Tom Waits
 Randy Newman
 Keith Jarrett — Survivors Suite — ECM
 Phoebe Snow
 Tompall Glaser — The Wonder Of It All — ABC
 Starwood — Columbia
 Sierra — Mercury
 Dr. Hook — Makin' Love Music — Capitol
 Ralph Towner — Solstice — ECM
WABX-FM — DETROIT — Carl Galeana
 Dennis Wilson — Pacific Ocean Blues — Epic
 Dwight Twilley Band — Twilley Don't Mind — Arista
 Karla Bonoff — Columbia
WCOZ-FM — BOSTON — Beverly Mire
 Dwight Twilley Band — Twilley Don't Mind — Arista
KFWD-FM — DALLAS — Steve Sutton
 Phoebe Snow
 Fun Zone — Mercury
 Don Harrison — Mercury
 Steve Martin
 The Babys
KZEW-FM — DALLAS — Mike Hedges
 Steely Dan
 Rolling Stones
 Billy Joel
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Phoebe Snow — Never Letting Go — Columbia
 Randy Newman — Little Criminals — WB
 The Babys — Broken Heart — Chrysalis
 Shawn Phillips — Spaced — A&M
 Karla Bonoff — Columbia
 Jean Luc Ponty — Enigmatic Ocean — Atlantic
KADI-FM — ST. LOUIS — Pete Parisl
 Emperor — Private Stock
KSHE-FM — ST. LOUIS — Ted Habeck
 Steely Dan — Aja — ABC
 Pete Townsend/Ronnie Lane — Rough Mix — MCA
 Terence Boylan — Asylum
 Barclay James Harvest — Gone To Earth — MCA
 Santana — She's Not There (45) — Columbia
WYDD-FM — PITTSBURGH — Steve Downes
 Billy Joel
 Ringo Starr — Ringo The 4th — Atlantic

Randy Newman
 Santana (45)
WMMS-FM — CLEVELAND — John Gorman/Leo Travaglante
 Dead Boys — Sire
 Steve Martin — Let's Get Small — WB
 Tom Waits — Foreign Affair — Elektra
 Leo Sayer — Thunder In My Heart — WB
 Artful Dodger
 Phoebe Snow — Never Letting Go — Columbia
 Motors
 Player — RSO
KEXY-FM — ANAHEIM — Jack Snyder
 Randy Newman — Little Criminals — WB
 Karla Bonoff — Columbia
 Sherbet — Magazine — MCA
 Heart — Magazine — Mushroom
 Talking Heads — Talking Heads '77 — WB
 Rolling Stones — Love You Live — Rolling Stones
 Dead Boys — Sire
 Leo Sayer — Thunder In My Heart — WB
 The Babys — Broken Heart — Chrysalis
 Richard Hell & The Voidoids — Blank Generation — Sire
KBPI-FM — DENVER — Jean Valdez
 Steely Dan — Aja — ABC
 Rolling Stone — Love You Live — Rolling Stones
 Bob Welch — French Kiss — Capitol
KZAM-FM — SEATTLE — Jon Kertzer
 Randy Newman — Little Criminals — WB
 Phoebe Snow — Never Letting Go — Columbia
 Joy — Fantasy
 John Stewart — Fire In The Wind — RSO
 James Talley — Ain't It Somethin' — Capricorn
 Ringo Starr — Ringo The 4th — Atlantic
 Pat Martino — Exit — Muse
 Ralph Towner — Solstice, Sounds & Shadows — ECM
 Elvis Costello — My Aim Is True — IMP
 St.therland Bros. — Down To Earth — IMP
WINZ-FM — MIAMI — Dave Souza
 Barefoot Jerry — Mercury
 The Babys — Broken Heart — Chrysalis
 Barclay James Harvest
 Randy Newman
 Phoebe Snow
 Paul Simon (45)
 Point Blank
 Tom Waits
WEBN-FM — CINCINNATI — Denton Marr
 Steely Dan
 Rolling Stones
 The Babys

Randy Newman — Little Criminals — WB
 Reverber
KOME-FM — SAN JOSE — Dana Jang
 Rolling Stones — Love You Live — Rolling Stones
 Randy Newman — Little Criminals — WB
 Ringo Starr — Ringo The 4th — Atlantic
 Golden Earring — Golden Earring Live — MCA
 Nektar — Magic Is A Child — Polydor
 Jeff Lynne — Doin' That Crazy Thing (45) — Jet
 The Babys — Broken Heart — Chrysalis
 Juice Newton — Come To Me — Capitol
 Billy Joel (45) — Columbia
KSJO-FM — SAN JOSE — Paul Wells
 Nektar — Magic Is The Child — Polydor
 Golden Earring — Live — MCA
 Dead Boys — Young, Loud & Snotty — Sire
 Richard Hell & The Voidoids — Blank Generation — Sire
 Jean-Luc Ponty — Enigmatic Ocean — Atlantic
 Don Harrison — Not Far From Free — Mercury
 The Jam — Polydor
 Chicago — Chicago 11 — Columbia
 GO Too — Arista
 Steve Martin Band — Let's Get Small — WB
 Randy Newman — Little Criminals — WB
 Rolling Stones — Love You Live — Rolling Stones
 Steely Dan — Aja — ABC
 Sherbet — Magazine — MCA
KDKB-FM — PHOENIX — Hank Cookenboo
 Steely Dan — Aja — ABC
 Rolling Stones — Love You Live — Rolling Stones
 Gate Bros. Band — Asylum
 Dwight Twilley Band — Twilley Don't Mind — Arista
 Point Blank — Arista
 Santana — She's Not There (45) — Columbia
KINK-FM — PORTLAND — Mike Bailey
 Billy Joel — The Stranger — Columbia
 Steely Dan — Aja — ABC
 Chicago — Chicago 11 — Columbia
 Rolling Stones — Love You Live — Rolling Stones
 Robin Trower — In City Dreamers — Chrysalis
 Mary McCaslin — Old Friends — Filic
WCOL-FM — COLUMBUS — Guy Evans
 Rolling Stones
 Billy Joel
 Stillwater — Capricorn
WLWQ-FM — COLUMBUS — Steve Runner
 Dwight Twilley Band
 Barclay James Harvest
 Santana (45)
 Alex Bevin
 Chicago (45)

WMC-FM — MEMPHIS — Ron Olson
 Pete Townsend/Ronnie Lane
 Randy Pie
 Phoebe Snow
 Rush
 Joan Armatrading — Show Some Emotion — A&M
KMYR-FM — ALBUQUERQUE — Bruce McCaleb
 Rolling Stones — Love You Live — Rolling Stones
 Ringo Starr — Ringo The 4th — Atlantic
 Carpenters — Passage — A&M
 Debby Boone — You Light Up My Life — WB
 Jeff Lynne — Doin' That Crazy Thing (45) — Jet
KATT-FM — OKLAHOMA CITY — John Michael Scott
 White Horse — Capitol
 Jay Ferguson — Thunder Island — Asylum
 Bob Welch — French Kiss — Capitol
 Chicago — Chicago 11 — Columbia
 Rolling Stones — Love You Live — Rolling Stones
 Steely Dan — Black Cow (45) — ABC
KZEL-FM — EUGENE — Stan Garrett
 Juice Newton — Come To Me — RCA
 Klaatu — Long Live Politiznia — Capitol
 China — MCA
 Max's Kansas City — Various Artists — Ram
 GO Too — Arista
WOUR-FM — UTICA — Tom Star
 Randy Newman
 Boomtown Rats
 Randy Pie
 Jean Michel Jarre
WSAN-FM — ALLENTOWN — Rick Harvey
 Tom Waits
 Sherry Dicher
 Stoma Yomashta — GO Too — Arista
 Cheap Trick
WLAV-FM — GRAND RAPIDS — Doc Donovan
 Bob Welch
 Pure Prairie League
WAAL-FM — BINGHAMTON, NY — Steve Becker
 Missouri
 Joy Of Cooking
 Billi Quateman
 Silverado — RCA
 Freddie Hubbard — Columbia
 Malcolm Tomlinson — A&M
 Phoebe Snow — Columbia
 Network
 Artful Dodger
 Topaz
 Jeff Lynne (45)

The Rolling Stones Visit New York



STONES HOST LUNCHEON — The Rolling Stones and Atlantic Records recently hosted a special luncheon/press conference at the New York City club Trax in conjunction with the release of "Love You Live," the new live double album by the group on Rolling Stones Records. Pictured (l-r) in the top row of photos are: Charlie Watts, Mick Jagger, Keith Richards, Ron Wood and Bill Wyman; Jagger and Atlantic chairman Ahmet Ertegun; Art Collings, Atlantic's east coast publicity manager; Perry Cooper, artist relations director for Atlantic (both in background); Scott Muni, WNEW-FM program director; Michael Klentner, Atlantic's senior vice president and Jagger; and Jerry Greenberg, Atlantic president and Watts. In the bottom row of photos are: Nick Maria, Atlantic's east coast regional marketing director; Ben Karol of King Karol record stores; Klentner and Earl McGrath, president of Rolling Stones Records; Ertegun; Wyman and rock journalist Lisa Robinson; Dick Kline, Atlantic's senior vice president of promotion; Ervin Litdei of Arovox One-Stop and Maria; and Tom Morrera, WNEW-FM music director; Muni; Jagger and Tunc Erim, Atlantic's national pop album promotion director.

