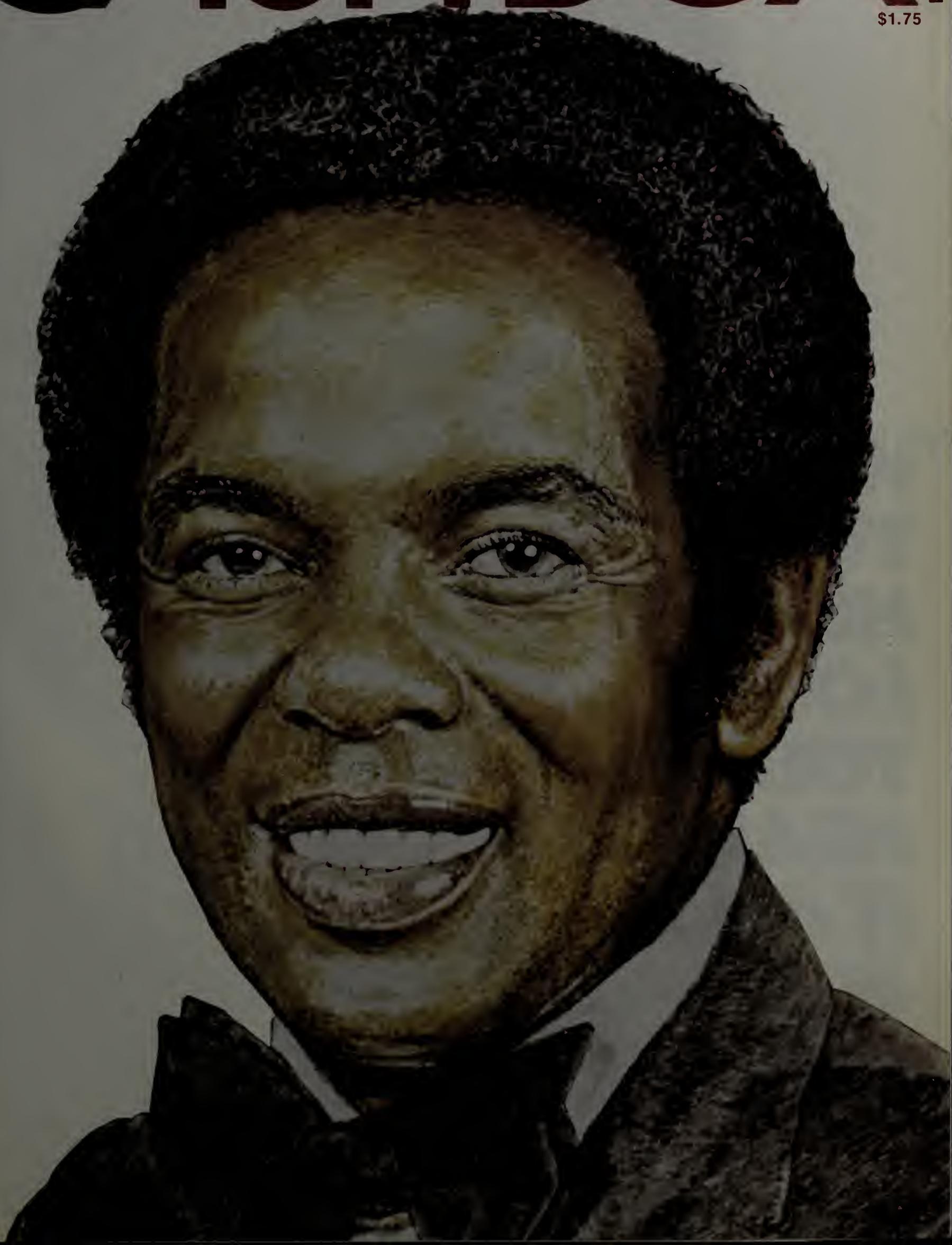


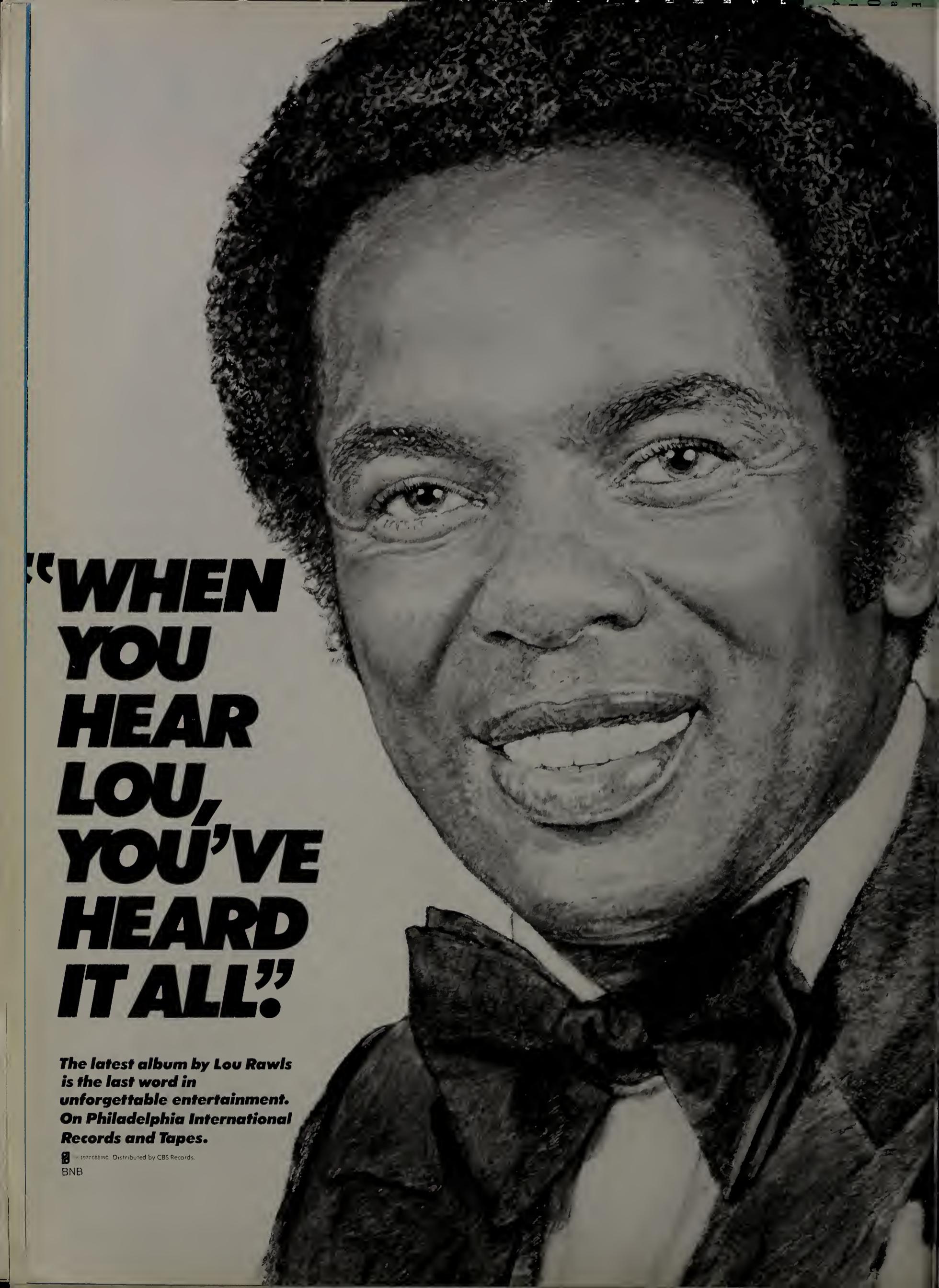
CASHBOX

November 19, 1977

NEWSPAPER

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The Industry Mourns A Great Loss

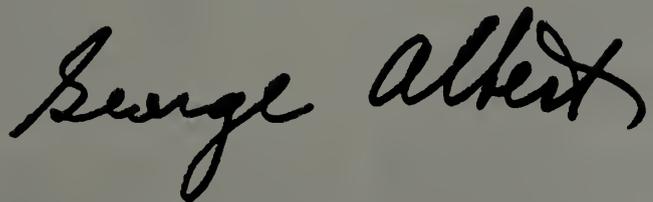
This week, the record and music industry suffered an irreplaceable loss in the untimely passing of Joel Friedman. It has been the honor of this writer to have employed this great man in the very earliest part of his career.

He was a dedicated music and record man and a sensitively tender human being who gave of himself to all people in this industry. His innovative contributions are bountiful and will continue to live on for years to come. With an extended helping hand to all who needed it to make their way in this business, Joel Friedman leaves his legacy in the people that he touched.

His personal greatness was one of the contributing factors in the maintenance of the stature and integrity which this industry has been able to enjoy because of his presence.

We will miss his sense of fairness and understanding which he displayed throughout the years of our association.

This tragic loss will be mourned by all.



George Albert
President and Publisher



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



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

CASH BOX TOP 100 SINGLES

November 19, 1977

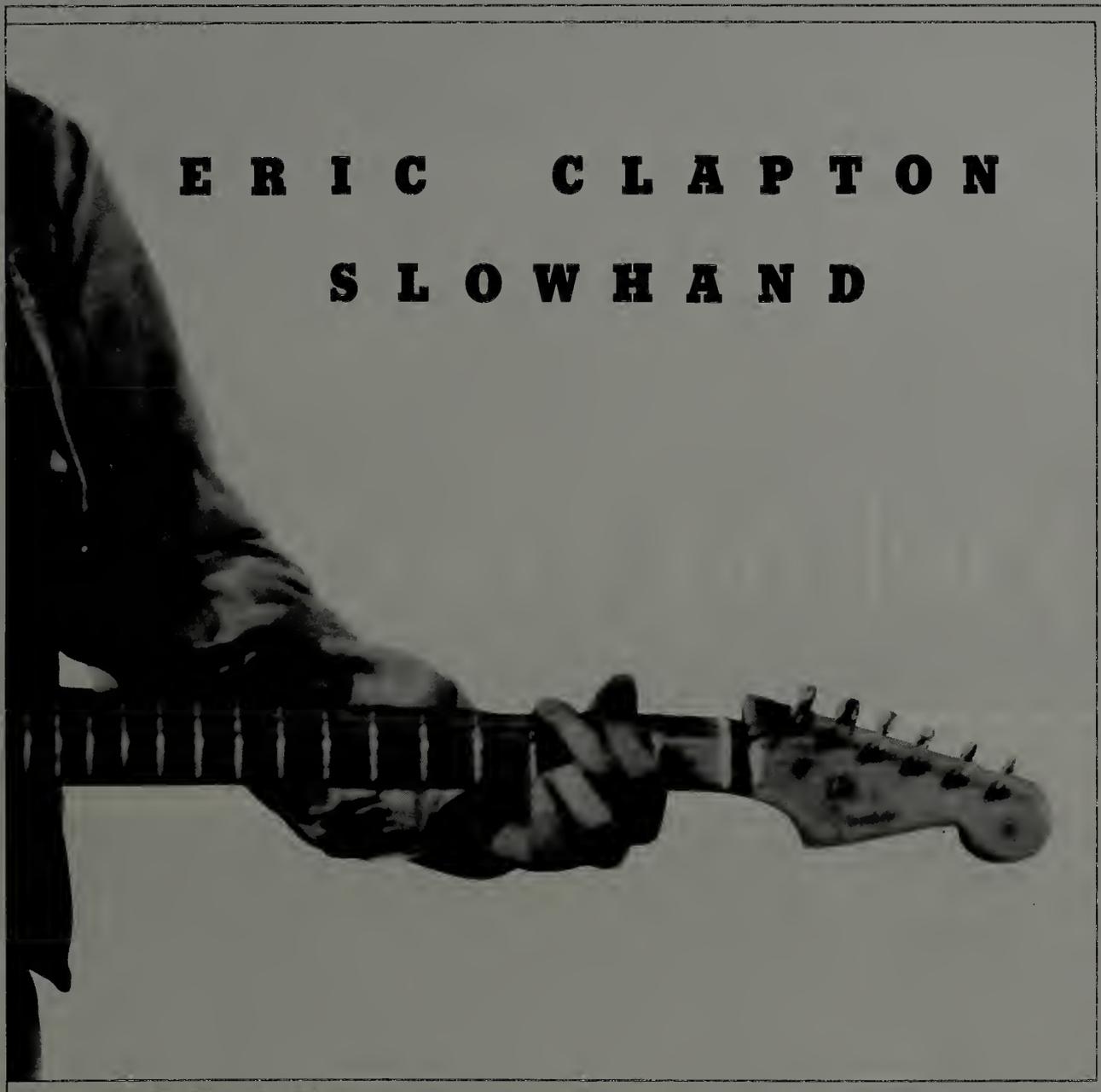
		Weeks On Chart				Weeks On Chart			
	11/5	11/12		11/5	11/12		11/5	11/12	
1	YOU LIGHT UP MY LIFE DEBBY BOONE (WB/Curb 8455) CPP	1	1	13					
2	BOOGIE NIGHTS HEATWAVE (Elektra 8-50370) ALM	3	3	20					
3	DON'T IT MAKE MY BROWN EYES BLUE CRYSTAL GAYLE (United Artists UA XW 1016) B-3	5	7	14					
4	NOBODY DOES IT BETTER CARLY SIMON (Elektra 45413) B-3	2	2	18					
5	STAR WARS THEME MECO (Millennium/Casablanca 604) CPP	6	5	17					
6	HOW DEEP IS YOUR LOVE BEE GEES (RSO 882) WB	14	20	9					
7	IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME BARRY WHITE (20th Century 2350) B-3	8	12	15					
8	HEAVEN ON THE SEVENTH FLOOR PAUL NICHOLAS (RSO RS 878) CH	9	10	15					
9	BABY, WHAT A BIG SURPRISE CHICAGO (Columbia 3-10620) CPP	11	13	9					
10	JUST REMEMBER I LOVE YOU FIREFALL (Atlantic 3420) WB	10	11	15					
11	WE'RE ALL ALONE RITA COOLIDGE (A&M 1965) WB	12	15	11					
12	BLUE BAYOU LINDA RONSTADT (Elektra E-45431) AR	13	18	11					
13	I FEEL LOVE DONNA SUMMER (Casablanca NB 884) ALM	4	5	16					
14	HELP IS ON THE WAY LITTLE RIVER BAND (Capitol 4428) WB	15	17	17					
15	ISN'T IT TIME THE BABYS (Chrysalis CHS-2173) CPP	20	26	8					
16	WE JUST DISAGREE DAVE MASON (Columbia 3-10575) AB/B	17	19	11					
17	SEND IN THE CLOWNS JUDY COLLINS (Elektra 45253-A) PLY	19	25	9					
18	IT'S SO EASY LINDA RONSTADT (Elektra 45438) B-3	22	30	7					
19	YOU MAKE LOVIN' FUN FLEETWOOD MAC (WBS 8480) WB	24	35	6					
20	YOUR SMILING FACE JAMES TAYLOR (Columbia 3-10602) WB	23	29	8					
21	DAYBREAK BARRY MANILOW (Arista AS 2073) B-3	21	27	8					
22	GONE TOO FAR ENGLAND DAN & JOHN FORD COLEY (Big Tree BT-16102) WB	25	36	8					
23	BRICK HOUSE COMMODORES (Motown M 1425) CPP	7	6	13					
24	SWINGTOWN STEVE MILLER (Capitol P4496) WB	29	44	6					
25	MY FAIR SHARE SEALS & CROFTS (Warner Bros. WBS 8405) WB	26	31	12					
26	THAT'S ROCK 'N' ROLL SHAUN CASSIDY (WB/Curb 8423) WB	16	8	17					
27	BABY COME BACK PLAYER (RSO 879) CPP	32	45	8					
28	KEEP IT COMIN' ROSE KC & THE SUNSHINE BAND (TK 1023) CPP	18	9	17					
29	SENTIMENTAL LADY BOB WELCH (Capitol P-4479) WB	37	52	7					
30	DUSIC BRICK (Bang 734) WB	31	34	12					
31	I GO CRAZY PAUL DAVIS (Bang B-733) WB	36	39	13					
32	COME SAIL AWAY STYX (A&M 1977) ALM	34	43	11					
33	(EVERY TIME I TURN AROUND) BACK IN LOVE AGAIN L.T.D. (A&M 1974) ALM	38	46	10					
34	CALLING OCCUPANTS OF INTERPLANETARY CRAFT CARPENTERS (A&M 1978) WB	40	49	9					
35	SHE'S NOT THERE SANTANA (Columbia 3-10616) CPP	39	47	8					
36	THE KING IS GONE RONNIE McDOWELL (GRT 135) CPP	27	24	11					
37	SLIP SLIDIN' AWAY PAUL SIMON (Columbia 3-10630) BB	42	51	6					
38	DRAW THE LINE AEROSMITH (CBS 3-10637) WB	41	48	6					
39	HERE YOU COME AGAIN DOLLY PARTON (RCA PB 11123) CPP	44	53	6					
40	THE WAY I FEEL TONIGHT BAY CITY ROLLERS (Arista AS0272) CPP	47	57	7					
41	WE ARE THE CHAMPIONS QUEEN (Elektra E-45441) CPP	48	60	5					
42	YOU'RE IN MY HEART ROD STEWART (WBS 8475)	50	64	5					
43	POINT OF KNOW RETURN KANSAS (Kirshner ZS8 4273) WB	57	76	3					
44	SWAYIN' TO THE MUSIC JOHNNY RIVERS (Big Tree/Atl. 16094) WB	28	22	22					
45	COLD AS ICE FOREIGNER (Atlantic 3410) WB	30	16	18					
46	YOU CAN'T TURN ME OFF (IN THE MIDDLE OF TURNING ME ON) HIGH INERGY (Gordy/Motown G-7155) CPP	58	74	5					
47	THUNDER IN MY HEART LEO SAYER (Warner Bros. WBS 8465) ALM	35	38	8					
48	FAIR GAME CROSBY, STILLS & NASH (Atlantic 3432) WB	49	59	7					
49	SHE DID IT ERIC CARMEN (Arista ASO 266) WB	33	21	9					
50	DO YOU WANNA GET FUNKY WITH ME PETER BROWN (Drive 6258) CPP	46	41	8					
51	RUNAROUND SUE LEIF GARRETT (Atlantic 3440) ALM	66	83	3					
52	MY WAY ELVIS PRESLEY (RCA PB 11165) MCA/BEL	64	—	2					
53	SILVER LADY DAVID SOUL (Private Stock 163) ALM	56	58	8					
54	SHORT PEOPLE RANDY NEWMAN (WBS 8492) WB	68	—	2					
55	IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA PB 10976) ALM/PPP	43	14	20					
56	GOIN' PLACES THE JACKSONS (Epic 50454) AB/B	60	63	7					
57	YOU'RE MOVING OUT TODAY CAROLE BAYER SAGER (Elektra 45422) CH	61	65	10					
58	FROM GRACELAND TO THE PROMISED LAND MERLE HAGGARD (MCA 40804) B-3	62	66	7					
59	(LOVE IS) THICKER THAN WATER ANDY GIBB (RSO RS 883) WB	70	78	3					
60	GETTIN' READY FOR LOVE DIANA ROSS (Motown 1427) CPP	69	79	4					
61	HARD TIMES BOZ SCAGGS (Columbia 3-10606) ALM	63	67	6					
62	SERPENTINE FIRE EARTH, WIND & FIRE (Columbia 3-10625) CPP	72	84	3					
63	HEY DEANIE SHAUN CASSIDY (WB/Curb 8488) WB	73	—	2					
64	EMOTION SAMANTHA SANG (PS 45,178)	74	—	2					
65	MONEY, MONEY, MONEY ABBA (Atlantic 3434) CPP/IMM	65	71	6					
66	JUST THE WAY YOU ARE BILLY JOEL (Columbia 3-10646) ALM	76	—	2					
67	I HONESTLY LOVE YOU OLIVIA NEWTON-JOHN (MCA 40611) ALM	78	—	2					
68	DO YOUR DANCE ROSE ROYCE (Whitfield/WB 8440) WB	67	70	7					
69	RED HOT ROBERT GORDON WITH LINK WRAY (Private Stock 156) CPP	71	72	10					
70	ON AND ON STEPHEN BISHOP (ABC 12260) ALM	51	23	28					
71	SIGNED, SEALED, DELIVERED PETER FRAMPTON (A&M 1972) CPP	52	28	13					
72	TURN TO STONE ELECTRIC LIGHT ORCHESTRA (Jet Records JT-XW1099)	—	—	1					
73	KICK IT OUT HEART (Portrait 6-70010) WB	75	—	2					
74	HEAVEN'S JUST A SIN AWAY THE KENDALLS (Ovation OV 1103) B-3	77	81	6					
75	BLOAT ON CHEECH & CHONG (Epic 850471)	82	—	2					
76	DON'T LET ME BE MISUNDERSTOOD SANTA ESMERALDA (Casablanca NB902) B-3	83	93	3					
77	GEORGIA RHYTHM ATLANTA RHYTHM SECTION (Polydor PB 14432) CPP	81	85	6					
78	ECHOES OF LOVE DOOBIE BROTHERS (WBS 8471) WB	80	82	6					
79	STONE COLD SOBER CRAWLER (Epic 50442) AB/B	84	86	7					
80	NATIVE NEW YORKER ODESSY (RCA PB 11129)	57	76	3					
81	SAD EYES BROOKLYN DREAMS (MM/Casb. 606)	89	—	2					
82	GIRL'S SCHOOL/MULL OF KINTYRE WINGS (Capitol SPRO-8747))	—	—	1					
83	MIND BENDER STILLWATER (Capricorn CPS 0280)	85	88	3					
84	IF YOU'RE NOT BACK IN LOVE BY MONDAY MILLIE JACKSON (Spring/Polydor 175)	—	—	1					
85	AS STEVIE WONDER (Tamlam 54291) CPP	100	—	2					
86	CLOSER TO THE HEART RUSH (Mercury 73958) WB	90	90	4					
87	WHY DO LOVERS (BREAK EACH OTHERS HEART) HALI & OATES (RCA PB-11132) CH	88	91	5					
88	DANCE, DANCE, DANCE CHIC (Atlantic 3435) WB	98	98	4					
89	LOVELY DAY BILL WITHERS (Columbia 3-10627)	—	—	1					
90	SOUL & INSPIRATION DONNY & MARIE (Polydor 14439)	—	—	1					
91	DON'T LET THE FLAME BURN OUT JACKIE DeSHANNON (Amherst AM725)	93	94	4					
92	CAN'T IT ALL BE LOVE RANDY EDELMAN (Arista AS 0268) B-3	91	92	5					
93	MOON DANCE VAN MORRISON (WBS 8450) WB	94	95	3					
94	ANY WAY YOU WANT ME SYLVERS (Capitol 4493)	95	99	4					
95	FALLING LeBLANC & CARR (Big Tree 16100) CPP	96	96	5					
96	TIME BOMB LAKE (Columbia 3 10614) CPP	97	97	3					
97	HOW CAN I LEAVE YOU AGAIN JOHN DENVER (RCA JH-11036)	—	—	1					
98	DON'T ASK MY NEIGHBORS EMOTIONS (Columbia 3-10622)	99	—	2					
99	SHAKE IT WELL DRAMATICS (ABC 12299) CPP	86	89	7					
100	WAS DOG A DOUGHNUT CAT STEVENS (A&M 1971)	—	—	1					

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

AnyWay You (Rosy Publishing Inc. — ASCAP)	94	Emotion (Barry Gibb/Fiamm/Stigwood/Unichappell — BMI)	64	It's So Easy (MPL Communications Inc. — BMI)	18	Short People (High Tree — BMI)	54
As (Jobette/Black Bull — ASCAP)	85	Every Time (Teeman — BMI)	33	It Was (Chess/Case David — ASCAP)	55	Signed, Sealed (Jobette — ASCAP)	71
Baby Come Back (Touch Of Gold/Crowbeck/Stigwood — BMI)	27	Fair Game (Gold Hill Music Inc. — ASCAP)	48	Just Remember (Stephen Stills — BMI)	10	Silver Lady (Topanga/Ship Tree — ASCAP)	53
Baby, What A (Polish Prince Music — ASCAP)	9	Falling (Carrhern Music — BMI)	95	Just The Way (Joelsongs — BMI)	66	Slip Slidin' Away (Paul Simon — BMI)	37
Bloat On (ABC/Dunhill/Woodsongs — BMI)	75	Georgia Rhythm (Low-Sal Music Co. — BMI)	77	Keep It Comin' Love (Sherlyn — BMI)	28	Star Wars (Fox Fanfare — BMI)	5
Blue Bayou (Acuff-Rose Pub. Inc. — BMI)	12	Getting Ready (Braintree/Golde's Gold/Snow — ASCAP)	60	Kick It Out (Wilsongs — BMI)	73	Stone Cold Sober (April — ASCAP)	79
Boogie Nights (Rondor/Almo — ASCAP)	2	Girl's School/Mull Of (ATV Music Corp. — BMI)	62	Love Is (Stigwood/Gibb/Unichappell — BMI)	59	Swayin' To (WB — ASCAP)	44
Brick House (Jobette — ASCAP)	23	Goin' Places (Mighty Three — BMI)	56	Lovely Day (Golden Withers Chappell — BMI)	89	Swingtown (Sailor Music — ASCAP)	24
Calling Occupants (Weibel — ASCAP)	34	Go To The (Keyboard Pendulum/Chappell — ASCAP)	8	Mindbender (No Exit/Low-Sal — BMI)	83	That's Rock 'N' Roll (C.A.M./USA — BMI)	26
Come Sail Away (Almo/Stylin — ASCAP)	45	Hey Deanie (C.A.M.—U.S.A. — BMI)	63	Money, Money (Artwork — ASCAP)	65	The King Is (Midnight & Brim — SESAC)	36
Can't It All (Piano Picker/Unart — BMI)	92	How Can I (Cherry Lane Music — ASCAP)	97	Moonance (WB — ASCAP/Caledonia — BMI)	93	The Way I Feel (Rosewater/Careers — BMI)	40
Closer To The (Lor Music Pub. — ASCAP)	86	How Deep Is (Stigwood/Unichappell — BMI)	96	My Fair Share (Warner Bros. — ASCAP)	25	Thunder In My (Braintree/Longmanor/Chrysalis — ASCAP)	47
Cold As Ice (Somerset/Evensong/WB — ASCAP)	45	I Feel Love (Ricks — BMI)	13	My Way (Spanka — BMI)	52	Time Bomb (Colgems-EMI — BMI)	96
Come Sail Away (Almo/Stylin — ASCAP)	32	If You're Not (Tree — BMI)	84	Native New (Featherbed/Desiderata/Unichappell — BMI)</			

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BY
ERIC CLAPTON



ERIC CLAPTON
SLOWHAND

RS-1-3030

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WONDERFUL TONIGHT
LAY DOWN SALLY
NEXT TIME YOU SEE HER
WE'RE ALL THE WAY

Side Two
THE CORE
MAY YOU NEVER
MEAN OLD FRISCO
PEACHES AND DIESEL

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IN MEMORIAM

May 4, 1925 - November 8, 1977

wea

Western Electric Alliance Collection



A Warner Communications Company

Entire Industry Pays Tribute To WEA's Friedman

by Peter Hartz

LOS ANGELES — Tributes for Joel Friedman flowed in from distributors and retailers across the nation following his death on November 8. Friedman, the president of Warner/Elektra/Atlanta Corp., was 52.

David Lieberman, president of Lieberman Enterprises, remarked, "I guess Shakespeare told it best when he had Hamlet, speaking of his father, say, 'He was a man taken for all and all, I shall not look upon his like again.' Joel was that kind of unique person. There will be a void in this business because of his absence. He was a dear friend."

"Dedicated, emotional, and intense are the words that best describe Joel Friedman," commented John Kaplan, executive vice president of Handleman Company. "Our encounters in recent years often pit-

(continued on page 67)

Joel Friedman, Founder Of WEA, Dead At 52

LOS ANGELES — Joel M. Friedman, president of Warner/Elektra/Atlantic Corp., died Nov. 8 at his home in Encino, Calif. He was 52.

Friedman founded WEA, the distribution arm of Warner Bros., Elektra/Asylum and Atlantic Records, in 1970. He previously served as vice president and director of marketing for Warner Bros. Records. Friedman was also the first music editor of **Cash Box**, and later served as editor of *Billboard*.

Friedman held an LLB degree from the University of San Fernando Valley College of Law, and was a founder and member of the California Copyright Conference. He also served two terms as first vice-president and treasurer of the National Academy of Recorded Arts and Sciences.

Most recently, Friedman was president of the music division of the City of Hope and the 1977 recipient of the Human Relations Award of the music and performing arts division of the Anti-Defamation League of B'nai Brith.

Funeral services were held Nov. 10 at

Mount Sinai Memorial Park in Burbank.

In a prepared statement, David H. Horowitz, president of Warner Communications Inc., commented on the death of Friedman:

"We are all filled with sadness at the death of Joel Friedman; it is hard to believe that his wonderful energy, vitality, zest and enthusiasm have been stilled. Joel was, first and foremost, a warm human being, a true friend, a decent and good man. He was in addition a superbly gifted professional, completely dedicated to his work, who earned the respect and total devotion of all those who worked with him. He was uniquely able to both focus on the day to day details of an enormous business and at the same time look ahead and plan for the future.

'Joel's Monument'

"The building of the WEA branch distribution system — 'the miracle of WEA' — was in large measure his achievement; and he thereby played a crucial role in the extraordinary success story of the WCI record group. He built that distribution company



Joel Friedman

from the ground up. It was made to last; it today has the strength of Gibraltar and a group of able and dedicated people to man it; it is Joel's monument, and we will always be in his debt.

"Above and beyond all that, his human gifts, which made him an indefatigable worker for charitable causes, will be sorely missed by everyone in the WCI record group and the entire Warner Communications family."

Mo Ostin, chairman and president of Warner Bros. Records, said, "I knew Joel when he was a trade reporter. He interviewed me when I started in this business at Verve.

"We first worked together when Warner Bros. bought Reprise. He was with Warner Bros. and I was with Reprise — we've been friends ever since. Aside from his many contributions to Warner Bros. Records and Warner Communications, Joel made a great contribution as a human being. He was a close associate and a dear friend and I am going to miss him."

'Invaluable Help'

Ahmet Ertegun, chairman of the board of Atlantic Records, said, "When I first came to New York in 1947 with the hope of starting a small jazz and blues label, Joel Friedman was one of the very first people I met. He was then music editor of **Cash Box**, which was also in its infancy. I will never forget Joel's invaluable help and friendship during that time and throughout the initial years of Atlantic.

"We used to call him 'the little general.'"

(continued on page 59)

Fall Marketing Campaigns Spur Record Sales

(The following article was compiled from staff reports. Written and edited by Alan Sutton.)

LOS ANGELES — Some record companies like to build their seasonal merchandising and marketing campaigns around a centralized theme, while others rely on individual programs tailored to specific releases. But regardless of which approach they are currently taking, label executives agree on one thing: 1977 fall sales are running well ahead of last year.

As a result, many predict that year-end totals will exceed those for 1976, with some expecting sales to reach all-time record levels. "This year dwarfs any previous year," commented a spokesman for CBS. "It's just going to be phenomenal for everyone."

Labels that employ a single, all-encompassing campaign usually include a broad range of current as well as catalog product which is supported by additional dealer incentives such as special discounts and extended dating. WEA's "Year-End Marketing Program," for example, includes not only discounts to customers on more than 200 top WEA albums, extended dating and in-store merchandising tools, but also a newly developed profile of each account which company executives feel will result in more accurate orders.

Football Tie-In Campaign

Similarly, CBS' "Winning Season/Superstars" campaign focuses on the new releases and catalogs of about 50 artists (including Aerosmith, Joan Baez, Boston, Chicago, Neil Diamond, Bob Dylan, Earth,

Wind & Fire, Kansas, the O'Jays, Pink Floyd, the Emotions, Boz Scaggs, Bruce Springsteen, Barbra Streisand and James Taylor) as well as classical and country and western product and the label's \$4.98 budget line. Various dealer incentives, such as free goods and additional dating, are also included.

Based on a football motif, the CBS program utilizes in-store appearances by National Football League players, in addition to streamers, pennants and other merchandising aids to exploit America's near-fanatical preoccupation with the sport. And like a football game, the program is divided into four quarters.

Each of the first three quarters ran for two weeks, concentrating on placement of product and restocking inventory. The fourth quarter, which runs through February, focuses on in-store merchandising and advertising during the crucial holiday months.

'Display It Again, Sam'

ABC has taken another approach in embarking on a program that offers prizes,

(continued on page 53)

'Future Delivery' Album Deals May Spark Fiercer Bidding

by Mark Mehler

NEW YORK — An increasing number of recording artists, particularly catalog jazz artists, are negotiating contracts for "future delivery" of product to labels other than their existing ones. In some cases, these artists have contracted to deliver product as far away as the early 1980s.

At present, the trend is not too widespread. Industry sources expressed concern, however, that if such deals proliferate, they could add more fuel to already intense bidding wars and adversely affect existing relationships between artists and their labels.

One source noted that this "trend" began with the signing of Neil Diamond to a multi-million dollar future deal with CBS, while Diamond was still at MCA. Today a number of rock/pop acts have entered into future recording contracts, but two sources suggested that this contractual device was more likely to spread to the jazz area, because jazz record buyers tend to maintain a long-term loyalty to their favorite artists.

In contrast, few pop or rock stars can be assured of long-lasting success. Driving this point home, a music industry lawyer, representing some artists who have signed future recording contracts, noted that there are only a handful of established rock stars who are assured of remaining million-selling album artists over a four or five-year period. "On any other rock acts, the company that signs them to a deal beginning in

1980 is taking a big gamble," the lawyer said.

Jazz Has Longevity

One example of a crossover jazz artist who should continue to log steady sales for many years is Chick Corea. Presently with Polydor, he will record his first LP for Warner Bros. in 1979.

A source familiar with Corea's career noted that Corea was "perfect for such an arrangement. His catalog has been selling for 10 years. He may not sell in the millions, but he's proven himself a sustaining artist. He represents no gamble at all."

Still another reason why jazz artists are more likely to sign future recording con-

(continued on page 30)



MOLTEN GOLD — Epic recording artists Heatwave recently visited Epic's New York offices for a double gold presentation honoring their debut Epic album, "Heatwave," and their debut single, "Boogie Nights." Pictured at the ceremony (l-r) are: Lennie Petze, vice president of A&R for Epic Records; Jim Tyrrell, vice president of marketing for Epic/Portrait/CBS Associated Labels; Ron Alexenburg, senior vice president of Epic/Portrait/CBS Associated Labels; Johnnie Wilder of Heatwave; Bruce Lundvall, president of CBS Records Division; Rod Temperton of Heatwave; Walter Yetnikoff, president of CBS Records Group; Dick Asher, president of CBS Records International; and Dick Leahy, president of GTO Records.

License Fee Poses No Burden To Broadcasters, Study Says

by Joanne Ostrow

WASHINGTON, D.C. — A performance right license fee would cause no significant strain on radio stations, according to an independent study which contradicts the broadcast industry's claim that such a fee would force many marginally profitable stations into bankruptcy.

The study was done by an independent

Washington research firm at the request of the Copyright Office as one of several studies in advance of the Register's report to Congress on proposed changes in the copyright law. The study concludes that broadcasters could afford the added expense and could easily pass on the extra costs to advertisers.

Broadcasters have repeatedly testified that a number of stations are barely in the black — or are already unable to make ends meet — and that any increase in operating costs would force more stations into the loss category.

To the contrary, findings in the 179-page study by Ruttenberg, Friedman, Kilgallon, Gutches & Associates suggests "that radio broadcast stations would be able to pay a record music license fee without any significant impact, either on profits or the number of stations in operation. In addition there is evidence that the radio broadcasting industry would be able to pass on any increase in the costs of operation to the purchasers of advertising time without loss of business or revenues."

The study includes an examination of data furnished by the FCC (on station

(continued on page 67)

Working and Playing.

Getting tumultuous response from audiences as they continue to tour with Hall & Oates, Network is driving home their timeless rock. Of course, it doesn't hurt that FM stations are all over their debut album, and AM stations are beginning to pick up on the single, "You Lied."



Management and Direction: Tommy Mottola.
Produced by Aibhy Galuten and Karl Richardson for Karlbhy Productions.

PE 34979

11/1/77 Roxy, Los Angeles, Cal.; 11/3 Choo Choo's, Tucson, Ariz.; 11/7 Armadillo, Austin, Tex.; 11/12 Iowa Wesleyan, Mt. Pleasant, Iowa; 11/13 Oriental Theatre, Milwaukee, Wisc.; 11/16 Beginnings, Schaumburg, Ill.; 11/17 Sports Arena, Toledo, Ohio; 11/19 Notre Dame University, South Bend, Ind.; 11/20 Univ. of Cincinnati, Cincinnati, Ohio; 11/22 Tomorrow Theatre, Youngstown, Ohio; 11/25 Ridgefield Coliseum, Cleveland, Ohio; 11/26 Convention Center, Indianapolis, Ind.; 11/27 Metro Auditorium, Lansing, Mich.; 11/28-29 Cobo Hall, Detroit, Mich.; 12/1 Music Hall, Boston, Mass.; 12/2-4 Palladium, New York, N.Y.; 12/7 War Memorial, Buffalo, N.Y.; 12/8 Hershey Park Arena, Hershey Park, Pa.; 12/9 Civic Arena, Pittsburgh, Pa.; 12/10 Capital Center, Largo, Md.; 12/12-13 Spectrum, Philadelphia, Pa.

Charlie Daniels is always spreading his good music around, and this month is no exception. Few bands can stir up an audience into more of a frenzy than the CDB, and their brand new album is a beauty... selling everywhere the CDB has ever played...and that's everywhere!



PE 34970

11/3 Palladium, New York, N.Y.; 11/4 Suffolk Forum, Commack, L.I., N.Y.; 11/5 Orpheum, Boston, Mass.; 11/6 Tower Theatre, Philadelphia, Pa.; 11/7 Century Theatre, Buffalo, N.Y.; 11/8 Radio Promo, Philadelphia, Pa.; 11/9 Civic Center, Springfield, Mass.; 11/10 Leroy Theatre, Pawtucket, R.I.; 11/11 Capitol Theatre, Passaic, N.J.; 11/12 Music Hall, Cleveland, Ohio; 11/13 Convention Center, Indianapolis, Ind.; 11/14 Radio Promo, Chicago, Ill.; 11/15 Riverside Theatre, Milwaukee, Wis.; 11/16 Stadium, Grand Rapids, Mich.; 11/17 Royal Oak Theatre, Detroit, Mich.; 11/18 Aragon Ballroom, Chicago, Ill.; 11/19 Civic Arena, St. Paul, Minn.; 11/20 Pershing Auditorium, Lincoln, Neb.; 11/25 The Garden, Louisville, Ky.; 11/26 Memorial Auditorium, Chattanooga, Tenn.; 11/27 Mid-south Coliseum, Memphis, Tenn.; 12/2 Riverfront Stadium, Cincinnati, Ohio; 12/3 Freedom Hall, Johnson City, Tenn.; 12/4 Civic Center Arena, Charleston, W. Va.; 12/5 Civic Arena, Pittsburgh, Pa.; 12/6 Constitution Hall, Washington, D.C.; 12/7 Civic Center, Salem, Va.; 12/8, Raleigh, N.C.; 12/9 Civic Center, Hampton, Va.; 12/10 Civic Coliseum, Knoxville, Tenn.; 12/11 South Carolina Coliseum, Columbia, S.C.; 12/26, Mobile, Ala.; 12/27, Dothan, Ala.; 12/28, Jackson, Miss.; 12/29, Montgomery, Ala.; 12/30 Huntsville, Ala.; 12/31, Birmingham, Ala.