REGIONAL ALBUM ACTION

Northeast

1. BILLY JOEL
2. TALKING HEADS
3. BOB WELCH
4. TOWNSEND/LANE
5. ODYSSEY
6. LOVE & KISSES
7. BLACKBYRDS
8. KARLA BONOFF
9. STANLEY TURRENTINE
10. VILLAGE PEOPLE
11. MIKE THEODORE ORCH.
12. HERBIE MANN
13. MILLIE JACKSON
14. KLAATU
15. HEART (MAGAZINE)

Midwest

1. BLACKBYRDS
2. BOB WELCH
3. JEAN-LUC PONTY
4. UTOPIA
5. GIL SCOTT-HERON
6. KLAATU
7. JEAN MICHEL JARRE
8. HEART (MAGAZINE)
9. ONE ON ONE
10. DWIGHT TWILLEY
11. HARRY CHAPIN
12. ASHFORD/SIMPSON
13. TOWNSEND/LANE
14. BILLY JOEL
15. POCKETS

Southeast

1. BILLY JOEL
2. BLACKBYRDS
3. MILLIE JACKSON
4. THE SPY WHO LOVED ME
5. CRAWLER
6. HARRY CHAPIN
7. MAZE
8. TOWNSEND/LANE
9. YAMASHTA
10. CON FUNK SHUN

Denver/Phoenix

1. TOWNSEND/LANE
2. KLAATU
3. BOB WELCH
4. JEAN-LUC PONTY
5. ELVIS (GOLDEN RECORD VOL. III)
6. HERBIE MANN
7. POCKETS
8. BLACKBYRDS
9. ELVIS (LEG. PERF. VOL. 1)
10. JEAN MICHEL JARRE

Baltimore/Washington

1. POCKETS
2. PATTI LABELLE
3. ASHFORD/SIMPSON
4. ODYSSEY
5. BLACKBYRDS
6. MOTHER'S FINEST
7. ROY AYERS
8. BILLY JOEL
9. GIL SCOTT-HERON
10. KLAATU
11. TOM PETTY
12. GENTLE GIANT
13. DWIGHT TWILLEY
14. BOB WELCH
15. CHEAP TRICK

NATIONAL BREAKOUTS

- | | |
|-------------------|------------------------|
| 1. ROLLING STONES | 8. ROSE ROYCE |
| 2. STEVE MILLER | 9. PURE PRAIRIE LEAGUE |
| 3. FOGHAT | 10. RUSH |
| 4. HEATWAVE | 11. ROBIN TROWER |
| 5. CHICAGO | 12. THIN LIZZY |
| 6. HALL & OATES | 13. STEVE MARTIN |
| 7. BARRY WHITE | 14. DIANA ROSS |

North Central

1. ELVIS (GOLD VOL. 1)
2. ELVIS (ALOHA)
3. EAGLES (GH)
4. ELVIS (PURE GOLD)
5. A STAR IS BORN
6. ELVIS (DOUBLE DYNAMITE)
7. FRAMPTON (ALIVE)
8. ELVIS (LEG. PERF. VOL. 1)
9. BEACH BOYS
10. KISS (ALIVE)

South Central

1. JEAN-LUC PONTY
2. TOM SCOTT
3. UTOPIA
4. RONNIE MILSAP
5. BOB WELCH
6. THE SPY WHO LOVED ME
7. SMOKEY AND THE BANDIT
8. GENTLE GIANT
9. CALDERA
10. RONNIE LAWS

West

1. JEAN-LUC PONTY
2. TOWNSEND/LANE
3. CHEAP TRICK
4. BOB WELCH
5. DWIGHT TWILLEY
6. VILLAGE PEOPLE
7. KARLA BONOFF
8. TOM PETTY
9. CRAWLER
10. BLACKBYRDS
11. TALKING HEADS
12. ASHFORD/SIMPSON
13. MIKE THEODORE ORCH.
14. BILLY JOEL
15. MILLIE JACKSON

ALBUM CHART ANALYSIS

#5★ LINDA RONSTADT

"Simple Dreams" jumps to the top five, after four weeks on the chart, with exceptionally strong reports in all markets. Nationally, both Camelot and Korvette's report top ten sales, while these major locations reflect top two action: Harvard Coop, Warehouse, Music Plus, Tower/L.A./S.F., World Wide, Odyssey, and Everybody's. Major accounts reporting top five sales include National Record Mart, Disc, Dan Jay, and City One Stop. Strong sales were also reported at Licorice Pizza and Alta. Key reporting accounts showing Linda to be their top seller include Gary's, Cactus, Zebra, Inner Sanctum, Swallen's, and Tower/San Jose/San Diego. Key accounts reporting top five were N.E.M.C., Poplar, Franklin, Port Of Call, Western, Sound Warehouse, Soundtown, Mushroom, Wilcox, Record Revolution, Record Theater, Banana, Waxie Maxie's, Central South, All Records, Mile High, and Record Rack. These key reporters reflect top fifteen sales: Cavages, Record & Tape Coll., Tower/Sac., Rolling Stone, Circles, Central, Richman Bros., Peter's, Northern, Sam Goody/Phila., TSS, Record Dept. Merch., Record Shack, Warehouse Records And Tapes, D.J.'s Sound City, and Record Cove. At the rack level, ABC lists the LP as a breakout. Related chart info: "Blue Bayou" moves 47-40 bullet on the **CASH BOX** Top 100 Singles Chart, while jumping from 39-34 bullet on the Country Singles Chart. Linda's new single, "It's So Easy," debuts at 73 bullet on the **CB** Top 100 Singles Chart. The LP moves 45-35 bullet on our Country Album Chart.

#18★ HEART

After 22 weeks on our chart, "Little Queen" rebullets this week, with strong sales in all markets. Camelot reports top twenty sales, with these major accounts reflecting top ten sales: Odyssey, Alta, Dan Jay, Sounds Unlimited, City One Stop, and World Wide. Strong sales were also reported at Disc, Licorice Pizza, Music Plus, and Everybody's. Key locations reporting top five sales include Sam Goody/Phila., N.E.M.C., Franklin, Inner Sanctum, Warehouse Records And Tapes, Music Peddlers, Rolling Stone, Circles, Transworld, Central, Richman Bros., and Peter's. Key accounts reflecting top ten action include TSS, Harmony House, Record Dept. Merch., Gary's, D.J.'s Sound City, Norm Cooper, Southern, Central South, and Record Rack. Accounts reporting Heart in their top twenty are: Aravox, Western, Sound Warehouse, Tape City, Father's & Sun's, Swallen's, Rose Records, Waxie Maxie's, Interstate, Bib, Northern, and Mile High. At the Racks, ABC reports the LP as their number twelve seller. Related chart info: "Little Queen" moves 57-55 on our Top 100 Singles Chart.

#23★ FOGHAT

This live LP continues to sell well in all markets, with Camelot reflecting top ten sales, and these major accounts reporting top ten action: National Record Mart, Disc, Licorice Pizza, and Everybody's. Strong sales were also reported at Music Plus, Dan Jay, and Sounds Unlimited. Key locations reflecting top ten sales include Cavages, Port Of Call, Western, Inner Sanctum, Warehouse Records And Tapes, Rose Records, Banana, and Waxie Maxie's. Top twenty sales were reflected in the reports from Sam Goody/Phila., N.E.M.C., Record Dept. Merch., Franklin, Gary's Soundtown, Radio Doctors, Father's & Sun's, Swallen's, Record Theater, Tower/Sac./S.D., D.J.'s Sound City, Circles, Central, Peter's Interstate, All Records, and Record Rack. Strong sales were also reported at TSS, Record & Tape Coll., Poplar, Sound Warehouse, Record Revolution, Transworld, and Mile High. ABC reports Foghat at number 34 on their computer run this week. Related chart info: "I Just Want To Make Love To You" moves 54-43 bullet on the **CB** Top 100 Singles Chart. The LP remains at number three on our National Breakout Chart.

#27★ HEATWAVE

Heatwave continues to gain strength at all levels this week, as Camelot reports top fifteen, and Korvette's reflects top 25 sales. Major locations reporting top twenty sales include Jimmy's, National Record Mart, Disc, and Tower/S.F. Key accounts showing top ten action are Gary's, Zebra, Radio Dr.'s, Record Theater, Record Cove, Norm Cooper, and Richman Bros. Top twenty sales were reported at Sam Goody/Phila., Cavages, For The Record, Western, Sound Warehouse, Record Revolution, Banana, Waxie Maxie's, Southern, and Mile High. Strong sales are also reflected in the reports from Rose Records, Tower/Sac., Bee Gee, Central, Bib, and Record Rack. ABC shows upward movement on the album at

the rack level. Related chart info: "Boogie Nights" moves 13-9 bullet on the **CB** Top 100 Singles Chart, while both the single and the album remain in the top ten on the R&B Charts. Heatwave moves 5-4 on the National Breakout Chart.

#29★ HALL & OATES

Major accounts reporting Hall & Oates top thirty or better include Jimmy's, National Record Mart, Warehouse, Music Plus, Tower/S.F., Odyssey, and City One Stop. Key locations reflecting top ten sales are: Harmony House, Mushroom, Wilcox, and Record Revolution. Top twenty sales are reflected in the reports from TSS, Western, Sound Warehouse, Soundtown, Father's & Sun's, Rose Records, Music Peddler's, Tower/Sac., Circles, Central, Norm Cooper, and Waxie Maxie's. Strong sales were also reported at Record & Tape Coll., Franklin, Gary's, D.J.'s Sound City, Transworld, Bee Gees, Interstate, and Record Rack. At the rack level, ABC reports upward movement this week. Related chart info: The LP is number six on the **CB** National Breakout Chart.

#33★ ROLLING STONES

This new live LP has generated lots of excitement this week, with nearly 70% of our reporters reflecting strong sales. Nationally, Korvette's reports top twenty action, as these major accounts report the Stones as their top seller: Dan Jay, Music Plus, and Tower/S.F. Major locations reflecting top five sales include Tower/L.A., Harvard Coop, Licorice Pizza, Everybody's, and Odyssey. Strong sales were also reported at Tower/Sac. and World Wide. Key accounts reporting top three or better include Wilcox, Inner Sanctum, Cavages, Zebra, Harmony House, Peter's, Father's & Sun's, Record Revolution, and Record & Tape Coll. Top ten sales were reported at Sound Warehouse, Swallen's, TSS, Franklin, Record Shack, and Radio Dr.'s. These key locations report top thirty or better: For The Record, Mushroom, Warehouse Records & Tapes, Record Theater, Soundtown, Record Cove, Tower/San Jose/S.D., Waxie Maxie's, Port Of Call, and Rose Records. Strong sales were also reported at Rolling Stone and Northern. As our highest debuting LP, the Stones also debut at number one on the **CB** National Breakout Chart.

#49★ RUSH

This LP continues to do well in all markets this week, as these major accounts report top thirty or better: Disc, Licorice Pizza, Everybody's, and Dan Jay. Key locations reflecting top twenty sales include Poplar, Sound Warehouse, Inner Sanctum, Warehouse Records And Tapes, Radio Dr.'s, Father's & Sun's, Record Theater, Rose Records, Peter's, Central South, and Northern. Key accounts reporting top thirty or better include Sam Goody/Phila., Gary's, Port Of Call, Record Revolution, Rolling Stone, Transworld, Waxie Maxie's, and All Records. Strong sales were also reflected in the reports from Record Dept. Merch., Franklin, Tower/S.D., and Record Rack. At the rack level, ABC reports the LP as a breakout this week. Related chart info: The album is number ten on the **CB** National Breakout Chart.

#75★ DIANA ROSS

"Baby It's Me" is moving well in all markets, with Korvette's reflecting top thirty sales, and these major locations reporting strong sales: Dan Jay, Music Plus, Licorice Pizza, National Record Mart, Tower/S.F./L.A., and Sam Goody/Phila. Key accounts reporting top thirty or better include Cactus, Father's & Sun's, Interstate, and Soundtown. Strong sales were reported at Record & Tape Coll., and Radio Dr.'s. Related chart info: The LP debuts at number 48 bullet on the **CB** R&B LP Chart.

#139★ BLACKBYRDS

This was the biggest moving album this week, jumping 49 points and doing very well at all levels. Major accounts reflecting top twenty sales include Jimmy's and Tower/S.F. Key locations reporting top fifteen are Record Shack, Cactus, Radio Dr.'s, Record & Tape Coll., and For The Record. Key accounts showing top thirty sales include Father's & Sun's, Rose Records, Record Cove, Interstate, and Mushroom. Strong sales were also reflected in the reports from TSS, Mile High, and Swallen's. Related chart info: The LP moves 52-31 bullet on our R&B Album Chart.

On Jazz

Kansas City was the site of a "Tribute To Count Basie" recently, sponsored by the Charlie Parker Memorial Foundation. On hand were Ella Fitzgerald, Oscar Peterson, Max Roach, Jay McShann, Sweets Edison, Clark Terry and Zoot Sims, among many others. After the concert, Basie became the first artist inducted into the Kansas City Jazz Hall of Fame.

After a long period of inactivity, Bethlehem has hit with six reissues. "Stardust" features Donald Byrd and Pepper Adams; "Early Roots" contains Rahsaan Roland Kirk's first recorded performances; "Mel Torme Loves Fred Astaire" is obvious in his album with backing by the Marty Paich band; "The Finest Of Oscar Pettiford" finds the great bassist in the company of Donald Byrd, Bob Brookmeyer and Gigi Gryce among others; "The Finest Of Art Blakey's Big Band" is a 1957 session with all-star personnel; and "Herbie Nichols" presents a fine 1957 trio session by the late pianist.

Bluesman Fenton Robinson has completed his second album for Alligator. Titled "I Hear Some Blues Downstairs," it will be issued in October.

Helen Merrill's Spicewood Enterprises will accompany the fine singer on a move from Chicago to New York. Spicewood will produce Ms. Merrill's albums for the Japanese market.

New CTI albums from Art Farmer and Urbie Green. Farmer's date, "Something You've Got," features Yusef Lateef and David Matthews' big band. Green's session, "Senor Blues," features Grover Washington Jr. and Matthews' band and arrangements. Urbie is currently appearing at Michael's Pub in New York.

That fine traditional group, The Memphis Nighthawks, have a new Golden Crest LP, recorded live at a club on the Purdue University campus.

It is piano week at Inner City/Classic Jazz with Kenny Drew's "Morning" on the former label and Teddy Wilson's trio recorded in Italy on the latter.

Yusef Lateef has just signed with CTI and will be in the studio next month in New York to record his first for the label.

Joe Farrell's first album for Warner Bros., "La Catedral y El Toro," is produced by Ralph McDonald and is out this week.

Dave Grusin is finished with his first for Polydor and "One Of A Kind" will be out in November.

Chick Corea recently completed "Suite

For Hot Band" for Woody Herman and his band, and was in Boston with Woody to rehearse the suite before the band goes to London to record it.

From Monterey

Although some prominent critics in recent years have scored the Monterey Jazz Festival for its lack of contemporary, avant garde groups, the fact remains that it is the longest-running American jazz festival. And it was this reputation, combined with showstopping performances by Ted Curson's quintet and the indefatigable Art Blakey, that made for a generally satisfying experience for the more than 30,000 who attended the 20th anniversary show the weekend of September 16-18.

"Perhaps the music was not perfect all the time," commented Jim Gosa of Los Angeles radio KBCA, "but it was good most of the time, and the aura of the event carried it the rest of the way." Gosa, along with veteran jazzman Buddy Collette, provided commentary for KBCA, which again this year broadcast the entire concert live. Additional broadcast coverage to the Bay area was sent via San Francisco's KJAZ, and The Voice of America taped the show for later airing.

On Friday evening, Ted Curson served up the only modern combo music during a rousing set that featured an exceptional bassist named David Frelsen. Playing trumpet, piccolo-trumpet and flugelhorn, Curson directed an adventuresome group that also included Nick Brignola on reeds and Jim McNeely on electric piano.

The two sold-out Saturday performances were highlighted by a salute to the Mardi Gras sounds of New Orleans in the afternoon and a dazzling '50s, '60s and '70s retrospective by the Horace Silver Quintet in the evening.

On Sunday evening, 58-year-old drummer Art Blakey, leading the latest edition of his Jazz Messengers, provided plenty of excitement with the aid of several distinguished young sidemen. The one who received the wildest crowd response was a hard-blowing tenor sax man named David Schiltner. Pianist George Cables, a recent returnee to the Blakey fold, Bobby Watson on alto sax, Russian trumpeter Valeri Pononarev and bassist Larry Klein rounded out the group.

The reported box office gross of \$208,600 showed a slight increase over 1976.

bob porter/alan sutton

TOP 40 JAZZ ALBUMS

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

JAZZ ALBUM PICKS

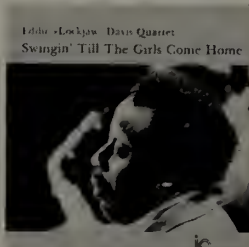
THE EARLY YEARS — Ray Charles — King 5011X — List: 4.98

Charles' fans are surely aware of his Atlantic period, but how many are familiar with his work from a couple of years prior to that is hard to say. Recorded during these years, these sides (originally waxed for Swingtime) have a charm and intimacy rarely captured thereafter. No horns here; just a friendly piano/guitar/bass trio, midway between Nat Cole and Charles Brown, but with plenty of bluesy piano. Part of a new and potentially significant reissue series of King-Federal-DeLuxe material via Nashville-based Gusto Records.



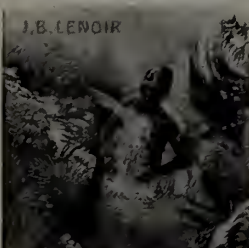
SWINGIN' TILL THE GIRLS COME HOME — Lockjaw Davis — Inner City 2058 — Producer: Nils Wintner — List: 6.98

Davis is a master of the macho tenor sax approach, where a big sound and hard swing are important ingredients. He displays all that and more in this set, recorded in Copenhagen last year with a Danish rhythm section. The music consists of seven standards and one original. Strong, virile tenor saxophone playing, especially appealing for mainstream fans.



J.B. LENOIR — Chess 2ACMB-208 — List: 7.98

This is the first Chess reissue to appear in some time, and the arrival of this particular package is a happy event. Lenoir is a convincing bluesman either singing or playing guitar. His band contains one or two horns, which sets him apart from the traditional Chicago blues sound. His idiom combines elements present in Jimmy Reed's work and echoes of jump band style from the early R&B era. Stickout tunes are "Natural Man" and "Eisenhower Blues" (which was banned in the '50s). Twenty-eight titles with eleven new to LP. A blues fan's delight.



REACH FOR IT — George Duke — Epic JE 34883 — Producer: George Duke — List: 7.98

George Duke has reached a most satisfying plateau. His latest album is his most accessible in recent memory and while the commercial possibilities are obvious, Duke does not appear to forego his musical philosophy or mainstream direction. A bevy of outstanding helpers including Ndugu, Raul de Souza, and Stanley Clarke make this smoker one of Duke's best.