Ram Jam used their hit "Black Betty" to open up the door to their wonderful music, and now they're storming in...on tour through the midwest and south...getting wildly enthusiastic response from every song that they perform off their Epic debut album!



PE 34885

11/1, Flint, Mich.; 11/3 Capitol Center, Largo, Md.; 11/20, Hammond, Ind.; 11/25 Ellis Auditorium, Memphis, Tenn. (w/Styx); 11/26 Civic Center, Montgomery, Ala. (w/Styx); 11/27 Municipal Auditorium, Birmingham, Ala. (w/Styx)

Doing it all on Epic Records and Tapes.

Motown Promotes Gordy, de Passe During Best Year

LOS ANGELES — Berry Gordy IV has been named executive vice president of the creative division of Motown Records and Suzanne de Passe has been promoted to vice president of Motown Industries.

Gordy will continue to be responsible for administration of Motown Industries in addition to his new duties while de Passe will serve as staff assistant to Motown chairman Berry Gordy.

In announcing the appointments, Michael Roshkind, vice chairman of Motown Industries, said the promotions "are in keeping with Motown's continual policy of expansion and consolidation to meet change with change."

Roshkind also announced that Motown Records is currently experiencing the most successful year in the label's 17 year history. He pointed to recent releases by Diana Ross, Thelma Houston and High In-

(continued on page 71)

CASH BOX



"When You Hear Lou, You've Heard It All" is the title of recording artist Lou Rawls' new album. It is also the advertising slogan of Rawls' plugs for Budweiser Beer, and is obviously the opinion of the millions of people who have bought his "rock and soul" records.

Lou Rawls has been in the music business for over 25 years. Beginning as a teenage gospel singer, he worked his way through the midwest nightclub circuit in the 1950s and blossomed into a top blues vocalist in the 1960s. During that period, he recorded a hit single, "Dead End Street," and a few well-received but less commercial albums.

With the release of his single, "A Natural Man," Lou Rawls started taking off commercially. In 1976, he signed with Philadelphia International, and is now a top-selling R&B, pop and MOR artist, who can appeal to all demographics without compromising his "natural" singing quality.

Index

Album Reviews	26
Artists On The Air	12
Classified	65
Classical	45
Country Album Chart	46
Country Singles Chart	48
East Coastings/Points West	14
FM Analysis	30
International Section	68
Jazz	44
Jukebox Singles Chart	60
Looking Ahead	16
Looking Back	16
New Faces To Watch	10
Pop Album Chart	73
Pop Radio Analysis	40
Pop Radio Playlist Highlights	36
Pop Singles Chart	4
Radio News	34
Regional Album Action	42
Retail Selling Prices	53
R&B Album Chart	54
R&B Singles Chart	55
Singles Bullets	32
Singles Reviews	24
Top Ten's	42
Upcoming Industry Conventions ..	14

Artist Development Series: Capitol's Artist Development Dept. Stresses Quick Reaction Time, Teamwork Concept

by Dave Fulton

LOS ANGELES — Once a week and sometimes more often, the meeting room on the ninth floor of the Capitol Records circular building is filled to capacity with representatives from nearly all of the company's departments. Merchandising and advertising, A&R, press and artist relations, international, business affairs, sales, creative services, marketing, special markets, promotion, market research and imports along with the top executives from the firm.

As they enter the meeting room, their department affiliations are forgotten and they become members of the Capitol team with the sole purpose of maintaining, improving and/or changing the game plan for Capitol product and artists.

Bruce Garfield, director of press and artist relations, pointed out that artist development at Capitol is a "total all-out effort with a tremendous intermeshing between departments."

Freedom For Expression

According to Ray Tusken, national AOR promotion manager, these massive meetings allow for freedom of expression

with more concern for a unified effort than parading specific responsibilities. "We know what each other is doing, and if I have a suggestion for merchandising or press relations, I have the freedom to express those ideas without overstepping my boundaries."

Being able to react quickly is the catchphrase that company spokesmen emphasize as their main strength. An example to support this attitude revolves around the Little River Band. A member of the field staff in Florida called "the Tower" raving about sales action of the group in his area. He pointed out that the group's latest album was matching sales with the multi-million selling "Frampton Comes Alive" which caused management to reassess the marketing campaign that was in progress. If LRB could generate this type of sales enthusiasm in this region, why not across the country?

Plans were changed quickly and the band became a higher priority. Consequently, their latest album has now sold over 400,000 units with established airplay and a good national exposure.

Tusken explained that emphasis is

placed on both new and established artists. He added that an artist's career is always a priority over any specific product.

Capitol has successfully brought Bob Seger and Steve Miller, both rock veterans, to new sales and exposure levels while gaining considerable momentum for newer

(continued on page 57)

Midsong And CBS Reportedly Close To Distrib. Pact

NEW YORK — Midsong Records International and CBS Records are imminently close to signing a domestic distribution deal, according to a source close to the negotiations.

An international distribution agreement "may be part and parcel of the domestic deal" as well, the source revealed.

Midsong, which has scored chart successes with "Doctor's Orders" by Carol Douglas and "Fly Robin Fly" by the Silver Convention, terminated its distribution deal with RCA Records on October 31. Earlier, it had been reported that, while Midsong would be free to place new masters with other labels, RCA would continue to distribute its older product.

Renowned Bandleader Guy Lombardo Dead At 75; Buried In Long Island

NEW YORK — Funeral services for bandleader Guy Lombardo were held November 9 at Holy Redeemer Church in Freeport, Long Island. Several hundred mourners attended as the man who helped generations celebrate New Year's Eve was laid to rest at Pine Lawn Memorial Park in Farmingdale, Long Island.

Several members of Lombardo's 13-man band served as pallbearers. The eulogy was delivered by Lombardo's longtime friend Robert Moses.

Lombardo, 75, died Nov. 5 from heart and kidney failure in Methodist Hospital in Houston, where he had undergone surgery for a lung ailment. He had been first hospitalized in Sept. and was readmitted Oct. 27.

Lombardo's wife of 53 years, Lilliebell, was at his side when he died.

Born Gaetano Albert Lombardo in Canada in 1902, Lombardo studied violin

In 1929 the Royal Canadians performed their first New Year's Eve broadcast from the Roosevelt Hotel in New York, where they were regulars until 1962.

The band moved to the newly formed Decca label in 1934 and later signed with Capitol Records.

Businessman's Bounce

Lombardo's band was most popular in the '30s and '40s when their arrangements were noted for smooth rhythms which were labeled "the businessman's bounce."

In the 1950s Lombardo performed 78 half-hour TV shows. At the time of his death some 300,000,000 of his recordings had been sold. Recently, 300,000 copies of a \$25 six-record collection of Lombardo's tunes compiled by Reader's Digest were sold.

"Auld Acquaintance," Lombardo's biography, was published in 1975.



Guy Lombardo

and saxophone and formed his first band with his brothers Libert and Victor. In the 1920s Lombardo formed The Royal Canadians, one of the first bands to become widely known through live radio, and later, TV performances. He continued to travel with the Royal Canadians until he was hospitalized in September.

Lombardo's career got off the ground in 1927 when The Royal Canadians, represented by MCA talent agency, signed a recording contract with Columbia Records and were given their own radio show in Chicago. The same year, the band's first million-selling records, "Coquette" and "Beloved," were released by Columbia.

Atlantic Sets Up New Department To Promote Albums, Develop Artists

NEW YORK — Atlantic Records has created an album promotion/artist development department. The purpose of the new division, according to Dick Kline, senior vice president of promotion, and Michael Kliefner, senior vice president/executive assistant to the president, is to streamline field operations in the areas of FM album promotion, progressive retail marketing and artist development as that relates to touring.

Three appointments have been made, effective immediately. Steve Leeds has been named northeast regional album promotion/artist development manager, and will be based in Atlantic's New York Offices. Sam Kaiser, based in St. Louis, has been appointed midwest regional album pro-

motion/artist development manager. And Mike Prince, working out of Atlanta, has become southern regional album promotion/artist development manager.

The newly-appointed regional managers will report directly to Larry King, director of field operations. King, in turn, will channel their communications to Tunc Erim, national pop album promotion director, and to Perry Cooper, artist relations director.

"With the creation of this new team and these new positions," Kline commented, "Atlantic will be in an even better position to consolidate all relevant input from its field staff on LP-oriented artists."

Kliefner added, "Information on FM

(continued on page 71)



Leeds



Kaiser



Prince

New Faces To Watch



Bill Quateman

"Saying something someone would have wanted to say themselves" is a crucial element of songwriting, according to Bill Quateman. In "Josephine," one of the more intriguing cuts on his new RCA album, "Shot In The Dark," Quateman put his theory into practice. "I borrowed it from just about any funky marriage. I've seen the story hundreds of times, where a guy is so good at selling in his business situation that he sells his old lady, too."

Bill wrote the song a year ago, and he admits that he feared negative reactions. "I thought, people don't really want to know about that kind of stuff; then, on the other hand, you constantly hear of rising divorce statistics. Then one night, on prime time Saturday television, I saw this amazing Dodge commercial. A chick is walking down the steps of what is obviously a courthouse, with a paper in her hand, and a couple of Dodge boys pop into the frame. They say, 'What's going on?' and she says, 'Well, I just got a divorce and he took the car.' And they say, 'Well, have we got a deal for you!' Somehow, it gave me courage."

If Quateman's songs are hitting home, it's because this is the first time he's had the luxury of spending the time necessary to make what he considers a good album. Recording "Night After Night," his first for RCA, wasn't quite the same experience. "It was the first time I had been in the studio for a long time, because of the break I'd had with getting away from all the business affairs that had crumbled around my ankles. It was more like a refresher course than anything else. 'Shot In The Dark' is the album that 'Night After Night' could have been if I had been making records all along."

Quateman's first LP, recorded for another label about four years ago, marked the beginning of record company and management entanglements that he likens to Bruce Springsteen's, with one important difference. "If you're a priority at a record company, that is, if you're selling records and making money for them, everything gets taken care of right away. If you're at the bottom of the list, it can take a long period of time to get things in motion." Just as Quateman was in the final stages of freeing himself from his old contracts, a new manager, David Alexander, came along, and a new recording agreement with RCA soon followed.

Bill harbors no ill feelings about the business setbacks in his career. "Part of what you do in this business is go straight up and straight down," he explains. "Unless you're ready to accept that as a fact of life, you're asking for trouble."

Bill Quateman has just finished rehearsals with a new band of musicians.

CBS Ups Its Dividend

NEW YORK — The CBS Board of Directors has declared a cash dividend of 60¢ per share on CBS common stock payable on December 9 to shareholders of record at the close of business on November 25.



Bad Boy

One of the biggest tributes that a band can do for someone that has helped their career is to title or dedicate their album to the respective person or persons. In the case of Bad Boy, they took this deferential treatment one step further by dedicating their album to a city, "The Band That Milwaukee Made Famous."

Sensing a void for a hard rock band, Bad Boy leader Steve Grimm brought his group to Milwaukee some four years ago. The gamble paid off as both the city and midwest region actively responded to Bad Boy's music.

On the strength of their regional following and a local hit single, the group met Bob Brown, a producer, who subsequently contracted them to United Artists. The result was the album, a raucous collection of original rock 'n' roll numbers which featured guitarist Steve Hunter in a guest role.

Grimm explained, "Steve had helped us with some demos, and the timing worked out that he could come in and play on some of the album. He helped on the arrangements, cut down on some of the excesses, but was more of a spiritual help than anything."

The band divided recording time between New York and Los Angeles, but Grimm said that their next effort will be concentrated in New York. "There's a metabolic lift that we need for the album, and New York has that natural state to it."

The present Bad Boy, comprised of Grimm and Joe Luchessi, guitars, keyboards and vocals; John Marcelli, bass and vocals, and Lars Hansen, drums and percussion, has been together for about a year. While the writing is primarily done by Grimm and Marcelli, Grimm noted that input is utilized from all of the band members during recording.

Grimm's initiation into music came in Boston where he was studying at the Berkeley School of Music. Besides classical, he said that a number of British rock groups like The Who, Robln Trower and Led Zeppelin have had influence in his writing.

"There comes a time when you have to stop thinking about all the influences and you start delving into yourself. It's kind of an abstract situation, but it inspires you to keep on going," philosophized Grimm.

Rolontz Named VP Of N.Y. Cosmos

LOS ANGELES — Robert Rolontz, director of corporate information for Warner Communications Inc., has been appointed a vice-president of the Cosmos soccer team. He will oversee the sales, public relations and media advertising of the Cosmos, while retaining his duties at Warner.

Rolontz has been with WCI since 1974. Before that he was vice president of public relations and advertising for Atlantic Records, a Warner Communications company.

Elvis Sales Boom Continues As 'In Concert' Charts at #7

NEW YORK — The booming demand for Elvis Presley-related products is continuing unabated, a full three months after the singer's death.

Presley's record sales continue to soar. "My Way," the latest Presley single release on RCA Records, is currently bulleting at #52 on this week's **Cash Box** Top 100 Singles chart. On the **Cash Box** Top 200 Albums chart, Presley is represented by nine RCA albums, led by the label's latest release, "Elvis In Concert," currently bulleting at #7. The other albums are "Moody Blue" (#20), "Welcome To My World" (#93), "Elvis' Golden Records: Volume 1" (#101), "Aloha In Hawaii" (#152), "Elvis' Golden Records: Volume III" (#168), "Legendary Performer: Volume I" (#170), "How Great Thou Art" (#171), and "Pure Gold" (#173).

Mail order Presley albums are also flooding the market. Since Presley's death, Brookville Marketing Corporation has, according to Bill Isaacs, the firm's A&R director, sold over 500,000 copies of "Elvis Hounddog," a two-record set of Presley hits which is priced at \$7.98. Brookville has licensed a good amount of original Presley material from RCA, including a compilation of songs from Presley's movies. Packaged as "Elvis In Hollywood," the two-album set lists for \$7.98. Brookville's Elvis product is advertised exclusively on television.

Other mail order firms currently marketing Presley albums include Suffolk Marketing, Crane Norris Marketing Inc., and Candelite Music. Suffolk, advertising in the print medium only, is selling RCA-licensed material on two albums: "Elvis Presley Christmas Album," and "You'll Never Walk Alone," each of which are selling for \$6.98.

Crane Norris is presently marketing two double sets of material culled from RCA's budget Camden line. The albums, "Elvis Double Dynamite" and "Elvis Christmas Album," are being advertised in print and television for \$7.99 each.

Polydor Projects 23% Sales Jump

NEW YORK — Polydor Records has projected a 23% increase in sales for the four-month period ending December 31, 1977.

Lou Simon, executive vice president and general manager of the label, noted that October was the best sales month in the company's history. He cited the breakthroughs of the Atlanta Rhythm Section and Roy Ayers and the recent signing of Nektar as outward signs of Polydor's "maturity."

Simon further noted that Mille Jackson's "Feelin' Bltchy" and Jean-Michel Jarre's "Oxygene" were making impacts at the radio and retail levels.



GOLD DISCS FOR STYX — A&M recording group Styx recently received two gold LP awards for their albums "The Grand Illusion" and "Equinox," following a performance at New York's Palladium. Pictured (l-r) at the presentation are: Kip Cohen, A&R director for A&M; Harold Childs, A&M vice president of promotion; Gil Friesen, A&M president; Jerry Moss, A&M chairman, and Dennis DeYoung, James Young, Tommy Shaw, Chuck Panozzo and John Panozzo of Styx.

Candelite is marketing "The Elvis Presley Story," a seven-album set of RCA-licensed original Presley material, for \$24.99 (**Cash Box**, October 15).

'Tribute' Records

In the retail stores, Presley-related "tribute" records, such as Ronnie McDowell's single, "The King Is Gone," Carl Perkins' single, "The E.P. Express," and an instrumental version of Presley's hits on London Records, have continued to create considerable consumer demand. In country music, Merle Haggard's "From Graceland To The Promised Land" has also created considerable impact.

The Presley boom is also reflected in book and movies sales. Viacom Enterprises, for instance, is leasing a special package of Presley's movies to television stations, using the advertising slogan, "A lasting legacy..."

Ballantine Books' "Elvis: What Happened?" currently is the largest selling Presley book, with over 5 million copies in print. In addition, Fawcett Books Group's

(continued on page 66)

Wallchs Creditor Compromise Gets Court Approval

by Alan Sutton

LOS ANGELES — Bankruptcy Judge James Dooley last week approved a compromise settlement between the Wallchs Music City retail operation here and Westinghouse Credit Corp., one of the debt-troubled chain's major creditors.

In approving the compromise at a hearing on November 7, Judge Dooley eliminated a persistent obstacle blocking confirmation of Wallchs' modified plan of arrangement (**Cash Box**, Oct. 8).

Another obstacle, however, was introduced in the form of a \$85,000 administrative claim filed on behalf of Pacific Coast Music, Inc., formerly a concessionaire at Wallchs. According to Lawrence Diamond, attorney for Pacific Coast Music, the claim involves several areas.

'Intentional Destruction'

First, it is for alleged "intentional destruction of certain leasehold improvements," he said. In addition, Diamond indicated the claim was filed to recover an "unexplained" loss of inventory supposedly belonging to his client. Finally, it involves a dispute over an increase in the leasehold agreement whereby Wallchs was supposed to furnish additional personnel, which Diamond claims the chain never did.

John Brink, attorney for Wallchs, countered that he was prepared to file an objection to the claim and urged the court to set a hearing on the matter as soon as possible.

(continued on page 58)

ANGELZ

"The Winter Song" NBLP 903



White Hot

From their
forthcoming
album
"White Hot"
NBLP 7085

Produced by
Eddie Leonetti
on CASABLANCA RECORD
AND FILMWORKS, INC.

toby
ORGANIZATION, INC.

Casablanca
Records and Filmworks®

Atlantic's First Charles Disc In 17 Years Gets Big Push

by Charles Paikert

NEW YORK — Ray Charles' "True To Life" album, which marks the singer's return to Atlantic Records after a 17 year absence, is currently the focus of a "grand welcome back" support campaign, according to Primus Robinson, national R&B promotion director for Atlantic.

Initially, Atlantic's radio promotion for the album has been aimed not only at the R&B market, Robinson said, but also at MOR and AOR stations. Top 40 stations have also been targeted for the Charles campaign with the forthcoming single release from the album, "I Can See Clearly Now."

Atlantic has also launched an extensive merchandising and advertising campaign to support the album. Custom-made 2x2 styrofoam displays and print posters

featuring the album cover have been distributed to retailers for in-store showing.

Besides solo merchandising and advertising for "True To Life," Atlantic plans to prominently include the album in its upcoming "Soulstastic Presentation" campaign, scheduled to begin November 15, according to Robinson.

The "Soulstastic Presentation" which will include Atlantic artists, The Temptations, Roberta Flack, The Spinners and The Trammps, is planned as a comprehensive marketing campaign geared towards Christmas sales, Robinson said.

Radio Ads

In conjunction with the multiple advertising spots featuring "True To Life," Robinson stated that solo radio ads for the Charles album are currently being aired, with solo print ads to follow in the consumer press after Christmas.

Television appearances and a concert tour have also been slated to support the new album. Charles began touring November 4, and has dates scheduled through December. On television, Charles appeared as a guest host on "Saturday Night Live" November 12, and the singer is also slated to perform on NBC's Thanksgiving Day Special, "The Beatles Forever," as well as on "The Barry Manilow Special Featuring Ray Charles," set for ABC on January 16.

Thiele, Jazz Prod., Is Signed by CBS

NEW YORK — Veteran jazz producer Bob Thiele has been signed to a production and artist acquisition arrangement with CBS Records.

Thiele's Frankenstein Productions, Inc., under the terms of the agreement, will produce selected artists for CBS and scout new talent for the label. However, Thiele is free to produce acts on other labels through his Frankenstein company.

Artists produced by Thiele have included John Coltrane, Duke Ellington, Louis Armstrong, and Pharoah Sanders. Thiele has also founded the Signature, Jazz, and Flying Dutchman record labels.

In another jazz-related development CBS began its "Winning Season of Jazz" marketing campaign to support 22 jazz albums recently released on Columbia, Epic and the Associated Labels. Included in the series are seven albums comprising the initial releases of Columbia's Contemporary Masters Series, featuring performances by Charlie Parker, Miles Davis, Lester Young and Gerry Mulligan.

MCA Records Div. Sales And Profits Down In 3rd Qtr.

LOS ANGELES — MCA Inc. has reported the second highest income and earnings per share of any quarter in the corporation's history, although the record and music publishing division's operating income was down more than 50% in both the third quarter and first nine months of 1977.

During the third quarter, operating income for the record and music publishing division was \$1.68 million, down \$1.93

(continued on page 58)

Artists On The Air

Crystal Gayle will kick off a series of three TV appearances when she performs on "The Wayne Newton Special" on Thanksgiving. Other shows she will appear on include the "Dean Martin Christmas Special" on December 18 and "Dick Clark's New Year's Rockin' Eve '78" on December 31.

Also appearing on "Dick Clark's New Year Rockin' Eve '78" will be **Shaun Cassidy, KC And The Sunshine Band, The Ohio Players** and **Johnny Rivers**.

Mac Davis is set to host his own Christmas special "Mac Davis . . . I Believe In Christmas" on December 7 on NBC. Davis will be joined by **David Soul** and **Engelbert Humperdinck**.

Chuck Mangione's performance at the 7th Annual Las Vegas Entertainment Awards program at the Aladdin Theatre in Las Vegas will be aired December 4 as an NBC special.

Average White Band, Heatwave, Gato Barbieri, Alan Price, Ronee Blakely, J.J. Barrie and **Crystal Gayle** will be guests on the Midnight Special Nov. 18 when the show is hosted by **The Spinners**.

David Cassidy will make his first public singing appearance in three years when he performs on the "My Three Sons-Partridge Family Thanksgiving Reunion" special on ABC on November 25.



DONNA SUMMER GETS SILVER — Casablanca artist Donna Summer was presented a silver record award by the British phonographic industry for "Down Deep Inside (Theme From The Deep)." Pictured at the award ceremony are (l-r): Walter Woyda, managing director, Pye Records; Ron De Blasio, Summer's manager; Mauri Lathower, vice president of international for Casablanca; Summer; Louis Benjamin, chairman of the board, Pye, Records; and Robin Taylor, general manager of Pye Records.



Alfano **Charne** **Collins** **Applegate**

Alfano To E/A — Sammy Alfano has been appointed as national singles promotion director at Elektra/Asylum Records. Alfano, an independent promotion man for the past year, worked for four and a half years as national singles promotion director of ABC Records.

Charne Appointed — Epic/Portrait/CBS Associated Labels has announced the appointment of Jim Charne as director, product management, east coast, Epic/Portrait/CBS Associated Labels. He joined CBS Records in 1969 as one of the original CBS College reps, located in Madison, Wisc. In 1972 he was appointed the first Epic local promotion manager in Minneapolis, and was responsible for all promotional activities for Nebraska, Minnesota, North and South Dakota, and Iowa. In 1973 he came to New York as an Epic product manager, and in July of this year was promoted to associate director, product management, E/P/A. In addition to his E/P/A responsibilities, he is nearing the completion of his J.D. degree at New York Law School.

Collins To Polydor — Polydor Inc. has announced that Jim Collins has been appointed national singles promotion manager for Polydor Inc. Prior to his appointment at Polydor, he was program director for WPGC AM & FM radio located in Washington, D.C., for three years. He also worked at the station as a D.J. for two years before being appointed program director.

Applegate Named At Ariola — Ariola Records announced that Bobby Applegate has been appointed vice president, director of album promotion and artist relations. He got his start in the record business doing regional promotion for Dot Records, worked with ABC, and most recently was national promotion director for Island Records.

Sidoti Named At Fox — 20th Century-Fox Records has announced the appointment of Rick Sidoti as manager of new artist development.

Appointments At ABC — ABC Records has announced the formation of a new west coast promotion team. In all, there are five appointments. Lou Galliani will be regional director of promotion and sales, west coast. John Bettencourt, Bob Galliani, Fred Zaehler, and Mike Brannen all have been appointed individually to the position of promotion and sales manager. Bettencourt's area of responsibility encompasses Los Angeles, San Diego, and Phoenix. Bob Galliani will be in charge of the San Francisco and northern California areas. Zaehler takes over the Seattle, Portland, and greater northwest areas. Brannen has been assigned the Denver area. Lou Galliani was previously west coast regional promotion manager for Elektra/Asylum Records. Bettencourt previously was an ABC promotion



Sidoti **L. Galliani** **Bettencourt** **Zaehler**

manager in San Francisco. Prior to joining the company, he was music director for radio station KLIV in San Francisco. Bob Galliani was formerly a local promotion manager for Warner Bros. Records. Based in San Francisco, he held the position for four years. Zaehler previously covered the Seattle area as part of Elektra/Asylum Records' promotion team. Brannen has been involved in sales and promotion at ABC Records for nearly four years.

Slaughter Appointed At CBS — CBS Records has announced the appointment of Vernon Slaughter as director/jazz & progressive music marketing. He joined CBS Records in 1970 as a college representative. In 1973, he was promoted to local promotion manager for the Baltimore/Washington and Virginia areas. Most recently, he was associate director of album promotion/special markets, New York.

Alexander Upped At ABC — ABC Records has announced the appointment of Phil Alexander as project manager, marketing and creative services, ABC. He was previously assistant to the president in ABC's international division, a position he held for two years. Prior to joining ABC, he was international editor for **Cash Box** magazine.

Appointments At Polygram — Polygram Corp. has announced the appointments of Ruth Ennis as vice president/personnel and Peter Dordal to vice president/tax. Ennis joined Polygram Corp. in 1974 as director of personnel. Prior to that she had been with Helena Rubenstein for 12 years as manager of employment and personnel. Dordal started with Polygram Corp. in 1976 as director of taxes. He came to the group after three years as director/tax compliance for CBS, a position he filled after 10 years of working in all phases of taxation.

Scull To Private Stock — Private Stock Records announced the appointment of Bill Scull to handle midwest regional promotion for the label. Prior to joining Private Stock, he handled midwest promotion for Arista Records for two and a half years.

Rodriguez Named At Casablanca — Casablanca Record and FilmWorks has announced the appointment of Ruben Rodriguez to handle northeast regional promotion for the label. He comes to Casablanca from Motown Records, where he was responsible for their northeast regional promotion.



Brannen **Slaughter** **Alexander** **Ennis**

UA Appoints Hager — United Artists Records has announced the appointment of John

(continued on page 31)



Guy Lombardo

Country Music Concerts On The Increase In N.Y. Area

by Phil DiMauro

NEW YORK — Live performances by country artists have become increasingly popular in the New York metropolitan area, and many observers feel that their popularity will continue to grow. The potential of country music in New York remains a controversial issue, however, and major figures on the local concert scene continue to exhibit differences of opinion on the future

Musicians Union Expected To Sign Wage Pact Soon

NEW YORK — A new contract between the American Federation of Musicians and the recording industry, boosting the musicians' wages 15% over a two-year period, is expected to be ratified before the end of November, according to union and industry sources.

Under the terms of the new contract, the present \$110 session scale will increase by 10%, effective November 1. In November, 1978, the session wages will rise an additional five percent.

Copyists are slated to receive a 15% wage hike for the first year of the new contract, followed by another five percent during the second year. Health and welfare payments to copyists are scheduled to rise to \$2.75 per day.

For musicians, health and welfare payments will rise to \$3.50 per session, and for arrangers, the payments will increase to \$2.25 per composition.

The new contract also includes provisions for a \$50 payment to personnel who are required to stay overnight during out-of-town sessions. If they return home the same day, the payment is \$35.

In addition, record companies transferring a movie soundtrack to vinyl will be required to pay the musicians involved in the original recording within 45 days of the album's release.

development of country concert audiences in the New York area. Agents and managers of country artists also differ on the importance of playing in this market to their artists' careers.

At present, most of the activity in live country music in the metropolitan area is found in clubs of 500 seats or less. In Manhattan, the Lone Star Cafe and O'Lunney's specialize in country programs, while the Bottom Line and the Other End each have showcased several country acts over the past year. Outside the city limits, the Blue Ribbon Inn in Hillside, New Jersey has prospered with a mixture of Nashville acts, local country talent and country rock.

Country music has yet to move into the area's larger theaters in a big way, though there are notable exceptions. In Manhattan, Carnegie Hall hosted a sold-out quadruple bill on May 17, 1977, featuring Roy Clark, Freddy Fender, Hank Thompson and Don Williams. James Nederlander and Jim Halsey, promoters of the event, have scheduled a November 28 show at the venue with Mel Tillis, Donna Fargo, the Oak Ridge Boys and Alvin Crow, with a concert featuring the same bill as the May show scheduled for February 1978. In Lake Succasunna, New Jersey, 45 miles from New York City, Lt. Cornine of the Fraternal Order of Police (F.O.P.) Lodge #18 has successfully promoted 17 country concerts over the past four years. The 1600-seat Roxbury High School auditorium has supported two-show nights with Conway Twitty, Loretta Lynn, Crystal Gayle, Ronnie Milsap, Tammy Wynette and Ray Price. A bill featuring Billy "Crash" Craddock and Bill Anderson has already sold out several weeks in advance.

Great Adventure, an amusement park in New Jersey, also held several country concerts over the summer.

Country Radio In N.Y.

Among country music's staunchest advocates in New York are the executives of

(continued on page 57)

UPCOMING INDUSTRY CONVENTIONS

Gospel Music Association	Nov. 28	Nashville
Australian Music Expo	Dec. 8-11	Sydney
NARM Regional Meeting	Jan. 11	San Francisco
NARM Regional Meeting	Jan. 12	Seattle
NARM Regional Meeting	Jan. 16	Los Angeles
MIDEM	Jan. 20-26	Cannes, France
34th Annual Amusement Trades Exhibition	Jan. 24-26	London
Secondary Radio Conference	Feb. 3-4	Birmingham, AL
NARM Regional Meeting	Feb. 7	Washington, D.C.
NARM Regional Meeting	Feb. 9	New York City
NARM Regional Meeting	Feb. 16	Dallas
NAIRD	Feb. 17-19	Burlingame, CA
NECAA 18th Annual Conv.	Feb. 22-26	New Orleans, LA
Secondary Radio Conference	March 19-20	San Luis Obispo, CA
International Country Music Festival	March 25-27	Wembley, England



GOIN' DANCING — Epic recording artists The Jacksons were recently honored at a party thrown by CBS Records at Studio 54 in Manhattan. The occasion was the release of "Goin' Places," the Jacksons' latest album. Pictured at the party are (l-r): Lennie Petze, vice president of A&R for Epic Records; Bruce Lundvall, president of CBS Records division; Michael Jackson; and Walter Yetnikoff, president of CBS Records Group.

EAST COASTINGS — VOICE OF THE VOICE — At a recent New York luncheon thrown by the *Village Voice* for record company staffers and media people, jazz critic Gary Giddins and rock critic Robert Christgau of the *Voice* had some rather unkind things to say about the labels' A&R policies. Giddins noted that, due to the recent resurgence of public interest in jazz, many manufacturers have jumped on the bandwagon, releasing commercially palatable LPs which he said were only remotely related to jazz. He also pointed out that, despite the critical acclaim for certain new jazz releases, the companies have not promoted those albums as much as they do pop discs which have received the same favorable reaction.

When a guest responded to Giddins' charges, insisting that the labels themselves had created the current acceptance for jazz, Christgau, then in front of the mike, replied that this statement was nonsensical. "All of us here know that there's an enormous amount of inertia at the record companies," he said. "They spend an enormous amount of time and money promoting what is already established, and show a great deal of fear about music that is unknown."

Christgau was then challenged by another guest, Paul Livert of CTI, who said he thought that a large percentage of the *Voice's* readership consists of "closet hippies" who "want to be a part of the scene by osmosis." Implying that the *Voice* was catering to this element by focusing on "purist" music, he asked whether or not any consideration was being given to albums (like many on the CTI label) which fall into a "gray area" between traditional and avant garde jazz.

Christgau answered with the observation that, although he feels that most people who write on this musical area (and perhaps the listeners as well) are fools, the *Voice* does cover it to some extent. At this point, mercifully, the *Voice's* advertising manager stepped up to the mike to explain that the interchange everyone had just witnessed was merely another demonstration of his newspaper's utter honesty. Everyone clapped, and peace was restored once more. Moral: If you're going to insult your advertisers, feed them well first.

CHUCKIE, SPARKY & PEPE — Fans at the Bottom Line received a minor shock when New York Yankee relief pitcher Sparky Lyle jumped on the stage during a recent performance by Chuck Mangione. Sparky traded his baseball cap for Chuck's characteristic flat-brimmed hat, and Chuck completed his concert in Yankee gear. Despite the fact that Lyle won the Cy Young award for his performance this year, he was in complete awe of Mangione's trumpet and flugelhorn artistry: "If I could pitch like this guy plays, I'd be hell," jazz fan Lyle told the audience. Incidentally, Lyle and Mangione weren't the only ones who were doing hat-switching last week.

Daily News sportswriter Phil Pepe, a friend of Mangione's who brought Lyle to the show, also had a review of the concert placed in the paper.

THE GONG SPEAKS — My Father's Place in Roslyn, Long Island will institute a novel form of club entertainment with the debut of "Will The Real Gong Show Please Stand Up" on Tuesday, November 29. The panelists' names promise a fine evening of entertainment: Flo & Eddie have pledged their services, with probable appearances by Patti Smith, various WLIR-FM air personalities and Long Island rock critics. The management promises a full, professional production, with all talent auditioned beforehand. Peter Massey, who worked on "The Gong Show" on the west coast, will be assistant producer of the event, and Doug Katsorls, musical director of the current Broadway production of "Hair," will lead the orchestra. There will be a \$50 prize for the best act, with the same amount of cash going to the worst. If the event proves successful, the management of My Father's Place hopes to be gonging monthly.

THE CAPTAIN STALKS AGAIN — Take heart, beef and music lovers! The one and only Captain Beefheart is now touring the east coast, and he will land at New York's Bottom Line on November 25 and 26. Before then, however, he will headline a concert commemorating the annual festival of the French Socialist Party, to be held at the Paris Hippodrome, November 19. Beefheart's new Magic Band now consists of two guitarists, a bass player who doubles on synthesizer, a drummer and a manager named Harry Duncan who doubles on harmonica. Duncan has been playing harmonica with legendary Chicago blues pianist Sunnyland Slim, who is also on the bill with Beefheart for several dates of this tour. Beefheart, of course, will be playing harmonica, soprano sax and singing, and we may soon hear him on an album he recorded nearly one year ago, entitled "Bat Chain Puller." This is the fabled LP that somehow became a British bootleg last year, gaining some enthusiastic reviews with no stock in the stores. Oh well, Captain Beefheart hasn't had the best of luck, but things are now looking up. He's now negotiating for a new label, and though Polydor has been the company most often mentioned in rumors, we haven't gotten any final word as yet.

MORE IN THE PRECIOUS AND UNRELEASED DEPT. — The debut album by Taxi, led by ex-Ten Wheel Drive vocalist Genya Ravan, was unveiled last week at a reception at Media Sound Studios in New York. Highlighted by Ravan's "Aye Colorado," on which Lou Reed is co-vocalist, the LP also includes cover versions of the Supremes' "Back In My Arms Again" and James Brown's "I'll Go Crazy." Expo Music, a production company which is jointly owned by Media Sound and TWM Management, is currently looking to place the finished master with a label. Ms. Ravan, who has been heavily involved in production of late (Dead Boys), will definitely be out on the road with her new band. "Once a performer, always a performer," she quipped. . . . By the way, "Back In My Arms Again" is also featured on the B-side of The Jam's new British EP, "The Modern World." The proliferation of 1960s remakes continues to amaze. . . . Could Arthur Murray ever teach Mrs. Miller to do the

(continued on page 16)



DOZIER AT QUEEN'S PARTY — Motown writer-producer Lamont Dozier was a guest at a recent London party to launch Queen's new album "News Of The World," and is seen here with Queen members Freddie Mercury (l) and Roger Taylor (r).



KDAY — The staff of KDAY radio recently hosted its third annual party for record industry personnel and advertisers in recognition of their support for the station during the year. Shown atop the Observatory in Griffith Park where the affair was held are (l-r): Steve Woods, KDAY air personality; Tommy Davis, Casablanca Records, and Gary Price, general manager at the station.

PAT TRAVERS IS MAKIN' MAGIC AGAIN BY PUTTING IT STRAIGHT.



Watch out for this one. In its first week it's already burning up the airwaves in San Francisco, Portland, Austin, Miami and Dallas. And this power guitarist is going to overpower everybody. "Putting it Straight" really puts it straight. Pat Travers writes it.

Sings it. And he really plays it. All the excitement that started with his previous album "Makin' Magic" is accelerated here just to prove that rock and roll and great guitar isn't dead. It's alive and well and truly great in the person of Pat Travers.

PAT TRAVERS IS "PUTTING IT STRAIGHT" ON POLYDOR RECORDS & TAPES.



PD-1-6121

Label Release Announcements

Record Plant, Int'l Talent Consultants Form New Label

NEW YORK — Hologram Records, a new record company, has been formed as a joint venture by the principals of Record Plant Studios and the executives of International Talent Consultants Corp.

Abe Silverstein, treasurer of Record Plant Studios, has been named Hologram's chairman of the board. Joe Greenberg and Alfred Schweitzman, co-founders of International Talent Consultants, have been selected as, respectively, president and executive vice president of the new label.

Additionally, Roy Cicala, owner and president of The Record Plant, will be executive producer for Hologram, and Irv Stimler, formerly associated with MGM Records and Decca Records, will serve as the label's director of marketing.

Hologram Records' offices are located at 888 Seventh Avenue, New York, N.Y. 10019. The telephone number is 212-245-8170.

Preston, Wakeman LPs Top New A&M Roster

LOS ANGELES — Billy Preston's "A Whole New Thing" and "Rick Wakeman's Criminal Record" lead the list of new LPs from A&M Records.

A&M has also released a series of greatest hits albums, including "Captain & Tennille's Greatest Hits," "Joe Cocker's Greatest Hits," "The Best Of Joan Baez" and "Hoyt Axton Road Songs."

New jazz LPs on the Horizon label include "Live" by Thad Jones & Mel Lewis, "Enhance" by Billy Hart and "The Golden Number" from bassist Charlie Haden. Also on Horizon is "You Can't Go Home Again" by Chet Baker.

Doucette Debut LP Out

LOS ANGELES — The debut LP from Doucette, "Mama Let Him Play," has been released by Mushroom Records.

Skynyrd Single Due

LOS ANGELES — "What's Your Name," a single written by Gary Rossington and Ronnie Van Zant, is set for release from Lynyrd Skynyrd's "Street Survivors" LP on November 14.