YOU'VE COME A LONG WAY BABY — Esther Phillips — Mercury SRM 1-1187 — Producer: Alfred Pee Wee Ellis — List: 7.98

Esther gives us a taste of the old and the new on her first for Mercury. With vocal capabilities perfectly suited for the blues, Esther's versions of "You've Been A Good Ole Wagon" and "Somewhere Along The Way" are downright outrageous. Moving to a couple of contemporary disco-flavored numbers, she lets everyone know that she is as comfortable with her roots (so finely done) as she is with today's downbeat.



GUARABE — Cal Tjader — Fantasy F 9533 — Producer: Cal Tjader — List: 6.98

Full of Latin flavors and pulsating vibe work, Callen Radcliffe Tjader has been on the scene since the late '50s. While his musical direction has taken different roads at times, he always seems to return to the Latin flow, his most satisfying musical genre. His competence unquestioned, this is just one of those fine albums you listen to over and over, not for specifics, but for infectious moods.





James Taylor's new plate. Platinum, on Columbia Records and Tapes.

CASH BOX COIN MACHINE

Bally Adds Dennis Hotel To Its Atlantic City Properties

ATLANTIC CITY — Bally Manufacturing Corp. has signed a contract to purchase the Dennis Hotel here for a reported \$4 million. At the same time, Bally announced that it plans to convert the Dennis to a hotel-resort-casino complex.

"The purchase of the Dennis Hotel, combined with Bally's lease on the Marlborough-Blenheim, provides our organization with the basic facilities to fashion the premier hotel-resort-casino complex

"Atlantic City, with 50 million people within a 300-mile radius, will be the nation's, and world's, greatest marketplace in the hotel-resort-casino industry. And it will be the premier resort on the east coast," Weinberger said.

"In helping to rebuild Atlantic City, we are directly participating in a productive sociological and economic enterprise. That is the revival of an American city with the gaming industry as the principal catalyst.

"It affords me, and the Bally Manufacturing Corp., the opportunity to become partners in this challenging venture.

"That means jobs for the unemployed. Better housing for the disadvantaged. A revival in the business district. And most important, a better way of life for all its people."

Weinberger also announced that Cushman and Wakefield, Inc., a nationally known real estate firm, will be project consultants.

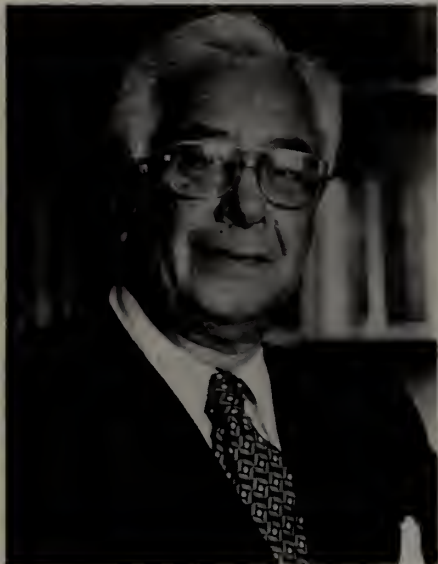
The Dennis occupies 3½ acres and the Marlborough-Blenheim, 4½ acres. Bally has a 40-year lease on the Marlborough-Blenheim with two 30-year renewal options.

Midway Mfg. Bows New 'Laguna Racer' Video Drive Game

CHICAGO — " 'Laguna Racer' is a driving game full of Barney Oldfield racing thrills," said Larry Berke, director of sales for Midway Mfg. Co., in announcing initial production of the factory's latest video amusement machine. Players experience the realism of speeding down the track, he added, and overtaking the other cars in the race toward the checkered flag.

Laguna Racer is a single player model. It is equipped with a gear shift, accelerator speed control, adjustable switches for coinage, timing and extended play, high and low score as well as driver ratings, a 23-inch solid-state TV monitor and a realistic sound system which depicts the sounds of the roaring engines, crashes, etc. Midway's microprocessor system and a built-in Rom and Ram tester complete the picture.

The model has double 25¢ coin chutes and its dimensions are 26½ inches wide, 38 inches deep and 67 inches high. It can be seen in Midway distributor showrooms across the country.



William S. Weinberger

here," said William S. Weinberger, president of Bally-New Jersey.

"We will engage the world's finest architects and designers to convert these hotels, both of which are grande dames of the Atlantic City Boardwalk, into hotel-resort-casino structures," he added.

The 450-room Dennis Hotel is adjacent to the Marlborough-Blenheim.

Weinberger, the former president of Caesars Palace, Las Vegas, said the Dennis Hotel was purchased from the Michigan Boardwalk Co., a wholly-owned subsidiary of the First National Bank of South Jersey.

The Dennis previously had been under Buzby family ownership for more than 100 years.

He made the announcement at a news conference in the Marlborough-Blenheim Hotel attended by Mayor Joseph Lazarow, Bill Cowart, president of the Greater Atlantic City Chamber of Commerce, and South Jersey labor officials.

Also present were William T. O'Donnell, president of Bally Manufacturing Corp. of Chicago; Irving Rom, executive vice president; and Richard Gillman, vice president.

Weinberger said, pending approval of the Bally application for a gaming license, he expected both hotels to be operational "sometime in 1979."

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SHUFFLEBOARD COMPANY
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UNION CITY NEW JERSEY

"The House That
Quality Built"



PIONEER HONORED — The German Operators Assn. recently honored Alfred W. Adickes, founder and operator of Nova Apparate of Hamburg, Germany, on the anniversary of his 50th year in the coin machine business. In the above photo taken at the Rock-Ola exhibit at last year's AMOA show, Adickes, fourth from left, is shown with Edward G. Doris, third from left, Rock-Ola's executive vice-president, Arthur A. Ehler, far right, Rock-Ola's vice-president/treasurer, and a party of colleagues from Germany.

German Distributor Honored On His 50th Anniversary In The Coin Industry

CHICAGO — Alfred W. Adickes, founder and owner of Nova Apparate of Hamburg, Germany, was recently honored at a special luncheon hosted by the German Operators Association (ZOA) to mark his fiftieth year as a major distributor of coin-operated machines.

To commemorate the occasion the association presented him with a handsomely engraved gold medal and plaque. The inscribed message thanked Adickes for the energy, vision, inspiration

and uncompromising dependability he brought to the coin-operated industry in Germany and other European countries.

Over the years, Adickes has enjoyed a unique and close relationship with American industries. His association with Rock-Ola Manufacturing Corp. spans nearly fifty years. Adickes pioneered the introduction of coin-operated phonographs and flippers in Europe.

He is a frequent visitor to the AMOA convention in Chicago.

The JukeBox Programmer

Top New Pop Singles

- 1 DAYBREAK BARRY MANILOW (Arista AS0273)
- 2 HOW DEEP IS YOUR LOVE BEE GEES (RSO RS 882)
- 3 YOU LIGHT UP MY LIFE DEBBY BOONE (WB/Curb 8446)
- 4 BABY WHAT A BIG SURPRISE CHICAGO (Columbia 3-10620)
- 5 YOUR SMILING FACE JAMES TAYLOR (Columbia 3-10602)
- 6 CALLING OCCUPANTS OF INTERPLANETARY CRAFT CARPENTERS (A&M 1978)
- 7 WE'RE ALL ALONE RITA COOLIDGE (A&M 1965)
- 8 SIGNED, SEALED, DELIVERED PETER FRAMPTON (A&M 1972)
- 9 I WOULDN'T WANT TO BE LIKE YOU ALAN PARSONS PROJECT (Arista AS 0260)
- 10 SEND IN THE CLOWNS JUDY COLLINS (Elektra 45253-A)

Top New Country Singles

- 1 MORE TO ME CHARLEY PRIDE (RCA PB-11086)
- 2 Y'ALL COME BACK SALOON OAK RIDGE BOYS (ABC/Dot DO17710)
- 3 ONE OF A KIND TAMMY WYNETTE (Epic 8-50450)
- 4 ONCE IN A LIFETIME THING JOHN WESLEY RYLES (ABC/Dot DO-17717)
- 5 HEAVEN IS JUST A SIN AWAY KENDALLS (Ovation OV 1103)
- 6 FROM GRACELAND TO THE PROMISED LAND MERLE HAGGARD (MCA-2314)
- 7 ROSES FOR MAMA C.W. McCALL (Polydor PD-14426)
- 8 SHAME ON ME DONNA FARGO (Warner Bros. WBS 8431)
- 9 THAT OLD COLD SHOULDER TOM BRESH (ABC/Dot DO-17720)
- 10 HELEN CAL SMITH (MCA 4079)

Top New R&B Singles

- 1 BACK IN LOVE AGAIN L.T.D. (A&M 1974)
- 2 LOVER JONES JOHNNY GUITAR WATSON (DJM)
- 3 YOU CAN'T TURN ME OFF HIGH INERGY (Motown/Gordy G-7155)
- 4 DON'T ASK MY NEIGHBORS THE EMOTIONS (Columbia 3-10622)
- 5 IT'S ECSTASY BARRY WHITE (20th Century T-2350)
- 6 BRICK HOUSE COMMODORES (Motown M1425F)
- 7 JUST FOR YOUR LOVE MEMPHIS HORNS (RCA PB11064)
- 8 SEND IT ASHFORD AND SIMPSON (Warner Brothers 8453)
- 9 SOMEBODY'S GOTTA WIN, SOMEBODY'S GOTTA LOSE THE CONTROLLERS (Juana 3414)
- 10 FUNK FUNK CAMEO (Chocolate City/Casablanca CC 011 DJ)

Top New MOR Singles

- 1 LOVERS HOLIDAY ENGELBERT HUMPERDINCK (Epic 8-50447)
- 2 WE'RE ALL ALONE RITA COOLIDGE (A&M 1965)
- 3 CALLING OCCUPANTS OF INTERPLANETARY CRAFT CARPENTERS (A&M 1978)
- 4 YOU LIGHT UP MY LIFE DEBBY BOONE (WB/Curb 8446)
- 5 NOBODY DOES IT BETTER CARLY SIMON (Elektra 45413)



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NSM has been a servant to the coin machine industry for 25 years. A steady stream of phonographs and coin machines has been supplied over the years to bring happiness and enjoyment to the people.



NAMA Reports Exhibitors For Music And Games Hall At 1977 Convention

CHICAGO — The NAMA public relations department issued a list of the companies which will be exhibiting in the special Music and Games display area during the association's 1977 national convention in McCormick Place, October 13-16. The 1977 show marks the first time the vending association has allotted space for a music and games product exhibit.

Exhibitor List

Among the companies which have con-

firmed space as of early September are: Atari, Inc.; Auto-Photo Company; Coffee-Mat; Dynamo Corp.; J. F. Frantz Mfg. Co.; Gremlin Industries, Inc.; Imperial Billiard Industries; International Billiard Corp.; International Totalizing Systems; Irving Kaye Company, Inc.; Mirco, Inc.; Nu-Look Products; Platt Luggage, Inc.; Project Support Engineering, Inc.; Rock-Ola Mfg. Corp.; Rowe International, Inc.; Segasa d.b.a. Sonic; U.B.I., Inc.; U. S. Billiards, Inc.; and Vanguard.

Stern Electronics, Inc. Introduces Its First All Solid State Pinball Machine

CHICAGO — Stern Electronics, Inc. has entered into the solid-state arena with the introduction of its first totally electronic pinball machine. The name of the model, aptly enough, is "Pinball." This past summer the firm produced an electro-mechanical by the same name.

The electronic machine has a built-in test program that displays all microprocessor and memory functions, as pointed out by Stern's marketing director Stephen Kaufman. Playfield excitement is enhanced by



the improved ball action and, as a further challenge for players, a "high score to date" feature is displayed before each game.

Complementing the advanced technology of the new machine are the traditional play features which have contributed to the present popularity of playing pinball, plus some exciting variations. The right eject hole can spot any one of five features: spinner, 50,000 points, double bonus, extra ball lane and top center hole. In addition, players can earn 10,000 points by downing all five drop targets featured; and, the second time around, can light the special lane. Numerous skill shots add to the appeal of this model.

"Pinball's" proven solid-state components offer today's technology," Kaufman said, "and the machine is built to stimulate increased collections, with almost zero down time."

Acquisition Reported

CHICAGO — Interstate United Corporation's Homan Services subsidiary has purchased the assets of Metropolitan Service Company here. Metropolitan provides full-line vending and office coffee service, primarily in metropolitan Chicago.

According to Homan Services president Arnold K. Mankoff, the acquisition of Metropolitan complements Homan's existing operations in the Chicago area.

A FAST ACTION DRIVING GAME THAT PITS THE DRIVERS SKILL AGAINST A COMPUTER.

- 3 DIMENSIONAL DRIVING GAME WITH GEAR SHIFT CONTROL
- HIGH SCORE, LOW SCORE AND DRIVER RATING
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- MIDWAY MICRO-PROCESSOR LOGIC BOARDS
- 23" SOLID STATE T.V. MONITOR
- BUILT IN RAM AND ROM TESTOR
- DOUBLE 25¢ COIN CHUTES
- SIZE: 26½" (67.31 CM) WIDE
38" (96.52 CM) DEEP
67" (170.18 CM) HIGH



COCKTAIL MODEL — Exidy, Inc. of Mountain View, Calif. is currently shipping a cocktail table version of its "Robot Bowl" video game. The new model has all the features of the upright model — including animated bowler, realistic scoring, sound effects and "beer frame." In addition, the cocktail model features a flip-flop display system on the video screen when in the two-player mode. This allows the players to sit comfortably across from each other, each with his own set of control buttons.



MIDWAY MFG. CO. — 10750 Grand Avenue, Franklin Park, Illinois 60131 phone: (312) 451-1360
A BALLY COMPANY

CALIFORNIA CLIPPINGS

The folks at C.A. Robinson in Los Angeles are looking forward to attending the upcoming AMOA show and getting a preview of the latest equipment from the numerous manufacturers who will be exhibiting this year. That's how vice president **Ira Bettelman** summed things up following the distrib's recently completed series of service schools on Atari and Bally electronic pinball games. In the meantime, he added, the staff is particularly enthused about sample models of Midway's new "Laguna Racer" video driving game.

MEADOWS GAMES president **Harry Kurek** will soon be leaving for Europe, where he will attend a major distributor preview in London as well as an international show in Rome. In addition, marketing director **Lila Zinter** will be leaving for Japan about the same time to catch the Japan Coin Show. And not to neglect trade shows closer to home, Meadows is currently testing three new pieces that will be unveiled at the AMOA convention in Chicago.

LOOK FOR ATARI to release a new submarine combat video game called "Destroyer" this month. As **Don Osborne** of the coin-op marketing division points out, the game has been field testing since July and racking up "exceptional" reports. Don noted further that he is very pleased with the reception to firm's latest electronic pinball game, "Time 2000," during a just completed series of premiers and service schools. He also said Atari is currently building models to be previewed at the AMOA show and that "some surprises" are in store for convention-goers who stop by the Atari exhibit.

IT SEEMS THAT RADIO is convinced of the promotional value of pinball. New York's WCBS-FM, for instance, recently presented an arcade-size Bally "Capt. Fantastic" as the grand prize in its Top 500 contest. And on the west coast, KMET-FM in Los Angeles will be giving away a pair of Bally machines in conjunction with its month-long "Rocktober" promotion.

EASTERN FLASHES

Expansion is definitely the key word these days at Coin Machine Distributors, Inc., Peekskill. Prexy **Al Kress** said he's making preparations to open a branch in Long Island and has just about completed all of the remodeling at the Peekskill premises. Results, thus far, are an enlarged new Parts Department which is "simply gorgeous," he said, and so efficiently operated. The board repair set up is also finished and now offers considerably expanded service. New man in the parts dept., by the way, is **Bob Schappert**, formerly with the Brunswick Corp. . . . Fresh from a trip to the Playmatic factory in Spain, **Barry Feinblatt** of Universe Affiliated Int'l. is trying to catch his breath a bit before resuming his hectic schedule of travels and trade show preparations. Universe will be showing at both the AMOA in October and the IAAPA in November and Barry is weighing the possibility of attending the Tokyo convention in between times. . . . **Sol Lipkin** of American Shuffleboard was on hand for the September FAMA state convention in Florida and, in his observation, the new 12-foot Royal Cushion and the longboard Royal shuffleboard were really the hits of the show. Sol said he even ran a little tournament which was quite an attraction at the show — and a surprising number of women entered the competition. "We've been moving a lot of shuffleboards in the state of Florida," he commented, "and another very good market for us is Wisconsin, where **Sam Cooper** and the good people at Pioneer Sales are doing an excellent job." Sol will be in Las Vegas shortly to man the American Shuffleboard exhibit of recreation equipment at the National Park and Recreation convention being held out there. . . .

ATTENTION PHONO OPS: San-Lyn Records of Syracuse has a new single called "Louisiana Swampman" by **Bob King**, which is being earmarked for jukebox programming.

Seeburg Issues Earnings Report

CHICAGO — Seeburg Industries has reported earnings for the quarter and six months ending June 30, 1977 of \$707,000, or 26 cents per share, and \$947,000, or 35 cents per share, respectively. Profit for these periods, after provision for an extraordinary expense of \$400,000 resulting from the settlement of a class-action suit, were \$107,000, or 5 cents per share, and

\$347,000, or 14 cents per share, respectively.

Sales for the quarter increased to \$38.2 million from \$32.4 million for the similar period in 1976. Revenues for the six months likewise increased to \$69.2 million from \$60.5 million a year ago.

The average number of shares outstanding was 2,874,247 for the quarter compared to 2,868,347 in the same period last year. For the six months ending June 30, 1977, the average number of shares outstanding was 2,878,675 against 2,597,597 in 1976.

Andrew Monte Dies

NEW ORLEANS — Andrew P. Monte, a pioneer operator of music and games equipment, died on August 30 at the age of 76. He was in semi-retirement at the time of his death.

A native of Plaquemine, LA., Monte founded A. M. Amusement Co. in 1934 and operated the firm until 1970 when he sold the business to Robert E. Nims, president of Lucky Coin Machine Co., Inc. of New Orleans.

He was noted as the first operator in New Orleans to install wallboxes and shuffle alleys in locations, and was an active supporter of the coin machine industry and a member of the Amusement & Music Operators of America.

He is survived by his widow, Lucille Adams Monte, and two daughters, Patsy and Jeannine.

Pair To Sing At AMOA

NEW YORK — Delight recording artists Jeanne Napoli and Frankie Avalon will perform at the AMOA convention at the Conrad Hilton, Chicago, October 30.