LOOKING AHEAD

- 101 **PEG**
(ABC/Dunhill Music Inc. — BMI)
STEELY DAN (ABC AB 12320)
- 102 **SWEET MUSIC MAN**
(Jolly Rogers Pub. Co. — ASCAP)
KENNY ROGERS (United Artists UAST-18848)
- 103 **JUST FOR YOUR LOVE**
(Penneford Music — ASCAP)
THE MEMPHIS HORNS (RCA PB 11064)
- 104 **BREAKDOWN**
(Skyhill Publishing Co., Inc. — BMI)
TOM PETTY & THE HEARTBREAKERS (SR-62008)
- 105 **CRYIN' IN MY SLEEP**
(Canopy Music, Inc. — ASCAP)
ART GARFUNKEL (Columbia 3-10608)
- 106 **YOU DON'T HAVE TO SAY YOU LOVE ME**
(Miller Music Corp. — ASCAP)
FLOATERS (ABC AB 12313)
- 107 **WHAT'S YOUR NAME**
(Duchess Music Corp./Get Loose Music Inc. — BMI)
LYNYRD SKYNYRD (MCA 40819)
- 108 **WRAP YOUR ARMS AROUND ME**
(Sherlyn Pub./Harrick Music — BMI)
KC & THE SUNSHINE BAND (TK 1022)
- 109 **STREET CORNER SERENADE**
(Muscadine/Xaigon/Yo' Mama's — BMI)
WET WILLIE (Epic 50478)
- 110 **OOH BOY**
(May Twelfth/Warner-Tamerlane — BMI)
ROSE ROYCE (Whitfield/WB 8491)

New Zombie Label Features New Wave

LOS ANGELES — Zombie Records, a new label featuring New Wave artists, has been formed by Scott Shannon, senior vice president of Ariola Records. The new label will be distributed by Ariola.

"This is a crucial phase in the development of Ariola," Shannon said. "We're taking a different attitude toward New Wave than most other labels which have shown interest in the phenomenon. Zombie will be dedicated to great rock n' roll and nothing less. New Wave has been mishandled and misunderstood — it's simply rock music made exciting by a whole new attitude."

Shannon will assume the duties of general manager of the label while Don Waller, former editor of Back Door Man magazine, has been appointed director of promotion and marketing. Pam Turbov, who has freelanced for a number of rock publications, will be the new label's director of publicity and public relations.

Baccara Duo Signed By Manhattan Records

LOS ANGELES — Spanish recording duo Baccara recently signed with Manhattan Records and has released a single, "Yes Sir, I Can Boogie."

McWilliams' Debut Out

BERKELEY — Singer Paulette McWilliams' debut album "Never Been Here Before" has been released on Fantasy Records.

Flo Lacey Releases 1st Single On Krugerrand

LOS ANGELES — Krugerrand Records, a new label formed by Trustin Howard and Jeff Mercer, has signed Flo Lacey and released her single "Bluebird" b/w "What's Expected Of Me Now" as the label's first record.

Looking Back

- 1 Year Ago Today (11/20/76)**
 - 18 albums debuted with bullets on the CB LP chart, the highest number so far in 1976
 - RCA Records entered into a deal with Clarence Avant's Tabu Records
 - Mercury was ready to release its EmArcy jazz series
 - Jerry Wagner was named vp/gm at CTI Records
 - David Geffen was named executive assistant to Steven Ross at WCI
 - NBC halted its all news NIS format
- 5 Years Ago Today (11/18/72)**
 - London Records released its Orphic Egg series
 - Jack Kernan was named national sales manager of RCA Records
 - Ernest Gilbert was appointed associate prod. mgr. for Odyssey & Masterworks
 - Sandy Gibson was named account exec at Gibson & Stromberg
- 10 Years Ago Today (11/18/67)**
 - Capitol Records and Audio Devices merged
 - Bill Gallagher joined MCA's entertainment division in a marketing post
 - Mel Bly joined Viva Records as vice president
 - Procol Harum played their first date at New York's Filmore Auditorium
 - Fontana Records signed Helen Reddy to a recording contract
- 15 Years Ago Today (11/17/62)**
 - Dion signed with Columbia
 - Roy Acuff was named to the Country Music Hall of Fame
 - The Isleys were awarded a gold record for "Twist And Shout"
 - Atco Records picked up distribution on a Volt Records master

(continued on page 14)

hustle? Producers Robby Adcock, Joe Long and Jim Ed Norman promise that their upcoming single, "Mrs. Stein Goes Disco," will be even more outrageous. In the course of her performance of "The Worst That Could Happen," Mrs. Stein flutters through "Turn The Beat Around," "You Should Be Dancing," and "I Could Have Danced All Night."

SHORT LINES — The **Shirts** have been signed to Capitol Records in the U.S. and EMI Records in England. . . Windsong Records, distributed by RCA, has signed famed rock 'n' roller **Jimmy Thudpucker**, known to America through his trials and tribulations as a character in the comic strip, *Doonesbury*. The label promises that the album, "Greatest Hits," although as yet unrecorded, "has already been hailed by critics as a possible masterpiece." All kidding aside, with **Steve Cropper** and **Booker T & the MGs** involved in production and performance, it's quite possible. . . Atlantic artist **Narada Michael Walden** will begin a U.S. tour November 18 in Cleveland, Ohio, playing several dates with the CBS All-Stars. . .

phil dimauro & ken terry

POINTS WEST — **A BLUE MOVE** — **Elton John**, during his Nov. 3 concert at London's Empire Pool, said he is giving up touring. "It's been a painful decision to me whether to carry on touring or not," Elton told the 7,000 fans, "but I have made the decision and this is going to be the last show". . . On the lighter side of the announcement, someone later asked about Rocket recording group **China**, who opened the show that night for Elton. "How is China doing in England?" The tongue-in-cheek reply was, "They were so good, Elton announced he was quitting halfway through his show." China consists of some of the members of Elton's former backup band. . . Coincidentally, Elton was a guest for two days last week on the **Mike Douglas Show**, where he discussed his career, some of his personal life and the record business. He said although he was influenced by such early greats as **Little Richard**, **Fats Domino**, **Jerry Lee Lewis** and **Ramsey Lewis**, it was **Leon Russell** and **The Band** who revolutionized his style. To those who have accused him of being materialistic, he said it is true but came about because, as an only child, he was forced to substitute "things" for brothers and sisters. Of the record industry, Elton said it has been taken over by "lawyers and hideous accountants" who he feels are making the wrong decisions too often. "The record industry, at this moment, is disgusting." He added that he is "into cleaning" and his idea of a good time is "a dirty table and a can of Pledge". . . Another article on **Debby Boone's** "You Light Up My Life" success appears in the Nov. 15 issue of *US* magazine. *US*, however, did not mention **Cash Box** in connection with the record, as did *People* in its recent story. . . Debby and her father, **Pat Boone**, sing for the first time in the same film, "Lassie, My Lassie". . . UCLA's department of communication studies is hosting a panel Nov. 15 titled "How Publicity Manipulates the Media." Guest panelists include **Allen Levy**, publicist for A&M Records, **Ellot Sekuler**, of Solters & Roskin, and **Fred Bronson**, from NBC-TV's publicity department.

STAR WARS — Perhaps as an attempt to outdo the cover of **Ringo Starr's** "Goodnight Vienna" album, for which he chose a still from the 1951 science-fiction classic "The Day the Earth Stood Still," **Queen's** new "News of the World" features an adaptation of the cover of the Oct. 1953 issue of *Astounding Science Fiction* magazine. That cover was painted by **Frank Kelly Freas**, known as the Norman Rockwell of science fiction, who also created some of the famous covers for *MAD* magazine during its "golden years" of 1955-1962. Just by accident (?), Freas will have a showing of his science-fiction art Nov. 25 in Norfolk, Virginia, the same day Queen is scheduled to come through town. . . If anyone is wondering whether the "Sheer Heart Attack" cut on the new Queen LP is the title cut from the group's album of the same name a few years back, it isn't. But Queen fans already know that is simply because



BEAUTIFUL DOWNTOWN BURBANK — Warner Bros. Records' headquarters in Burbank recently was presented an award for superior landscaping by Los Angeles Beautiful, a local civic group. Pictured (l-r) are: Ed Thrasher, Warner Bros. art director; actress Jane Wyatt and Quincy Jones, the architect whose firm designed the building.

there was no title cut on that album. . . While rehearsing in Fayetteville, Ark. for his first solo tour, **Levon Helm**, of the Band, was presented with a city flag by the mayor. The tour, which began Nov. 11, will travel through 26 cities in 19 states ending Dec. 31 at the New York City Palladium. . . The ultimate crossovers? English folkie **Cat Stevens** is getting airplay on Detroit's R&B stations on his "Was Dog A Doughnut," while **Crystal Gayle's** "Don't It Make My Brown Eyes Blue" is reportedly being added at some R&B stations.

INTERNATIONAL GOLD — WEA International hosted a celebration at Chasen's where gold and platinum records were presented to WEA artists for their worldwide sales. The highlight of the event was the presentation to the Eagles' "Hotel California," which has sold two million copies outside the U.S. **Nesuhi Ertegun**, chairman of WEA International, said it was a tremendous achievement and the high point of his career. Eagle **Don Henley** was present and received a tumultuous ovation when he told the WEA representatives from around the world, "This is the highlight of my career and all I can say is that we will double those figures next year". . . A Santa Monica Superior Court judge has ruled that the five children of **Bob** and **Sara Dylan** must live with Sara, for the present. The court, however, has appointed a psychiatrist to evaluate the custody situation and set a hearing for Dec. 1. . . As far as the Dylan's \$20 million property settlement, it appears it will be split 50/50. . . **Bob**, meanwhile, may begin a tour of the U.S., Australia and Japan Feb. 1, *Starship* reports, designed as a money-maker. No supporting line-up has been set, but it will not be the Rolling Thunder Revue. . .

ALL THINGS DO NOT NECESSARILY PASS — A motion for a partial new trial in the plagiarism case of Bright Tunes Music vs. **George Harrison**, has been filed in New York Federal Court by the plaintiff. Harrison was convicted last year of "unconsciously plagiarizing" the music to "He's So Fine" for his 1970 hit "My Sweet Lord." The plaintiff seeks to reverse the decision that the plagiarism had been unintentional. . . When the box office at the Inglewood Forum opened at 10 a.m. Nov. 7, there was an estimated crowd of 10,000 on hand waiting to buy tickets for **Rod Stewart's** Dec. 12 and 13 concerts. By 11:30 a.m., virtually all of the tickets had been sold, so a Dec. 14 concert was added. By 3:45 that afternoon, approximately 35,450 tickets for the three shows had been sold. It is reported to be a record sellout. Attempts were made to add a fourth show, but the Forum was previously booked for Dec. 15. The promoters are looking to other venues. . . **Wolf & Rismiller** concert promoters will present the **L.A. Philharmonic Orchestra** Nov. 20, under conductor **Zubin Mehta**, in a tribute to "space music" from "Star Wars" and "2001: A Space Odyssey" among others. It is the first classical concert sponsored by W&R. . . One week later, Nov.

(continued on page 20)

A Leader, An Innovator, A Friend

JOEL FRIEDMAN

May 4, 1925

November 8, 1977



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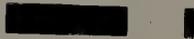
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SEX PATOLS © 1977



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Prelude Starts Push On Several New Acts

NEW YORK — Prelude Records will launch a concentrated promotion and marketing push on a number of new artists signed over the past few months.

Marvin Schlachter, president of the eight-month-old label, said the focus of the push will be new LPs by Prana People, Sine, and Silk, which was one of the label's three original acts. Other recently-signed acts include Mastermind, Bill Brandon, and Lorraine Johnson.

RATW Ups Volume

LOS ANGELES — *Rock Around The World* will increase its national newspaper circulation base to over 155,000 copies (effective Jan. 1), according to publisher, Daniel Lipman. The paper is tied in with 160 radio stations featuring the weekly RATW radio syndication.

Big Sound Picks Dist.

WALLINGFORD, CT — Big Sound has signed Pickwick International to be its distributor in the Atlanta area.

(continued from page 16)

27, Henry "the Fonz" Winkler joins Zubin as a special guest for a low-price Thanksgiving Family Picnic Concert at the Bowl. Winkler will narrate "Peter And The Wolf."

WAVE NEWS — A big week for new wave with the release of new albums by the **Sex Pistols** and the **Ramones**. . . KSJO in San Jose has instituted a program of new wave music and interviews every Sunday night from 10 p.m. to midnight. A regular feature of the show is the "New Wave Top 10." . . **Marina Del Rey**, of new wave group **Backstage Pass**, came to the Starwood with powers and abilities far beyond those of mortal punks. And who, disguised as **Joanne Russo**, mild-mannered reporter for *Teen* magazine, fights a never ending battle for truth, justice and new wave . . . The **John Bauer** Concert Company is continuing its efforts to bring punk rock and new wave acts to the Pacific Northwest . . . Blue Note artist **Noel Pointer** is co-authoring a Broadway play with **Mickey Grant**, who wrote "Don't Bother Me, I Can't Cope." While in UA's L.A. office, Pointer, a violinist, played a new tune, "Star-dust Lady," on the piano in the publicity department for **Irls**, of that department . . . *Starship* also reports a terrific trio comprised of **Linda Ronstadt**, **Dolly Parton** and **Emmylou Harris** may record an album. "Wildflowers," the title song, apparently has been written by Dolly. Studio time has been booked for December in Los Angeles . . . **Rudolph Nureyev** will join "The Muppet Show" for a great appearance in which the famous ballet dancer will perform "Swine Lake" with a six-foot ballerina Muppet pig. Coming up on the show later in the season will be **Elton John**, **Steve Martin**, **Judy Collins** and **Petula Clark**, among others . . . **Bobby Vinton** gets his star on the Hollywood Boulevard Walk of Fame Nov. 16, which has been declared "Bobby Vinton Day" by **Tom Bradley**, mayor of Los Angeles . . .

WINGS INTO SPACE? — **Gene Roddenberry**, currently at work on the new version of *Star Trek* for Paramount studios, says he has delivered the first draft of a screenplay story to **Paul McCartney** for **Wings**, although he doesn't say what it's about . . . **William Shatner**, who will be recreating his famous role as Capt. Kirk in the series, is set for a spring tour of college campuses with new material . . . **Aaron Russo's** "Star Spangled Night For Human Rights" at the Hollywood bowl in mid-September raised \$118,853 for the "Save Our Human Rights" foundation, a San Francisco-based gay rights organization. The gross for the show, which starred **Bette Midler**, **Lily Tomlin** and **Richard Pryor**, was about \$350,000 . . . Casablanca artists **Village People** and **Patti Brooks** head out on separate "disco hops," or tours to discos, as well as concert settings . . . The **Crusaders**, now playing together for 27 years, return to their home town of Houston Nov. 15 to play Hofheinz Pavilion. It will be both the 50th anniversary of Wheatley High School, alma mater for some of the Crusaders, and the 30th anniversary of Texas Southern University . . . **Valentine**, a new group on RCA featuring **Sylvester Stallone's** kid brother **Frank**, is finishing recording its first album in Sommerville, N.J. The band will appear in Stallone's latest picture, "Paradise Alley" . . . The months of speculation have ended. BASF has, in fact, opened a coating, slitting and compact cassette loading facility near Djakarta, Indonesia . . . **LeBlanc** and **Carr** were almost busted and their show almost cancelled while in the tri-city area of Alabama. The city they were in, Florence, is a dry city, so the 6-pack some friends left in the pair's dressing room was found by some policemen and caused the ruckus.

NEW PANTHO — Country recording artist **Freddy Fender** will portray **Pancho Villa** in the upcoming film "She Came to the Valley" by Max Youngstein. It is said to be the first time a Mexican-American has played the role in a major American film and Fender says he hopes to project Villa as a soldier and national hero, rather than the bandit he is usually seen as . . . **Bonnie Raitt** celebrated her 28th birthday last week at the Troubadour. Although she said she does feel a little older now, she still thinks in terms of "us" vs. "them" . . . **Shaun Cassidy** will give away the bride when his mother, **Shirley Jones**, marries producer **Marty Engels** Nov. 13. Shaun is the son of the late **Jack Cassidy** . . . Best of luck to **Jeff Weber**, who leaves **Cash Box** to try his hand as a record producer . . .

randy lewis

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Alleged Record Pirate Is Warned By Court

LOS ANGELES — Joseph Martin, an official of the National Music Company, the Tape Company and Pearl Music Company, Inc., has been fined \$7,500 plus court costs in a copyright infringement case. Martin was found guilty of violating permanent injunctions barring him from unauthorized duplication of sound recordings produced by seven record companies.

U.S. District Court Judge Irving Hill warned Martin that he would probably be sent to jail if he further disregarded the court's decree.

The injunctions against Martin were obtained last year by Capitol, ABC, CBS, MCA, RCA, Warner Brothers and Atlantic.

'Polaroid Art' Is Explained In A New Publication

LOS ANGELES — Dominic Sicilia has authored "Instant Photo/Instant Art" (Price/Stern/Sloan) which describes the process of manipulating a freshly-taken Polaroid photo into an unusual "painting." "Polaroid painting" owes its origin to the liquid Polaroid SX-70 film emulsion which stays wet for at least five minutes after the photo is ejected from the camera. Skillful manipulation of this emulsion (the author recommends a knitting needle or a toothpick) creates art in a highly unique style.



HIGH ENERGY — Motown's High Energy ladies recently visited radio station KUTE in L.A. to thank the stations DJ's for programming their hit single "You Can't Turn Me Off." Pictured (l-r) are: Vernessa Mitchell; Lee Bailey; Michelle Martin; Lucky Pierre; Linda Howard; Bill Stevens and Barbara Mitchell.

JOEL M. FRIEDMAN

May 4, 1925~November 8, 1977

George Albert and the Staff at Cashbox

3 UA Acts Spur Catalog Sales With Recent 45s

LOS ANGELES — Recent singles by Kenny Rogers, Crystal Gayle and Electric Light Orchestra have spurred sales of the artists' catalogs according to a recent report from United Artists Records.

Those singles, "Don't It Make My Brown Eyes Blue" by Crystal Gayle, "Lucille," "Daytime Friends" and "Sweet Music Man" by Rogers and "Telephone Line" by ELO, were credited for the sales increase.

"The hit singles from these artists have not only sold the LPs in which they are contained, but have generated tremendous catalog sales overall for these three acts," said Danny Alvino, vice president of sales for UA.

The **Cash Box** charts currently reflect the popularity of the three UA acts.

Crystal Gayle's "Don't It Make My Brown Eyes Blue" is #3 with a bullet on this week's Pop Singles Chart while her LP "We Must Believe In Magic" is #5 on the Country LP Chart and #35 with a bullet on the Pop LP Chart. Gayle's LP "Crystal" is #32 on the Country LP Chart.

Roger's "Sweet Music Man" 45 is currently #22 on the **Cash Box** Country Singles Chart while his LP "Daytime Friends" is #156 on the Pop LP Chart and #4 on the Country LP Chart. His self-titled album is #14 this week on the Country LP Chart.

Electric Light Orchestra's LP "A New World Record" is #145 this week on the **Cash Box** Pop LP chart. And the group's new single "Turn To Stone" debuted this week at #72 with a bullet on the **Cash Box** Pop Singles Chart.



JAY FERGUSON AT ROXY — Elektra/Asylum recording artist Jay Ferguson's recent performance at the Roxy in Los Angeles was taped by KWST-FM for a broadcast in the near future. Ferguson is currently on tour in support of his new LP "Thunder Island." Pictured backstage (l-r) before the show are: Alan Blazek, producer; Ferguson; Don Felder of the Eagles; Debbie Ferguson; Marty Pichinson, Ferguson's manager; Burt Stein, E/A national album promotion director; Sally Stevens, E/A publicity, and Rip Peley, E/A national artist relations coordinator.

Piks Opens 4th Sales Office In Cincinnati

LOS ANGELES — Piks Corp., an independent distributor with warehouses in Cleveland and sales offices in Cincinnati, Pittsburgh and Buffalo, will open a fourth sales office at 21415 Civic Center Drive, Southfield, Michigan on Nov. 21.

"After researching the territory for many months, we feel an aggressive independent distributor in Michigan, one that covers all bases in sales, promotion and marketing, is a necessity," said Harvey Korman, co-owner of Piks, announcing the opening.

NARM Sets Second Phase Of Regionals

NEW YORK — The second half of NARM's scheduled 12 regional meetings is set to begin on January 11 in San Francisco.

NARM meetings are also set for Seattle on January 12, Los Angeles on January 16, Washington, D.C. on February 7, New York on February 10, and Dallas on February 17.

Marley Injury, Management Problems Keep Reggae In American Music Background

by Mark Mehler

NEW YORK — Reggae music, which to many seemed on the verge of becoming a national movement only a year ago, is currently in a deep slump, leading even reggae's most ardent supporters to question its future in this country.

Among the major reasons for the slump, according to industry sources, are the following developments:

The foot injury incurred by Bob Marley, which forced the cancellation of his 1977 U.S. tour and possibly prevented his latest LP, "Exodus," from becoming reggae's first gold album;

A lack of sustained airplay, caused by a combination of radio reluctance and lack of interest on the part of some national promotion people;

"Unprofessional" management and the unreliability of some of the artists themselves, which have led to cancelled shows and poor relations with booking agents and promoters.

In 'Dire Straits'

Lister Howan-Lowe, recently hired by Island Records to coordinate the Island-distributed Mango label, noted that reggae in America was in "dire" straits. He kept insisting, however, that what was holding reggae back from widespread acceptance was not the music itself, but rather the people involved in it.

"The consumer demand is there," he asserted. "But it's a whole political thing. The biggest problem, I think, is the management . . . (Many of these reggae

groups) are managed by ignorant bleeping rejects . . . there is no coordination between the managers and the record companies."

Hewan-Lowe, from Jamaica, further placed blame on promotion men, particularly the RSO promotion staff (which works Island product). "RSO, they don't give a damn about reggae." As an example, he cited the fact that Andy Gibb was being played on the New York R&B station, WWRL, before the station picked up Marley.

"A little kid walked up to me in the ghetto, and he told me Andy Gibb was a black man. This is where their (RSO) heads are at. It's sad."

Rich Fitzgerald, vice president of promotion for RSO, totally denied these assertions. However, he conceded that the relationship between RSO's promotion team and Island was often less than satisfactory, leading to a termination of the promotion arrangement, effective in December. Island will then begin promoting their own product as they had before the deal with RSO was hatched earlier this year.

R&B Route Bombs

Fitzgerald asserted that RSO had achieved "substantial" AOR play on "Exodus," but that Island decided to attempt to break the record by the R&B route. While RSO did have some success at the black radio level, Fitzgerald said, the effort detracted somewhat from the AOR momentum generated earlier.

"But what broke our backs," Fitzgerald lamented, "was that he (Marley) didn't tour. We had it all set up. Everybody (AOR) was playing the record like crazy, then he postponed the tour the first time. We maintained the airplay for months, but when he cancelled the second time, we just couldn't ask radio to keep playing the record forever."

Fitzgerald noted that the problem in attempting to break Marley, or any reggae artist in the R&B market, is that usually, only Top 5 R&B records are able to cross over big into pop. "Exodus," he said, may have been a Top 20 R&B single, but was simply not enough of a "soul record" to go Top 5.

This, coupled with "tremendous resistance" at white rock n' roll stations and certain "tight-formatted" AOR stations, hurt Marley and continues to hurt reggae in general.

Punk Pushes Out Reggae

The emergence of "new wave" (punk rock, new rock n' roll) has grabbed the attention of "progressive" programmers, Fitzgerald said, making it even more difficult to get reggae music played. This has been verified by several radio programmers, who noted that the music had been hurt by being labeled "reggae."

While the "punk" label has served as a promotional tool for labels like Sire and A&M, promotion men have found that radio now views reggae as esoteric, non-commercial product.

According to those questioned by **Cash Box**, the circumstances surrounding Marley's ill-fated tour have affected nearly all reggae acts. "Bob Marley didn't tour, so nobody toured this year. You can't break it (reggae) that way," said Hewan-Lowe.

One major reggae artist whose career seems to be floundering is Peter Tosh. According to a spokesman for his label, Columbia, his option has not yet been picked up and may not be. His manager, Ozzie Brown, has no telephone and could not be reached for comment.

However, a spokesman for My Father's Place, a Long Island club that has been holding "reggae nights" once a week for two years, said, "Tosh has not been showing up for his concerts. I think he could be a success if he'd show up."

Going beyond Tosh, the spokesman noted that the club has had great difficulty in booking reggae acts "because they are hard to stage, they don't show up on time, they'll be in Jamaica and get busted the day before a concert. Promoters can't depend on them."

Burning Spear and The Mighty Diamonds, two other well-known reggae bands, have also recently postponed shows at My Father's Place.

Marley May Tour

Still, there are a few bright spots on the reggae horizon. Bob Marley, hopefully, will finally tour in 1978. Of course he is unlikely to receive tour support from his label unless he produces a new album first.

Other positive developments include: CBGB's, the New York club known for punk rock, beginning weekly reggae nights; and a new \$1 million Broadway musical, "Reggae," which will debut next spring, featuring Island recording artist Max Romeo as both actor and composer. Producer Michael Butler also hopes to feature music by Bob Marley and other key reggae artists in the show.

Finally, a new movie, "Rockers," featuring the music by Burning Spear, is due shortly. The film will be considerably more "hard core reggae" than Jimmy Cliff's "The Harder They Come," which sparked the reggae phenomenon in America several years ago.

Hewan-Lowe does not envision reggae becoming a major national movement, at least not until it is played on stations like WABC and WBLS, which show no inclination to adopt reggae now or in the near future.

"It's a closed scene, the way it is now. I'm hopeful about changing it, but it's a faddish country, and we've got other fads going on."

Laser Beams Utilized In New Audio System

NEW YORK — Laser beams have been utilized in a newly developed digital encoding system for audio signals that is expected to revolutionize the juke box industry.

The system, called the PCM laser recorder, was jointly developed by Mitsubishi Electric Corporation, TEAC Corporation and Tokyo Denka Company and has the ability to hold dozens of songs on a single small disc, and select the songs in a short period of time.

By projecting an extremely small laser beam onto the disc, the PCM laser recorder converts segments of sound lasting 1/40,000th of a second into binary pulse code signals, modulates each one into FM digital signals and then records them.

The unit is expected to sell for approximately \$800, and was introduced to the U.S. market on November 4 at the AES meeting in New York City.



MANGIONE HONORED — A&M recording artist Chuck Mangione was feted by A&M execs at a party recently to celebrate the fact that he was chosen to perform and write his first feature length soundtrack for an upcoming Hall Bartlett film, "The Children of Sanchez," starring Anthony Quinn. Pictured (l-r) are: Bartlett; Lepitta Ferrer, co-star in the film; Gil Friesen, president of A&M Records; Mangione and Jerry Moss, chairman of A&M Records.

SAM IS ON THE CASE!

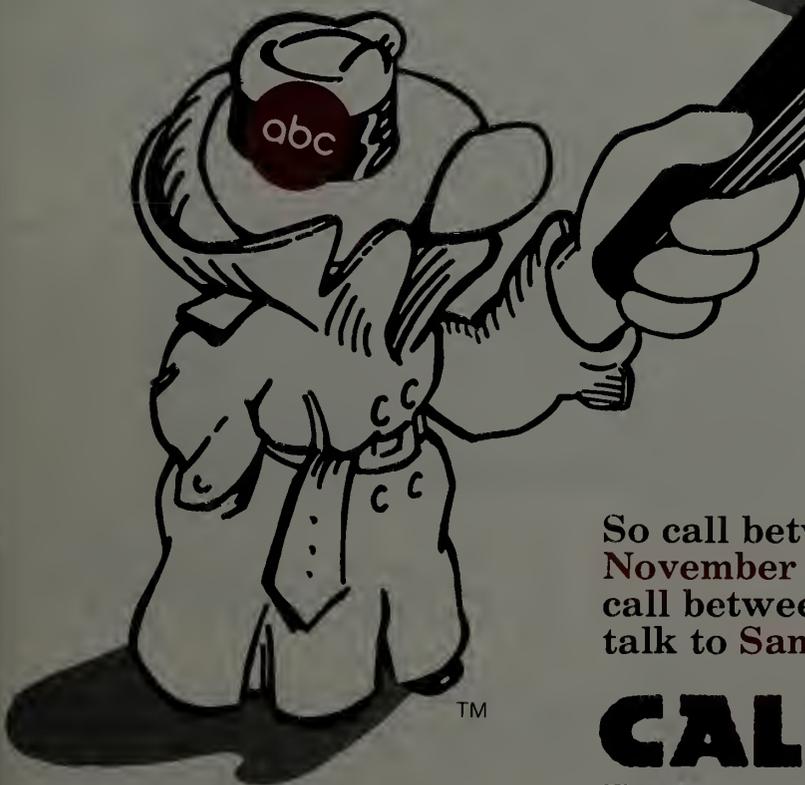
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This week the Celebrity Hotline features ABC's dynamic recording star Lenny Williams, whose album and single, "Choosing You," is climbing sales and airplay charts everywhere; and Barry Grieff, ABC Records' Vice President of Marketing and Creative Services.



So call between 11 am and 12 noon Pacific Time November 17th to talk to Lenny. To talk to Barry Grieff, call between noon and 1 pm P.S.T. Call anytime and talk to Sam. They're waiting to hear from you.

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picks of the week

DONNY & MARIE (Polydor/Kolob 14439)
(You're My) Soul and Inspiration (3:19) (Screen Gems-EMI — BMI) (Weil, Mann)

The brother and sister duo lends a new touch to the familiar tune that was a big hit for The Righteous Brothers in 1965. Already doing very well airplay-wise, this remake will also receive the benefit of audio-visual exposure on one of nationwide TV's most popular variety programs.

B.T. EXPRESS (Columbia/Roadshow 10649)
Shout It Out (3:30) (Triple O/Bilee/B.T. — BMI) (Nichols, Romer, Williams)

Everyone needs to get it all off his chest once in a while, and B.T. Express' sound advice should be heeded by R&B and pop listeners. This gifted, self-contained group has once again turned in an admirable performance, instrumentally as well as vocally.

GLEN CAMPBELL (Capitol 4515)
God Must Have Blessed America (3:21) (Warner-Tamerlane/Marsaint — BMI) (Toussaint)

The union of singer Campbell and songwriter Allen Toussaint yielded a hit with "Southern Nights." With barrelhouse banjos and a New Orleans street-beat, this new single also has qualities that will appeal to a variety of pop formats.

NONA HENDRYX (Epic 50479)
Everybody Wants To Be Somebody (3:15) (Eat Your Heart Out — BMI) (Hendryx)

The former Labelle vocalist's new album reveals a radical change in musical direction, exemplified by this rock and roll cut from her debut solo LP. Her forthright vocalization, along with the guitar and backing vocal arrangements, should introduce a whole new Nona to pop audiences.

HUMMINGBIRD (A&M 1993)
She Is My Lady (3:34) (Sweet Hooper — ASCAP) (Ames)

This mellow selection from the album "Diamond Nights" begins by concentrating on the pure melodic quality of the lead vocal, then settles into a pleasant jazzy groove by the close. Built-in ingredients for pop, R&B and easy listening programming.

STEVE MARTIN (Warner Bros. 8503)
Grandmother's Song (3:00) (Colorado — ASCAP) (Martin)

Could he be the silliest man alive? This little ditty begins in perfect innocence, and progressively exceeds the boundaries of sanity. Best of all, Martin pokes fun at the idiocy of most sing-alongs. This selection could introduce new record buyers to the hit album, William E. McEuen presents Steve Martin, "Let's Get Small."

MARILYN SCOTT (Big Tree/Atlantic 16106)
God Only Knows (2:33) (Irving — BMI) (Wilson)

A fresh new feeling in this R&B flavored interpretation of a Brian Wilson song. Ms. Scott isn't afraid to belt it out loudly and clearly, and the arrangement and production are appropriate for pop, R&B and disco play.

RONNIE MILSAP (RCA 11146)
What a Difference You've Made In My Life (3:57) (Chess — ASCAP) (Jordan)

Milsap enters as the solitary balladeer on selection from his album, "Like A Song." As the simple tune develops, large-scale orchestration and a vocal chorus add to the drama. For Milsap, another strong shot at top 40 and easy listening radio.

WISHBONE ASH (MCA 40829)
Goodbye Baby Hello Friend (3:50) (Pit — BMI) (Wisefield)

Wishbone Ash seems to have been influenced by their two years' American judging by the first single from their album, "Front Page News." The emphasis is on vocal harmony and a recurring hook, with massive power chords felt in the distance. A strong candidate for top 40 playlists.

T-CONNECTION (Dash/TK 5041)
On Fire (3:38) (Sherlyn/Decibel — BMI) (Coakley)
 The title tells it all in this single from a group that con-



WINGS (Capitol 8426)

Mull Of Kintyre (3:31) (MPL/ATV - BMI) (McCartney, Laine)

The Mull of Kintyre is a cape jutting into the strait which divides Scotland and Northern Ireland, and the place's quiet beauty is communicated by Paul McCartney's lone voice over acoustical guitars. The spine-tingling entrance of bagpipes is a bold stroke that transforms this simple folkish tune into something much more exotic. Already shaping up to be a chart-topping hit for Wings.



ELECTRIC LIGHT ORCHESTRA (Jet/UA 19239)

Turn To Stone (3:47) (Unart/Jet - BMI) (Lynne)

Jeff Lynne's carefully balanced combination of "art rock" elements and good old pop hooks continues to appeal to top 40 radio in greater degrees. This string-laden shuffle from the double LP "Out Of The Blue" is already showing early signs of pop success.



RANDY NEWMAN (WB 8492)

Short People (2:54) (Hightree - BMI) (Newman)

Chart singles and bullets are not Randy Newman's usual game, but this funny little song received heavy enough FM airplay to make the cross to top 40. His sense of humor is working on several levels here, but you need understand only one of them to laugh along.



JOHN DENVER (RCA 11036)

How Can I Leave You Again (3:07) (Cherry Lane — ASCAP) (Denver)

Denver makes an undeniable return to the pop mainstream with this ode to his beloved, from the album, "I Want To Live." Tasteful string and vocal arrangements will take this record along the top 40 and easy listening airplay routes, as will Denver's current exposure in films and television.

tinues to build its track record in the R&B and disco fields. An ascending bass line keeps the instrumental arrangement taut, while the vocal chorus delivers the record's memorable hook. Their best effort to date.

JAMES BROWN AND THE NEW J.B.'s (Polydor 14438)

If You Don't Give A Doggone About It (3:07) (Dynatone/Belinda/Unichappell — BMI) (Brown, Brown)

Brown is back in an infectious groove with this cut from "Mutha's Nature." The beat flows along with a facile conga rhythm, while the horns and backing vocals add traditional R&B touches. Looking to black radio and disco play.

RAMONES (Sire/WB 1008)

Rockaway Beach (2:06) (Bleu Disque/Taco Tunes — ASCAP) (Ramones)

Who cares if the water's a little on the grungy side? The Ramones are out to prove that exciting surf music can be inspired by gray urban beachfronts, and they do an admirable job. Could turn new listeners on to their most recent album, "Rocket To Russia."

BOBBY ARVON (First Artists/Mercury 41000)

Until Now (3:42) (Colgems-EMI/First Artists — ASCAP) (Arvon)

Bobby Arvon presents a grandly produced ballad in this first single on a brand new label. He is capable of handling delicate moments as well as the full blown passages, and his performance has what it takes to get this song onto pop and MOR playlists.

CHERYL DILCHER (Butterfly 1202)

Lovin' Woman (3:06) (Quixotic Gestures/Blue Sailor — ASCAP) (Dilcher)

Ms. Dilcher's vocal emphasizes her interpretive talents as she renders her own composition in this label debut. Pressed on white vinyl for impact, this single is aimed at pop and easy listening stations.

MARILYN SCOTT (Big Tree/Atlantic 16105)

God Only Knows (2:33) (Irving Music, Inc. — BMI) (Brian Wilson)

This upbeat, R&B/disco version of the old Beach Boys song is accented by some crisp horns and a tight rhythm section. Scott's voice is effective and reminiscent of Aretha Franklin, Martha Reeves and Fontella Bass.

THE NOBLES (Columbia 10642)

Nobody But You (3:45) (C.A.M.-USA — BMI) (Noble)

A record that is both extremely listenable and danceable from this versatile group of vocalists. Their singing is powerful individually as well as collectively, while the incisive arrangement and production talents of Bert De Coteaux are further assurance of heavy disco and R&B airplay.

NICK GILDER (Chrysalis 2174)

Rated X (3:06) (Beechwood — BMI) (Gilder/McCulloch)

Gilder tells the story of a porno queen whose life is not all that much fun. The production, and vocal mix, often call Marc Bolan and T-Rex to mind. For FM progressive and top 40 playlists.

PAULETTE McWILLIAMS (Fantasy 807)

Don't Let Love Go (2:54) (Kengorus — ASCAP) (Russell, Russell)

This version departs from Brian and Brenda Russell's original version with a slight stiffening of the beat, as well as a smoother mix of the vocal harmonies.

An emotive interpretation of a beautiful ballad for pop stations.

THE TRAMMPS (Atlantic 3442)

The Night The Lights Went Out (3:24) (Six Strings/Golden Fleece — BMI) (Felder, Harris, Tyson)

The theme is the New York City blackout of last July; according to the Trammeps, it was one big sex orgy. Whether you agree or not, this high energy music will certainly take hold in discotheques, especially those in the Big Apple.

TOUCH OF CLASS (Midsong Int'l/RCA11157)

Said It Before (3:30) (Askme/Diagonal — BMI) (Jackson, Jackson)

There's a haunting, eastern quality to the chorus of this single, the group's best in several releases. A chattering rhythm section and a sizzling blues guitar add the finishing touches to this record for R&B radio and the dance market.

NORMAN CONNORS (Buddah/Arista 580)

For You Everything (3:20) (Golden Cornflake — BMI) (Peters, Mack)

Philip Mitchell and Eleanor Mills are each strong lead vocalists here, but it's the crucial blend of voices that makes this record work as a duet. The floating, mesmerizing effect of the instrumental tracks is a typical Connors production touch. Initially aimed at R&B stations.