CHICAGO CHATTER

Bally Mfg. Corp.'s field service manager **Bernie Powers** has become quite a familiar figure at annual state association conventions throughout the country. He's attended numerous of these functions in the past and will continue to do so, as he told **Cash Box**, only now he'll be going a step beyond merely being present to assist operators with service questions or technical problems on an informal, off-the-cuff basis, by arranging to hold special Bally service schools in conjunction with state conventions. Up until now, he's been doing this on a limited basis but present plans are to expand the scope so that as many state groups as possible will be availed of this special Bally service — and the emphasis, of course, will be on electronic pins. Most recently, Powers conducted a special class for the FAMA Florida group; and, in late September, Bally's **Darrell Blendowski** joined him for a session at the Virginia state convention. The new program affords the opportunity to reach more operators, as Bernie pointed out, and while it allows the time for a complete, formal presentation, it also "gives me some time afterwards to answer individual questions and provide any personal attention operators might require," he said.

IN A 3-WAY CONVERSATION with Midway execs **Larry Berke** and **Stan Jarocki** we learned that the factory's new "Laguna Racer" video driving game is attracting much favorable attention — and that's mildly put.

HERE'S WORD FROM Jo Wyatt, nat'l promo director of Jewel Record Co. in Shreveport, LA., that the single "Hell Yes, I Cheated" by **James Pastell** is a tailor made jukebox hit. The record is already being heavily programmed in country locations, according to Wyatt, and the list of operators who have added it the past couple of weeks represents a wide cross section of the country.

STERN ELECTRONICS INC. is celebrating the release of its first electronic pinball machine. The name of the game is "Pinball" by Stern.

THE LATEST IN THE continuing series of AMOA-sponsored schools for mechanics is being held in Charlotte, No. Carolina through October 5. As spelled out in the current association newsletter, individuals interested in holding a school in a specific state or area are encouraged to contact the AMOA office. Schools run for 10 days at a registration cost of \$150, and attendance is limited to 20.

STATE ASSOCIATION NEWS

A new state association has just been formed in Georgia — the **Georgia Amusement and Music Operators Association**. Welcome aboard. The new group has a membership of 55 and has already convened its first official meeting to structure a program and elect officers and board members. Officers are: **Frank Cannon, Jr.**, president; **James Crews**, vice president; **John Martin**, treasurer, and **Lee Martin**, secretary. The group elected a total of 17 board members, of whom six will serve on an at-large basis in order to provide more widespread representation in the various areas of the state. In outlining the association's goals, **GAMOA** secretary **Lee Martin** stated, "Our immediate goals are to improve the image of our industry in general as well as the operator's image in Georgia specifically, and to correct antiquated and adverse legislation now on the books." . . . The **Wisconsin Music Merchants Assn.** has confirmed the dates of April 21-23 for its 1978 annual Spring Convention. Event will be held at the popular Abbey resort in Fontana, Wis., with the emphasis on business and educational meetings. No trade show is planned. Would like to extend congratulations to **WMMA's** veepee **Rollie Tonnell**, who was recently married. . . . **Earl Glover, Sr.**, president of the **So. Carolina Coin Operators Assn.**, notes that the state group has decided on the dates of February 3-5 for its '78 annual meeting and trade show, to be held at the Carolina Inn in Columbia, So. Carolina.

1978 State Association Calendar

Jan. 20-21: Oregon Amusement & Music Operators Assn., annual conv., Embarcadero, Newport.

May 19-21: New York Music & Amusement Assn., annual conv., Stevensville Country Club, Swan Lake.

Feb. 3-5: South Carolina Coin Operators Assn., annual mtg., Carolina Inn, Columbia.

June 2-3: Ohio Music & Amusement Association, annual conv., The Columbus Hilton Inn, Columbus.

April 21-23: Wisconsin Music Merchants Assn., spring conv., Abbey Resort, Fontana.

July 21-22: Montana Coin Machine Operators Assn., annual conv., Fairmont Hot Springs Resort, near Butte.



COCKTAIL MODEL — Gremlin Industries is currently marketing a cocktail table version of its popular "Hustle" video game. The model will accommodate one or two players and is being released in limited quantity. "We don't expect to go into full production," said Gremlin president **Frank Fogelman**, "but we promise to fill all such special orders as our schedules permit." Further information about the new model may be obtained by contacting Gremlin Industries at 8401 Aero Drive in San Diego, California.



GAMOA OFFICERS AND BOARD — The 55-member Georgia state association, known as Georgia Amusement & Music Operators Assn., was launched on August 28 during the group's first official meeting, which was held at the Macon Hilton Hotel in Macon, Georgia. Pictured above, front row (l-r), are: **J.W. Fambrough**; **Roger Register**; **Haywood Ward**; **Roy Echols**; **Russell Cates Jr.**; and **Lee Martin**, secretary; shown in the back row (l-r) are: **Teddy Morris**; **Bob Green**; **John Martin**, treasurer; **James Crews**, vice-president; **Clarence Gunnels**; **Edward Crockett Jr.**; **Frank Cannon Jr.**, president; and **Julian Martin**.

The coming of fall could signal a new direction in the turbulent career of **Jerry Lee Lewis**. Mercury Records will release a new Lewis single this month titled "Middle-Aged Crazy," a departure from his familiar honky-tonk piano sound. "Country Memories," Lewis' first album in a year, will be on the market Oct. 15. **Frank Leffel**, Mercury's national country promoter, says Jerry Lee is busy playing club dates and "is getting much better press than before." His new single was written by **Sonny Throckmorton**.

Similarly, ABC/Dot's **Don Williams** will break new ground in his career Oct. 17, when he will appear at New York City's Bottom Line, followed by an appearance at the Roxy in Los Angeles Oct. 19. Both clubs are pop strongholds and may signal a new direction for the honey-voiced Williams.



Jerry Lee Lewis

Roy Clark will be featured Oct. 7 and 8 in a television pilot which will be taped in his hometown of Meherrin, Va. Titled "Going Home," the first segment of this proposed thirty-minute regular series will air the third week of December on NBC. "Going Home" explores the early life of celebrities and is expected to enter the 1978-79 television season as a prime-time show.

RCA artist **Dotsy's** new single, "It Should Have Been Easy," will be released Oct. 1. **Gary Stewart** — also on RCA — has a new single, "Quits," which was recorded a while back on his second album. **Roy Dea** produces both singers.

The **Kendalls**, whose single "Heaven's Just a Sin Away" keeps rising on the country charts, have organized a band for the first time. The Ovation duo will break in their new band Oct. 13 at the Ovation River Boat Party here during WSM Grand Ole Opry's Birthday Celebration. The party will take place on an actual river boat traveling the Cumberland River. Party patrons, as well as The Kendalls, will dress the part of river boat gamblers and 19th century characters.

Elektra artist **Eddie Rabbitt** has been busy this summer opening concerts for **Tammy Wynette** and **Conway Twitty**. He is working with a new band and crowd reaction has been excellent, according to bass player **Chuck Hammond**: "Audience response has been real good, especially from women. Chicks are screaming and reacting real strong." Rabbitt, who wrote the Elvis hit "Kentucky Rain" a few years back, will release a new single, "Little Bit Lonesome," in early October.

Radio station WMAD of Madison, Wis. will give its listeners a chance to program their favorite records during October. Listeners are invited to submit their ten all-time favorite country records. And each day one of the entrants will have his or her songs played on a one-per-hour basis and will receive a prize package.

WBCS radio station in Milwaukee, Wis. gave away **Staller Brothers'** Mercury albums Sept. 10 and 11. Listeners told a joke or short story and the best selection each hour won an album for the entrant.

The first 3000 copies of **Waylon Jennings'** new RCA single, "The Wurlitzer Prize," were pressed on green vinyl and are a collector's item. Subsequent records will be pressed on standard black vinyl.

bob campbell

Ray Price Exits ABC/Dot; Columbia About To Release His Current Single

By Lola Scobey and Bob Campbell

NASHVILLE — In a most uncommon occurrence on the country music charts, a single on a major label and rising on the charts is being switched to another major label. The Ray Price single, "Born To Love Me," is currently on the ABC/Dot label, and will shortly be on the Columbia label.

The changeabout is the result of the termination of Price's recording contract with ABC/Dot, followed by a distribution agreement made between Price and CBS.

Through mutual agreement with ABC/Dot, Price's contract with the label has been terminated, and the singer has been given full ownership of all his masters recorded while under contract to that label, according to Larry Baunach, head of sales and promotion for ABC/Dot. The masters Price now owns include "Born To Love Me."

Officials of CBS confirmed on September 28 that their legal department has finalized an arrangement with Price to distribute the "Born To Love Me" single on the Columbia label. Columbia is currently pressing the record, and it is expected to be listed on the charts as a Columbia record next week.

CBS confined any further statement on the situation to the following: "Ray Price returns to CBS with the single 'Born To Love Me' currently on the charts and destined to become a chart-topping record." (Price, earlier in his career, was signed to CBS.)

Sources indicate, however, that the distribution agreement is an interim arrangement while negotiation for a full artist contract between CBS and Price is underway.

Stubby Stubblefield, a longtime associate of Price who currently handles his promotion and publicity, told **Cash Box**, "What we can say at this time is that we have made a distribution deal with Columbia Records to distribute the current single." He stated, moreover, that Price has been invited by CBS to appear on their show October 15, during the Grand Ole Opry Birthday Celebration Week. Due to a booking conflict, however, Stubblefield said there is only a "slight possibility" Price will be able to appear.

'Great Artist'

According to industry sources, ABC/Dot inherited Price's hefty long-term contract with Word Records, when ABC purchased that company in 1975. "He had a longtime contract with us, but through mutual agreement he got his masters back," Baunach said. "Ray Price is a great artist and we wish him the best of success."

Price's first contract with CBS was signed on March 15, 1951. Under that agreement he recorded 42 albums for the label, the most successful being "For The Good Times" on which he included songs by the then unknown Kris Kristofferson.

While under contract to ABC/Dot, Price recorded five albums, including his tribute to Hank Williams, "Hank 'n Me."

Walter Haynes Forms Own Production Firm

NASHVILLE — Walter Haynes, former vice president and producer at MCA Records here, recently announced the formation of Walter Haynes Productions.

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88 Billboard

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JAN HOWARD

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DALE McBRIDE

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NORWAY PLATINUM FOR CHICAGO — Chicago, pictured backstage at their recent performance at the Isle of Cap festival concert in Norway, is shown receiving platinum records for "Chicago X" with U.S. Ambassador Louis A. Lerner (kneeling front center) with group members James Pankow and Bobby Lamm. Other group members pictured at ceremony include Walter Parazaider (second from left), Laudir de Oliveira, Danny Seraphine, Lee Loughnane, Peter Cetera, and Terry Kath. Also shown, Per Jenssen, general manager of CBS Records in Norway (far left).

'Magazine' Rush-Released In Britain

LONDON — Arista Records is rush-releasing the "Magazine" album by Heart here, following a Seattle court decision to allow the American Mushroom Records company to make "commercial use" of the disputed "Magazine" tapes.

The album was originally intended for release last February in the wake of the international success of Heart's debut LP, "Dreamboat Annie," but a contract conflict between the band and the label prevented agreement on the release of the album.

The release follows a decision recently by Judge Donald S. Voorhees in the Seattle district court to modify his March 10 ruling that Mushroom Records owned the "Magazine tapes" but was restrained temporarily from releasing them. Voorhees has now lifted the restraining order, thereby allowing Mushroom Records to release the tapes in album form, and at the same time upheld the restraint on Heart from the re-recording of the tunes on the tapes for another label.

Knowles Knocks TV Ad Rates In U.A. Sales Conference Talk

LONDON — United Artists Records marketing manager Dennis Knowles launched an attack on the advertising policy of the U.K. commercial television companies during his speech to the UA sales conference recently.

Acknowledging the importance of TV ads to the record industry this year, Knowles noted that from February through August, TV-promoted albums accounted for 15% of all album sales, and added that it is reasonable to assume that without TV advertising, the turnover would have been much lower.

"Commercial television is an ideal advertising medium," he remarked, "but the problem is that there are more manufacturers who want to use it than there is time available. This autumn and winter the TV companies are having to ration time.

"This presents us with a particular problem because it leads to escalating costs of television advertising. Not only have the costs increased by a general average of 15% since the beginning of the year, but because of the lack of available airtime, advertisers are having to pay 30% above the rate-card cost to secure spots in selected time segments. If we don't fix these program spots, we will end up paying peak-time costs for programs which have very low viewing figures."

Knowles illustrated his point in the cost-per-thousand rate with the example of Slim Whitman's "Red River Valley" album. This cost UA 96 pence per 1,000 homes when it was advertised last December and January, but the next Whitman album will cost something like two pounds 25 pence per 1,000 homes. Knowles forecast the situation getting even worse as more manufacturers turn to TV to sell their product.

"Five years ago it was virtually unheard of for record companies to advertise their product on TV," he commented. "Records in 1976 were number four in the most ad-

vertised of all products, and back in last October were actually number two. Now record companies cannot afford to absorb the greatly increased TV advertising costs.

"The pity is that most of the 18 million TV sets are equipped to receive a fourth channel, and many of the masts which would transfer its signals are in place already. So clearly, not only should the Independent Broadcasting Authority be given the fourth channel, as it would cost the public nothing, but it needs to happen pretty damned quickly. If it doesn't, the 30% above rate-card that companies have to pay to prevent themselves from being pre-empted will become the norm, which is going to add greatly to the marketing costs and in the long term lead to further price increases."

Knowles warned the TV contractors "not to kill the record industry goose that's been laying so many golden eggs," and said that if ad time rationing was necessary, it should be applied to tobacco and alcohol companies which do not rely like the record industry so much on direct response.



SAGER GOLD DOWN UNDER — Elektra/Asylum recording artist Carole Bayer Sager was presented with an Australian gold record for sales of her debut E/A album, "Carole Bayer Sager." "You're Moving Out Today," the single from the album, has just entered its third week at number one on the Australian charts. Pictured (l-r) at E/A's Los Angeles offices are: Jerry Sharell, vice president/artist development; Mel Posner, vice chairman; Sager; Steve Wax, president; and Rip Pelley, national artist relations coordinator. (Photo: Jeff Mayer)

Japanese Labels Align For Better Distribution

TOKYO — With the purpose of rationalization in the distribution field of records and tapes, agreements in distribution, transportation-businesses among Japan's record makers have recently been seen very often. This practice is expected to continue.

About three years ago, CBS-Sony and Warner-Pioneer jointly established "Japan Record Distribution Co." This has been the first case where Japan's big labels have built a common company to jointly handle their distribution business.

Victor Musical Industries and Teichiku Record Co. have decided recently to join their distribution-channels, even at the "Nagoya-district" only.

Trio Record Co., has, since July, started the joint program on its distribution-business with Victor Musical Industries.

Argentinian News

BUENOS AIRES — Top songstress **Dionne Warwick** is appearing at the Opera Theater this week in what appears to be a massive series of visits by foreign artists to Buenos Aires. Brazilian artist **Terry Winter**, Mexican bolero star **Pedro Vargas**, Italian chanters **Fred Bongusto** and **Bobby Solo**, **Barry White**, **The Supremes** and **Ornella Vanoni** are some of the names appearing here during the past two months. As we reported before, RCA arranged a press conference for Pedro Vargas at the Afrika discotheque and has been promoting his latest LP here.

CBS reports that guitar player **Cacho Tirao** has renewed his contract to the diskery, and that he is preparing a new LP devoted to international music. Tirao is an extremely good seller, and his latest album sold over 60,000 copies, a very nice mark for this country. In the near future, he will tour the country; afterwards, he will be in Japan (next April) and return to France for the fourth time (in May). In June he takes part at a show arranged for the Football (Soccer) World Championship.

Phonogram has inked chanter **Raul Lavie** to its roster. Lavie is one of the artists who started with the "New Wave" movement back in 1962, and has built a strong career as a tango chanter and actor. He is already recording for the company directed by **John Lear**.

EMI-Odeon arranged an unusual premiere for its new LP, "Wings Over America," which has been released here: a show at a theater for the press, radio and TV people, showing scenes of **Wings'** appearances at concerts.

Mystic Knights Make Yamaha Music Finals

LOS ANGELES — The Mystic Knights Of The Oingo Boingo are one of 29 finalists being flown to Tokyo November 6 to compete in the Yamaha Music Festival. The group is one of three from the United States.

Gosewich Named Chairman, CBS Records, Canada

NEW YORK — Arnold Gosewich has been elected chairman of CBS Records Canada, Ltd, and vice-president, CBS Records International. He will report to Dick Asher, president of CBS Records International.

In his capacity as chairman, Gosewich will be responsible for directing the activities of CBS Records Canada, which encompasses manufacturing, marketing, retailing, rack jobbing and music publishing.

Gosewich joins CBS from Capitol Records EMI Canada where for the past seven years he has been chief operating officer. He is a former president of the Canadian Recording Industry Association.



Arnold Gosewich

Audio, Video Imports Set New Sales Records

WASHINGTON, D.C. — Imports of audio and video products, including transceivers and video tape equipment, established a record high in the first half of 1977, the U.S. Department of Commerce reported today. Their value totaled \$1.81 billion, 23.5 percent higher than the previous record of \$1.47 billion posted for the first half of 1976.

By value, color TV imports, at \$246 million, ran nearly 34 percent above last year's first half; by quantity, 1.28 million units, they increased 27 percent over the comparable period last year. Shipments of color sets from Japan totaled 1.095 million units, 18 percent above the first six months of last year. Imports from Taiwan and Korea, though less than two percent of the total, more than double.

Unit import increases were also registered in radio/phonograph combinations (up 29 percent), phonographs/record players/turntables (up 25 percent), monochrome TV's (up 22 percent), tape recorders/players (up 17 percent), home type radios (up 14 percent), and enclosed loudspeakers (up 9 percent).

More detailed audio and video electronic product import statistics for the January-June period of 1975, 1976, and 1977, including country-of-origin cumulative 6-month data by individual products, are available from the Industrial Products Division, Office of Import Programs, Bureau of Resources and Trade Assistance, U.S. Department of Commerce, Washington, D.C. 20230 (Tel. (202) 377-5318).

Owens Awarded Tee Vee Gold LP

TORONTO — Buck Owens, recording and television star, will receive a gold record from Tee Vee Records for the sale of over 50,000 units of "Buck Owens 20 Greatest Hits" LP. E.P. La Buick, president of Tee Vee Records, will make the presentation to Owens.



Stony Plain And Flying Fish Pact

CHICAGO — A licensing agreement allowing for the manufacture and release in Canada by Stony Plain Records of material from the Flying Fish Records catalog has now been signed by the two firms.

The agreement allows Stony Plain Records the option of licensing other new releases on the Flying Fish label as they become available. Distribution of Stony Plain Records in Canada is handled through London Records of Canada. Canadian distribution of Flying Fish Records not covered by the licensing agreement will continue to be handled by Musimart, Ltd.



PENDULUM SWINGS WITH PHONOGRAM — Pendulum Records has signed an exclusive licensing deal with Phonogram excluding North America. The first disc under the pact will be a Peter Skellern single called "Soft Falls The Rain." Seen discussing it are Pendulum chairman and managing director Johnny Stirling (l) and Phonogram managing director-designate Ken Maliphant.