DAYBREAK (PAP 003)

Everything Man (3:22) (Leeds/Pap — ASCAP, Duchess/Myopic — BMI) (Adams, Dodson)

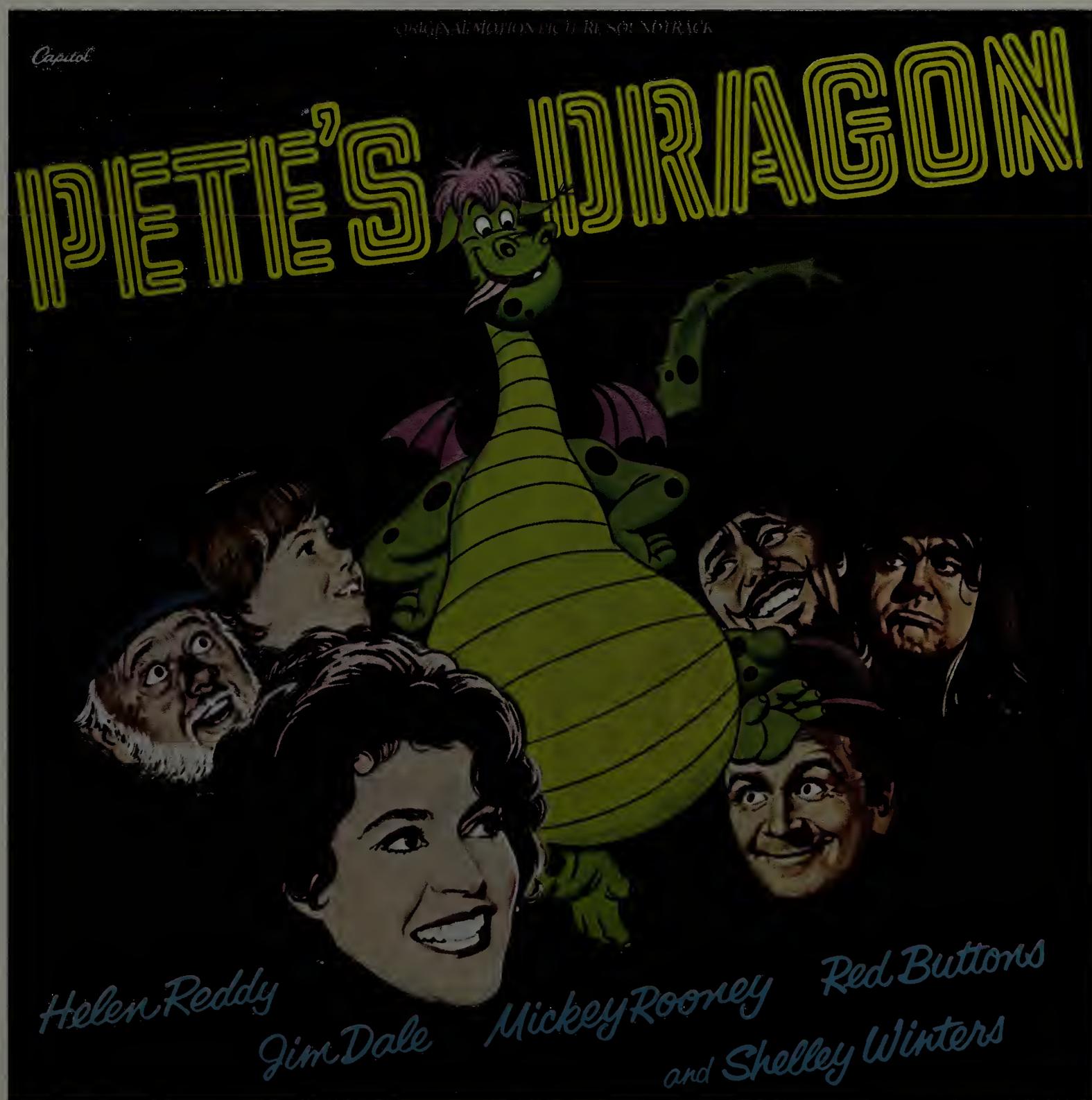
A steadily throbbing tom-tom sets the pace for this little proposal set to music. A soaring lead vocal and an unusual piano solo are the outstanding features of this single for R&B stations and discos.

STORM (Axent 143)

I Can Feel The Rain (3:27) (Singing River — BMI) (Mays)

A gentle pulse of the bass and acoustical guitars weave the rock and roll web of this single. The closely harmonized female lead vocal and glossy production will help drive the song's hooks home at top 40 radio.

CAPITOL RECORDS HAS THE ORIGINAL SOUNDTRACK ALBUM TO WALT DISNEY'S NEW MOTION PICTURE!



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Features HELEN REDDY Singing "Candle On The Water"!



On Capitol Records and Tapes

ALBUM REVIEWS

ONCE UPON A TIME — Donna Summer — Casablanca NBLP 7078-2 — Producer: Georgio Moroder & Pete Bellotte — List: 11.98

From a blue-collar worker to a sensual disco songstress was no small step but her increasing expansion of singing abilities has been one of the nicest surprises in this business. This two-record album conceptually deals with a simple and timeless premise — the search for and fulfillment of a love relationship. Her style, from breathless to full-bodied is amply complemented by Moroder's inexorable synthesizer and first-rate production.

GREATEST HITS, ETC. — Paul Simon — Columbia JC 35032 — Producer: Paul Simon, Phil Ramone, Roy Halee and The Muscle Shoals Rhythm Section — List: 7.98

Paul Simon is a master craftsman of the pop song. As this collection shows, even without considering his work with Simon & Garfunkel, he is a writer and performer of the highest calibre. There is possibly no finer love song in recent years than his "Something So Right." "American Tune" points out the sociological loss of innocence in the '70s in a way no other song has. With "Slip Slidin' Away" and one other new song, this package can't miss.

I'M GLAD YOU'RE HERE WITH ME TONIGHT — Neil Diamond — Columbia — JC 34900 — Producer: Bob Gaudio — List: 7.98

Though Neil Diamond's new material here is of the usual high caliber and genuinely classy work, the "cover" songs that open and close the album show just what Diamond can do with a piece of familiar music. In his capable hands, Diamond transforms recognizable melodies into new musical forms with the fluid grace that has become his trademark.

MY AIM IS TRUE — Elvis Costello — Columbia JC 35037 — Producer: Nick Lowe — List: 7.98

The much talked about former computer operator from England is one of the most welcome additions to the music scene in recent years. His songs combine the 1960's musical infectiousness of the Beatles and the Dave Clark 5 with a 1970's lyrical consciousness of Graham Parker, Van Morrison and Bruce Springsteen. From ballads such as "Alison," to a rocker such as "(The Angels Wanna Wear My) Red Shoes," Costello demonstrates great promise, especially since this is his first work.

CONSEQUENCES — Lol Creme/Kevln Godley — Mercury SRM 3-1700 — Producer: Creme & Godley — List: 20.94

At long last the epic opus from former 10cc members Creme & Godley is completed and is a giant step into the creative unknown for them and the listener. Their much-heralded gizmo is indeed capable of some stunning effects but the whole project is kept in perspective by Creme & Godley's pop-flavored tunes, interjected capably in the midst of long instrumental passages. It is an inventive, elaborate and certainly risky due to the concentration it requires but Creme & Godley seem philosophically prepared to accept the Consequences.

TWO THE HARD WAY — Allman & Woman — Warner Bros. BSK 3120 — Producer: Johnny Sandlin, Gregg Allman & John Haney — List: 7.98

Take that, cynics and neer-do-well doomsayers, Gregg and Cher are alive and doing quite well together, thank you. This album was begun nearly two years ago, about the same time their child was conceived. There were some complications in the meantime, as the title perhaps alludes to, but the end result is all you could ever hope for in a collaboration from these two unique musical performers. It's a very personal and moving album, and if there is an anthem, it might just be the gritty "We're Gonna Make It," which we hope is prophetic.

NEVER MIND THE BOLLOCKS, HERE'S THE SEX PISTOLS — Warner Bros. BSK 3147 — Producer: Chris Thomas and Bill Price — List: 7.98

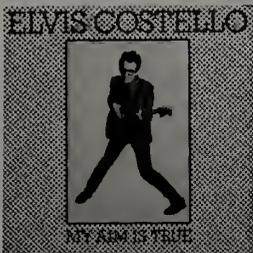
The Sex Pistols, the premier voice in the British punk/new wave movement, have finally made it in the U.S. The lyrical content may put some listeners off, but much of it is written for its shock value, designed to jar us out of our complacency. The narcissism in "No Feelings," for instance, is merely a reflection of an egocentric, apathetic society in general. Johnny Rotten's distinctive lead vocals highlight the album, which contains "Holidays In The Sun," "Anarchy In The U.K." and "God Save the Queen." Bursting with raw energy.

END OF PHASE I — MFSB — Philadelphia Intl./CBS PZ 34658 — Producers: Various — List: 6.98

Dancers delight! Ten tracks of sizzling MFSB material, soulfully rendered with class and sophistication, are what is offered in this fine LP. It's not all a fast pace however, though a fine spirit of funk does prevail. There are some excellent mood pieces included, perfectly conducive to setting the proper aural environment for entertaining late-night visitors.

STRUGGLE BUGGY — William Eaton — Marlin/TK. Marlin 2211 — Producer: Ralph McDonald, William Salter & William Eaton — List: 6.98

This album is not only good music, it's a lot of fun with some wry humorous insights on a couple of tracks. But Mr. Eaton is first a musician and the respect he has in the music community is well-documented by the people in on this session, names too numerous to mention, but instantly recognizable. Eaton is a clever and immensely entertaining songwriter who delivers his material with a sly undersell that melts away skeptics resistance like a good spring thaw.



I WANT TO LIVE — John Denver — RCA AFL 1-2521 — Producer: Milton Okun — List: 7.98

John seems to have included something for everyone in his latest LP. For Denver's "Rocky Mountain High" fans, he sings his praises of love and nature in "To The Wild Country" and "Singing Winds & Dancing Waters." For the critics, he tries some new themes and does successful versions of songs by Eric Andersen, Bill Danoff and Tom Paxton. The title song, in particular, is an affecting ode to children and their aspirations for the future.

NEWS OF THE WORLD — Queen — Elektra 6E-112 — Producer: Queen — List: 7.98

"News of the World" is an improvement over last year's "A Day at the Races" in that it expands upon, rather than merely repeats, Queen's landmark "A Night at the Opera." The operatic-rock hybrid the group developed on that album can still be found on the recent single, but this time the group has gone beyond simply retracing past steps with a reggae-ish "Who Needs You" and a bluesy shuffle on "Sleeping on the Sidewalk."

GALAXY — War — MCA MCA-3030 — Producer: Jerry Goldstein with Lonnie Jordan & Howard Scott — List: 7.98

War has found a new home at MCA and, from the sounds of things, a new lease on life as well. This album is composed of only five tracks but the reason is obvious — the lessened number of tunes gives them a chance to explore each track at a leisurely pace and to expand the musical possibilities of each song to its maximum potential. If there's an underlying message here one can surmise that War wants to encourage their fellow humans to take the time to enjoy our individual worlds, our own personal galaxies.

AMERICA LIVE — America — Warner Bros. BSK 3136 — Producer: George Martin — List: 7.98

If you add the single letter "s" to the title of this album you are even closer to the truth because this album affirms, via a live concert at L.A.'s Greek Theatre, that America still lives on after the departure of Dan Peek. This fine LP was put together in the truest way — just as it was played to the audience so was it sequenced to the vinyl. The result is a feeling of having truly captured the spirit and the ethereal nature of an evening's concert under the stars.

TOUCH AND GONE — Gary Wright — Warner Bros. BSK 3137 — Producer: Gary Wright — List 7.98

Wright's third solo album for his Burbank backers should turn some ears that weren't already convinced to a healthy exploration of his world. It is unquestionably his best and easily most sophisticated achievement. The pacing is the best improvement this time out and Wright has carefully fit his slow-temp and faster-paced tunes together so he consistently maintains interest. As always, the vocals are flawless.

WHEN YOU HEAR LOU, YOU'VE HEARD IT ALL — Lou Rawls — Philadelphia Intl./CBS JZ 35036 — Producer: Various — List: 7.98

As you might expect from the title this album is a Whitman sampler of sounds from jazz to disco, funk to ballads and several stops in between. From the sound and the cover credits this album was carefully built, track by track with emphasis more on the impact of each individual selection than on an overall feeling. Some artists could not pull it off but Rawls does it well, making each song stand out to the extent that you anxiously await the next one to see what he'll come up with next.

GREATEST HITS — Roxy Music — Atco/Atlantic SD 38-103 — Producer: Roxy Music, Chris Thomas, John Punter, Peter Sinfield and John Anthony — List: 7.98

As the future of Roxy Music remains very much up in the air, the time is right to put their achievements into perspective with a retrospective collection of their best endeavors. This album has all the more well-known hits that attracted a strong following of radio fans and a couple of the more obscure ones that only the paying public knew about from their Roxy albums at home. Vintage stuff here and a must album for those who want a good overall introduction to one of the seventies' more colorful bands.

THE BEST OF ARLO GUTHRIE — Warner Bros. BSK 3117 — Producer: Various — List: 7.98

Arlo was perhaps the consummate "hippie poet-songwriter" of the late 1960s. But he was never limited to that position, as he later moved on to write some highly provocative and poignant songs. This album contains the best of both, with the original "Alice's Restaurant" and an updated version of the famous "Motorcycle Song." In a more serious vein, there is "Gabriel's Mother's Hiway Ballad #16 Blues" and his outstanding version of the Steve Goodman classic "City of New Orleans."

"PETE'S DRAGON" — Helen Reddy — Motion Picture Soundtrack — Capitol SW-11704 — Producer: Ron Miller & Jerome Courtland — List: 7.98

Ms. Reddy's first venture into films is a resounding success if you can judge by the quality of the music she performs for this Disney vehicle. Her smooth vocals are colorfully dramatic but also warmly soothing, which are quite complementary attributes when entertaining children. The truth is, this is a movie that parents will take their kids to, end up enjoying themselves and probably wind up playing the music from the movie on their home stereos whether the kids are home or not.

WISHBONE ASH

An exciting new album, back with MCA and touring America includes the single "Goodbye Baby Hello Friend" (MCA-40829)



©1977 MCA Records, Inc.

MCA-2311

Produced by Ron Albert and Howard Albert for Fat Albert Productions, Inc.



Nov. 11	Chicago, IL	Nov. 22*	Bakersfield, CA	Nov. 30	Portland, OR
Nov. 12	Rock Island, IL	Nov. 23*	Fresno, CA	Dec. 1-2*	San Francisco, CA
Nov. 15	Detroit, MI	Nov. 25*	Long Beach, CA	Dec. 4*	Las Vegas, NV
Nov. 18	St. Louis, MO	Nov. 26*	San Bernardino, CA	Dec. 7*	Corpus Christi, TX
Nov. 19	Kansas City, MO	Nov. 27*	San Diego, CA	Dec. 8*	Ft. Worth, TX
Nov. 21*	Santa Barbara, CA	Nov. 29*	Seattle, WA	Dec. 9*	San Antonio, TX
				Dec. 10*	Houston, TX

* with Robin Trower
More dates to be announced.

MCA RECORDS

XXX
WILLIAM MORRIS AGENCY
Bob Ringe

Helen Keane Talks Of Women Manager-Producers In Music

by Jeffrey Weber

LOS ANGELES — As one of the few female manager-producers in the business, Helen Keane can find time to fall asleep only on an occasional weekend. Her schedule contains a never ending stream of meetings, phone calls, record dates and tours. Her roots in the industry began when she became the first female agent for MCA when that company was the largest talent agency in the world. Her next move was a six year stint with CBS and then she went on her own. With many production credits to her name, Keane currently handles Kenny Burrell, Bill Evans (for 16 years), and Joao Gilberto.

Keane indicated that being a manager has helped her greatly in becoming a better producer. "When your client is in the studio and you are in the control room and you trust each other the way an ideal client/manager trust should develop, you have to have great things happen on that date because when the artist trusts the person sitting in the booth, he can relax completely and really go to work. He knows the ears in the control room will guide him."

Natural Transition

Keane believes that when one examines the positions of manager and producer it is difficult to find when one job officially stops and the other starts. "I am surprised more managers aren't producers as it was a natural transition for me." Keane cautioned

that there must be a certain amount of self confidence on the manager's part should he or she decide to be a producer. "You have to know or have enough confidence in your own ability to say, 'This tune would be good for you or this tune would not. I think that is the best take and we don't need to do



Helen Keane

that take again.' You have to think of the ultimate goal as you are doing it. You don't have to play an instrument or be a musician to be a good producer. You have to have tremendous ears and that is a gift. It is gift that you must develop, as in all gifts, but I think to begin with, you must have good ears and a definite musical sense."

Very often, Keane explained, producers come in with their own concept of what a record should sound like and they sometimes lose sight of the artist. "The idea of bringing in a big name producer is very often just to get the artist on the charts. The thinking is that the artist may be great but doesn't sell records. Let's bring in the 'big producer' to make a hit. I respect that a

(continued on page 71)

Mistrial Declared In Klein Case; Will Be Retried

NEW YORK — A mistrial was declared late last week in the trial of Allen Klein, former Beatles manager, charged with evading over \$200,000 in income taxes allegedly gained from the sale of promotional records. According to a spokesman for the U.S. Attorney's Office, the jury was hung 8-4 in favor of conviction.

"Of course, Engel (prosecutor Thomas Engel) is very disappointed," the spokesman said. "But we're definitely going to try this case again after 60 days (have elapsed)."

The jury had been deliberating off and on for over a week. The trial itself, which lasted nearly a month, featured extensive testimony from local New York distributors and others to the effect that Klein had an associate deliver the promotional albums, cash the checks, and then deliver the proceeds to him.

De-Lite, Mercury In Distrib Pact

NEW YORK — De-Lite Records has signed a marketing and distribution agreement with Phonogram/Mercury Records. The deal calls for De-Lite product to be marketed by Mercury and distributed by Phonodisc, the distribution arm of the entire Polygram Record Group.

De-Lite's roster includes Kool And The Gang, The Crown Heights Affair and Frankie Avalon.

Theft Of Records Not Charged In Music Plus Suit

In our October 22 1977 issue there was an inaccurate statement as to one of the allegations contained in the Music Plus lawsuit. It was not alleged that "Goldberg, Kolberg, Colestock & Kincheloe actually stole the records..."

The Complaint did allege, upon information and belief, that "defendants Goldberg, Kolberg & Colestock sold defendants Music Plus, Berkowitz, Fogelman, Marker & Pringle stolen records at a price substantially below that of the record manufacturers, which stolen records were paid for out of the 'Zebra Account.'"

Comedian Pryor Hospitalized in Peoria

by Carita Spencer

LOS ANGELES — Controversial comedian Richard Pryor has been secretly admitted to Methodist Medical Center in Peoria, Illinois. Rumors have it that he was admitted to the coronary ward on Wednesday after suffering a mild heart attack which may suggest that the tireless comedian has over committed himself.

Cash Box contacted the hospital and although it has been verified through a reliable source that Pryor has indeed been admitted, a spokesperson for the hospital refused to acknowledge the comedian's presence.

Pryor, who hails from Peoria, was visiting his family when the incident occurred.

The comedian's television show on NBC was recently cancelled because of the controversy over censorship. He had just completed filming segments of the Motown production of "The Wiz," in which he plays The Wiz. His latest movie, in which he portrays the three main characters recently premiered. Pryor also married Deborah McGuire, a 25 year old former actress/model last month.

Pryor's agent could not be reached for further comment.

(continued from page 26)



ROCKET TO RUSSIA — Ramones — Sire SR 6042 — Producer: Tony Bongiovi and T. Erdelyi — List:

The Ramones have the same outward outrageousness typical of new wave bands, as exemplified by the defiance in "I Don't Care" and "Teenage Lobotomy." But beneath the rebellion is a solid base of rock and roll music. The band even does remakes of the 1958 classic "Do You Wanna Dance" (done in a high-energy electric style) and a mid-1960s "Surfin' Bird/Papa Ooh Mow Mow" medley. Throughout, the album is a hard driving, fast-paced work.

LEONARD COHEN — DEATH OF A LADIES' MAN



DEATH OF A LADIES' MAN — Leonard Cohen — Warner Bros. BS 3125 — Producer: Phil Spector — List: 7.98

The teaming of Cohen, one of music's most respected writers, with Spector, perhaps the most influential record producer in pop, results in an album which may give Cohen the commercial acceptance he has long deserved. Spector wrote the music for all the songs and it complements perfectly Cohen's lyrics, which often deal with the harsh realities of love gone cold. The title song is a 9½ minute epic tale which ranks as one of the best things Cohen or Spector have ever done.



MAN WITH THE BAND — Fatback — Polydor SP-1-6717 — Producer: The Fatback Band — List: 7.98

The Fatback Band has a no-secret formula that has been good to them over the years — if the people in the studio start to dance while they are recording they know they've got it right. When this newest Fatback project gets out the dancing will be even more widespread than in the limited confines of a studio. This album is another work of soulful funk with a great concept. Side one is devoted to a "vintage" House Party with side two given to a "tasty" Disco Party.

BILLY PAUL — ONLY THE STRONG SURVIVE



ONLY THE STRONG SURVIVE — Billy Paul — Philadelphia/International/CBS PZ 34923 — Producer: Kenny Gamble, Leon Huff, Jack Falth, Sherman Marshall & Dexter Wansel — List: 6.98

This is a week for absorbing the abundantly available Philadelphia sound — lush but still funky, fun but still meaningful. Billy Paul's new one is a polished work of vocal perfection and he is backed up by some fine session men and background vocalists. The "TSOP" trademark is becoming increasingly more identifiable as artists of Billy Paul's stature lend their vocal talents to the smooth arrangements and superior production from the City of Brotherly Love.



THE JONESES — The Joneses — Epic PE 34898 — Producer: Bobby Ell — List: 6.98

Their first product for their new label is composed of the same sweet soul sauce as previous efforts. The Joneses are a finger-poppin', body-movin' assemblage whose music evokes similar responses from their audiences whether live in-concert or on record. These street-wise survivors have been at it since 1969 but there's a quality of fresh commitment on this energetic new album.



SISSY HOUSTON — Sissy Houston — Private Stock 06 PS 2031 — Producer: Michael Zager — List: 6.98

Sissy Houston is that classy kind of performer who looks just fine in front of a full orchestra but can do just as well with a three-piece combo. On this, her first for Private Stock, Sissy belts out a bevy of tunes that show her range and stylistic variety. The session musicians have been picked carefully and the arrangements artfully constructed. The best and most chilling example of Sissy's power just might be the song that begins side two, "He Ain't Heavy, He's My Brother."



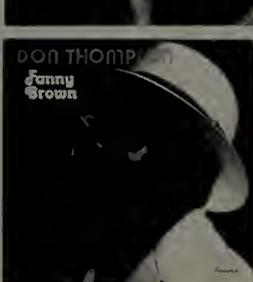
COWBOY — Cowboy — Capricorn CPN-0194 — Producer: Sam Whiteside & Cowboy — List: 7.98

On Cowboy's fourth album the quintet offers a pleasant sound that is rich in variety and energy. All of their songs are written by group members and they have a great deal of songwriting talent from which to draw. Their key features, though, are a healthy respect for group harmonies, a balanced vocal and instrumental approach and a deadly accurate aim for the middle of the road. Sometimes that kind of aim dooms a group to blandness but Cowboy's approach is accessible while still fresh and airy.



LONGER FUSE — Dan Hill — 20th Century T-547 — Producer: Matthew McCauley & Fred Mollin — List: 7.98

Most of the people who attended this warmly inviting balladeer's concerts in Canada were romantically-involved couples because Dan Hill is a man whose main interest and overriding concern is the love that most of us seek. All of the songs were written or co-written by Dan and they contain intensely personal statements such as his role as a professional troubadour on "Still Not Used To." Hill's third album seems sure to be one of Canada's brightest exports this year.

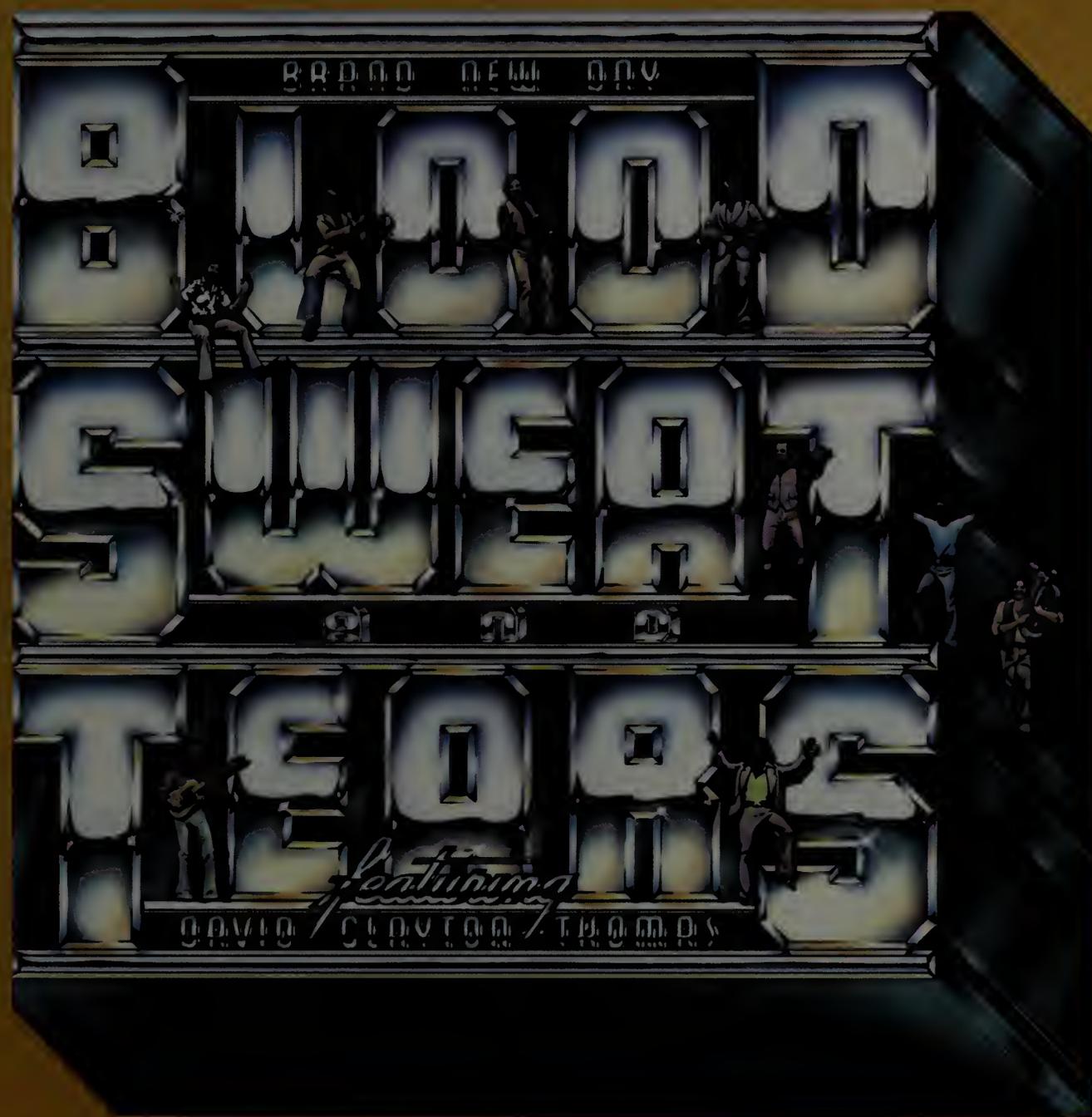


FANNY BROWN — Don Thompson — Brunswick BL 754215 — Producer: Don Thompson, Bill McSwain & Sidney Smith — List: 6.98

The groundswell support for this talented singer/songwriter is starting to build to a nice buzz and may soon erupt into a full-scale roar. Thompson's first album is a nice surprise, a work of amazingly high quality for a debut effort and features Thompson's vocal abilities at the forefront. His is a voice that is hard to describe but imminently easy to listen to and it is obvious that Mr. Thompson not only sings a lot, he listens as well, and that depth gives him a stylistic range that is quite impressive.

BLOOD, SWEAT AND TEARS WITH DAVID CLAYTON-THOMAS

BRAND NEW DAY



More than a band, a tradition.

BRAND NEW DAY.

It's a brand new day for Blood, Sweat and Tears with David Clayton-Thomas. And like all traditions, they're

growing stronger, with new band personnel and the catalytic combination of original B, S & T. hit producers

Roy Halee and Bobby Colomby. There's even a duet with David Clayton-Thomas and Chaka Khan. Blood

Sweat and Tears with David Clayton-Thomas. More than a band, a tradition. *A great tradition.*

Their premiere album on

abc Records

GRT Tapes

CASH BOX FM ALBUM CHART

TW	WKS	Actv. Reg.	TITLE	ARTIST	LABEL	CB LP Chart Pos.	PRIME CUTS
1	7	N	Aia	Steely Dan	ABC	4*	Black Cow, Deacon, Peg, Home
2	8	N	Simple Dreams	Linda Ronstadt	Elektra	2	Poor, Bayou, Carmelita, Dice
3	5	N	Point Of Know Return	Kansas	Epic	14*	Title, Dust, Paradox, Lightnings
4	3	N	Street Survivors	Lynyrd Skynyrd	MCA	18	That Smell, I Never Dreamed
5	8	N	The Stranger	Billy Joel	Columbia	29*	Italian Res., Just The Way, Moving
6	8	N	Chicago XI	Chicago	Columbia	3	Little One, Take Me Back
7	6	N	Little Criminals	Randy Newman	WB	44	Short, Einstein, Germany, Jolly Coppers
8	5	N	Show Some Emotion	Joan Armatrading	A&M	60*	Woncha, Opportunity, Title
9	8	1,5	Livin' On The Fault Line	Doobie Brothers	WB	26	Title, Echoes, Heartache
10	2	N	Out Of The Blue	ELO	Jet	—	Turn To Stone, Thunder, Standing In
11	8	3,4	French Kiss	Bob Welch	Capitol	24*	Sentimental, Ebony, Mystery
12	5	2,3	Night After Night	Nils Lofgren	A&M	79*	Beggars, Rock 'N' Roll, Take You
13	4	1,5	Moonflower	Santana	Columbia	27*	She's Not There, Black Magic
14	6	1,5	Foreign Affairs	Tom Waits	Elektra	131	Potters, Burma, Strangers
15	3	1,3	Stick To Me	Graham Parker	Mercury	103*	Soul On Ice, Tear, Title
16	5	1,3	Eddie Money	Eddie Money	Columbia	151*	Two Tickets, You've Really Got, Jealousy
17	3	2,4	Heroes	David Bowie	RCA	81	Joe The Lion, Beauty And The Beast
18	4	3	Rain Dances	Camel	Janus	126*	Metronome, Highways
19	4	1,5	Brooklyn Dreams	Brooklyn Dreams	Millennium	—	Sad Eyes, Harmony, Street Dance
20	2	1	Spretres	Blue Oyster Cult	Columbia	59*	Godzilla, Leather, Fireworks
21	8	N	Let's Get Small	Steve Martin	WB	16*	Various
22	8	2,3	Rough Mix	Townshend/Lane	MCA	69	My Baby Gives It Away
23	7	1,5	Love You Live	Rolling Stones	Atlantic	8	Brown Sugar, Jumpin' Jack, Sympathy
24	2	1,3	Crosby/Nash Live	Crosby/Nash	ABC	90*	Immigration Man, Deja Vu, Lee Shore
25	2	3,4	Levon Helm & The RCO All Stars	L. Helm & The RCO	ABC	186	Washer Woman, Tie That Binds, Rain
26	1	N	Foot Loose & Fancy Free	Rod Stewart	WB	46*	Hot Legs, Title, You're In My Heart
27	3	3,4	Don't Look Down	Ozark Mtn. Dare.	A&M	184	River To The Sun, Stinghead, Crazy
28	6	2,5	Broken Heart	The Babys	Chrysalis	76*	Isn't It Time, Give Me
29	3	3	Network	Network	Epic	—	You Lied, Go Find Another, Back Seat
30	8	3,5	Rumours	Fleetwood Mac	WB	1	Dreams, Gold Dust, Lovin' Fun
31	2	1,3	Recycled	Edgar Winters	Epic	—	Puttin' It Back, Leftover, Shake It
32	1	3,4	A Pauper In Paradise	Gino Vannelli	A&M	115*	Mardi Gras, Valleys, Black And Blue
33	1	1	My Aim Is True	Elvis Costello	Columbia	—	Working Week, Miracle Man, Alison
34	1	5	Alive II	Kiss	Casablanca	78*	
35	1	1,5	Decade	Neil Young	WB	86*	Sugar Mountain, After The Gold Rush
36	5	1	Bat Out Of Hell	Meat Loaf	Epic	134*	Paradise, All Revved, You Took
37	2	3	Finale	Loggins & Messina	Columbia	96	Peacemaker
38	1	1,5	The Player Not The Game	Jess Roden Band	Island	—	
39	3	1	Live Start	Brand X	Passport	—	
40	1	3,4	Manorisms	Wet Willie	Epic	—	
41	1	3,5	Expect No Mercy	Nazareth	A&M	162*	
42	8	2,3	Karla Bonoff	Karla Bonoff	Columbia	56	Someone To Lay, Can't Hold On, Isn't It
43	3	1	Citadel	Starcastle	Epic	155*	Could This Be Love, Shine On
44	8	2,5	In City Dreams	Robin Trower	Chrysalis	33	Bluebird, Sweetwine, Smile
45	5	3,5	Midnight Band	Charlie Daniels Band	Epic	117	Redneck, Heaven
46	6	3,4	Oops! Wrong Planet	Utopia	Bearsville	—	Marriage, Love Is The Answer, Angel
47	1	1,5	Don't Let Me Be Misunderstood	Santa Esmeralda	Casablanca	—	Gloria, Title
48	8	1,5	CSN	Crosby, Stills & Nash	Atlantic	28	Fair Game, Shadow, Cathedral
49	3	3	Red Wing	Grinderswitch	Atco	—	
50	1	2	Let There Be Rock	AC/DC	Atco	—	

KEY FOR FM LP CHART 1 - NORTHEAST REGION 2 - SOUTHEAST REGION 3 - MIDWEST REGION 4 - CENTRAL REGION 5 - WESTERN REGION N - NATIONAL AIRPLAY

WNEW-FM — NEW YORK — Tom Morrera

Neil Young
Leonard Cohen
Rod Stewart
Eric Clapton
Saturday Night Fever
Wet Willie
Kiss
Michelle Phillips
Genesis
Annie Haslam
Bunny Wailer

WLIR-FM — LONG ISLAND — Danis McNamara

Eric Clapton
Treasure
Cheryl Diicher
Stranglers — EP
Leonard Cohen
Queen
Arlo Guthrie
America
Gary Wright
Scratch Band
Baby Grand
Paul Simon
Consequences

WPLJ-FM — NEW YORK — Gloria Ebranfeld

Bob Welch
Queen
Wings (45)

WBAB-FM — LONG ISLAND — Barnie Bernard

Eric Clapton
Baby Grand
Wet Willie
Elvis Costello
Genesis
Kiss
Consequences
Rick Danko
Gary Wright
ELP

WRNW-FM — WESTCHESTER — Meg Griffin

Queen
ELP
Genesis
Eric Clapton
Wet Willie
Arlo Guthrie
Paul Simon
Ramonas
Jean Luc Ponty
Gary Wright
Wings(45)

WJKL-FM — CHICAGO — Wally Lalsering

Rod Stewart
Jan Hammer
Neil Young
Genesis
Eric Clapton
Intergalactic Touring Band

Nazareth

Levon Helm

Jess Roden

WKQX-FM — CHICAGO — Bob King

Genesis

Eric Clapton

WXRT-FM — CHICAGO — Bob Gelms

Elvis Costello

Billy Cobham

Baby Grand

Montreaux Live

Rod Stewart

Wet Willie

Eric Clapton

Jan Hammer

Genesis

Jethro Tull

Neil Young

Sex Pistols

Tangerine Dream

Preservation Jazz Band

KMET-FM — LOS ANGELES — Ada Henning

Jathro Tull — Repeat-Vol II — Chrysalis

Cowboy — Capricorn

Neil Young — Decade — Reprise

Queen — News Of The World — Elektra

Gary Wright — Touch & Gone — WB

KNX-FM — LOS ANGELES — Michael Shaahy

Billy Joel — Just The Way You Are(45) — Columbia
Carol Bayer Sagar — You're Moving Out Today (45) — Elektra

Bea Gees — Saturday Night Fever — RSO

Eric Clapton — Slowhand — RSO

Patty Austin — Havana Candy — CTI

Kate Moffit — Columbia

John Denver — I Want To Live — RCA

Alan Price — UA

Pearl — London

Michelle Phillips — A&M

KWST-FM — LOS ANGELES — Charlla Kendall

Eric Clapton — Slowhand — RSO

Elvis Costello — My Aim Is True — Columbia

Glenda Griffith — Ariola

Queen — News Of The World — Elektra

Genesis — Seconds Out — Atlantic

Doucette — Arista

Kiss — Alive II — Casablanca

Wings — School Girls (45) — Capitol

WIOQ-FM — PHILADELPHIA — Helan Leicht

Eric Clapton

Kiss

Wings

Genesis

Leonard Cohen

Treasure

Tangerine Dream

Glenda Griffith

Gary Wright

Annie Haslam

Queen

Paul Simon

Billy Cobham

BRASS CONSTRUCTION ◦ III



TW	WK
1	7
2	8
3	5
4	3
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41	1
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43	3
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45	5
46	8
47	1
48	8
49	3
50	1

WNEW-FM — N
 Neil Young
 Leonard Cohen
 Rod Stewart
 Eric Clapton
 Saturday Night F
 Wet Willie
 Kiss
 Michelle Phillips
 Genesis
 Annie Haslam
 Bunny Wailer

WLIR-FM — LON
 Eric Clapton
 Treasure
 Cheryl Ditcher
 Stranglers — EP
 Leonard Cohen
 Queen
 Arlo Guthrie
 America
 Gary Wright
 Scratch Band
 Baby Grand
 Paul Simon
 Consequences

WPLJ-FM — NEV
 Bob Welch
 Queen
 Wings (45)

Top Brass!

It's the high voltage sound of Brass Construction's stunning new album, "BRASS CONSTRUCTION III." It follows the devastating success of their first album, certified Platinum and their second album already Gold and heading towards Platinum.



Platinum...
 Gold...
BRASS!

COMING AT YOU ON
 RECORDS & TAPES

PRODUCED BY JEFF LANE
 MANAGEMENT: SID MAURER/JEFF LANE

CASH BOX MOST ADDED FM LP'S

Title	Artist	Label	No.	FM Stations Adding This Week	
1	Slowhand	Eric Clapton	RSO	28	WJKL, WNEW, WLIR, WEBN, WOUR, WIOQ, WBAB, WRNW, KZEW, WCOL, WXRT, WLVQ, WCOZ, WKQX, WMC, WAAL, KFWD, WUSB, KSHE, KMEL, WABX, KZAM, KPFT, KNAC, KSN, KSJO, KOME, KINK.
2	Seconds Out	Genesis	Atlantic	21	KYA, WNEW, WOUR, WIOQ, WBAB, WRNW, WYDD, M-105, WCOL, WXRT, WLVQ, WKQX, WAAL, KFWD, WUSB, KSHE, WABX, KPFT, KZEL, KSJO, KEZY.
3	News Of The World	Queen	Elektra	15	KYA, WLIR, WOUR, WIOQ, WRNW, WYDD, M-105, WCOL, WPLJ, WCOZ, WMC, KSHE, KWST, KNAC, KMET.
4	Decades	Neil Young	WB	14	WJKL, WNEW, WEBN, WOUR, WCOL, WXRT, WMC, WAAL, KPFT, KZEL, KSJO, KDKB, KOME, KMET.
5	Foot Loose	Rod Stewart	WB	13	WJKL, WNEW, WEBN, WOUR, WCOL, WXRT, WCOZ, WAAL, KSHE, KPFT, KBPI, KSJO, KDKB.
6	Manorisms	Wet Willie	Epic	11	KYA, WBAB, WRNW, KZEW, WXRT, WCOZ, WMC, KFWD, KZAM, KSJO, KEZY.
7	Alive II	Kiss	Casablanca	9	KYA, WIOQ, WEBN, WBAB, WLVQ, WAAL, KSHE, KWST, KPFT.
	Touch & Gone	Gary Wright	WB	9	KYA, WLIR, WIOQ, WBAB, WRNW, WYDD, KFWD, KNAC, KMET.
	My Aim Is True	Elvis Costello	Columbia	9	WIOQ, WBAB, WXRT, WCOZ, WAAL, WUSB, KZAM, KWST, KOME.

Key LP Cut Singles

- School Girls — Wings — Capitol
- Just The Way — Billy Joel — Columbia
- Galaxy — War — MCA
- Slip Slidin' Away — Paul Simon — Columbia

Elvis Costello
WABX-FM — DETROIT — Carl Galeana
 Eric Clapton — Slowhand — RSO
 Genesis — Seconds Out — Atlantic
 Doucette — Arista
 Paul Simon — Slip Slidin' Away(45) — Columbia
 Wings — School Girls(45) — Capitol
KMEL-FM — SAN FRANCISCO — Tom O'Hair
 Eric Clapton — Slowhand — RSO
 Doucette — Arista
 Edgar Winter's White Trash — Recycled — Blue Sky/CBS
 Bee Gees — Saturday Night Fever — RSO
 Blue Oyster Cult — Spectres — Columbia
 Camel — Rain Dances — Janus
 War — Galaxy(45) — MCA
 Wings — School Girls(45) — Capitol
KSAN-FM — SAN FRANCISCO — Beverly Wilshire
 Ramones — Rocket To Russia — Sire
 Creme & Godley — Consequences — Mercury
 Eric Clapton — Slowhand — RSO
 Rockets — Love Transfusion — RCA
KYA-FM — SAN FRANCISCO — Jay Hansen
 Genesis — Seconds Out — Atlantic
 Kiss — Alive II — Casablanca
 Player — Island
 Queen — News Of The World — Elektra
 Paul Simon — Greatest Hits — Columbia
 Pat Travers — Putting It Straight — Polydor
 Wet Willie — Manorisms — Epic
 Gary Wright — Touch & Gone — WB
WHFS-FM — WASHINGTON D.C. — Dave Einstein
 Levon Helm
 John Nicholas
 Les McCann
 Annie Haslam
 Leonard Cohen
 Cowboy
 Dexter Gordon
 Scratch Band
 Paula Lockhart
 Nazareth
 Glenda Griffith
WCOZ-FM — BOSTON — Beverly Mire
 Queen
 Eric Clapton
 Rod Stewart
 Elvis Costello
 Wet Willie
 Alan Price
KFWD-FM — DALLAS — Steve Suttton
 Eric Clapton
 Genesis
 Gary Wright
 Wet Willie
 Blue Oyster Cult
 Pat Travers
KZEW-FM — DALLAS — Mike Hedges
 Jess Roden
 Eric Clapton
 Wet Willie
KSHE — ST. LOUIS — Ted Habeck
 Genesis — Seconds Out — Atlantic
 Eric Clapton — Slowhand — RSO
 Kiss — Alive II — Casablanca
 Rod Stewart — Foot Loose & Fancy Free — WB
 Queen — News Of The World — Elektra
 Doucette — Arista
WYDD-FM — PITTSBURGH — Steve Downes
 Queen
 Genesis
 Jethro Tull
 Neil Young
 Brooklyn Dreams
 Levon Helm
 Gary Wright
 Motors
KPFT-FM — HOUSTON — Colin Kellman
 Bob James — Heads — Columbia
 Kiss — Alive II — Casablanca
 ELO — Out Of The Blue — UA
 Intergalactic Touring Band — Passport
 Genesis — Seconds Out — Atlantic
 David Bowie — Heros — RCA
 Steve Kahn — Tightrope — Columbia
 Nazareth — Expect No Mercy — A&M
 Cowboy — Capricorn
 Eric Clapton — Slowhand — RSO
 Rod Stewart — Foot Loose & Fancy Free — WB

Jess Roden Band — The Player Not The Game — Island
 Tangerine Dream — Encore — Virgin
 Neil Young — Decade — Reprise
 Bunny Wailer — Protests — Island
 Sammy Hagar — Musical Chairs — Capitol
 Grinder Switch — Red Wing — Rabbit
 Dan Hill — Longer Fuse — 20th Century
 David Bromberg Band — Reckless Abandon — Fantasy
 Leif Garrett — Runaround Sue(45) — Atlantic
 Levon Helm & The RCO All Stars — ABC
 Beatles — Love Songs — Capitol
M105-FM — CLEVELAND — Eric Stevens
 Saturday Night Fever — Genesis
 Queen — News Of The World — Elektra
 America — Wings(45)
KEZY-FM — ANAHEIM — Jack Snyder
 Genesis — Seconds Out — Atlantic
 Steve Hillage — Motivation Radio — Atlantic
 Mark Farner — Atlantic
 Wet Willie — Manorisms — Epic
 Baby Grand — Arista
KBPI-FM — DENVER — Jean Valdez
 Rod Stewart — Foot Loose & Fancy Free — WB
 ELO — Out Of The Blue — UA
 Lynyrd Skynyrd — Street Survivors — MCA
KZAM-FM — SEATTLE — Jon Kertzer
 Rick Danko — Arista
 Chieftans — Live — Island
 Jan Hammer Group — Melodies — Nipper
 Eric Clapton — Slowhand — RSO
 Leonard Cohen — Ladies Man — WB
 Wet Willie — Manorisms — Epic
 Jethro Tull — Repeat-Vol II — Chrysalis
 Elvis Costello — My Aim Is True — Columbia
WEBN-FM — CINCINNATI — Denton Marr
 Loggins And Messina
 Starcastle
 Blue Oyster Cult
 Crosby And Nash
 Kiss
 Camel
 ELO
 Neil Young
 Rod Stewart
 Eric Clapton
KOME-FM — SAN JOSE — Dana Jang
 Neil Young — Decade — Reprise
 Elvis Costello — My Aim Is True — Columbia
 Eric Clapton — Slowhand — RSO
 David Bromberg Band — Reckless Abandon — Fantasy
KSJO-FM — SAN JOSE — Paul Wells
 Eric Clapton — Slowhand — RSO
 Jess Roden Band — The Player Not The Game — Island
 Neil Norman — Not Of This Earth — GNT
 Albert King — King Albert — Tomatoc
 Rockets — Love Transfusion — RCA
 Wet Willie — Manorisms — Epic
 Crosby/Nash — Live — ABC
 Iggy & The Stooges — Metallic KO — Import
 Neil Young — Decade — Reprise
 Elvis Costello — My Aim Is True — Columbia
 Rod Stewart — Foot Loose & Fancy Free — WB
 Treasure — Epic
 George Duke — Epic
 Ramones — Rocket To Russia — Sire
 Genesis — Seconds Out — Atlantic
KDKB-FM — PHOENIX — Hank Cookenboo
 Neil Young — Decade — Reprise
 Leonard Cohen — Ladies Man — WB
 Billy Cobham — Magic — Columbia
 Levon Helm & The RCO All Stars — ABC
 Dan Hill — Longer Fuse — 20th Century
 Edgar Winter's White Trash — Recycled — Blue Sky/CBS
 Eddie Money — Columbia
 Rod Stewart — Foot Loose & Fancy Free — WB
 War — Galaxy(45) — MCA
KINK-FM — PORTLAND — Mike Bailey
 John Denver — I Want To Live — RCA
 Eric Clapton — Slowhand — RSO
 John Denver — How Can I Leave You Again(45) — RCA
 Linda Ronstadt — It's So Easy(45) — Asylum
WCOL-FM — COLUMBUS — Guy Evans
 Genesis
 Rod Stewart
 Neil Young
 Eric Clapton
 Queen
WLVQ-FM — COLUMBUS — Steve Runner
 Kiss
 Genesis
 Eric Clapton
 Camel
WMC-FM — MEMPHIS — Ron Olson
 Queen
 Ozark Mtn. Daredevils
 Dan Hill
 Wet Willie
 Eric Clapton
 Neil Young

KFIG-FM — FRESNO — Art Farkas
 Loggins/Messina — Live — Columbia
 Jess Roden Band — The Player Not The Game — Island
 ELO — Out Of The Blue — UA
 Blood, Sweat & Tears — Brand New Day — ABC
WOUR-FM — UTICA — Tom Starr
 Eric Clapton
 Rod Stewart
 Genesis
 Queen
 Consequences
 Eddie And The Hot Rods
KNAC-FM — LONG BEACH — Bill Clay
 Gary Wright — Touch & Gone — WB
 Queen — News Of The World — Elektra
 Wings — School Girls(45) — Capitol
 Eric Clapton — Slowhand — RSO
 Jess Roden Band — The Player Not The Game — Island
 Treasurer — Epic
KZEL-FM — EUGENE — Stan Garrett
 Genesis — Seconds Out — Atlantic
 Billy Conham — Magic — Columbia
 Glenda Griffith — Ariola
 Rick Danko — Arista
 Neil Young — Decade — Reprise
 Intergalactic Touring Band — Passport
 Baby Grand — Arista
 Commodores — Live — Motown

Steve Gibbons Band — Caught In The Act — MCA
WUSB-FM — STONY BROOK — Jim Leiblich
 Genesis
 Eric Clapton
 Edgar Winter
 Shakii
 Stomo Yamashta
 Billy Cobham
 Tangerine Dream
 Elvis Costello
 Intergalactic Touring Band
 Dexter Gordon
WAAL-FM — BINGHAMTON — Steve Becker
 Rod Stewart
 Genesis
 Rick Danko
 Pat Travers
 Elvis Costello
 Blood, Sweat & Tears
 Billy Cobham
 Treasure
 Rick Wakeman
 Maynard Ferguson
 Eric Clapton
 Neil Young
 Jethro Tull
 Kiss

EXECUTIVES ON THE MOVE

(continued from page 12)



Dordal

Rodriguez

Hager

DiMatteo

Hager as regional promotion manager for the label in the Detroit area. Prior to his appointment, Hager owned and operated a retail outlet in Milwaukee, Wis., as well as doing midwest regional promotion for Columbia Records, Milwaukee/Chicago area promotion for Elektra Records, midwestern sales and promotion for Metromedia and midwest regional promotion for RCA.

Changes At CBS International — Bernard DiMatteo has been appointed vice president operations with his primary responsibility to direct and coordinate the division's worldwide technical, manufacturing and logistical operations. DiMatteo has been vice president, administration and development since 1973 and joined CBS in 1966. He replaces John Doan, who recently assumed CRI responsibilities. Paul Russell has been named to the newly-created position of vice president, administration. In his new capacity, Russell will have overall responsibility for all CRI's business development, planning, personnel and business affairs activities. He came to CBS Records in 1973 in the United Kingdom as director of business affairs, and more recently served as vice president and assistant to the president of CRI. Caroline Moore has been appointed to staff assistant, president's office. She has been with CRI since July, 1976 as manager, area desk east, and previously worked in marketing and economics for firms domestically and abroad. All three people report to Dick Asher, president of CRI. Raymond Pitts and Adalberto Ribeiro have been appointed to positions of area desk managers. Their responsibilities will include monitoring the market conditions and providing market research for countries where CRI has or anticipates establishing companies. Pitts comes to CBS from Radio Denmark where he served as a musical director, staff arranger and producer. He is an accomplished composer. Ribeiro has extensive experience in business systems as general manager of the International Surety Department of the Public Services Mutual Company of New York. Both men will report to Frank Welzer. Robert J. Witt, Jr. has been named director, asset control. Witt has been employed with CBS since 1975 working in CHD. Michael Adams has been appointed assistant controller, asset management. He joined CBS in 1967 as a financial analyst in the news division and subsequently served in various positions in the corporation before coming to CRI as director of asset management in 1976. Roger Romano has been named assistant controller, budgets and accounting. He became associated with CRI in 1968 as a financial analyst and most recently served as assistant controller, asset management. All three appointees will report to Jay Edelman. Frank J. Welzer has been appointed as vice president, business development. In this new position, Welzer will be responsible for business development with emphasis on acquisitions, joint ventures, licenses and the development of new and existing markets. Welzer originally came to CBS in 1969 and most recently served as vice president, compensation, benefits and personnel systems. He will report directly to Paul Russell. Reporting to Welzer in his new area will be Jack Oppenheimer, previously director of development, now director of business development, west, and Eliot Loshak, formerly director of administration, now director of business

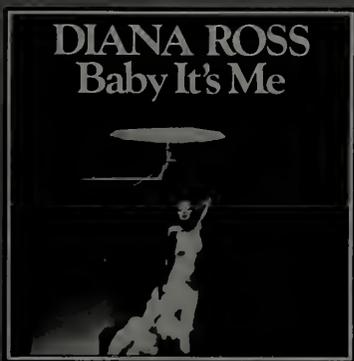
(continued on page 58)

THE SINGLES BULLETS

- #3 CRYSTAL GAYLE** — Receiving top 5 airplay at 47 CB reporting stations including KPAM-1, KEEL-1, KNDE-1, KJR-1, KSLY-1, WKBW-2, KGW-2, KSTP-2, BJ105-2, KBEQ-2, WFIL-2, WAPE-2, WNDE-2, KIOA-2, WAYS-2, WNCI-2, WBBF-2, KDWB-2, KING-2, KFRC-2, 13Q-3, WLEE-3, WGCL-3, WAKY-3, WSGA-3, WZZD-3, WCOL-3, WISM-3, KXOK-3, KHJ-4, 10Q-4, WPRO-FM-4, KSLQ-4, KAKC-4, WCAO-4, WNET-5, WPEZ-5, WOKY-5, WBBQ-5, WLAC-5, WSAI-5, WVBF-5, 96X-5, KTAC-5. Top 5 sales at Worldwide, Music St./Seattle, All Records/Oakland, Banana/S.F., Tower/Sac., L.A., Alta/Phoenix, Odyssey/Santa Cruz, City One Stop, Licorice Pizza, Music Plus/L.A., Win One Stop/N.Y., Richman Bros./Phila., Waxie Maxie, Schwartz Bros./D.C., Singer/Chicago, Father's & Sun's/Indianapolis, J.L. Marsh/Minn., Stark/Cleve., Sound Warehouse/Dallas.
- #6 BEE GEES** — #3 most active record this week with 23 jumps including WABC 16-14, KFRC 22-12, WNET 22-14, KXOK 13-7, KSTP 12-8, KGW 15-11, WPEZ 18-9, WMP5 28-21, Q102 20-16, KSLQ 16-12, WDRQ 21-13, 99X 14-9, 10Q 19-12, KING 10-6, WZZD 15-10, KLEO 13-4, WNOE 27-22, WIFI 17-7, 96X 17-8, WSAI 20-15, KCBQ 23-13, KTAC 14-10, WBBF 23-18. Receiving top 5 airplay at B100-1, WOW-1, WHHY-1, WRKO-2, WPRO-FM-2, WSGN-2, WCAO-2, KLIF-3, KCPX-3, WKY-3, Q94-3, WAYS-3, KLEO-4, WISM-4, KPAM-4, KHJ-5, KJR-5, 13Q-5. Top 10 sales at Worldwide, Music St./Seattle, Everybody's/Portland, Tower/S.F., L.A., Alta/Phoenix, Odyssey/Santa Cruz, City One Stop, Licorice Pizza, Music Plus/L.A., Bee Gee/Albany, King Karol/N.Y., N.E. Music City/Boston, Waxie Maxie, Schwartz Bros./D.C., Cavages/Bufalo, Father's & Sun's/Indianapolis, Bromo/Okla. City, Western/Amarillo, Cactus/Houston, Sieberts/Little Rock.
- #9 CHICAGO** — Receiving top 5 airplay at WZUU-1, KGW-1, KCPX-1, WOW-2, WSGA-2, KSLQ-3, KING-3, WDRQ-3, KPAM-3, WIFI-3, BJ-105-3, KFRC-4, KTLK-4, WZZD-4, WFIL-4, Y-100-4, B-100-4, WMAK-5, KLEO-5, KERN-5, Q94-5, KXKX-5, KAKC-5. Jumps this week include WLS 19-13, WGCL 24-18, WZUU 19-7, 13Q 24-19, WQAM 14-6, WLAC 21-11, KXOK 10-6, Q94 11-5, WKY 13-9, WAYS 13-8, KEEL 11-7, KDWB 11-7, KCBQ 20-10, WNOE 10-6. Top 10 sales at All Records/Oakland, Music St./Seattle, Banana/S.F., Odyssey/Santa Cruz, City One Stop, Warehouse, Tower/L.A., Win One Stop, King Karol/N.Y., Richman Bros./Phila., Schwartz Bros./D.C., Father's & Sun's/Indianapolis, Poplar Tunes/Memphis, Bromo/Okla. City, Western/Amarillo, Sound Warehouse/Dallas, Sieberts/Little Rock.
- #11 RITA COOLIDGE** — Jumps this week include WABC 13-11, KHJ 16-12, KFRC 14-10, KILT 12-7, WLS 13-10, WNET 15-11, WKY 12-6, WQAM 20-12, KGW 8-3, Y100 14-9, 10Q 22-16, WBBF 17-5, KTAC 12-8. Receiving top 5 rotation at KIMN-1, WAKY-1, WNOE-1, KING-1, KXKX-1, KLIF-2, KJR-2, KPAM-2, WIFI-2, KTLK-2, WPEZ-3, WDRQ-3, KGW-3, WFIL-3, WMP5-4, WSAI-4, WSGA-4, WNCI-4, KDWB-4, KXOK-4, KCPX-5, WBBF-5, WISM-5, KSTP-5, Q102-5. Top 15 sales at Worldwide/Seattle, Everybody's/Portland, Banana/S.F., Circles, Alta/Phoenix, Odyssey/Santa Cruz, City One Stop, Licorice Pizza, Warehouse, Music Plus, Tower/L.A., Bee Gee/Albany, King Karol, Win One Stop, Aravox/N.Y., Cavages/Bufalo, Richman Bros./Phila., N.E. Music City/Boston, Waxie Maxie, Schwartz Bros./D.C., Galgano/Chicago, Father's & Sun's/Indianapolis, J.L. Marsh/Minn., Stark/Cleve., Radio Doctors/Milw., Poplar Tunes/Memphis, Bromo/Okla. City, Western/Amarillo, Sound Warehouse/Dallas, Cactus/Houston, Sieberts/Little Rock, Warehouse Rec. & Tape/New Orleans.
- #12 LINDA RONSTADT** — #5 most active record this week with 20 jumps including WABC 22-19, WRKO 27-23, KLIF 11-6, WFIL 19-14, KCPX 25-20, WDRQ ex-28, WKY 17-12, WAKY 19-13, KSTP 13-7, KING 15-9, WIFI 16-12, 96X 20-15, WLEE ex-24, KCBQ 14-8, KAKC 9-2, KNDE ex-15, WPRO-FM 14-5, BJ105 24-18, WOW 10-3, WNDE 20-10. Receiving top 5 airplay at 10Q-1, WCAO-1, KILT-1, CKLW-2, WPEZ-2, KHJ-2, KAKC-2, WGCL-2, Z93-2, KRBE-2, KERN-2, WMP5-3, WKBW-3, WOW-3, WNCI-3, 13Q-4, WDRQ-4, KSLY-4, WPRO-FM-5, WQXI-5, KPAM-5, KEEL-5, KFRC-5. Top 15 sales at Banana/S.F., Tower/Sac., L.A., Odyssey/Santa Cruz, Alta/Phoenix, City One Stop, Licorice Pizza, Music Plus/L.A., Bee Gee/Albany, Cavages/Bufalo, Win One Stop/N.Y., Richman Bros./Phila., Waxie Maxie, Schwartz Bros./D.C., J.L. Marsh/Minn., Stark/Cleve., Radio Doctors/Milw., Poplar Tunes/Memphis, Bromo/Okla. City, Western/Amarillo, Sound Warehouse/Dallas, Cactus/Houston, Sieberts/Little Rock, Warehouse Rec. & Tape/New Orleans.
- #15 THE BABYS** — Added this week at Z93, WSAI, WNDE. Jumps this week include KLIF 30-26, WQXI 30-23, WGCL 20-14, WCAO 23-18, Q102 23-18, KEEL ex-21, WOKY 34-30, WDRQ ex-30, KLEO 20-12, WLEE 26-21, KAKC 23-15, KBEQ 19-16, BJ105 29-21. Top 15 sales at Everybody's/Portland, Tower/Sac., L.A., Alta/Phoenix, Odyssey/Santa Cruz, Warehouse/L.A., Bee Gee/Albany, Cavages/Bufalo, Win One Stop/N.Y., Bromo/Okla. City, Sieberts/Little Rock. Top 20 sales at Worldwide/Seattle, Banana/S.F., City One Stop, Music Plus/L.A., Waxie Maxie/D.C., Father's & Sun's/Indianapolis.
- #17 JUDY COLLINS** — Added this week at 13Q, WZZD, WNCI, WAPE. Jumps this week include KFRC 27-22, WNET 25-18, WAKY 23-18, WCOL 22-16, WKBW 23-19, WMAK 21-16, WNDE 13-6, WOW 22-17, KERN 25-21, KPAM ex-28, KNDE ex-28. Top 20 sales action at Everybody's/Portland, Circles/Phoenix, Odyssey/Santa Cruz, Win One Stop, King Karol, Aravox/N.Y., Cavages/Bufalo, N.E. Music City/Boston, J.L. Marsh/Minn., Stark/Cleve.
- #18 LINDA RONSTADT** — Adds this week include KLIF, KLAC, KTAC, WKY, KJR, WMAK, KLEO. Jumps this week at WABC ex-20, KILT 29-19, KFRC 12-8, Q102 10-6, WBBQ 25-18, KSTP 20-15, WDRQ 16-11, WHHY 20-12, WAPE 27-10, KIMN 22-18, WBBF 26-20, BJ105 24-18, WPRO-FM 14-5, KAKC ex-31, 96X 20-15, WIFI 16-12, KRBE ex-25, WZZD 20-14. Top 20 sales at Banana/S.F., Odyssey/Santa Cruz, Licorice Pizza/L.A., Bee Gee/Albany, Cavages/Bufalo, Win One Stop, King Karol/N.Y., N.E. Music City/Boston, Waxie Maxie, Schwartz Bros./D.C., Father's & Sun's/Indianapolis, Stark/Cleve., Western/Amarillo, Sieberts/Little Rock.
- #19 FLEETWOOD MAC** — This week's #1 most active record with 34 jumps include WLS 22-17, KHJ 18-13, KLIF 17-10, WKBW 24-16, KSLQ 20-15, WHBQ ex-29, WMAK 13-8, WGCL 30-21, 10Q 20-10, KING 17-12, Q102 26-21, WMP5 26-19, Y100 27-22, KGW 13-8, WLAC ex-38, KXOK 14-10, WAKY 25-15, WKY 10-4, KEEL 19-13, WNDE 27-20, WAPE 12-5, WOW 12-7, KERN 24-20, KPAM 13-6, KIMN 19-15, WSGA 12-8, KXKX 9-3, KAKC 30-22, WLEE 22-16, WSAI 15-6, 96X 28-23, WNOE 25-21, WZZD 11-6, WZUU 17-12. Top 20 sales at Music St./Seattle, Banana/S.F., Odyssey/Santa Cruz, City One Stop/L.A., Win One Stop, King Karol/N.Y., Richman Bros./Phila., Waxie Maxie, Schwartz Bros./D.C., Galgano, Singer/Chicago, Father's & Sun's/Indianapolis, J.L. Marsh/Minn., Radio Doctors/Milw., Bromo/Okla. City, Western/Amarillo, Sieberts/Little Rock.
- #20 JAMES TAYLOR** — Added this week at WRKO, KLIF, WLAC, WAYS, KLEO. Jumps this week include CKLW 15-11, KILT 26-21, WFIL ex-21, WGCL 18-13, KTLK 29-21, KGW 28-24, WLAC 10-5, WCAO 20-15, WNET 27-21, WNDE ex-26, WAPE 19-11, KJR 20-14, WISM 28-24, KPAM 21-17, WBBF 28-22, KXKX 21-16, KBEQ 23-17, WNOE 17-13, KRBE 28-21. Top 20 sales at Odyssey/Santa Cruz, Bee Gee/Albany, Richman Bros./Phila., Schwartz Bros./D.C., Father's & Sun's/Indianapolis, Stark/Cleve.
- #22 ENGLAND DAN & J.F. COLEY** — Adds this week include KLIF, WQXI, KTAC, WAKY, WDRQ, KIMN, WNDE. Jumps this week include KFRC ex-29, WMP5 19-15, WKBW 22-18, WBBQ 24-19, KSTP 24-20, KEEL 15-10, KCPX ex-27, WMAK 36-31, KLEO 27-22, WOW 25-21, KERN ex-30, KCBQ ex-30. Top 25 sales at Odyssey/Santa Cruz, Bee Gee/Albany, Win One Stop/N.Y., Waxie Maxie, Schwartz Bros./D.C., Radio Doctors/Milw., Bromo/Okla. City, Western/Amarillo.
- #24 STEVE MILLER** — #2 most active record this week with 25 jumps including KILT 38-26, WRKO 30-25, KHJ ex-27, KLIF 29-20, WKBW ex-28, WMAK 15-10, Y100 25-20, KGW 17-12, WLAC ex-37, KSTP 16-12, Q94 25-19, WAYS 21-17, KEEL 24-20, WNDE ex-28, WHHY 14-6, WAPE 20-16, WOW 15-9, B100 19-12, WISM ex-30, KIMN 8-4, KTAC ex-26, BJ 105 18-8, KAKC ex-39, WSAI 25-18, 96X ex-28. Top 25 sales at Circles/Phoenix, Odyssey/Santa Cruz, Bee Gee/Albany, Win One Stop, Aravox/N.Y., Cavages/Bufalo, N.E. Music City/Boston, Father's & Sun's/Indianapolis, Bromo/Okla. City, Sieberts/Little Rock.
- #27 PLAYER** — #4 most added record this week with adds at WFIL, WKBW, KGW, WQAM, WAKY, KCPX, KPAM, B100, WOW, KLEO. Jumps this week include CKLW ex-30, WPGC 18-12, KFRC ex-27, KILT ex-40, Z93 15-10, WPEX 12-6, WAYS 25-20, KSTP ex-24, WMAK ex-27, WISM 20-15, 96X 25-19, WIFI 30-21, WPRO-FM ex-23, KAKC 32-24, WAPE ex-29. Top 30 sales at All Records/Oakland, Music St./Seattle, Banana/S.F., Warehouse, Music Plus, Tower/L.A., Bee Gee/Albany, Richman Bros./Phila., N.E. Music City/Boston, Waxie Maxie, Schwartz Bros./D.C., Cavages/Bufalo, Stark/Cleve.
- #29 BOB WELCH** — The #1 most added record this week with 17 adds including WQXI, KHJ, KLIF, WFIL, Z93, Q102, Q94, WOKY, WCAO, KCPX, KERN, WHHY, WNDE, KBEQ, 96X, WVBF, WZZD. #4 most active record this week with 21 jumps including WPGC 27-22, CKLW ex-29, KFRC ex-25, WRKO ex-28, WDRQ 26-22, WMAK ex-25, KTLK 20-15, WPEZ ex-26, WLAC 37-23, WDRQ 21-17, KEEL 29-22, KDWB 15-12, WAPE ex-27, WOW 23-15, KXKX 13-6, BJ105 19-14, WPRO-FM ex-30, KAKC ex-36, WLEE ex-26, WNOE 24-17, WZUU ex-20. Top 30 sales action at Banana/S.F., Music Plus/L.A., Win One Stop/N.Y., Bee Gee/Albany, Cavages/Bufalo, N.E. Music City/Boston, Waxie Maxie, Schwartz Bros./D.C., J.L. Marsh/Minn., Poplar Tunes/Memphis, Sound Warehouse/Dallas, Sieberts/Little Rock.
- #31 PAUL DAVIS** — Added this week at KSLQ, KSTP, WOKY, WIFI, WBBF. Jumps this week at KILT 17-10. Good sales at Music Plus/L.A., Galgano/Chicago.
- #33 L.T.D.** — Added this week at WAYS, KEEL, BJ105, WHHY. Jumps this week include WPGC 13-9, KILT 16-8, KFRC 25-19, KLIF ex-30, KSLQ 18-14, 99X 31-27, WMAK ex-30, WGCL 29-22, WMP5 18-14, WBBQ ex-30, WQAM 24-17, Q94 26-20, WCAO 27-22, WSGA 17-10, WAPE 23-15, KNDE ex-21, WLEE 19-12, WNOE 35-29, KRBE 14-7. Top 30 sales at All Records/Oakland, Banana/S.F., Tower/S.F., Sac., L.A., City One Stop, Music Plus/L.A., Win One Stop/N.Y., Norman Cooper, Richman Bros./Phila., Waxie Maxie, Schwartz Bros./D.C., Cavages/Bufalo, Galgano/Chicago, Father's & Sun's/Indianapolis, Stark/Cleve., Poplar Tunes/Memphis, Cactus/Houston, Southern/Miami.
- #34 CARPENTERS** — Added this week at WKBW, KDWB, KERN, WAPE. Jumps this week include WRKO ex-29, KTLK ex-30, KING 19-15, KAKC 24-19, KBEQ 29-25, KTAC ex-25. Good sales at Worldwide, Music St./Seattle, Everybody's/Portland, Licorice Pizza/L.A., N.E. Music City/Boston, Stark/Cleve., Bromo/Okla. City, Sound Warehouse/Dallas.
- #35 SANTANA** — Added this week at KLIF, KLEO. Jumps this week include KHJ 22-16, KSLQ 28-24, KGW 24-20, KSTP 19-14, KDWB 27-21, KTLK ex-29, KING ex-25, WNOE 28-20, KJR ex-25, KBEQ 30-26, WAPE ex-30, KAKC ex-40. Very good sales action at All Records/Oakland, Music St./Seattle, Circles/Phoenix, Odyssey/Santa Cruz, City One Stop, Licorice Pizza, Warehouse, Music Plus/L.A., Sound Warehouse/Dallas, Stark/Cleve.
- #37 PAUL SIMON** — Added this week at WMP5, KAKC, Q102, Z93, KING, KTLK. Jumps this week include WQXI 24-18, KILT 22-17, WPEZ ex-34, WOKY 32-27, WCAO ex-30, WAPE 28-22, KRBE 22-16, 10Q ex-29. Good sales at Everybody's/Portland, Tower/Sac., Odyssey/Santa Cruz, City One Stop/L.A., King Karol, Aravox/N.Y., Richman Bros./Phila., N.E. Music City/Boston, Cavages/Bufalo, Singer/Chicago, Father's & Sun's/Indianapolis, Stark/Cleve., Cactus/Houston, Sieberts/Little Rock.
- #38 AEROSMITH** — Added this week at WOKY, WOW. Jumps this week include KHJ ex-31, WCAO 21-16, KJR 24-19, 10Q 29-21. Sales at City One Stop/L.A., N.E. Music City/Boston, Waxie Maxie, Schwartz Bros./D.C., Cavages/Bufalo.
- #39 DOLLY PARTON** — Added this week at WPGC, WFIL, KSLQ, WGCL, KBEQ, WAPE, WLEE. Jumps this week include KILT ex-28, KLIF ex-28, WHBQ 30-26, WMAK 20-11, Z93 13-9, WPEZ 32-27, WLAC 29-22, WCAO ex-27, WAYS 23-12, WNET 29-25, KAKC 19-13. Good sales at All Records/Oakland, Tower/S.F., Sac., L.A., Circles/Phoenix, City One Stop, Licorice Pizza, Warehouse/L.A., Win One Stop/N.Y., N.E. Music City/Boston, Stark/Cleve., Bromo/Okla. City, Western/Amarillo, Sound Warehouse/Dallas, Cactus/Houston, Sieberts/Little Rock.
- #40 BAY CITY ROLLERS** — Added this week at WQXI, WGCL, KING, WLAC, BJ105, WKY, KIOA, KJR. Jumps this week include WCAO ex-29, WHHY ex-30, KERN ex-28, KEEL 28-23, 13Q ex-29, KGW 26-17, KAKC 16-11, WMAK 40-35. Sales at Tower/L.A., N.E. Music City/Boston, Schwartz Bros./D.C., Bromo/Okla. City.
- #41 QUEEN** — Added this week at WQXI, WPEZ, WAYS, WGCL, WSAI, KRBE. Jumps this week include CKLW 30-23, 99X 19-13, WDRQ 30-24, KCPX ex-30. Sales at Music Plus/L.A., Bee Gee/Albany, Win One Stop/N.Y., N.E. Music City/Boston, Waxie Maxie, Schwartz Bros./D.C., Galgano/Chicago, Father's & Sun's/Indianapolis.
- #42 ROD STEWART** — Added this week at WPGC, WSGN, WPRO-FM, BJ105, KPAM, WOW. Jumps this week include WQXI 29-22, KILT 34-24, WKBW ex-26, WNOE 29-24, KAKC ex-32, WPEZ ex-28, WLAC ex-29, Q94 ex-22, KERN ex-27, KJR ex-24. Good sales action at Banana/S.F., Licorice Pizza, Tower/L.A., Win One Stop/N.Y., Cavages/Bufalo, Waxie Maxie/D.C., Stark/Cleve., Bromo/Okla. City, Warehouse Rec. & Tape/New Orleans.
- #43 KANSAS** — Added this week at KTLK, KAKC, KNDE, WBBQ, WNET, KPAM, B100, WHHY. Jumps this week include WOW 24-18, WCAO ex-28, KBEQ ex-29, WSGN ex-29, KSLQ 30-25, WIFI ex-27. Sales action at Banana/S.F., Waxie Maxie/D.C., Stark/Cleve.
- #46 HIGH INERGY** — Added this week at KFRC, CKLW, WMP5, Q94, WAYS. Jumps this week include WPGC 28-21, KILT ex-38, KHJ 20-15, WCAO 30-24, WDRQ 15-9, WGCL ex-27, 96X ex-27, 10Q 21-15. Good sales at All Records/Oakland, Music St./Seattle, Circles/Phoenix, City One Stop, Music Plus, Tower/L.A., Win One Stop/N.Y., Schwartz Bros./D.C., Western/Amarillo, Cactus/Houston.
- #51 LEIF GARRETT** — Added this week at WPEZ, WLAC, KXOK, WCAO, WDRQ, KEEL, WSGA, KNDE. Jumps this week include KFRC ex-28, WNDE 38-30, Y100 16-11, WPRO-FM ex-29, BJ105 39-29. Good sales at Banana/S.F., City One Stop, Tower/L.A., Bee Gee/Albany, Waxie Maxie, Schwartz Bros./D.C., Cavages/Bufalo.

(continued on page 59)

HOT MAGIC!



DIANA ROSS

"GETTIN' READY FOR LOVE"

M 1427F

FROM THE ALBUM "BABY IT'S ME"

M7-890R1

CASHBOX **BILLBOARD**

60

43

22

22



HIGH INERGY

"YOU CAN'T TURN ME OFF"

G 7155F

FROM THE ALBUM "TURNIN' ON"

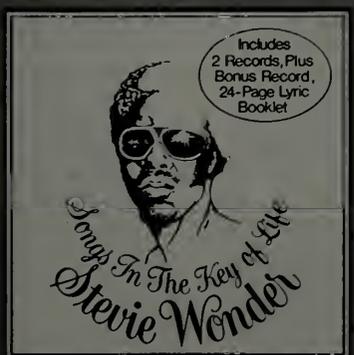
G6-978S1

46

34

85

65



STEVIE WONDER

"AS"

T 54291

FROM THE ALBUM "SONGS IN THE KEY OF LIFE"

T13-340C2

85

55

113

114

MOTOWN

CASH BOX RADIO

Artists Visit Stations



OSMONDS SIGN AND SIGN AND SIGN — Some 4,500 fans were on hand at KCBQ in San Diego recently when the station held an autograph party for Polydor recording artists Donny and Marie Osmond. Pictured (l-r) are: Nina Gomez, KCBQ music director; Donny and Marie; Billy Brill, Polydor's promotion man, and Gerry Peterson, KCBQ's program director.



TIME FOR DEAN — Lifesong recording artist Dean Friedman recently assembled in the middle of Times Square with friends from his label to salute WNEW-FM, whose name went up in lights, along with Dean's, on the Spectacolor sign facing Manhattan's 42nd Street. Pictured standing (from left) are: Bob Russo, promotion director for Lifesong; Scott Muni, program director for WNEW-FM; Friedman; Bob Sarlin, vice president of media and product management for Lifesong; and Ira Sherman, product manager for Epic Records. Pictured kneeling are (from left): Allan Hecht, director of artist development for Lifesong; and Stan Nowak of Lifesong.

Future LP Deals May Spark Bids

(continued from page 7)

tracts, according to sources, is that, unlike rock groups, jazz artists are not subject to breakups that might ruin their commercial worth. A jazz artist, noted an attorney, can be equally successful recording in any configuration, including solo.

Joe Fields, president of Muse Records and a longtime jazz figure, said that most jazz artists who have yet to crossover to pop "have enough trouble getting day-to-day deals without worrying about the 1980s."

Still, Fields noted that, if future recording deals do flourish, "I'm afraid they will hurt a company's commitment to an artist. If I have an artist who I know has made a deal to go to another label in a few years, I'm not going to bust my ass to build his career now."

Among the major pop acts that have entered future delivery arrangements are Steely Dan, which owes one more LP to ABC before moving to Warners, and Al Stewart, who must fulfill a contract with Janus before moving to Arista.

Mary Meyerson, vice president of A&R for ABC, said that, while the label was obviously unhappy about losing Steely Dan, "I feel that all's fair in love and contracts. Meanwhile, they still have an album to do for us, and being a hit act, we are going to get all we can (sales-wise) out of it. The band, for their part, are much too professional to give us anything but their

best effort."

Meyerson said that in most cases, musicians would not want to ruin their reputations by delivering inferior product to their lame duck companies. And the companies, he added, would be foolish not to attempt to reap the benefits from the artists' final merchandise.

Competition

"What is behind all this," concluded an industry attorney, "is the tremendous competition for fewer acts. Companies are looking ahead to 1980 and 1981 now. The smart companies, as usual, will come out ahead. The ones behind the eight-ball will gamble big and lose."

U.S. Radio Sales Drop

NEW YORK — Total U.S. market sales of radios to dealers declined three percent in October, 1977, over the comparable period of 1976, according to the Electronic Industry Association.

Total radio sales were 4.85 million, compared with almost 5 million last year. Sales of AM/FM and FM-only radios both increased in October, however.

Taft Declares Dividend, Approves WYNF Buy

CINCINNATI — The board of directors of Taft Broadcasting Company recently declared a quarterly dividend of 25 cents per share of common stock and approved the acquisition of WYNF in Petersburg, Florida.

Promotion In Motion

TO CONTRACT OR NOT CONTRACT? — "We're in a period of the free agent," said one national promotion vice president. "In baseball, and in the record business." He was referring to the now-common practice of giving contracts to top record executives. This is not a new development, but it has apparently escalated in recent months. In the area of promotion, the most volatile segment of the industry, the contract has given some vice presidents at least a measure of job security.

Stan Monteiro, vice president of national promotion and artist development for UA, while noting that he is not under contract, suggested that his position might be different if he had a new house, a big mortgage, and young children.

"It's a personal thing, really," Monteiro asserted. "I've always thought of myself as a maverick. I've never had trouble getting a job. It's question, basically, of self-confidence." Monteiro spoke of a situation in which a promotion vice president moved to the label that hadn't had a hit in a long time, and didn't appear to be going anywhere. "Even there, it's a matter of confidence, of knowing what you're doing. I've been at hot labels and cold labels. If you've protected your reputation, if you've been honest, there are lots of opportunities if you're let go."