Marsden To Sell His Interest In Thunder

TORONTO — In a surprise move, David Marsden, former president of Thunder Sound Studios in Toronto, announced the sale of his controlling interest in the recording facility, for an undisclosed sum.

Marsden, a professional broadcaster and producer for 15 years before he took over operation of the studios a year ago, had been singularly responsible for the complete turnaround of the studio for the better. He introduced several innovations which allowed the facility to become one of Toronto's foremost recording studios.

Marsden cited the development of "other items of interest" for his leaving and admitted it was "a difficult decision" to make. "A project I have worked on for five years has suddenly gathered acceleration and momentum. To do the job that has to be done there and to take care of the other project would not have been fair to either one. I hate to leave (Thunder Sound)."

Marsden's former partner, Fred Frennett, will take over the president's duties immediately and will be joined shortly by new partners from Quebec.

PBR TO PYE — Patrick Boyle has licensed his PBR International label to Pye Records for the U.K., Eire, France, Belgium, Scandinavia and Iceland. First releases will be in October by Ruby, a band led by former Creedence Clearwater Revival man Tom Fogerty, and Universe. Pictured at the signing of the contract are Boyle and Robin Taylor, general manager of Pye Records.

Canadian Acts Making Strong Move To U.S.

TORONTO — "During the past few years the success rate of Canadian attractions that have been successfully marketed in the United States at various levels, is very high. Current examples of those Canadian attractions that have obtained American deals and are now enjoying success in the U.S. include BTO, Heart, Rush, Burton Cummings, Gino Vannelli, Chilliwack, Stampeders, Trooper and Max Webster, to mention a few," said Scribner.

President of Music Shoppe International of Toronto (Canada's largest entertainment agency), Ron Scribner is confident that the Canadian talent market is finally on the upswing and is committed to furthering its development, a commitment which includes the opening of a U.S. office within the next eight to ten months.

Scribner, recently in New York, addressed a group of agency heads and posed the question: "Is there a better way?" According to Scribner, the development here is about to benefit significantly from the recent U.S. chart success of the aforementioned artists, and he went on to say that personal managers operating in Canada must become more aggressive in their dealings with record contracts in the U.S. and international markets. "At the present time, most American and British managers sign their attractions with American agencies for representation for all of North America instead of signing a separate representation deal in Canada with a Canadian agency.

Canadian Agency Benefits

At present it would not be of extra benefit for an already established major name attraction to be separately represented in Canada by a Canadian agency. However, the advantages and benefits for new, non-hot-name or small-name American, British and other foreign concert and club attractions are far greater when represented directly in Canada by a Canadian agency."



SUMMER AWARDS — Connie Reyes and Bobby Ledesma "Student Canteen," the most popular noon show in the Philippines hold the platinum albums awarded to Donna Summer for her LP "A Love Trilogy" and single "Could It Be Magic" during her successful concert in the Philippines. Others pictured are: Danny Olivares of Disc Corporation of the Philippines and Student Canteen co-emcee Helen Vela.

Top Selling Folios

- 1 **STAR WARS: MOTION PIC. SEL.** (Columbia Pics. Pub.)
- 2 **FLEETWOOD MAC: RUMOURS** (Columbia Pics. Pub.)
- 3 **A STAR IS BORN: MOTION PIC. SEL.** (Warner Bros.)
- 4 **BEATLES: COMPLETE** (Warner Bros.)
- 5 **BARRY MANILOW: THIS ONE'S FOR YOU** (Big Three)
- 6 **BARBRA STREISAND: SUPERMAN** (Big Three)
- 7 **ELVIS PRESLEY: ELVIS, ELVIS, ELVIS — 100 HITS** (Big Three)
- 8 **KISS: LOVE GUN** (Almo)
- 9 **EAGLES: HOTEL CALIFORNIA** (Warner Bros.)
- 10 **LINDA RONSTADT: SONGBOOK, VOL. II** (Warner Bros.)
- 11 **EAGLES: COMPLETE** (Warner Bros.)
- 12 **ANNIE: BROADWAY SEL.** (Hansen/Big Three)
- 13 **EAGLES: GREATEST HITS** (Warner Bros.)
- 14 **STEVIE WONDER: SONGS IN THE KEY OF LIFE** (Columbia Pics. Pub.)
- 15 **FRAMPTON COMES ALIVE** (Almo)
- 16 **JAMES TAYLOR: ANTHOLOGY** (Big Three)
- 17 **FLEETWOOD MAC: SONGBOOK** (Columbia Pics. Pub.)
- 18 **BARRY MANILOW: TRYING TO GET THE FEELING** (Big Three)
- 19 **LINDA RONSTADT: SONGBOOK, VOL. I** (Warner Bros.)
- 20 **BOSTON** (Columbia Pics. Pub.)
- 21 **FLEETWOOD MAC: MUSIC FROM THREE ALBUMS** (Columbia Pics. Pub.)
- 22 **JIMMY BUFFETT: CHANGES IN LATITUDES, CHANGES IN ATTITUDES** (Warner Bros.)
- 23 **PETER DINKlage: I'M IN YOU** (Almo)
- 24 **KISS: ROCK AND ROLL OVER** (Almo)
- 25 **ELVIS PRESLEY: RECORD BREAKERS, VOL. I** (Big Three)

Top Selling Sheet Music

- 1 **YOU LIGHT UP MY LIFE** (Columbia Pics. Pub.)
- 2 **NOBODY DOES IT BETTER** (Big Three)
- 3 **STAR WARS: MAIN TITLE** (Columbia Pics. Pub.)
- 4 **EVERGREEN** (Warner Bros.)
- 5 **MY HEART BELONGS TO ME** (Big Three)
- 6 **ON AND ON** (Almo)
- 7 **YOUR LOVE HAS LIFTED ME (HIGHER AND HIGHER)** (Warner Bros.)
- 8 **SEND IN THE CLOWNS** (Plymouth)
- 9 **I JUST WANT TO BE YOUR EVERYTHING** (Warner Bros.)
- 10 **HANDY MAN** (Big Three)
- 11 **NEW YORK, NEW YORK** (Big Three)
- 12 **DON'T STOP** (Columbia Pics. Pub.)
- 13 **SWAYIN' TO THE MUSIC** (Warner Bros.)
- 14 **DON'T IT MAKE MY BROWN EYES BLUE?** (Big Three)
- 15 **EASY** (Columbia Pics. Pub.)

New Books

- 1 **BAEZ, JOAN: BLOWIN' AWAY** (76 pgs./\$5.95) (Almo)
- 2 **COMMODORES: BEST OF** (\$5.95) (Columbia Pics. Pub.)
- 3 **GATLIN, LARRY: SOME OTHER CHILDREN** (\$6.95) (Big Three)
- 4 **GOLD, ANDREW: DOUBLE DELUXE** (\$7.95) (Columbia Pics. Pub.)
- 5 **JOEL, BILLY: ANTHOLOGY** (\$5.95) (Big Three)
- 6 **MILLER, STEVE: BOOK OF DREAMS** (56 pgs./\$6.95) (Warner Bros.)
- 7 **PRESLEY, ELVIS: RECORD BREAKERS** (24 pgs./\$3.50) (Big Three)
- 8 **PRESLEY, ELVIS: RECORD BREAKERS, VOL. II** (24 pgs./\$3.50) (Big Three)
- 9 **PRESLEY, ELVIS: RECORD BREAKERS, MOVIE THEMES** (24 pgs./\$3.50) (Big Three)
- 10 **PRESLEY, ELVIS: THROUGH THE YEARS** (\$5.95) (Hansen)
- 11 **SONDHEIM, STEPHEN: SONGS OF** (112 pgs./\$5.95) (Hansen)
- 12 **STAIRWAY TO HEAVEN PLUS 24 HEAVY HITS** (110 pgs./\$4.95) (Warner Bros.)
- 13 **STEVENS, CAT: MUSIC FOR EASY GUITAR** (32 pgs./\$3.95) (Warner Bros.)
- 14 **YOU LIGHT UP MY LIFE: MOTION PICTURE SEL.** (due in two wks.) (Columbia Pics. Pub.)
- 15 **50 SUPERSONGS OF '77** (\$6.95) (Columbia Pics. Pub.)

Print News

NATIONAL BREAKAWAYS: YOU LIGHT UP MY LIFE (CPP) and NOBODY DOES IT BETTER (B-3). Both are from current films.

PRINTED MUSIC SPOTLIGHT: BIG BELLS

BB is a full-line music publishing company specializing in the publication and distribution of choral, orchestra and band music for the educational market. In addition, it acts as a selling agent in all printed music fields for a highly selective list of clients which includes Paul Simon, Steve Miller and Chuck Mangione.

With general offices, warehouse and printing facility all in Trenton, New Jersey, Big Bells is a small company that has experienced substantial growth by offering careful and personalized attention to its clients and concentrating its publication and marketing efforts on fewer, carefully thought out projects rather than trying to gobble up every song on the charts and push them out any way possible. Big Bells is proud of its reputation in this highly competitive field and offers a viable alternative to those catalogs and companies seeking in-depth personal attention rather than having their songs absorbed into one of the giant conglomerates.

FINALLY: Very special thanks to Virginia Rinaldo, Tony Stecheson, Mondy Seanor (Villa Music of Denver), David Rosner (Bicycle Music) and Neil Diamond (Stonebridge Music) for their assistance in compiling Spotlight On Printed Music special edition.

Print News back in two weeks.

j.a.

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