Monteiro concluded, "There is another side to the issue. You're as locked in as the company is. For example, if I have an incredible year, when I come up for review after the standard 12-18 months, I can negotiate from strength. With a contract, you have the big problem of trying to renegotiate. Plus, a promotion exec who finds himself in a bad position (at a job) might have to make a financial sacrifice to get out (of a contract)."

According to Monteiro and others, the reason for the contracts is the feeling on the part of some labels that there is a limited pool of top executive talent; and that it is worth pursuing this talent with generous incentives.

However, at least a few major record companies, including CBS and A&M, reportedly do not offer job contracts as a matter of policy. This stems from their belief that the key to acquiring successful management is training their own young field personnel.

Harold Childs, vice president of promotion for A&M, agreed that the ideal way to bring people up to the vice president level was through in-house training. "But few companies have the resources to do this," Childs added.

"I think where you find most contracts being awarded is at companies who are not doing well and need the right help quickly. Also, while there are a lot of people who are naturally good national promotion reps, who can get a lot of records played, there aren't that many who can run a \$1 million or \$2 million-budgeted promotion department. Those management skills are rare, and companies are willing to pay."

ON THE STREET — Six-hour "Dream Concert" on KSFJ November 12 featured material by such artists as the Emotions, Marvin Gaye, Santana, the Commodores and War that had never been made public. Audience sounds were added to the recordings within the production studios. . . CBS "A&R/marketing" meetings at La Costa Country Club ended up encompassing dozens of execs from all departments, including promotion. . . Peter Pan Records' live "disco duck," Irwin, making the retail rounds around the country. . . Is Wolfman Jack branching into the magazine business? . . . Norm Gardner of Fantasy putting finishing touches on a well-researched music industry novel. . . Phil DiMauro of Cash Box was dining with friends near Carmine Street in Greenwich Village recently, when he heard several loud pops. "What was that?" asked Phil. "Oh, just firecrackers," said a companion. "The kids are always setting them off." Later, DiMauro learned that they were the gunshots that slew Gino Gallina, a mob lawyer and federal informant. DiMauro is glad he didn't look out the window.

mark mehlner

STATION BREAKS

Steve Becker, former music director of WAAL, Binghamton is the new 7-midnight jock at WAVA, Washington.

The new lineup at WRCK, Rockford is: Mel Young, 5-9 am; John Arthur, from KWLL, Waterloo, 9-12 am; Dan Campbell, 2-6 pm; Chuck Diamond, from WSAI, Cincinnati, 6-10 pm; Kim Carson, from WKVQ, Knoxville, 10-2 am; Bobby B. Soeder, 2-5 am; and Nic Scott, weekends and swing man.

Jeff Jaye has left WQPD, Lakeland to go to Columbus, Ohio. The 8-midnight replacement is Ross Weldon, formerly with WFLA, Tampa.

WBBF, Rochester is looking for a jock. Send tapes and resumes to Jeff Ryder, WBBF, 850 Midtown Tower, Rochester, New York 14604.

The new 10-2 am jock at WTCQ (98Q),

Vidalia is Cowboy Bob.

Jack Ryan has been named general sales manager of WSNI/WRCR, Philadelphia. Before joining the stations, Ryan was vice president of sales for WZTV, Nashville.

Nancy Boehmcke has joined WNBC Radio as a national account executive. Before joining WNBC, she was FM sales manager for RKO Radio sales.

Jane Hassler, an 11-year employee at KMPC, has been named assistant music director by Mark Blinnoff, program director.

jeff ray



'HAPPY DAYS' HERO AT KHJ — Henry Winkler, who stars in Universal's new film "Heroes" and the television series "Happy Days," recently stopped by KHJ in Los Angeles for an on-the-air chat with air personality Charlie Tuna. Pictured (l-r) at the station are: Paul Drew, president of Paul Drew Enterprises; Winkler and Michael Spears, KHJ operations manager.

Elvis Tribute To Air On NBC November 20

LOS ANGELES — "The Big Event — Memories Of Elvis," a three hour tribute to the late Elvis Presley, will be presented on NBC, Sunday, Nov. 20, hosted by Ann Margaret.

The program will consist of two NBC specials, "Elvis," originally telecast Dec., 1968, and "Elvis — Aloha From Hawaii," originally broadcast in April, 1973. The worldwide transmission of the Hawaiian concert was seen by an estimated 200 million people. Ann Margaret will also comment about her remembrances of Elvis.

It's a whole new ball game.



AB 1017

Levon Helm: Lead vocals on *The Night They Drove Old Dixie Down*, *Rag Mama Rag*, and is the drummer with The Band.

The RCO All-Stars: Paul Butterfield, Fred Carter, Jr., Steve Cropper, Donald "Duck" Dunn,

Booker T. Jones, Mac "Dr. John" Rebennack.

There's not a stronger team of Rock Superstars anywhere. Hear them in action on their premiere ABC album. Watch them in action on their 50-date tour.

abc Records
GRT Tapes

POP RADIO PLAYLIST HIGHLIGHTS

Playlist Highlights contain the following information:
Number One Song, with last week's position;
New Numbered Additions;
New Hitbounds (*): records receiving highest frequency of rotation for current product without attaining numbered positions;
New Part-Time Records ()**: LP cut' rotations, day-only and night-only play;
Prime Movers; and
Debuts: records moving from hitbound or part-time rotations into numbered positions.

WCUE — AKRON
 1-1 — Debby Boone
 *Cheech & Chong
 *Bay City Rollers
 *Jackie DeShannon
 *Randy Newman
 *Diana Ross
 13 To 6 — Linda Ronstadt — Easy Blue
 22 To 11 — L.T.D.
 30 To 22 — Bob Welch
 Ex To 38 — Kansas
 Ex To 39 — Dolly Parton
 Ex To 40 — Queen
KRKE — ALBUQUERQUE
 2-1 — Linda Ronstadt — Blue
 23 — Linda Ronstadt — Easy
 **Earth, Wind & Fire
 **England Dan & J.F. Coley
 **ELO
 **L.T.D.
 **Judy Collins
 20 To 14 — Steve Miller
 22 To 10 — Barry White
 23 To 13 — Dolly Parton
 Ex To 22 — Bob Welch
 Ex To 24 — Bay City Rollers

WAEB — ALLENTOWN
 3-1 — Crystal Gayle
 *John Denver
 26 To 13 — Linda Ronstadt — Easy
 40 To 27 — Leif Garrett
 Ex To 31 — Odyssey
 Ex To 37 — Styx
 Ex To 38 — Bob Welch
WISE — ASHVILLE
 1-1 — Debby Boone
 *Leif Garrett
 *Kansas
 *Randy Newman
 *Elvis Presley
 **Santana
 **Missouri
 13 To 6 — Linda Ronstadt — Both
 17 To 8 — Fleetwood Mac
 20 To 11 — Little River Band
 21 To 14 — Seals & Crofts
 23 To 18 — Styx
 24 To 19 — Bay City Rollers
 25 To 20 — Steve Miller
 28 To 22 — Kendalls
 30 To 23 — Dolly Parton
 31 To 24 — Judy Collins
 32 To 26 — Bob Welch
 Ex To 27 — Carpenters
 Ex To 28 — Player
 Ex To 29 — Stillwater
 Ex To 30 — L.T.D.
 Ex To 31 — Leo Sayer

WFRC — ATHENS
 1-1 — Debby Boone
 *Rod Stewart
 *Kansas
 *Andy Gibb
 *Samantha Sang
 *Lynyrd Skynyrd
 14 To 9 — Styx
 23 To 17 — L.T.D.
 27 To 22 — Linda Ronstadt — Both
 28 To 23 — Paul Simon
 31 To 26 — Santana
 34 To 29 — Carpenters
 35 To 30 — Steve Miller
 Ex To 31 — Billy Joel
 Ex To 32 — Jackie DeShannon
 Ex To 33 — Dolly Parton
 Ex To 34 — High Inergy
 Ex To 35 — Myron LeFevre

Z-93 — ATLANTA
 1-1 — Debby Boone
 *Earth, Wind & Fire
 *Paul Simon
 *Olivia Newton-John
 *Bob Welch
 *The Babys
 13 To 7 — Dolly Parton
 15 To 10 — Player
 Ex To 23 — Billy Joel
WXI — ATLANTA
 1-1 — Debby Boone
 24 — Elvis Presley
 29 — Bob Welch
 30 — Queen
 *England Dan & J.F. Coley
 *ELO
 *Bay City Rollers
 **Leif Garrett
 **Steeley Dan
 **Wings
 **Samantha Sang
 24 To 18 — Paul Simon
 29 To 22 — Rod Stewart
 30 To 23 — The Babys

WBBO — AUGUSTA
 1-1 — Debby Boone
 *Kansas
 *Samantha Sang
 *Adriasi Brothers
 *Randy Newman
 24 To 18 — England Dan & J.F. Coley
 25 To 19 — Linda Ronstadt — Easy
 Ex To 29 — KC & The Sunshine Band
 Ex To 30 — L.T.D.
WAUG — AUGUSTA
 1-1 — Debby Boone
 *Rod Stewart
 *Randy Newman
 *Bob Welch
 *Judy Collins
 *Leif Garrett
 20 To 13 — James Taylor
 21 To 10 — Fleetwood Mac
 22 To 17 — Linda Ronstadt — Blue
 Ex To 24 — Queen
 Ex To 26 — Stillwater
 Ex To 28 — L.T.D.
 Ex To 29 — Andy Gibb
 Ex To 30 — KC & The Sunshine Band

KERN — BAKERSFIELD
 1-1 — Debby Boone
 *Bob Welch
 *Carpenters
 *Andy Gibb
 *Cheech & Chong
 *Donnie & Marie
 24 To 20 — Fleetwood Mac
 25 To 21 — Judy Collins
 30 To 22 — Seals & Crofts
 Ex To 27 — Rod Stewart
 Ex To 28 — Bay City Rollers
 Ex To 29 — Styx
 Ex To 30 — England Dan & J.F. Coley
KAFY — BAKERSFIELD
 1-1 — Debby Boone
 *Leif Garrett
 *Bee Gees — Stay Alive
 *Kansas
 13 To 7 — Bee Gees
 15 To 11 — Player
 18 To 13 — Judy Collins
 22 To 16 — Seals & Crofts
 24 To 20 — Santana
 Ex To 28 — Rod Stewart
 Ex To 30 — Aerosmith
WCAO — BALTIMORE
 5-1 — Linda Ronstadt — Both
 *Wings
 *Leif Garrett
 *Bob Welch
 *Brooklyn Dreams
 20 To 15 — James Taylor
 21 To 16 — Aerosmith
 23 To 18 — The Babys
 26 To 19 — Diana Ross
 27 To 22 — L.T.D.
 30 To 24 — High Inergy
 Ex To 27 — Dolly Parton
 Ex To 28 — Kansas
 Ex To 29 — Bay City Rollers
 Ex To 30 — Paul Simon

WFBR — BALTIMORE
 1-1 — Debby Boone
 *Santana
 *Leif Garrett
 *Jackie DeShannon
 *Leif Garrett
 Ex To 27 — Steve Miller
 Ex To 29 — Odyssey
 Ex To 30 — Elvis Presley
WGUU — BANGOR
 1-1 — Debby Boone
 *Wings
 *Queen
 *Linda Ronstadt — Blue
 15 To 9 — Bay City Rollers
 16 To 8 — Judy Collins
 21 To 16 — Abba
 Ex To 28 — Shaun Cassidy
 Ex To 29 — Player
 Ex To 30 — Paul Davis
WHNN — BAY CITY
 1-1 — L.T.D.
 28 — High Inergy
 29 — Stevie Wonder
 30 — Kansas
 *Heart
 17 To 13 — Art Garfunkel
 25 To 17 — The Babys
 26 To 20 — Linda Ronstadt — Easy
 29 To 24 — England Dan & J.F. Coley
 30 To 25 — Bob Welch
 Ex To 23 — Player

WERC — BIRMINGHAM
 1-1 — Debby Boone
 *Steve Miller
 *Billy Joel
 *Bob Welch
 *Adriasi
 Ex To 23 — Rod Stewart
 Ex To 26 — Kendalls
WKXX — BIRMINGHAM
 1-1 — Debby Boone
 *Santana
 *Stevie Wonder
 *Carpenters
 18 To 13 — Player
 26 To 18 — Billy Joel
 32 To 25 — Randy Newman
 Ex To 28 — Kansas
 Ex To 30 — Stillwater
WGSN — BIRMINGHAM
 1-1 — Debby Boone
 *Billy Joel
 *Rod Stewart
 *Leif Garrett
 *Shaun Cassidy
 10 To 5 — James Taylor
 11 To 4 — Barry White
 15 To 10 — Eric Carmen
 29 To 22 — Dolly Parton
 Ex To 25 — Samantha Sang
 Ex To 29 — Kansas
 Ex To 31 — Elvis Presley

KYFR — BISMARCK
 1-1 — Debby Boone
 *John Denver
 *Linda Ronstadt — Easy
 *Donny & Marie
 15 To 10 — Carpenters
 20 To 16 — Dolly Parton
 Ex To 20 — Bob Welch
WRKO — BOSTON
 1-1 — Debby Boone
 *James Taylor
 16 To 10 — Crystal Gayle
 25 To 18 — Odyssey
 27 To 23 — Linda Ronstadt — Blue
 30 To 25 — Steve Miller
 Ex To 28 — Bob Welch
 Ex To 29 — Carpenters
 Ex To 30 — Crawler
WVBF — BOSTON
 1-1 — Debby Boone
 20 — Odyssey
 *Bob Welch
 *Rod Stewart
 *Seals & Crofts
 *Steve Martin
 20 To 5 — Crystal Gayle

WBMG — BOWLING GREEN
 1-1 — Debby Boone
 *ELO
 *Dolly Parton
 *Leif Garrett
 *Adriasi
 *Alan Parsons
 *Styx
 14 To 8 — Bee Gees
 16 To 11 — The Babys
 17 To 12 — Steve Miller
 22 To 16 — James Taylor
 Ex To 20 — Buckingham-Nicks
 Ex To 21 — Bay City Rollers
 Ex To 22 — Bob Welch
 Ex To 23 — Brick
 Ex To 24 — Peter Brown
 Ex To 25 — B.J. Thomas
 Ex To 26 — Jackie DeShannon
WICC — BRIDGEPORT
 1-1 — Debby Boone
 *Carpenters
 *Player
 *ELO
 *Randy Newman
 **Cheech & Chong
 **Al Martino
 **Shaun Cassidy
 **Dolly Parton
 9 To 4 — Bee Gees
 19 To 14 — Linda Ronstadt — Blue
 26 To 21 — Queen
 27 To 22 — Rod Stewart
WKBW — BUFFALO
 1-1 — Debby Boone
 Jackie DeShannon
 *Player
 *Randy Newman
 *Carpenters
 22 To 18 — England Dan & J.F. Coley
 23 To 19 — Judy Collins
 24 To 16 — Fleetwood Mac
 25 To 21 — Styx
 Ex To 26 — Rod Stewart
 Ex To 28 — Steve Miller

WTMA — CHARLESTON
 7-1 — Brick
 24 — Dolly Parton
 25 — Steve Miller
 26 — England Dan & J.F. Coley
 27 — Bob Welch
 28 — Leo Sayer
 29 — Earth, Wind & Fire
 30 — Rod Stewart
 10 To 5 — Bee Gees
 21 To 15 — Peter Brown
 24 To 17 — Fleetwood Mac
 27 To 18 — Player
 26 To 21 — The Babys
 29 To 22 — Paul Davis
 30 To 16 — Paul Simon
 Ex To 14 — L.T.D.
WAYS — CHARLOTTE
 1-1 — Debby Boone
 24 — James Taylor
 25 — Elvis Presley
 *Billy Joel
 *Queen
 *High Inergy
 *ELO
 *L.T.D.
 11 To 6 — Dave Mason
 13 To 8 — Chicago
 21 To 17 — Steve Miller
 23 To 12 — Dolly Parton
 25 To 20 — Player
 Ex To 26 — KC & The Sunshine Band

WFLI — CHATTANOOGA
 1-1 — Debby Boone
 *Bob Welch
 *Elvis Presley
 *Santana
 *Rod Stewart
 *Bay City Rollers
 18 To 12 — Fleetwood Mac
 25 To 17 — L.T.D.
WLS — CHICAGO
 1-1 — Debby Boone
 15 — Foghat
 21 — Bee Gees
 *Styx
 6 To 2 — Heatwave
 11 To 8 — Barry Manilow
 13 To 10 — Rita Coolidge
 15 To 11 — Styx
 19 To 13 — Chicago
 22 To 17 — Fleetwood Mac
WMET — CHICAGO
 1-1 — Debby Boone
 29 — Kansas
 15 To 11 — Rita Coolidge
 22 To 14 — Bee Gees
 25 To 18 — Judy Collins
 27 To 21 — James Taylor
 29 To 25 — Dolly Parton
Q-102 CINCINNATI
 1-1 — Debby Boone
 24 — Linda Ronstadt — Blue
 27 — Steve Miller
 *Bob Welch
 *Paul Simon
 **Fleetwood Mac
 **Hall & Oates
 6 To 2 — Commodores
 10 To 6 — Linda Ronstadt — Easy
 20 To 16 — Bee Gees
 23 To 18 — The Babys
 26 To 21 — Fleetwood Mac

WSAI — CINCINNATI
 1-1 — Debby Boone
 28 — Queen
 30 — The Babys
 10 To 5 — Crystal Gayle
 15 To 6 — Fleetwood Mac
 17 To 12 — Commodores
 20 To 15 — Bee Gees
 24 To 16 — Dave Mason
 25 To 18 — Steve Miller
WGCL — CLEVELAND
 1-1 — Debby Boone
 28 — Queen
 29 — Dolly Parton
 *Bay City Rollers
 18 To 13 — James Taylor
 20 To 14 — The Babys
 24 To 18 — Chicago
 29 To 22 — L.T.D.
 30 To 21 — Fleetwood Mac
 Ex To 27 — High Inergy
 Ex To 30 — Dramatics
WCOL — COLUMBUS
 1-1 — Debby Boone
 29 — Rush
 30 — Steve Miller
 22 To 16 — Judy Collins
 30 To 21 — Kendalls
WNCI — COLUMBUS
 1-1 — Debby Boone
 18 — Judy Collins
 20 — Bee Gees
 13 To 9 — Rush
KLIF — DALLAS
 1-1 — Debby Boone
 23 — James Taylor
 *England Dan & J.F. Coley
 *Santana
 *Linda Ronstadt — Easy
 *Bob Welch
 11 To 6 — Linda Ronstadt — Blue
 17 To 10 — Fleetwood Mac
 23 To 14 — Paul Nicholas
 28 To 24 — Barry Manilow
 29 To 20 — Steve Miller
 30 To 26 — The Babys
 Ex To 28 — Dolly Parton
 Ex To 30 — L.T.D.
WING — DAYTON
 2-1 — Firefall
 Ex To 41 — Elvis Presley
 Ex To 42 — Shaun Cassidy
 Ex To 43 — ELO
 Ex To 44 — Leo Sayer
 Ex To 45 — Jackie DeShannon
WMFN — DAYTONA BEACH
 2-1 — Bay City Rollers
 *Leif Garrett
 *Jackie DeShannon
 *Tavares
 *Cheech & Chong
 15 To 7 — Player
 16 To 9 — Fleetwood Mac
 22 To 12 — James Taylor
 23 To 16 — The Babys
 26 To 20 — Rod Stewart
 30 To 25 — Brooklyn Dreams
 31 To 22 — L.T.D.
 Ex To 27 — Linda Ronstadt — Blue
 Ex To 28 — Styx
 Ex To 29 — Andy Gibb
 Ex To 31 — Dan Hill
KTLK — DENVER
 1-1 — Steve Miller
 *Styx
 *Paul Simon
 *Kansas
 *Cheech & Chong
 19 To 13 — Heatwave
 20 To 15 — Bob Welch
 29 To 21 — James Taylor
 Ex To 29 — Santana
 Ex To 30 — Carpenters
KIMN — DENVER
 1-1 — Rita Coolidge
 30 — Olivia Newton-John
 *England Dan & J.F. Coley
 *ELO
 8 To 4 — Steve Miller
 15 To 10 — Crystal Gayle
 19 To 15 — Fleetwood Mac
 21 To 16 — Shaun Cassidy
 22 To 18 — Linda Ronstadt — Easy
KXXX — DENVER
 1-1 — Rita Coolidge
 9 To 3 — Fleetwood Mac
 21 To 16 — Bob Welch
 23 To 17 — Commodores
KIOA — DES MOINES
 1-1 — Debby Boone
 22 — Bay City Rollers
 11 To 4 — Kendalls
CKLW — DETROIT
 1-1 — Debby Boone
 *Millie Jackson
 *Bill Withers
 *High Inergy
 15 To 11 — James Taylor
 20 To 8 — Crystal Gayle
 26 To 18 — Firefall
 29 To 22 — Rose Royce
 30 To 23 — Queen
 Ex To 20 — Earth, Wind & Fire
 Ex To 25 — Cat Stevens
 Ex To 29 — Bob Welch
 Ex To 30 — Player
WDRQ — DETROIT
 1-1 — Heatwave
 32 — Firefall
 33 — George Duke
 34 — Wings
 35 — Bill Withers
 15 To 9 — High Inergy
 17 To 7 — Cat Stevens
 21 To 13 — Bee Gees
 24 To 15 — Brick
 26 To 22 — Bob Welch
 30 To 20 — Crystal Gayle
 34 To 27 — Millie Jackson
WDBQ — DUBUQUE
 1-1 — Debby Boone
 *Bay City Rollers
 *Styx
 *B.J. Thomas
 *Gene Pitney
 14 To 8 — Bee Gees
 16 To 10 — The Babys
 20 To 15 — Chicago
 23 To 19 — Seals & Crofts
 24 To 20 — Fleetwood Mac
 27 To 22 — Carpenters
 30 To 23 — England Dan & J.F. Coley
 Ex To 27 — Linda Ronstadt — Easy
 Ex To 28 — Dolly Parton
 Ex To 30 — Bob Welch
WERC — DULUTH
 2-1 — Crystal Gayle
 *Styx
 *Paul Davis
 *Rod Stewart
 9 To 4 — Paul Nicholas
 11 To 7 — Judy Collins
 15 To 11 — The Babys

17 To 13 — Linda Ronstadt — Blue
 26 To 18 — Player
 Ex To 26 — Linda Ronstadt — Easy
 Ex To 27 — England Dan & J.F. Coley
 Ex To 28 — Santana
WEAO — EAU CLAIRE
 1-1 — Debby Boone
 28 — Bob Welch
 29 — Dolly Parton
 30 — Linda Ronstadt — Blue
 20 To 15 — England Dan & J.F. Coley
 22 To 15 — Steve Miller
 29 To 22 — Linda Ronstadt — Easy
 30 To 22 — Carpenters
KINT — EL PASO
 1-1 — Debby Boone
 *Bob Welch
 *Little River Band
 *Rod Stewart
 15 To 6 — Linda Ronstadt — Easy
 17 To 13 — Steve Miller
 23 To 16 — Linda Ronstadt — Blue
 26 To 20 — Steely Dan
 Ex To 29 — Cheech & Chong
 Ex To 24 — Santana
KQWB — FARGO
 1-1 — Debby Boone
 *England Dan & J.F. Coley
 *Steve Miller
 10 To 5 — Linda Ronstadt — Blue
 12 To 8 — Paul Davis
 17 To 9 — Seals & Crofts
 Ex To 15 — Dolly Parton
 Ex To 23 — Bob Welch
 Ex To 24 — James Taylor
 Ex To 25 — Player
WFLB — FAYETTEVILLE
 2-1 — Rita Coolidge
 *Wings
 *Emotions
 *Leif Garrett
 16 To 6 — L.T.D.
 17 To 12 — Player
 20 To 13 — Earth, Wind & Fire
 23 To 15 — Linda Ronstadt — Both
 24 To 18 — Brothers Johnson
 27 To 22 — Styx
 29 To 20 — Dolly Parton
 30 To 25 — Elvis Presley
 32 To 27 — Santana
 34 To 28 — Bob Welch
 35 To 30 — Rod Stewart
 Ex To 19 — Shaun Cassidy
 Ex To 26 — High Inergy
 Ex To 33 — Paul Simon
 Ex To 34 — Samantha Sang

Z-97 — DALLAS/FT. WORTH
 5-1 — Bee Gees
 17 — Dave Mason
 9 To 4 — Judy Collins
 15 To 6 — Fleetwood Mac
 17 To 8 — Barry Manilow
 18 To 7 — Linda Ronstadt — Easy
 19 To 9 — Steve Miller
KYNO — FRESNO
 1-1 — Debby Boone
 *Cheech & Chong
 26 To 15 — Linda Ronstadt — Blue
 28 To 22 — Barry White
 30 To 21 — Bay City Rollers
 Ex To 25 — L.T.D.
 Ex To 28 — Barry Manilow
 Ex To 29 — Player
 Ex To 30 — Leif Garrett
Z-96 — GRAND RAPIDS
 1-1 — Debby Boone
 *Wings
 *Bob Welch
 9 To 4 — Paul Nicholas
 20 To 13 — Chicago
 21 To 14 — Bee Gees
 26 To 20 — Judy Collins
 28 To 22 — Peter Brown
 30 To 24 — Barry White
 Ex To 27 — Linda Ronstadt — Blue
 Ex To 30 — Crystal Gayle
WGSV — GUNTERSVILLE
 1-1 — Crystal Gayle
 *ELO
 *Randy Newman
 *Kansas
 *Wings
 10 To 4 — Chicago
 22 To 16 — Jackie DeShannon
 Ex To 32 — Billy Joel
 Ex To 33 — Diana Ross
 Ex To 34 — Leif Garrett
WDRG — HARTFORD
 1-1 — Debby Boone
 *Little River Band
 *England Dan & J.F. Coley
 *Leif Garrett
 *Dave Mason
 12 To 7 — Seals & Crofts
 16 To 11 — Linda Ronstadt — Easy
 21 To 17 — Bob Welch
 29 To 21 — Barry White
 30 To 24 — Queen
 Ex To 27 — Paul Nicholas
 Ex To 28 — Linda Ronstadt — Blue
 Ex To 29 — Van Morrison
 Ex To 30 — The Babys

KILT — HOUSTON
 1-1 — Linda Ronstadt — Blue
 *Andy Gibb
 *ELO
 *Wings
 12 To 7 — Rita Coolidge
 16 To 8 — L.T.D.
 17 To 10 — Paul Davis
 22 To 17 — Paul Simon
 26 To 21 — James Taylor
 29 To 19 — Linda Ronstadt — Easy
 34 To 24 — Santa Esmeralda
 40 To 22 — Rod Stewart
 Ex To 32 — Randy Newman
 Ex To 38 — High Inergy
 Ex To 39 — Steve Martin
 Ex To 40 — Player
WNDE — INDIANAPOLIS
 1-1 — Debby Boone
 *Bob Welch
 *The Babys
 *England Dan & J.F. Coley
 19 To 11 — Dave Mason
 20 To 10 — Bee Gees
 27 To 20 — Fleetwood Mac
 28 To 22 — Barry White
 Ex To 26 — James Taylor
 Ex To 28 — Steve Miller
 Ex To 29 — Foghat

WJDX — JACKSON
 1-1 — Rita Coolidge
 *Donny & Marie
 17 To 11 — Bay City Rollers
 20 To 15 — Firefall
 24 To 19 — Peter Brown
 Ex To 20 — Millie Jackson
 Ex To 27 — KC & The Sunshine Band
WJAX — JACKSONVILLE
 1-1 — Debby Boone
 *Carpenters
 *Judy Collins
 *Dolly Parton
 *Samantha Sang
 *Jackie DeShannon
 *Elvis Presley
 12 To 5 — Fleetwood Mac
 19 To 11 — James Taylor
 20 To 16 — Steve Miller
 23 To 15 — L.T.D.
 28 To 22 — Paul Simon
 Ex To 27 — Bob Welch
 Ex To 29 — Player
 Ex To 30 — Santana
KBEQ — KANSAS CITY
 1-1 — Debby Boone
 27 — Bob Welch
 28 — Dolly Parton
 *Alan Parsons
 *ELO
 **Steeley Dan
 19 To 16 — The Babys
 22 To 15 — Brick
 23 To 17 — James Taylor
 29 To 25 — Carpenters
 30 To 26 — Santana
 Ex To 29 — Kansas
 Ex To 30 — Missouri
WRJZ — KNOXVILLE
 1-1 — Debby Boone
 *L.T.D.
 *Shaun Cassidy
 *Elvis Presley
 **Stillwater
 **Santa Esmeralda
 17 To 10 — James Taylor
 21 To 15 — Santana
 24 To 18 — Player
 25 To 19 — Styx
 Ex To 25 — England Dan & J.F. Coley
 Ex To 26 — Jackie DeShannon
 Ex To 27 — Bay City Rollers
 Ex To 28 — Steve Miller

WQPD — LAKELAND
 1-1 — Debby Boone
 39 — John Denver
 40 — Leif Garrett
 *Cheech & Chong
 *Rod Stewart
 *Billy Joel
 *B.J. Thomas
 *Adriasi Brothers
 *Eloise Laws
 *Alan Parsons
 *Brothers Johnson
 *Diana Ross
 *Samantha Sang
 *Jay Ferguson
 37 To 17 — Abba
 Ex To 37 — Player
 Ex To 38 — Aerosmith
KENO — LAS VEGAS
 1-1 — Debby Boone
 32 — England Dan & J.F. Coley
 34 — Cheech & Chong
 35 — Bob Welch
KAAY — LITTLE ROCK
 1-1 — Debby Boone
 *James Taylor
 *England Dan & J.F. Coley
 *Atlanta Rhythm Section
 *Hall & Oates
 8 To 4 — Rita Coolidge
 10 To 5 — Bee Gees
 15 To 7 — Linda Ronstadt — Blue
 Ex To 17 — Dave Mason
 Ex To 18 — Steve Miller
KHJ — LOS ANGELES
 1-1 — Debby Boone
 *Abba
 *Wings
 *ELO
 15 To 10 — Paul Nicholas
 16 To 12 — Rita Coolidge
 18 To 13 — Fleetwood Mac
 20 To 15 — High Inergy
 22 To 16 — Santana
 25 To 18 — Shaun Cassidy
 Ex To 27 — Steve Miller
 Ex To 30 — Diana Ross
 Ex To 31 — Aerosmith

10-Q — LOS ANGELES
 3-1 — Linda Ronstadt — Blue
 *John Denver
 *Wings
 19 To 12 — Bee Gees
 20 To 10 — Fleetwood Mac
 21 To 15 — High Inergy
 22 To 16 — Rita Coolidge
 29 To 21 — Aerosmith
 Ex To 28 — Randy Newman
 Ex To 29 — Paul Simon
 Ex To 30 — Diana Ross
WAKY — LOUISVILLE
 2-1 — Rita Coolidge
 28 — Little River Band
 30 — Player
 *England Dan & J.F. Coley
 19 To 13 — Linda Ronstadt — Blue
 23 To 18 — Judy Collins
 25 To 15 — Fleetwood Mac
 Ex To 27 — Barry Manilow
WISM — MADISON
 1-1 — Debby Boone
 12 To 7 — Chicago
 13 To 8 — Firefall
 20 To 15 — Player
 21 To 17 — Barry White
 23 To 14 — Barry Manilow
 27 To 20 — Little River Band
 28 To 24 — James Taylor
 Ex To 28 — Elvis Presley
 Ex To 29 — Styx
 Ex To 30 — Steve Miller
KRIB — MASON CITY
 1-1 — Debby Boone
 *Paul Simon
 *Andy Gibb

17 To 13 — Linda Ronstadt — Blue
 26 To 18 — Player
 Ex To 26 — Linda Ronstadt — Easy
 Ex To 27 — England Dan & J.F. Coley
 Ex To 28 — Santana
WEAO — EAU CLAIRE
 1-1 — Debby Boone
 28 — Bob Welch
 29 — Dolly Parton
 30 — Linda Ronstadt — Blue
 20 To 15 — England Dan & J.F. Coley
 22 To 15 — Steve Miller
 29 To 22 — Linda Ronstadt — Easy
 30 To 22 — Carpenters
KINT — EL PASO
 1-1 — Debby Boone
 *Bob Welch
 *Little River Band
 *Rod Stewart
 15 To 6 — Linda Ronstadt — Easy
 17 To 13 — Steve Miller
 23 To 16 — Linda Ronstadt — Blue
 26 To 20 — Steely Dan
 Ex To 29 — Cheech & Chong
 Ex To 24 — Santana
KQWB — FARGO
 1-1 — Debby Boone
 *England Dan & J.F. Coley
 *Steve Miller
 10 To 5 — Linda Ronstadt — Blue
 12 To 8 — Paul Davis
 17 To 9 — Seals & Crofts
 Ex To 15 — Dolly Parton
 Ex To 23 — Bob Welch
 Ex To 24 — James Taylor
 Ex To 25 — Player
WFLB — FAYETTEVILLE
 2-1 — Rita Coolidge
 *Wings
 *Emotions
 *Leif Garrett
 16 To 6 — L.T.D.
 17 To 12 — Player
 20 To 13 — Earth, Wind & Fire
 23 To 15 — Linda Ronstadt — Both
 24 To 18 — Brothers Johnson
 27 To 22 — Styx
 29 To 20 — Dolly Parton
 30 To 25 — Elvis Presley
 32 To 27 — Santana
 34 To 28 — Bob Welch
 35 To 30 — Rod Stewart
 Ex To 19 — Shaun Cassidy
 Ex To 26 — High Inergy
 Ex To 33 — Paul Simon
 Ex To 34 — Samantha Sang

Z-97 — DALLAS/FT. WORTH
 5-1 — Bee Gees
 17 — Dave Mason
 9 To 4 — Judy Collins
 15 To 6 — Fleetwood Mac
 17 To 8 — Barry Manilow
 18 To 7 — Linda Ronstadt — Easy
 19 To 9 — Steve Miller
KYNO — FRESNO
 1-1 — Debby Boone
 *Cheech & Chong
 26 To 15 — Linda Ronstadt — Blue
 28 To 22 — Barry White
 30 To 21 — Bay City Rollers
 Ex To 25 — L.T.D.
 Ex To 28 — Barry Manilow
 Ex To 29 — Player
 Ex To 30 — Leif Garrett
Z-96 — GRAND RAPIDS
 1-1 — Debby Boone
 *Wings
 *Bob Welch
 9 To 4 — Paul Nicholas
 20 To 13 — Chicago
 21 To 14 — Bee Gees
 26 To 20 — Judy Collins
 28 To 22 — Peter Brown
 30 To 24 — Barry White
 Ex To 27 — Linda Ronstadt — Blue
 Ex To 30 — Crystal Gayle
WGSV — GUNTERSVILLE
 1-1 — Crystal Gayle
 *ELO
 *Randy Newman
 *Kansas
 *Wings
 10 To 4 — Chicago
 22 To 16 — Jackie DeShannon
 Ex To 32 — Billy Joel
 Ex To 33 — Diana Ross
 Ex To 34 — Leif Garrett
WDRG — HARTFORD
 1-1 — Debby Boone
 *Little River Band
 *England Dan & J.F. Coley
 *Leif Garrett
 *Dave Mason
 12 To 7 — Seals & Crofts
 16 To 11 — Linda Ronstadt — Easy
 21 To 17 — Bob Welch
 29 To 21 — Barry White
 30 To 24 — Queen
 Ex To 27 — Paul Nicholas
 Ex To 28 — Linda Ronstadt — Blue
 Ex To 29 — Van Morrison
 Ex To 30 — The Babys

KILT — HOUSTON
 1-1 — Linda Ronstadt — Blue
 *Andy Gibb
 *ELO
 *Wings
 12 To 7 — Rita Coolidge

POP RADIO PLAYLIST HIGHLIGHTS CONT.

- *Heart**
*Shaun Cassidy
*Kansas
*Crawler
**ELO
20 To 16 — Steve Miller
23 To 18 — Linda Ronstadt — Easy
Ex To 25 — Dolly Parton
Ex To 24 — Player
Ex To 25 — Kendalls
- WMPB — MEMPHIS**
1-1 — Debby Boone
27 — Paul Simon
30 — High Inergy
18 To 14 — L.T.D.
19 To 15 — England Dan & J.F. Coley
22 To 18 — Dave Mason
26 To 19 — Fleetwood Mac
28 To 21 — Bee Gees
- WHBQ — MEMPHIS**
1-1 — Debby Boone
No new additions
21 To 17 — Barry Manilow
24 To 19 — Firefall
29 To 22 — Paul Nicholas
30 To 26 — Dolly Parton
Ex To 28 — Shaun Cassidy
Ex To 29 — Fleetwood Mac
Ex To 33 — Samantha Sang
- Y-100 — MIAMI**
1-1 — Debby Boone
No new additions
11 To 6 — Peter Brown
14 To 9 — Rita Coolidge
16 To 11 — Leif Garrett
18 To 13 — Crystal Gayle
25 To 20 — Steve Miller
27 To 22 — Fleetwood Mac
30 To 23 — Shaun Cassidy
- WQAM — MIAMI**
1-1 — Debby Boone
38 — Player
39 — Stevie Wonder
40 — Cheech & Chong
14 To 6 — Chicago
20 To 12 — Rita Coolidge
24 To 17 — L.T.D.
25 To 18 — Crystal Gayle
- 96-X — MIAMI**
1-1 — Debby Boone
30 — Wet Willie
*Bob Welch
*Stevie Wonder
17 To 8 — Bee Gees
20 To 15 — Linda Ronstadt — Both
25 To 19 — Player
28 To 23 — Fleetwood Mac
30 To 21 — Elvis Presley
Ex To 22 — Billy Joel
Ex To 25 — Brothers Johnson
Ex To 27 — High Inergy
Ex To 28 — Steve Miller
Ex To 29 — Foghat
- WOKY — MILWAUKEE**
1-1 — Debby Boone
18 — Linda Ronstadt — Blue
32 — Bob Welch
33 — Steve Miller
*Paul Davis
*Atlanta Rhythm Section
*Aerosmith
*David Soul
21 To 17 — Peter Brown
25 To 11 — Dave Mason
32 To 27 — Paul Simon
34 To 30 — The Babys
- WZUU — MILWAUKEE**
2-1 — Chicago
7 To 3 — Paul Nicholas
10 To 4 — Crystal Gayle
17 To 12 — Fleetwood Mac
19 To 7 — Rita Coolidge
Ex To 18 — Styx
Ex To 20 — Bob Welch
- KDWB — MINNEAPOLIS**
1-1 — Debby Boone
29 — Carpenters
8 To 3 — Cary Simon
11 To 7 — Chicago
14 To 11 — Little River Band
15 To 12 — Bob Welch
19 To 13 — Pablo Cruise
27 To 21 — Santana
- KSTP — MINNEAPOLIS**
1-1 — Debby Boone
*Brooklyn Dreams
*Crawler
*Stevie Wonder
*Olivia Newton-John
*Wings
*Paul Davis
12 To 8 — Bee Gees
13 To 7 — Linda Ronstadt — Blue
16 To 12 — Steve Miller
19 To 14 — Santana
20 To 15 — Linda Ronstadt — Easy
Ex To 24 — Player
- WHYY — MONTGOMERY**
1-1 — Bee Gees
*L.T.D.
*Adriani Brothers
*Bob Welch
13 To 5 — Dave Mason
14 To 6 — Steve Miller
19 To 10 — Randy Newman
20 To 12 — Linda Ronstadt — Easy
24 To 17 — Billy Joel
Ex To 27 — Stillwater
Ex To 28 — ELO
Ex To 29 — Andy Gibb
Ex To 30 — Bay City Rollers
- WLAC — NASHVILLE**
1-1 — Debby Boone
30 — Elvis Presley
40 — James Taylor
*Linda Ronstadt — Easy
*ELO
*Bay City Rollers
*Randy Newman
*Little River Band
**Cheech & Chong
7 To 2 — Donna Summer
21 To 11 — Chicago
37 To 23 — Bob Welch
Ex To 29 — Rod Stewart
Ex To 37 — Steve Miller
Ex To 38 — Fleetwood Mac
Ex To 39 — England Dan & J.F. Coley
- WMAK — NASHVILLE**
1-1 — Debby Boone
*Samantha Sang
*Linda Ronstadt — Easy
*Lynyrd Skynyrd
**Elvis Presley
**Donny & Marie
13 To 8 — Fleetwood Mac
15 To 10 — Steve Miller
20 To 11 — Dolly Parton
22 To 13 — Seals & Crofts
28 To 21 — Barry Manilow
36 To 31 — England Dan & J.F. Coley
40 To 35 — Bay City Rollers
Ex To 25 — Bob Welch
Ex To 27 — Player
Ex To 30 — L.T.D.
- WAVZ — NEW HAVEN**
3-1 — L.T.D.
30 — Shaun Cassidy
*Kansas
*England Dan & J.F. Coley
*Billy Joel
*Carole Bayer Sager
27 To 21 — Queen
28 To 22 — Seals & Crofts
33 To 24 — Odyssey
Ex To 26 — High Inergy
Ex To 28 — Steely Dan
- WNOE — NEW ORLEANS**
1-1 — Rita Coolidge
38 — Randy Newman
*Samantha Sang
**ELO
10 To 6 — Chicago
15 To 10 — Elvis Presley
17 To 13 — James Taylor
24 To 17 — Bob Welch
25 To 21 — Fleetwood Mac
27 To 22 — Bee Gees
28 To 20 — Santana
29 To 24 — Rod Stewart
Ex To 32 — Crystal Gayle
Ex To 35 — KC & The Sunshine Band
Ex To 36 — Tom Petty
- WABC — NEW YORK**
1-1 — Debby Boone
No new additions
12 To 8 — Paul Nicholas
13 To 11 — Rita Coolidge
16 To 14 — Bee Gees
22 To 19 — Linda Ronstadt — Blue
Ex To 20 — Linda Ronstadt — Easy
- 99-X — NEW YORK**
1-1 — Debby Boone
21 — Linda Ronstadt — Blue
26 — Chic
36 — Wings — Girls School!
14 To 9 — Bee Gees
15 To 10 — Rose Royce
19 To 13 — Queen
23 To 20 — Firefall
31 To 27 — L.T.D.
35 To 25 — Dave Mason
- WGH — NORFOLK**
1-1 — Debby Boone
*Judy Collins
*Player
*Dave Mason
**Kansas
**Santana
13 To 8 — Rita Coolidge
15 To 9 — Chicago
- WKY — OKLAHOMA CITY**
1-1 — Debby Boone
*Linda Ronstadt — Easy
*Bay City Rollers
16 To 4 — Fleetwood Mac
12 To 6 — Rita Coolidge
13 To 9 — Chicago
14 To 10 — Paul Nicholas
17 To 12 — Linda Ronstadt — Blue
20 To 13 — Dave Mason
Ex To 20 — Styx
- WOW — OMAHA**
4-1 — Bee Gees
22 — Rod Stewart
24 — Leo Sayer
25 — Player
26 — John Denver
*Aerosmith
*Santa Esmeralda
*Crawler
10 To 3 — Linda Ronstadt — Blue
12 To 7 — Fleetwood Mac
15 To 9 — Steve Miller
21 To 16 — Elvis Presley
23 To 15 — Bob Welch
- BJ-105 — ORLANDO**
1-1 — Debby Boone
39 — Rod Stewart
40 — Bay City Rollers
*L.T.D.
*KC & The Sunshine Band
*Olivia Newton-John
18 To 8 — Steve Miller
19 To 14 — Bob Welch
23 To 12 — Player
24 To 18 — Linda Ronstadt — Both
29 To 21 — The Babys
39 To 29 — Leif Garrett
40 To 30 — Crosby, Stills & Nash
Ex To 37 — Judy Collins
Ex To 38 — Q
- WBSR — PENSACOLA**
1-1 — Debby Boone
*Santa Esmeralda
*Carpenters
*Diana Ross
*Leif Garrett
*Elvis Presley
19 To 12 — James Taylor
24 To 18 — Paul Simon
27 To 21 — L.T.D.
30 To 24 — Dolly Parton
35 To 28 — Linda Ronstadt — Easy
Ex To 35 — Jackie DeShannon
Ex To 36 — Seals & Crofts
Ex To 39 — Rod Stewart
Ex To 40 — Bob Welch
- WIRL — PEORIA**
1-1 — Debby Boone
26 — Santana
29 — Bay City Rollers
*Bob Welch
*England Dan & J.F. Coley
12 To 8 — Dave Mason
16 To 10 — Carpenters
17 To 11 — The Babys
- 19 To 14 — Little River Band
21 To 17 — Styx
24 To 20 — Steve Miller
26 To 16 — Linda Ronstadt — Blue
Ex To 15 — Elvis Presley
Ex To 24 — Judy Collins
- WIFI — PHILADELPHIA**
1-1 — Debby Boone
No new additions
**Paul Davis
17 To 7 — Bee Gees
19 To 9 — Crystal Gayle
30 To 21 — Player
Ex To 27 — Kansas
- WPEZ — PITTSBURGH**
1-1 — Debby Boone
*Randy Newman
*Wet Willie
*Queen
*Meatloaf
*Leif Garrett
12 To 6 — Player
18 To 9 — Bee Gees
24 To 19 — Styx
32 To 27 — Dolly Parton
Ex To 26 — Bob Welch
Ex To 23 — Rod Stewart
Ex To 34 — Paul Simon
Ex To 35 — Samantha Sang
- 13Q — PITTSBURGH**
1-1 — Rita Coolidge
21 — Judy Collins
30 — Andy Gibb
24 To 19 — Chicago
Ex To 29 — Bay City Rollers
- KGW — PORTLAND**
2-1 — Chicago
*Player
*Gadzooks
8 To 2 — Rita Coolidge
9 To 5 — Firefall
13 To 6 — Fleetwood Mac
15 To 11 — Bee Gees
17 To 12 — Steve Miller
24 To 20 — Santana
25 To 19 — Dave Mason
26 To 17 — Bay City Rollers
28 To 24 — James Taylor
- WPRO-FM — PROVIDENCE**
1-1 — Debby Boone
*Rod Stewart
*Shaun Cassidy
*Wings
14 To 5 — Linda Ronstadt
30 To 19 — Barry White
Ex To 23 — Player
Ex To 29 — Leif Garrett
Ex To 30 — Bob Welch
- WKIX — RALEIGH**
1-1 — Debby Boone
*Leif Garrett
*Billy Joel
*Carpenters
*Shaun Cassidy
9 To 4 — Linda Ronstadt — Blue
12 To 5 — Barry White
17 To 11 — James Taylor
20 To 15 — Fleetwood Mac
21 To 2 — L.T.D.
24 To 19 — Jackie DeShannon
27 To 20 — Paul Davis
Ex To 25 — Kansas
Ex To 27 — Dolly Parton
Ex To 28 — Elvis Presley
Ex To 29 — Steve Miller
- KKLS — RAPID CITY**
1-1 — Debby Boone
25 — Paul Simon
*ELO
*Elvis Presley
*Andy Gibb
11 To 7 — Bee Gees
13 To 9 — England Dan & J.F. Coley
19 To 14 — Linda Ronstadt — Easy
23 To 17 — Steve Miller
28 To 23 — Dolly Parton
Ex To 26 — Diana Ross
- WLEE — RICHMOND**
1-1 — Debby Boone
*Dolly Parton
19 To 12 — L.T.D.
22 To 16 — Fleetwood Mac
26 To 21 — The Babys
Ex To 24 — Linda Ronstadt — Blue
Ex To 26 — Bob Welch
Ex To 30 — Elvis Presley
- Q94 — RICHMOND**
1-1 — Dobby Boone
*High Inergy
*Bob Welch
*Randy Newman
11 To 5 — Chicago
25 To 19 — Steve Miller
26 To 20 — L.T.D.
Ex To 22 — Rod Stewart
- WBBF — ROCHESTER**
1-1 — Debby Boone
*Jay Ferguson
*Paul Davis
17 To 5 — Rita Coolidge
19 To 10 — Van Morrison
23 To 18 — Bee Gees
26 To 20 — Linda Ronstadt — Easy
28 To 22 — James Taylor
- WROK — ROCKFORD**
4-1 — Donna Summer
35 — Linda Ronstadt — Easy
*Player
*Rod Stewart
*Santana
12 To 7 — Eric Carmen
15 To 9 — Crystal Gayle
22 To 17 — Fleetwood Mac
24 To 19 — Barry Manilow
25 To 20 — Linda Ronstadt — Blue
Ex To 26 — Bob Welch
Ex To 27 — Steve Miller
Ex To 32 — Judy Collins
- KNDE — SACRAMENTO**
5-1 — Crystal Gayle
26 — Randy Newman
*Al Martino
*Leif Garrett
*Andy Gibb
*Kansas
10 To 5 — Cheech & Chong
22 To 16 — Rose Royce
Ex To 15 — Linda Ronstadt — Blue
Ex To 21 — L.T.D.
Ex To 22 — Rita Coolidge
- Ex To 28 — Judy Collins
Ex To 30 — Shaun Cassidy
- KROY — SACRAMENTO**
1-1 — Debby Boone
27 — The Babys
28 — Bay City Rollers
29 — Olivia Newton-John
22 To 17 — Fleetwood Mac
29 To 24 — Firefall
30 To 26 — Donny & Marie
- WJON — ST. CLOUD**
1-1 — Debby Boone
*Linda Ronstadt — Easy
*Bay City Rollers
*Rod Stewart
15 To 11 — Dave Mason
16 To 12 — Bob Welch
17 To 13 — Barry Manilow
20 To 15 — James Taylor
Ex To 18 — Judy Collins
Ex To 19 — Steve Miller
Ex To 20 — England Dan & J.F. Coley
- KSLO — ST. LOUIS**
1-1 — Debby Boone
30 — Earth, Wind & Fire
31 — Paul Davis
32 — ELO
33 — Dolly Parton
*Millie Jackson
16 To 12 — Bee Gees
18 To 14 — L.T.D.
20 To 15 — Fleetwood Mac
24 To 20 — Brick
28 To 24 — Santana
30 To 25 — Kansas
33 To 27 — Randy Newman
- KXOK — ST. LOUIS**
1-1 — Debby Boone
37 — Elvis Presley
38 — Odyssey
39 — Leif Garrett
40 — Randy Newman
7 To 3 — Crystal Gayle
10 To 6 — Chicago
13 To 7 — Bee Gees
14 To 10 — Fleetwood Mac
16 To 12 — Foghat
- KCPX — SALT LAKE CITY**
3-1 — Chicago
*ELO
*Bob Welch
25 To 20 — Linda Ronstadt — Blue
26 To 22 — Styx
Ex To 27 — England Dan & J.F. Coley
Ex To 29 — Randy Newman
Ex To 30 — Queen
- KRSP — SALT LAKE CITY**
4-1 — Firefall
*L.T.D.
*Styx
*Bay City Rollers
*Aerosmith
8 To 2 — Bee Gees
15 To 10 — Linda Ronstadt
17 To 13 — Steve Miller
22 To 15 — Dolly Parton
24 To 16 — Shaun Cassidy
Ex To 28 — Kansas
Ex To 29 — Player
Ex To 30 — Leif Garrett
- B-100 — SAN DIEGO**
5-1 — Bee Gees
25 — Player
26 — Kansas
19 To 12 — Steve Miller
20 To 14 — James Taylor
23 To 16 — Little River Band
24 To 19 — Aerosmith
- KCBQ — SAN DIEGO**
1-1 — Debby Boone
*Donny & Marie
*Seals & Crofts
*Olivia Newton-John
14 To 8 — Linda Ronstadt — Blue
20 To 10 — Chicago
21 To 11 — Firefall
23 To 13 — Bee Gees
29 To 23 — Rita Coolidge
Ex To 30 — England Dan & J.F. Coley
- KFRG — SANTANA**
1-1 — Debby Boone
*High Inergy
*Bee Gees
12 To 8 — Linda Ronstadt — Easy
14 To 10 — Rita Coolidge
17 To 13 — Paul Nicholas
22 To 12 — Bee Gees
- 25 To 19 — L.T.D.
26 To 21 — Firefall
27 To 22 — Judy Collins
28 To 24 — Stevie Wonder
Ex To 25 — Bob Welch
Ex To 26 — Shaun Cassidy
Ex To 27 — Player
Ex To 28 — Leif Garrett
Ex To 29 — England Dan & J.F. Coley
Ex To 30 — Rod Stewart
Ex To 31 — Player
Ex To 32 — Dolly Parton
Ex To 33 — Fleetwood Mac
Ex To 34 — Carpenters
Ex To 35 — Fleetwood Mac
Ex To 36 — Player
Ex To 37 — Elvis Presley
Ex To 38 — Rod Stewart
Ex To 39 — Santana
Ex To 40 — Bob Welch
9 To 2 — Linda Ronstadt — Blue
13 To 8 — Dave Mason
16 To 13 — Dolly Parton
23 To 15 — The Babys
24 To 19 — Carpenters
30 To 22 — Fleetwood Mac
32 To 24 — Player
38 To 31 — Elvis Presley
Ex To 32 — Rod Stewart
Ex To 36 — Bob Welch
Ex To 37 — Linda Ronstadt
Ex To 38 — Kendalls
Ex To 39 — Steve Miller
Ex To 40 — Santana
- KELI — TULSA**
1-1 — High Inergy
Leif Garrett
*High Inergy
*Santa Esmeralda
21 To 15 — Carpenters
25 To 20 — The Babys
27 To 21 — Seals & Crofts
Ex To 27 — Paul Simon
Ex To 29 — Santana
Ex To 30 — Player
98-Q — VIDALIA
1-1 — Debby Boone
*Billy Joel
*Dolly Parton
*ELO
*Randy Newman
*Elvis Presley
13 To 7 — Bee Gees
15 To 8 — Kendalls
22 To 16 — L.T.D.
Ex To 27 — Player
Ex To 32 — Steve Miller
Ex To 34 — Kansas
Ex To 35 — Bob Welch
- WPGC — WASHINGTON**
1-1 — Debby Boone
*Dolly Parton
*Olivia Newton-John
*Rod Stewart
*Odyssey
13 To 9 — L.T.D.
18 To 12 — Player
24 To 18 — Brick
29 To 21 — High Inergy
27 To 22 — Bob Welch
- WTLB — UTICA**
1-1 — Debby Boone
*Leif Garrett
*Kansas
*Randy Newman
19 To 11 — Linda Ronstadt — Both
18 To 13 — James Taylor
25 To 19 — Player
26 To 21 — Fleetwood Mac
27 To 22 — Styx
30 To 23 — Bay City Rollers
Ex To 25 — Carpenters
Ex To 28 — Rod Stewart
Ex To 30 — Shaun Cassidy
- WAIR — WINSTON/SALEM**
1-1 — Debby Boone
*Santa Esmeralda
*Rilly Joel
*Andy Gibb
*John Denver
*B.J. Thomas
*Millie Jackson
15 To 10 — James Taylor
17 To 11 — Eric Carmen
18 To 13 — Bay City Rollers
19 To 14 — The Babys
23 To 15 — Dolly Parton
25 To 16 — Player
29 To 21 — Kendalls
30 To 23 — Linda Ronstadt — Both
34 To 26 — L.T.D.
35 To 24 — Shaun Cassidy
Ex To 27 — Leif Garrett
Ex To 32 — Elvis Presley



DAL BELLO IN DETROIT — MCA recording artist Lisa Dal Bello was on hand for the grand opening of a Peaches store outside Detroit recently while on a promotional tour in the area. Pictured (l-r) are: Graeme Waymark, Lisa's manager; Lou Sicurezza, MCA district product manager; Tom Heiman, Peaches owner; Denise Moncel, MCA promotion manager; Norton Buffalo, recording artist; Dal Bello; Donald Handleman, Handleman Co., and Steve Knill, MCA Cleveland promotion manager.

THIS IS THE
HOUSE THAT
EARTH, WIND &
FIRE BUILT.



EARTH WIND & FIRE

"ALL'N ALL" —
THE SEVENTH
COMING OF
EARTH, WIND & FIRE.
ON COLUMBIA
RECORDS AND TAPES.



Produced by Maurice White
for Kalimba Productions

Exclusive Representation:
Cavallo-Ruffalo Management
Beverly Hills, California.

CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS

This To
Week Date

STATIONS ADDING THIS WEEK

1. SENTIMENTAL LADY — BOB WELCH — CAPITOL	20%	81%	WQXI, KHJ, KLIF, WFIL, Z93, Q102, Q94, WOKY, WCAO, KCPX, KERN, WHHY, WNDE, KBEQ, 96X, WVBF, WZZD.
2. TURN TO STONE — ELO — UA	14%	14%	KHJ, KILT, WQXI, KSLQ, WLAC, WAYS, KCPX, KJR, KIMN, KBEQ, KAKC, WZZD.
3. GIRL'S SCHOOL/MULL OF KINTYRE — WINGS — CAPITOL	12%	12%	KILT, KHJ, WING, 10Q, 99X, WDRQ, KSTP, WCAO, WPRO-FM, KRBE.
4. BABY COME BACK — PLAYER — RSO	12%	67%	WFIL, WKBW, KGW, WQAM, WAKY, KCPX, KPAM, B100, WOW, KLEO.
5. SHORT PEOPLE — RANDY NEWMAN — WARNER BROS.	11%	18%	WKBW, WPEZ, WBBQ, WLAC, KXOK, Q94, KNDE, WNOE, WZZD.
6. RUNAROUND SUE — LEIF GARRETT — ATLANTIC	10%	27%	WPEZ, WLAC, KXOK, WCAO, WDRQ, KEEL, WSGA, KNDE.
7. POINT OF KNOW RETURN — KANSAS — KIRSHNER	10%	25%	WBBQ, WMET, KTLK, KAKC, KNDE, KPAM, B100, WHHY.
8. THE WAY I FEEL TONIGHT — BAY CITY ROLLERS — ARISTA	10%	44%	WQXI, WLAC, WGCL, KING, WKY, KIOA, KJR, BJ105.
9. HERE YOU COME AGAIN — DOLLY PARTON — RCA	8%	29%	WPGC, WFIL, KSLQ, WGCL, KBEQ, WAPE, WLEE.
10. GONE TOO FAR — ENGLAND DAN & J.F. COLEY — BIG TREE	8%	59%	KLIF, WQXI, KTAC, WAKY, WDRQ, KIMN, WNDE.
11. IT'S SO EASY — LINDA RONSTADT — ASYLUM	8%	84%	KLIF, WLAC, KTAC, WKY, KJR, WMAK, KLEO.
12. I HONESTLY LOVE YOU — OLIVIA NEWTON-JOHN — MCA	7%	12%	WPGC, KCBQ, Z93, KSTP, KIMN, BJ105.
13. MY WAY — ELVIS PRESLEY — RCA	7%	25%	WQXI, WLAC, KXOK, WAYS, WAPE, WMAK.
14. YOU'RE IN MY HEART — ROD STEWART — WARNER BROS.	7%	28%	WPGC, WSGN, WPRO-FM, BJ105, KPAM, WOW.
15. WE ARE THE CHAMPIONS — QUEEN — ELEKTRA	7%	41%	WQXI, WPEZ, WAYS, WGCL, WSAI, KRBE.
16. SLIP SLIDIN' AWAY — PAUL SIMON — COLUMBIA	7%	58%	KTLK, KING, Z93, Q102, KAKC, WMPS.
17. YOUR SMILING FACE — JAMES TAYLOR — COLUMBIA	7%	88%	WRKO, KLIF, WLAC, WAYS, KJR, KLEO.
18. (LOVE IS) THICKER THAN WATER — ANDY GIBB — RSO	6%	23%	KILT, KNDE, 13Q, KPAM, KERN.

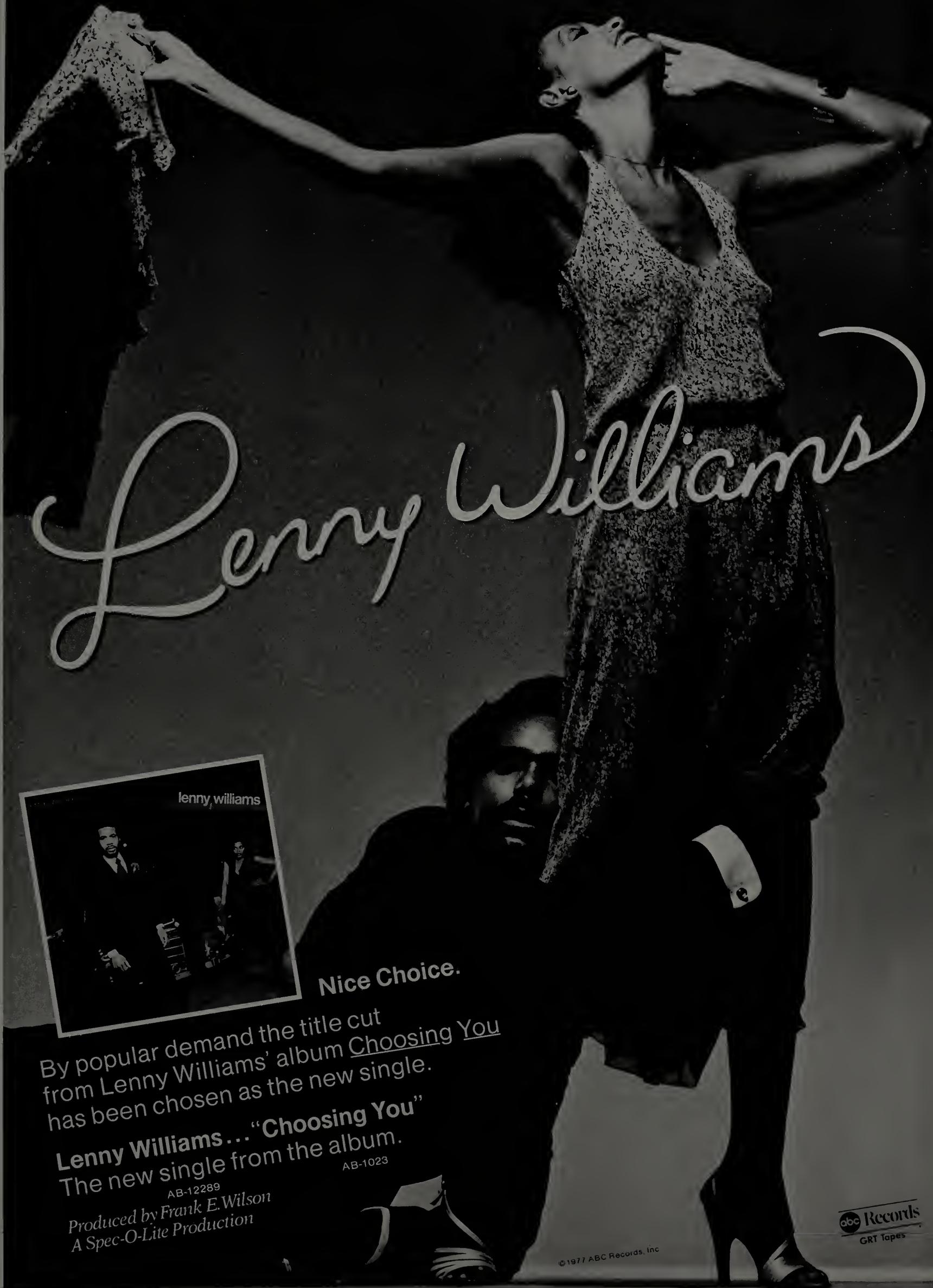
RADIO ACTIVE SINGLES

- YOU MAKE LOVIN' FUN — FLEETWOOD MAC — WARNER BROS.**
WLS 22-17, KHJ 18-13, KLIF 17-10, WKBW 24-16, KSLQ 20-15, WHBQ ex-29, WMAK 13-8, WGCL 30-21, 10Q 20-10, KING 17-12, Q102 26-21, WMPS 26-19, Y100 27-22, KGW 13-8, WLAC ex-38, KXOK 14-10, WAKY 25-15, WKY 10-4, KEEL 19-13, WNDE 27-20, WAPE 12-5, WOW 12-7, KERN 24-20, KPAM 13-6, KIMN 19-15, WSGA 12-8, KXXK 9-3, KAKC 30-22, WLEE 22-16, WSAI 15-6, 96X 28-23, WNOE 25-21, WZZD 11-6, WZUU 17-12.
- SWINGTOWN — STEVE MILLER — CAPITOL**
KILT 38-26, WRKO 30-25, KHJ ex-27, KLIF 29-20, WKBW ex-28, WMAK 15-10, Y100 25-20, KGW 17-12, WLAC ex-37, KSTP 16-12, Q94 25-19, WAYS 21-17, KEEL 24-20, WNDE ex-28, WHHY 14-6, WAPE 20-16, WOW 15-9, B100 19-12, WISM ex-30, KIMN 8-4, KTAC ex-26, BJ105 18-8, KAKC ex-39, WSAI 25-18, 96X ex-28.
- HOW DEEP IS YOUR LOVE — BEE GEES — RSO**
WABC 16-14, KFRC 22-12, WMET 22-14, KXOK 13-7, KSTP 12-8, KGW 15-11, WPEZ 18-9, WMPS 28-21, Q102 20-16, KSLQ 16-12, WDRQ 21-13, 99X 14-9, 10Q 19-12, KING 10-6, WZZD 15-10, KLEO 13-4, WNOE 27-22, WIF1 17-7, 96X 17-8, WSAI 20-15, KCBQ 23-13, KTAC 14-10, WBBF 23-18.
- SENTIMENTAL LADY — BOB WELCH — CAPITOL**
WPGC 27-22, CKLW ex-29, KFRC ex-25, WRKO ex-28, WDRQ 26-22, WMAK ex-25, KTLK 20-15, WPEZ ex-26, WLAC 37-23, WDRQ 21-17, KEEL 29-22, KDWB 15-12, WAPE ex-27, WOW 23-15, KXXK 13-6, BJ105 19-14, WPRO-FM ex-30, KAKC ex-36, WLEE ex-26, WNOE 24-17, WZUU ex-20.
- BLUE BAYOU — LINDA RONSTADT — ASYLUM**
WABC 22-19, WRKO 27-23, KLIF 11-6, WFIL 19-14, KCPX 25-20, WDRQ ex-28, WKY 17-12, WAKY 19-13, KSTP 13-7, KING 15-9, WIF1 16-12, 96X 20-15, WLEE ex-24, KCBQ 14-8, KAKC 9-2, KNDE ex-15, WPRO-FM 14-5, BJ105 24-18, WOW 10-3, WNDE 20-10.
- BACK IN LOVE AGAIN — L.T.D. — A&M**
WPGC 13-9, KILT 16-8, KFRC 25-19, KLIF ex-30, KSLQ 18-14, 99X 31-27, WMAK ex-30, WGCL 29-22, WMPS 18-14, WBBQ ex-30, WQAM 24-17, Q94 26-20, WCAO 27-22, WSGA 17-10, WAPE 23-15, KNDE ex-21, WLEE 19-12, WNOE 35-29, KRBE 14-7.
- YOUR SMILING FACE — JAMES TAYLOR — COLUMBIA**
CKLW 15-11, KILT 26-21, WFIL ex-21, WGCL 18-13, KTLK 29-21, KGW 28-24, WLAC 10-5, WCAO 20-15, WMET 27-21, WNDE ex-26, WAPE 19-11, KJR 20-14, WISM 28-24, KPAM 21-17, WBBF 28-22, KXXK 21-16, KBEQ 23-17, WNOE 17-13, KRBE 28-21.
- IT'S SO EASY — LINDA RONSTADT — ASYLUM**
WABC ex-20, KILT 29-19, KFRC 12-8, Q102 10-6, WBBQ 25-18, KSTP 20-15, WDRQ 16-11, WHHY 20-12, WAPE 27-10, KIMN 22-18, WBBF 26-20, BJ105 24-18, WPRO-FM 14-5, KAKC ex-37, 96X 20-15, WIF1 16-12, KRBE ex-25, WZZD 20-14.

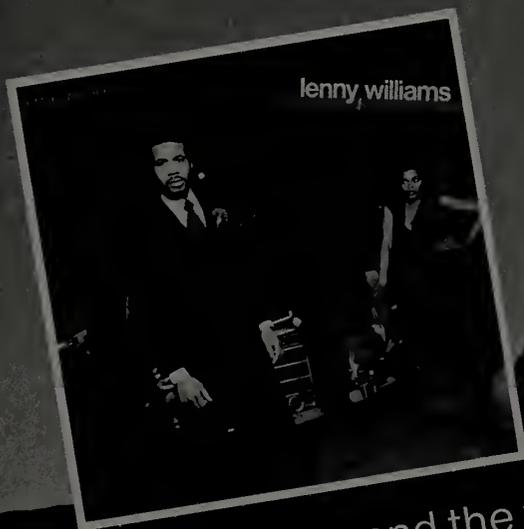
SECONDARY RADIO ACTIVE

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

- RUNAROUND SUE — LEIF GARRETT — ATLANTIC**
Adds: WBGH, WKIX, WQPD, WISE, WSPT, KELI, KAFY, WMFJ, WBSR, WFLB, WAUG, WFBR. Jumps: WAEB 40-27, WAIR ex-27, KYNO ex-30, WGSV ex-34, KRSP ex-30.
- MY WAY — ELVIS PRESLEY — RCA**
Adds: 98Q, WISE, WRJZ, WBSR, WFLI. Jumps: WFLB 30-25, WFBR ex-30, WING ex-41, WIRL ex-15, WISM ex-28, WAIR ex-32, WKIX ex-28.
- DON'T LET THE FLAME BURN OUT — JACKIE DeSHANNON — AMHERST**
Adds: WMFJ, WCUE. Jumps: WKIX 24-19, WGSV 22-16, KSLY 27-22, WBGH ex-26, WRFC ex-32, WSPT ex-30, WRJZ ex-26, WBSR ex-45, WFBR ex-45.
- JUST THE WAY YOU ARE — BILLY JOEL — COLUMBIA**
Adds: WKIX, WQPD, WAIR, KAKC, WAVZ, WERC, 98Q. Jumps: WKXX 26-18, WGSV ex-32, WICC ex-30, WRFC ex-31.
- HEY DEANIE — SHAUN CASSIDY — CURB**
Adds: WANS, WTRY, WICC, WRJZ, WAVZ. Jumps: WAIR 35-24, KRSP 24-16, WFLB ex-19, WING ex-42, WTLB ex-30.
- TURN TO STONE — ELECTRIC LIGHT ORCHESTRA — UA**
Adds: WBGH, WANS, 98Q, WTRY, KRIB, KAKC, WICC, WGSV. Jumps: WING ex-43.
- SHORT PEOPLE — RANDY NEWMAN — WB**
Adds: WTLB, 98Q, WISE, WICC, WAUG, WGSV, WCUE. Jumps: WKXX 32-25.
- HEAVEN'S JUST A SIN AWAY — KENDALLS — OVATION**
Jumps: WANS 26-19, 98Q 15-8, WISE 28-22, WAIR 29-21, KRIB ex-25, KAKC ex-38, WERC ex-26.
- BLOAT ON — CHEECH & CHONG — EPIC**
Adds: WQPD, KYNO, KENO, WICC, WMFJ, WCUE. Jumps: KINT ex-29.
- STILL THE LOVIN' IS FUN — B.J. THOMAS — MCA**
Adds: WQPD, WAIR, WDBQ, KSLY. Jumps: WFLB 28-24, WBGH ex-25.
- MINDBENDER — STILLWATER — CAPRICORN**
Adds: WRJZ. Jumps: WANS ex-29, WISE ex-29, WSPT 25-20, WAUG ex-26, WKXX ex-30.
- (LOVE IS) THICKER THAN WATER — ANDY GIBB — RSO**
Adds: WRFC, WAIR, KRIB. Jumps: WMFJ ex-29, WFLB ex-35, WAUG ex-29.



Lenny Williams



Nice Choice.

By popular demand the title cut from Lenny Williams' album Choosing You has been chosen as the new single.

Lenny Williams... "Choosing You"
The new single from the album.

AB-12289
Produced by Frank E. Wilson
A Spec-O-Lite Production

AB-1023

© 1977 ABC Records, Inc.

abc Records
GRT Tapes

Northeast

1. DEBBY BOONE
2. ODYSSEY
3. COMMODORES
4. BOB WELCH
5. BEATLES
6. "YOU LIGHT UP MY LIFE"
7. BILLY JOEL
8. JOAN ARMATRADING
9. BLUE OYSTER CULT
10. SANTANA

Baltimore/Washington

1. GEORGE DUKE
2. HIGH INERGY
3. ODYSSEY
4. ASHFORD & SIMPSON
5. "YOU LIGHT UP MY LIFE"
6. JOAN ARMATRADING
7. BOB WELCH
8. DEBBY BOONE
9. CRYSTAL GAYLE
10. BABYS

Southeast

1. DEBBY BOONE
2. BILLY JOEL
3. COMMODORES
4. "YOU LIGHT UP MY LIFE"
5. SANTANA
6. L.T.D.
7. ROD STEWART
8. OLIVIA NEWTON-JOHN
9. GINO VANNELLI
10. DOLLY PARTON

South Central

1. SANTANA
2. COMMODORES
3. DEBBY BOONE
4. GINO VANNELLI
5. OLIVIA NEWTON-JOHN
6. BOB WELCH
7. BILLY JOEL
8. BEATLES
9. CRYSTAL GAYLE
10. CARPENTERS

Midwest

1. "YOU LIGHT UP MY LIFE"
2. DEBBY BOONE
3. BOB WELCH
4. SANTANA
5. COMMODORES
6. BLUE OYSTER CULT
7. GEORGE DUKE
8. GINO VANNELLI
9. OLIVIA NEWTON-JOHN
10. DAVID BOWIE

West/Northwest

1. SANTANA
2. ROD STEWART
3. DAVID BOWIE
4. RANDY NEWMAN
5. DEBBY BOONE
6. KISS
7. COMMODORES
8. BOB WELCH
9. BEATLES
10. JOAN ARMATRADING

Denver/Phoenix

1. COMMODORES
2. BOB WELCH
3. ROD STEWART
4. SANTANA
5. KISS
6. NEIL YOUNG
7. BLUE OYSTER CULT
8. DEBBY BOONE
9. JETHRO TULL
10. DENIECE WILLIAMS

North Central

1. DEBBY BOONE
2. ELVIS (GOLD REC. VOL. 1)
3. "YOU LIGHT UP MY LIFE"
4. OLIVIA NEWTON-JOHN
5. CRYSTAL GAYLE
6. ELVIS (WELCOME TO MY WORLD)
7. ELVIS (HOW GREAT THOU ART)
8. BEATLES
9. COMMODORES
10. BLUE OYSTER CULT

National Breakouts

- | | |
|---------------------------|-----------------------|
| 1. DEBBY BOONE | 9. OLIVIA NEWTON-JOHN |
| 2. COMMODORES | 10. CRYSTAL GAYLE |
| 3. SANTANA | 11. BLUE OYSTER CULT |
| 4. BOB WELCH | 12. JOAN ARMATRADING |
| 5. "YOU LIGHT UP MY LIFE" | 13. SHAUN CASSIDY |
| 6. ROD STEWART | 14. KISS |
| 7. DAVID BOWIE | 15. ODYSSEY |
| 8. BILLY JOEL | |

T O P T E N

Account Reports

Sam Goody — New York <ol style="list-style-type: none"> 1. FLEETWOOD MAC 2. LINDA RONSTADT 3. STEELY DAN 4. SHAUN CASSIDY 5. ELVIS PRESLEY 6. KANSAS 7. LYNRYD SKYNYRD 8. YOU LIGHT UP MY LIFE 9. STEVE MARTIN 10. SANTA ESMERALDA 	Richman — Philadelphia <ol style="list-style-type: none"> 1. FLEETWOOD MAC 2. LINDA RONSTADT 3. STEELY DAN 4. ELVIS PRESLEY — LIVE 5. KANSAS 6. LYNRYD SKYNYRD 7. BILLY JOEL 8. ELO 9. DEBBY BOONE 10. FOGHAT 	Galgano — Chicago <ol style="list-style-type: none"> 1. COMMODORES — LIVE 2. FLEETWOOD MAC 3. LINDA RONSTADT 4. STEELY DAN 5. CHICAGO 6. ELVIS PRESLEY — LIVE 7. BARRY WHITE 8. KANSAS 9. HEATWAVE 10. STEVE MARTIN 	Wherehouse — Los Angeles <ol style="list-style-type: none"> 1. FLEETWOOD MAC 2. LINDA RONSTADT 3. CHICAGO 4. STEELY DAN 5. ROLLING STONES 6. HEATWAVE 7. STEVE MILLER 8. HALL & OATES 9. ERIC CARMEN 10. RITA COOLIDGE 	Independent — Denver <ol style="list-style-type: none"> 1. FLEETWOOD MAC 2. ROSE ROYCE 3. ALAN PARSONS 4. STEVE MILLER 5. HEART 6. COMMODORES 7. ASHFORD & SIMPSON 8. LINDA RONSTADT 9. STEELY DAN 10. CROSBY, STILLS, & NASH
All Records — Oakland <ol style="list-style-type: none"> 1. LINDA RONSTADT 2. FLEETWOOD MAC 3. BARRY WHITE 4. STEELY DAN 5. DEBBY BOONE 6. ROSE ROYCE 7. HEATWAVE 8. MILLIE JACKSON 9. STEVE MARTIN 10. LYNRYD SKYNYRD 	Harvard Coop — Boston <ol style="list-style-type: none"> 1. STEELY DAN 2. RANDY NEWMAN 3. FLEETWOOD MAC 4. KARLA BONOFF 5. KANSAS 6. BOB WELCH 7. STEVE MILLER 8. LINDA RONSTADT 9. DAVID BOWIE 10. RITA COOLIDGE 	Tape City — New Orleans <ol style="list-style-type: none"> 1. FLEETWOOD MAC 2. STYX 3. RANDY NEWMAN 4. LINDA RONSTADT 5. GINO VANNELLI 6. MECO 7. DEBBY BOONE 8. RITA COOLIDGE 9. SANTANA 10. ALAN PARSONS 	1812 — Milwaukee <ol style="list-style-type: none"> 1. ALAN PARSONS 2. FLEETWOOD MAC 3. FOGHAT 4. KANSAS 5. STEELY DAN 6. LINDA RONSTADT 7. STEVE MARTIN 8. STYX 9. COMMODORES — LIVE 10. DAVID BOWIE 	Father's & Sun's — Indianapolis <ol style="list-style-type: none"> 1. ROD STEWART 2. COMMODORES — LIVE 3. GEORGE DUKE 4. KANSAS 5. LYNRYD SKYNYRD 6. FLEETWOOD MAC 7. NEIL YOUNG 8. DONNA SUMMER 9. GINO VANNELLI 10. DAVID BOWIE
ABC Record & Tape/National <ol style="list-style-type: none"> 1. ELVIS PRESLEY — LIVE 2. SHAUN CASSIDY 3. FLEETWOOD MAC 4. ELVIS PRESLEY — MOODY 5. LONDON SYMPHONY ORCHESTRA 6. STEVE MILLER 7. LINDA RONSTADT 8. DEBBY BOONE 9. BARRY MANILOW 10. FOREIGNER 	Turtle — Atlanta <ol style="list-style-type: none"> 1. ROD STEWART 2. LYNRYD SKYNYRD (STREET) 3. KANSAS 4. LYNRYD SKYNYRD (ONE MORE) 5. LYNRYD SKYNYRD (PRONOUNCE) 6. DAVE MASON 7. PAUL DAVIS 8. FLEETWOOD MAC 9. STEELY DAN 10. BILLY JOEL 	Harmony Hut — Washington <ol style="list-style-type: none"> 1. LINDA RONSTADT 2. MOE BANDY 3. BRICK/PATTI LaBELLE 4. LTD/ROSE ROYCE 5. RITA COOLIDGE 6. HEATWAVE 7. DIANA ROSS 8. EMOTIONS 9. SHAUN CASSIDY 10. PRESLEY — LIVE/STEELY DAN 	Korvettes — New York <ol style="list-style-type: none"> 1. LINDA RONSTADT 2. FLEETWOOD MAC 3. STEELY DAN 4. SHAUN CASSIDY 5. LONDON SYMPHONY ORCHESTRA 6. CHICAGO 7. ELVIS PRESLEY — LIVE 8. MECO 9. ROLLING STONES 10. CROSBY, STILLS, & NASH 	Everybody's — Portland <ol style="list-style-type: none"> 1. LYNRYD SKYNYRD 2. LINDA RONSTADT 3. FLEETWOOD MAC 4. SANTANA 5. STEELY DAN 6. KARLA BONOFF 7. BLUE OYSTER 8. JEAN MICHEL JARRE 9. CROSBY, STILLS & NASH 10. ALAN PARSONS
Harmony House — Detroit <ol style="list-style-type: none"> 1. FLEETWOOD MAC 2. LINDA RONSTADT 3. SHAUN CASSIDY 4. FOREIGNER 5. FOGHAT 6. LONDON SYMPHONY ORCHESTRA 7. DOOBIE BROTHERS 8. ELVIS PRESLEY — LIVE 9. ALAN PARSONS 10. DEBBY BOONE 	Record Bar/National <ol style="list-style-type: none"> 1. LINDA RONSTADT 2. ROSE ROYCE 3. LYNRYD SKYNYRD 4. FLEETWOOD MAC 5. KANSAS 6. STEVE MARTIN 7. COMMODORES — LIVE 8. YOU LIGHT UP MY LIFE 9. BRICK 10. STEELY DAN 	Cavages — Buffalo <ol style="list-style-type: none"> 1. FLEETWOOD MAC 2. STYX 3. LINDA RONSTADT 4. STEVE MARTIN 5. FOREIGNER 6. ELTON JOHN 7. ROLLING STONES 8. STEELY DAN 9. SHAUN CASSIDY 10. ROSE ROYCE 	J.L. Marsh — Minneapolis <ol style="list-style-type: none"> 1. ELVIS PRESLEY — LIVE 2. ELVIS PRESLEY — BLUE 3. LONDON SYMPHONY ORCHESTRA 4. FLEETWOOD MAC 5. SHAUN CASSIDY 6. RITA COOLIDGE 7. YOU LIGHT UP MY LIFE 8. BARRY MANILOW 9. STEVE MILLER 10. BOSTON 	Tower — San Francisco <ol style="list-style-type: none"> 1. SANTANA 2. STEELY DAN 3. LINDA RONSTADT 4. RANDY NEWMAN 5. ROSE ROYCE 6. FLEETWOOD MAC 7. COMMODORES — LIVE 8. EMOTIONS 9. CRYSTAL GAYLE 10. ELTON JOHN
Camelot — Cleveland <ol style="list-style-type: none"> 1. YOU LIGHT UP MY LIFE 2. FLEETWOOD MAC 3. ELTON JOHN 4. DEBBY BOONE 5. SHAUN CASSIDY 6. FOREIGNER 7. STEELY DAN 8. COMMODORES 9. LYNRYD SKYNYRD 10. OLIVIA NEWTON-JOHN 	Western Merch — Amarillo <ol style="list-style-type: none"> 1. ELVIS PRESLEY — LIVE 2. LINDA RONSTADT 3. FLEETWOOD MAC 4. DEBBY BOONE 5. OLIVIA NEWTON-JOHN 6. KANSAS 7. ELTON JOHN 8. RONNIE MILSAP 9. SHAUN CASSIDY 10. FOGHAT 	VIP — Los Angeles <ol style="list-style-type: none"> 1. ROSE ROYCE 2. DRAMATICS 3. BILL WITHERS 4. MILLIE JACKSON 5. COMMODORES — LIVE 6. KELLE PATTERSON 7. HIGH INERGY 8. MOST REQUESTED RHYTHM BAND 9. BRICK 10. BARRY WHITE 	Odyssey — Santa Cruz <ol style="list-style-type: none"> 1. FLEETWOOD MAC 2. LINDA RONSTADT 3. STEELY DAN 4. SANTANA 5. CROSBY, STILLS & NASH 6. LYNRYD SKYNYRD 7. BEATLES 8. BILLY JOEL 9. ALAN PARSON 10. KANSAS 	Tower — Los Angeles <ol style="list-style-type: none"> 1. ROD STEWART 2. DONNA SUMMER 3. STEELY DAN 4. LINDA RONSTADT 5. FLEETWOOD MAC 6. DAVID BOWIE 7. BARRY WHITE 8. SANTA ESMERALDA 9. DIANA ROSS 10. SANTANA
Tower — Seattle <ol style="list-style-type: none"> 1. FLEETWOOD MAC 2. LINDA RONSTADT 3. COMMODORES 4. JAMES TAYLOR 5. CROSBY, STILLS & NASH 6. STEVE MARTIN 7. LONDON SYMPHONY ORCHESTRA 8. ALAN PARSONS 9. CRYSTAL GAYLE 10. DIANA ROSS 	Poplar Tunes — Memphis <ol style="list-style-type: none"> 1. L.T.D. 2. LINDA RONSTADT 3. HEATWAVE 4. BARRY WHITE 5. BRICK 6. DEBBY BOONE 7. FLEETWOOD MAC 8. STEELY DAN 9. RITA COOLIDGE 10. CHICAGO 	Record Shack — New York <ol style="list-style-type: none"> 1. L.T.D. 2. ROSE ROYCE 3. ODDYESSY 4. HIGH INERGY 5. MILLIE JACKSON 6. BARRY WHITE 7. ROY AYERS 8. DIANA ROSS 9. MANDRILL 10. FANTASTIC FOUR 	Alta — Phoenix <ol style="list-style-type: none"> 1. ELVIS PRESLEY 2. FLEETWOOD MAC 3. LONDON SYMPHONY ORCHESTRA 4. SHAUN CASSIDY 5. COMMODORES 6. LINDA RONSTADT 7. BARBRA STREISAND 8. TED NUGENT 9. CHICAGO 10. ELVIS PRESLEY — LIVE 	National Record Mart — Pitts <ol style="list-style-type: none"> 1. CHICAGO 2. FLEETWOOD MAC 3. LINDA RONSTADT 4. LONDON SYMPHONY ORCHESTRA 5. STEELY DAN 6. KANSAS 7. SHAUN CASSIDY 8. FOREIGNER 9. FOGHAT 10. ELVIS PRESLEY — MOODY

New FACES *to watch!*



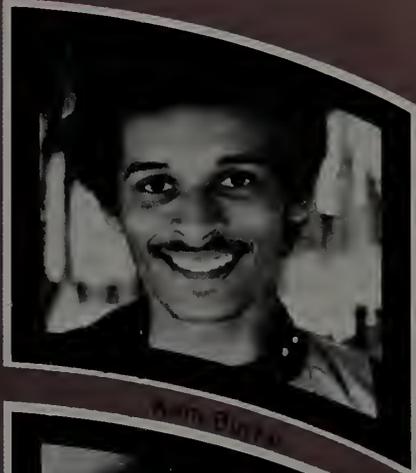
Linda Evans



Sally Jessy Raphael



Sally Jessy Raphael



Ann Druyan



Liza Taylor



Cheri O'Leary



Ann Druyan



Linda Gray



Ann Druyan



Two



Tim Allen



Steven Seagal



Group

The New Faces of Tomorrow are here! Look to the stars of tomorrow in this special feature. Look to the stars of tomorrow in this special feature. Look to the stars of tomorrow in this special feature.

On Jazz

While the mayor made no official proclamation, in many ways it was **Dexter Gordon** Week in New York. Dexter opened the show at Birdland for the party given by CBS on behalf of its Contemporary Masters Series. Playing with **Slide Hampton**, **George Cables**, **Rufus Reid** and special guest **Kenny Clarke**, Dex cooked his way through an outstanding set. Other sets included **Buddy Tate**, **Helen Humes** and the **Barry Harris** Trio and a jam session including almost a dozen different musicians. The club, which has been operating as a disco, is set up differently now than at the time it was "the jazz corner of the world." The bandstand is at the 53rd Street end of the room, and the bar is where the bleachers used to be; yet it was good to be back there again. Producer **Ozzie Cadena**, in from California, summed it up for a lot of people when he said simply, "I used to live here." Now there seems to be a good chance that jazz may return to Broadway. CBS Records Division president **Bruce Lundvall**, in his welcoming remarks, said the clubowner was thinking of turning the club into Birdland for Monday nights!

Three nights later, Long Tall Dexter was at Avery Fisher Hall for a sold-out concert of his own. The first part paid tribute to the heritage of Dexter when he played with Harris, **Percy Heath**, **Philly Joe Jones**, **Clark Terry** and **Sonny Stitt**. The rhythm section balance was not good, and the blatant showboating by one of the sidemen put something of a damper on the proceedings. The second half featured virtually the same 11 piece orchestra that appears on his new LP ("Sophisticated Giant"

— see Jazz Picks). Here the performance was inspired and the sound beautiful. Slide Hampton proved to be an engaging emcee and conductor. His arrangements were models of originality and obviously inspired Dexter. The music performed was from the album, and "Laura" brought gasps of appreciation from the packed house. In all, a real triumph for Dexter Gordon and one of the most satisfying concerts in some time.

The club scene in New York continues at a frantic pace. **Ted Curson** and band heated up Storyville for a week and **Scott Hamilton**, the young saxophone phenom, had them jammed into Eddie Condon's. Hamilton's first album is due shortly on Concord.

The **Chick Corea-Herbie Hancock** tour is coming together. TV appearances have been set for Amsterdam, Paris and Munich, with negotiations continuing for television in Tokyo and the U.S. The two keyboard giants will be recording live for a possible LP.

"African Violet" is the title of **Blue Mitchell's** first Impulse album. **Sonny Burke**, **Harold Land** and **Lee Ritenour** have key sideman roles.

John Hammond On Record, an autobiography written in collaboration with **Irving Townsend**, has just appeared (Ridge Press/Summit Books). Hammond was responsible for the discovery of **Count Basie**, **Billie Holiday**, **Aretha Franklin**, **Bob Dylan** and **Bruce Springsteen**. This should be one of the most talked about books of the season.

bob porter



KLUGH FETED — United Artists/Blue Note Records recently held a luncheon honoring recording artist Earl Klugh at Le Bistro in Beverly Hills. On hand to greet Klugh (third from left) were (l-r): Ed Levine, general manager of Blue Note Records; J. J. Johnson, program director for Los Angeles radio KDAY; Stan Monteiro, vice president of promotion and artist development for UA; and Gordon Bossin, vice president of marketing for UA.

TOP 40 JAZZ ALBUMS

	11/12 WKS		11/12 WKS
1 ENIGMATIC OCEAN JEAN-LUC PONTY (Atlantic SD 19110)	1 9	22 HEAVY WEATHER WEATHER REPORT (Columbia PC 34418)	21 34
2 BLOW IT OUT TOM SCOTT (Ode/Epic PE 34966)	3 11	23 LIFESTYLE (LIVING & LOVING) JOHN KLEMMER (ABC AB 1007)	26 24
3 FEELS SO GOOD CHUCK MANGIONE (A&M SP4658)	10 3	24 HAVANA CANDY PATTI AUSTIN (CTI 7-5006)	32 2
4 NIGHTWINGS STANLEY TURRENTINE (Fantasy 9534)	2 11	25 GRAZING DREAMS COLLIN WALCOTT (ECM-1-1096)	25 6
5 ACTION BLACKBYRDS (Fantasy F-9535)	9 7	26 BRAND NEW THING DCC SEVERINSON (Epic PE 34925)	36 2
6 OXYGENE JEAN MICHEL JARRE (Polydor PD 1-6112)	7 9	27 CAPETOWN FRINGE DOLLAR BRAND (Chiaroscuro/Audio Fidelity CR 2004)	27 11
7 REACH FOR IT GEORGE DUKE (Epic JE 34883)	31 2	28 SKY ISLANDS CALDERA (Capitol 11658)	29 12
8 CTI SUMMER JAZZ VOL. 1 (CTI 7076)	8 8	29 RIGHT ON TIME BROTHERS JOHNSON (A&M SP 4644)	18 26
9 RUBY, RUBY GATO BARBIEHI (A&M SP 4655)	13 5	30 INSIDE THE GREAT PYRAMID PAUL HORN (Mushroom MRS 5507)	30 5
10 QUINTET VSCOP (Columbia C234976)	11 4	31 MAGIC BILLY COBHAM (Columbia JC 34939)	— 1
11 FREE AS THE WIND THE CRUSADERS (Blue Thumb/ABC BT-6029)	4 23	32 LISTEN FEATURING MEL MARTIN (Inner City 1025)	33 4
12 BUNDLE OF JOY FREDDIE HUBBARD (Col. JO 34902)	14 6	33 IN FLIGHT GEORGE BENSON (Warner Bros. BSK 2983)	34 40
13 MANHATTAN SPECIAL TERUO NAKAMURA AND THE RISING SUN (Polydor PD 1-6119)	19 3	34 I CRY, I SMILE NAPADA MICHAEL WALDEN (Atlantic SD 19141)	— 1
14 PICCOLO RON CARTER (Milestone M-55004)	6 8	35 TRUE TO LIFE RAY CHARLES (Atlantic SD 19142)	— 1
15 EYE OF THE BEHOLDER RAY BARRETTO (Atlantic SD 19140)	17 4	36 YOU'VE COME A LONG WAY BABY ESTHER PHILLIPS (Mercury SRM 1-1187)	29 2
16 SURVIVORS SUITE KEITH JARRETT (ECM 1-1085)	20 3	37 GO TOO STOMU YAMASHITA (Arista AB 4138)	— 1
17 AL JARREAU LIVE IN EUROPE/LOOK TO THE RAINBOW (Warner Bros. WB 2BZ 3052)	5 20	38 SENOR BLUES URBIE GREEN (CTI 7079)	— 1
18 LIFELINE ROY AYERS UBIQUITY (Polydor PD 1-6108)	16 20	39 IT'S NECESSARY JIMMY SMITH (Mercury SRM 1-1189)	28 2
19 MORE STUFF STUFF (Warner Bros. WB BS 3061)	12 20	40 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	35 72
20 BYABLU KEITH JARRETT (Impulse/ABC 9331)	15 9		
21 NEW VINTAGE MAYNARD FERGUSON (Columbia JC 34971)	28 2		

JAZZ ALBUM PICKS

SOPHISTICATED GIANT — Dexter Gordon — Columbia JC 34989 — Producer: Michael Cuscuna — List: 7.98

This is a fascinating and unique display of the varied talents of Dexter Gordon. Accompanied by an 11 piece band arranged by Slide Hampton, Dexter is in truly inspired form. "Laura" certainly ranks with the finest ballad playing of his long and notable career, while "Moontrane" and "Fried Bananas" are exciting all the way.



DOWN HOME — Zoot Sims — Bethlehem 6027 — List: 6.98

This is probably the finest single LP of Zoot Sims' career, and to have it available again after an absence of many years is quite gratifying. Dave McKenna, the late George Tucker and Danny Richmond provide the rhythm and that is all Zoot needs. A couple of Basie items sneak in among the familiar standards, but for straight-ahead, swinging saxophone, Zoot's work here ranks with the best of any number of timeless masters.



MANHATTAN SPECIAL — Teruo Nakamura And The Rising Sun — Polydor 1-6119 — Producer: Nakamura and Yoskio Ozawa — List: 7.98

Teruo Nakamura's latest release has a richly orchestrated sound, featuring many guest artists including Herbie Hancock and John Mosley. Nakamura's funky bass provides a solid underpinning on songs like "Wiggle Worm," written by Mark Gray, who plays piano. The mood is more evocative on several cuts by Shiro Mori whose guitar work is excellent.



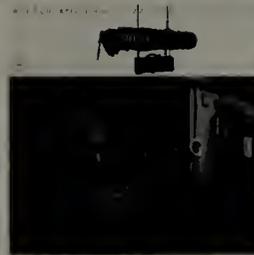
NATURAL ELEMENTS — Shakti — Columbia JC 34980 — Producer: John McLaughlin — List: 7.98

McLaughlin pioneered the synthesis of Eastern and Western musical traditions. This second album by Shakti again successfully combines the masterful McLaughlin guitar with Shankar's complementary violin and together they walk through a whirlwind of Indian percussion. Shankar and McLaughlin share writing credits. Hussain on tabla and Vinayakram on ghatam are remarkable for their combined abilities of grace and torrential speed.



PRESERVATION HALL JAZZ BAND OF NEW ORLEANS, VOL. I — Columbia M 34549 — Producer: Irving Stimler — List: 7.98

This legendary outfit has finally put out an album of some of the happiest music around. Included are several of the band's best known songs and even though some of the original members have been playing "Tiger Rag" and "Amen" for 30 or 40 years, they are classics that improve with age. Whether it's a gospel dirge or upbeat jazz, the songs flow effortlessly from these musicians who would seemingly let the world go by as long as they have their instruments.



SILVER BLUE — Dexter Gordon-Al Cohn — Xanadu 137 — Producer: Don Schlitten — List: 6.98

A companion to the "True Blue" Xanadu album, this features the two saxophonists along with Blue Mitchell, Sam Noto and an inspired rhythm section. Two long jams and an interesting unaccompanied duet ("On The Trail") by the tenor stars make up the album. The blowing is major league throughout, with the best solo being Barry Harris' highly personal choruses on the title track.



TOP FORTY CLASSICAL ALBUMS

		Weeks On Chart	
1	GERSHWIN: Porgy And Bess Sherwin. M. Goidwin/Houston Grand Opera RCA ARL 3-2109 (23.94/3 LPs)	11/5	24
2	BOLLING: Suite For Flute & Jazz Piano Rampal, Bolling Columbia M33233 (7.98/1 LP)	1	24
3	RAVEL: Bolero Chicago Symphony Orchestra (Sir George Solti) London CS 7033 (7.98/1 LP)	3	54
4	MAHLER: Symphony #2 Horne, Abbado DG 2707094 (13.96/2 LPs)	2	32
5	VERDI: Requiem Price, Baker, Luchetti, Van Van Soiti RCA	8	12
6	THE GREAT PAVAROTTI London OS 26510 (7.98/1 LP)	—	2
7	GOUNOD: Faust Caballe, Aragall, Lombard RCA FRL 4-2493 (31.92/4 LPs)	4	38
8	HOLST: The Planets Tomita RCA ARL 1-1919 (7.98/1 LP)	12	6
9	ELGAR: Cello Concertos Op. 85/Enigma Variations Jacqueline Du Pra, Phila. Orch./Barenboim Columbia M34530 (7.98/1 LP)	5	46
10	TCHAIKOVSKY: Waltzes Phila. Orch. (Eugene Ormandy) RCA ARL 2396	10	16
11	VERDI: Il Trovatore Sutherland, Horne, Pavarotti, Bonyge London OJA 13124 (23.94/3 LPs)	15	10
12	PUCCHINI: Suor Angelica Scotto, Horne, Cotrubas (Maazel) Columbia M34505 (7.98/1 LP)	13	8
13	PACHELBEL: Canon: Two Suites FASCH: Two Sinfonias and Concerto In D For Trumpet Andre, Pierlot, Chambon, Palliard Chamber Orchestra (Palliard) RCA FRL 1-8468 (7.98/1 LP)	6	32
14	RACHMANINOFF: Piano Concerto No. 3 Berman, Abbado Columbia XM 34540 (Special List)	7	54
15	GREATEST HITS OF 1720 Philharmonia Virtuosi Of NY (Richard Kapp) Columbia MX 34544	23	4
16	GRANADOS: Gogescas DeLarocha London CS 7009	—	2
17	STOKOWSKI: His Great Transcriptions For Orchestra Natl. Phila. Orch. Columbia M34543 (7.98/1 LP)	9	14
18	WAGNER: Flying Dutchman Chicago Symphony Orchestra And Chorus (Solti) London OSA 13119 (23.94/3 LPs)	19	8
19	PUCCHINI: Gianni Schicchi Gobbi, Cotrubas, Domingo (Maazel) Columbia M-34534 (7.98/1 LP)	11	32
20	KHACHATURIAN CONDUCTS KHACHATURIAN Oistrakh, Moscow Radio Symphony Columbia Y 34608 (5.98/1 LP)	14	10
21	MUSSORGSKY: Boris Gudunov Talvela, Gedda, Semkow (Angel)	16	18
22	GERSHWIN: Porgy & Bess Mitchell, White, Cleveland Orchestra & Chorus (Maazel) London OSA 13116 (23.94/3 LPs)	—	2
23	PUCCHINI: Madame Butterfly Caballe, Marti, Bordoni (Gatto) London OSA 13121 (23.94/3 LPs)	17	54
24	MAHLER: Symphony #9 Chicago Symphony Orchestra (Giulini) DG 2707 097 (15.96/2 LPs)	18	20
25	PUCCHINI: Tosca Cabaile, Carreras, Wixell, The Orchestra & Chorus Of The Royal Opera House, Covent Garden (Davis) Phillips 6700 108 (15.96/2 LPs)	20	38
26	VERDI: La Forza del Destino Price, Domingo, Milnes, London Symphony Orchestra (Levine) RCA ARL 4-1864 (31.92/4 LPs)	21	26
27	OFFENBACH: Le Grande Duchesse de Gerolstein Regin Crespin Mesple, Vanzo, Plasson Columbia M234576 (15.96/2 LPs)	22	40
28	DONIZETTI: Lucia Di Lammermoor Caballe, Carreras, Lopez, Cobos Phillips	25	46
29	CONCERT OF THE CENTURY: Various Artists Members of N.Y. Philharmonic (Bernstein) Columbia M2X 34256 (15.98/2 LPs)	—	2
30	MUSSORCHSKY: Pictures At An Exhibition PROKOFIEV: Symphony No. 1 Chicago Symphony Orchestra (Giulini) DG 2530782 (7.98/1 LP)	24	54
31	BEVERLY SILLS SINGS OPERA ARIAS Angel S37255 (7.98/1 LP)	26	18
32	OTTO NICOLAI: Merrie Wives Of Windsor Bernard Klee, Chorus And Orchestra Of The Berlin State Opera DG 2709065	27	46
33	BERLIOZ: Symphonie Fantastique Bernstein Angel	28	22
34	PUCCHINI: La Boheme Pavarotti, Freni, Harwood, Ghiaurov, Berlin Philharmonic Orchestra (Von Karajan) London OSA 1299 (15.96/2 LPs)	—	2
35	BOLLING: Concerto For Classic Guitar & Jazz Piano Bolling, Lagoya RCA FRL 1-0149 (7.98/1 LP)	29	36
36	GIORDANO: Andrea Chenier Domingo, Scotto, Milnes, National Philharmonic Orchestra/John Aildis Choir (Levine) RCA ARL 3-2046 (23.98/3 LPs)	30	54
37	MENDELSSOHN: Symphony No. 4 SCHUMANN: Symphony No. 4 New Philharmonic Orch., Ricardo Muti Angel S-37412 (9.98/1 LP)	31	30
38	GILBERT AND SULLIVAN: The Grand Duke D'Oyly Cart Opera Company (Nash) London OSA 12106 (15.96/2 LPs)	32	6
39	GRIEG: Peer Gynt Suites #1 & #2; Five Songs Sonderstrom, New Philharmonia (Davis) Columbia M 34531 (7.98/1 LP)	35	40
40	TCHAIKOVSKY: Eugene Onegin Vishnevskaya, Mazurok, Rostropovich Angel	36	18
		—	2

Franklin Mint Record Society
Extends Mail Order Program

by Ken Terry

NEW YORK — The Franklin Mint Record Society has expanded its mail order program featuring "The 100 Greatest Recordings Of All Time" from a few test markets to a nationwide campaign. Using ads in newspaper supplements, direct mailings and some radio spots, the firm is aiming its message at the general public, rather than music buyers in particular. Thus far, the response "seems right on target," according to Stan Walker, director of the Record Society.

The 100 records in the classical music collection consist of selections which a panel of experts have chosen as the best performances of the greatest works in musical history. Included on this panel are critic Martin Bookspan; Schuyler G. Chapin, Dean of the School of Arts, Columbia University; Irving Kolodin, music editor of The Saturday Review and a Juilliard faculty member; critic William Mann; conductor Andre Previn; and composer William Schuman. All the selections are licensed from Columbia, RCA, Angel and London Records (plus those companies' distributed labels); the Franklin Mint was

not able to come to terms with DG and Philips.

Featured Conductors

Among the conductors featured in the collection are Toscanini, Bernstein, Ormandy, Beecham, Walter, Fiedler, von Karajan and Solti. Piano and violin works are performed by such artists as Cliburn, Rubenstein, Watts, Lipatti, Serkin, Horowitz, Heifetz, Menuhin, Szegedi, Stern and Francescatti. Finally, one two-record

(continued on page 66)

CLASSICALCLIPS

NEW YORK — While Columbia and RCA have enjoyed considerable success with their specially low-priced "records of the month," London has one-upped those labels by issuing a "record of the year." List-priced at \$5.98 for both LP and tape, two dollars less than the list for the rest of London's full-line albums, the recording features a performance by Sir Georg Solti and the Chicago Symphony of Tchaikovsky's ever-popular Symphony No. 6 (see review below). After an undeter-

(continued on page 58)



MASTER MUSICIANS — RCA Records' classical department recently hosted international A&R planning meetings in New York. The week of meetings was highlighted by a dinner at Le Poulailier in Manhattan. Pictured at the dinner, are (l-r): Vladimir Horowitz, RCA recording artist; James Levine, RCA recording artist and music director of the Metropolitan Opera; Thomas Shepard, division vice president of A&R for Red Seal; Todd Joselson, RCA recording artist; and Mrs. Horowitz.

CLASSICAL ALBUM REVIEWS

STOKOWSKI CONDUCTS SIBELIUS
SYMPHONY No. 1
SWAN OF TUONELA
THE NATIONAL PHILHARMONIC ORCHESTRA



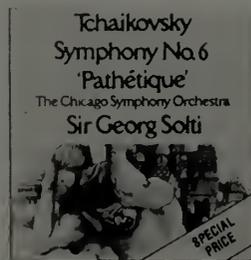
SIBELIUS: Symphony No. 1 In E Minor; Swan Of Tuonela. National Philharmonic, Leopold Stokowski, conductor. Columbia M 34548. List: 7.98.

Possessed of surpassing clarity and driven by a propulsive force, Stokowski's final version of the Sibelius E minor symphony triumphs by suggesting more than it reveals. Similarly, his reading of "Swan Of Tuonela," aided by Michael Winfield's plangent English horn solo, plumbs the depths of this work's mysterious sadness.



HAYDN: Symphony No. 100 In G, "Military"; Symphony No. 103 In E Flat, "Drum Roll." Academy Of St. Martin-In-The-Fields, Neville Marriner, conductor. Phillips 9500 255. List: 8.98.

Played with real spirit and verve by Marriner's classically-oriented outfit, these two highpoints of Haydn's "Salomon" cycle make a fitting pair. Of particular note is the manner in which Marriner brings out the exotic "Turkish" character of the "Military" Symphony's slow movement. The introduction to the "Drum Roll" is appropriately ominous.



TCHAIKOVSKY: Symphony No. 6, "Pathétique." Chicago Symphony Orchestra, Georg Solti, conductor. London CS 7034. List: 5.98.

Among the many recent recordings of this beloved work, Solti's stands out as one of the best. Infused with tremendous vitality, the reading has an aggressive, outgoing personality that should appeal to the most jaded music listener. Moreover, the performance also offers introspective insights where they count most, in the closing Adagio Lamentoso.

Cash Box Country

Copyright Seminar Is Termed 'Informative' And 'Effective'

by Bob Campbell

NASHVILLE — A two-day seminar designed to familiarize Nashville music publishers with the new U.S. Copyright Law was conducted here Nov. 3 and 4 at the Hyatt-Regency Hotel. The general consensus of publishers and writers reflects an agreeable acceptance of the overdue copyright revision. But most feel the new law — complex, comprehensive and unchanged for 68 years — will generate certain problems during the transition period.

Tree vice-president Don Gant, who attended the seminar sponsored by the National Music Publisher's Association, feels the adjustment will be minimal. But he also agrees there is much yet to be learned within the new law.

'Orderly Transition'

"I am glad to see the change, and when all the dust settles, we will be better off," Gant said. "There are a whole lot of changes and any change is complicated, but I think there will be an orderly transition. There won't be any panic. The law is worded differently, and there will be a period of acclimation in the day-to-day work.

"There is so much grey matter in the law that I'm not sure what to do in certain instances," Gant continued. "And I am sure that there will be test cases. This new law is very complex and it covers jukeboxes, cable television and other things I am not familiar with."

Maggie Cavender, executive director of Nashville Songwriters Association, International (NSAI), said the seminar was informative and effective.

"I learned so much. I'm going to have to go over the law piece by piece," Cavender said. "The seminar was most comprehensive — mainly because the copyright office

Songwriter Foster To Step Up His Performing Career

by Bob Campbell

NASHVILLE — Songwriter Jerry Foster, a driven man of purpose who along with Bill Rice has garnered so many writing awards the pair are dubbed "the song factory," has reached a point in his life where he feels he must pursue other facets of his talent. So Foster, who was born and raised dirt-poor near a small Missouri farm town, plans to devote a measure of his time to performing and recording.

Foster made it clear, however, that he will continue writing with Rice.

'First Love'

"My first love was performing," Foster said. "I never gave any serious thought to professional songwriting until I teamed up with Bill Rice and other people began recording our songs. I don't ever intend to let anything interfere with that. Writing is my life. It is still a thrill for me to hear an artist do one of our tunes. It passes the financial end of things.

"However, it seems at this particular point in my life, my career is more vital and important to me than it has ever been," Foster added. "I have always felt like as long as I was getting a check for songwriting, everything was okay. I have always treated it like a job and enjoyed it. But I really want to dig into things more and see what my capabilities are. I guess you could say I have a renewed love affair with the business."

Foster has hired a band (Tennessee Tornado) consisting of four musicians who will

(continued on page 52)

was ready with all of the information and documents. Up until now the office has not had all the information we needed. We are all going to have to go through the process of unlearning the old law and learning the new one — every phase of it."

Different Forms

"For one thing, the forms are different," she added. "We went over all the forms. There is a four-page form now with instructions. There were so many things covered. There are various ways we can now protect a piece of material. Within the first year or two there will probably be a great deal of litigation. This was brought out in the meetings."

Many changes have been made in the copyright law. Basic visible changes include:

- An increase in publishing rates on recordings from two cents a record to two-and-three quarter cents a record.

- Ownership of copyright will increase to the life of the writer plus fifty years.

- An independent Copyright Royalty Tribunal will be set up to hear grievances and consider additional royalty-rate changes.

- A new statutory copyright designating ownership at the exact time a work is created.

Both Gant and Cavender had hoped for a higher rate on record royalties, but they feel changes should come easier in the future.

"The rate is not as high as it should be, but any kind of raise is good at this point," Gant said. "The people at the seminar seemed to think there would be revisions soon with the tribunal now in effect."

Percentage vs. Set Rate

Cavender would like to see a percentage rate as opposed to an actual set rate.

"I was in Washington D.C. during the hearings," Cavender said. "The record industry had a strong lobby so we didn't get as high a rate as we wanted. Actually, what we would like to see is a percentage on records sold. Therefore, in good times profit would inflate and it would deflate in bad times. This is done in a number of European countries.

"Also, we would have liked to have seen a floor set on the royalty rate rather than a set rate. For instance, the rate couldn't go below two cents a record, but could be negotiated up to four cents in certain cases. I would hope this could be the sort of thing the tribunal would consider."

'Falls Short'

Songwriter Jerry Foster agreed that the rate is not quite high enough. "I think it falls short of what it should be, but it opens the door for improvement."

Gant said the basic copyright provision change was a major item in the law.

"Under the old law you had to apply and receive a copyright," Gant said. "Also there were various other little tricks writers would use such as sending tapes through the mail to themselves. Now, from the moment a work is created it is copyrighted. It didn't used to be that way."

Cavender considered the creation of a tribunal a significant change because the five-man committee could determine the changing needs of writers.

"This is not just a group who meets every four years or so," she said. "If a writer or publisher has an idea or grievance he can go to the tribunal with the problem. I would think this tribunal will make rate changes easier."

Gant stressed that this new law was written "as a composer's law, unlike the old law which lent itself to the business end of creative works."



TILLIS IN LAS VEGAS — MCA recording artist Mel Tillis appeared at the Frontier Hotel in Las Vegas. Pictured at the press party are (l-r): L. Stephen Savoldelli, general manager of the Frontier; Tillis; Joey Heatherton; and Walter Kane, director of entertainment for the Howard Hughes Hotels.

Top 50 Country Albums

	11/12 Wks.	11/12 Wks.
1 SIMPLE DREAMS LINDA RONSTADT (Asylum 6E-104)	3 9	
2 IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA APL 1-2439)	1 10	
3 ELVIS IN CONCERT ELVIS PRESLEY (RCA APL 2-2587)	40 2	
4 DAYTIME FRIENDS KENNY ROGERS (UA LA 7546)	2 14	
5 WE MUST BELIEVE IN MAGIC CRYSTAL GAYLE (United Artists UA-LA 771G)	7 33	
6 HERE YOU COME AGAIN DOLLY PARTON (RCA APL 1-2544)	14 4	
7 LOVE IS JUST A GAME LARRY GATLIN (WITH FAMILY & FRIENDS) (Monument MG-7616)	4 11	
8 HEAVEN'S JUST A SIN AWAY THE KENDALLS (Ovation OV 1719)	11 9	
9 OL' WAYLON WAYLON JENNINGS (RCA APL 1-2317)	8 27	
10 MOODY BLUE ELVIS PRESLEY (RCA AFL 1-2428)	5 19	
11 LINDA RONSTADT'S GREATEST HITS (Asylum 6E-106)	9 47	
12 SMOKEY AND THE BANDIT ORIGINAL SOUNDTRACK (MCA 2099)	13 17	
13 COUNTRY BOY DON WILLIAMS (ABC/Oct 2088)	18 6	
14 KENNY ROGERS (United Artists UA LA 589G)	16 33	
15 YOU LIGHT UP MY LIFE DEBBY BOONE (Warner/Curb BS-3118)	33 2	
16 EASTBOUND AND DOWN JERRY REED (RCA APL 1-2516)	17 9	
17 Y'ALL COME BACK SALOON OAK RIDGE BOYS (ABC/Dot DO 2093)	28 5	
18 WELCOME TO MY WORLD ELVIS PRESLEY (RCA APL 1-2274)	20 12	
19 PURE GOLD ELVIS PRESLEY (RCA ANL 1-0971)	19 10	
20 RONNIE MILSAP LIVE (RCA APL 1-2043)	22 14	
21 MY FAREWELL TO ELVIS MERLE HAGGARD (MCA 2314)	— 1	
22 CHANGES IN LATITUDES — CHANGES IN ATTITUDES JIMMY BUFFETT (ABC AB 990)	6 35	
23 THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON JESSI COLTER/TOMPALL GLASER (RCA APL 1-1321)	27 16	
24 THE BEST OF FREDDY FENDER (ABC/Dot DO 2079)	24 28	
25 I'VE ALREADY LOVED YOU IN MY MIND CONWAY TWITTY (MCA 2298)	10 12	
26 THE KING IS GONE RONNIE McDOWELL (Scorpio GRT-8021)	31 2	
27 THAT'S THE WAY LOVE SHOULD BE DAVE & SUGAR (RCA APL 1-2477)	12 11	
28 ROLLIN' WITH THE FLOW CHARLIE RICH (Epic PE-34891)	26 5	
29 OLIVIA NEWTON-JOHN'S GREATEST HITS (MCA 3C28)	— 1	
30 SHORT STORIES STATLER BROS. (Mercury SRM 1-5001)	15 13	
31 HIS HAND IN MINE ELVIS PRESLEY (RCA ANL 1-1319)	32 8	
32 CRYSTAL CRYSTAL GAYLE (United Artists LA 614G)	36 65	
33 LOVES TROUBLED WATERS MEL TILLIS (MCA 2288)	— 1	
34 TO LEFTY FROM WILLIE WILLIE NELSON (Columbia KC 34695)	21 33	
35 RAMBLIN' FEVER MERLE HAGGARD (MCA 2267)	37 23	
36 HOW GREAT THOU ART ELVIS PRESLEY (RCA LSP 3758)	— 1	
37 MAKING A GOOD THING BETTER OLIVIA NEWTON-JOHN (MCA 2280)	23 18	
38 THE RED HEADED STRANGER WILLIE NELSON (Columbia KC 33452)	39 17	
39 ANYTIME . . . ANYWHERE RITA COOLIDGE (A&M SP 4616)	27 16	
40 SHAME ON ME DONNA FARGO (Warner Bros. BS-3099)	— 1	
41 LEGENDARY PERFORMER VOL. 2 ELVIS PRESLEY (RCA CPL 1-1349)	41 9	
42 IF YOU DON'T LOVE ME FREDDY FENDER (ABC/Dot DO-2090)	42 4	
43 TILL THE END VERN GOSDIN (Elektra 7E-1112)	44 16	
44 I WANTA SING GEORGE JONES (Epic PE 34717)	45 5	
45 A WORKING MAN CAN'T GET NOWHERE TODAY MERLE HAGGARD (Capitol ST-11693)	46 5	
46 HANK WILLIAMS' 24 GREATEST HITS VOL. 2 (MGM MG-25401)	47 3	
47 RABBITT EDDIE RABBITT (Elektra 7E-1105)	29 21	
48 TATTOO DAVID ALLAN COE (Columbia PC 34870)	30 12	
49 COWBOYS AIN'T SUPPOSED TO CRY MOE BANDY (Columbia PC-34874)	34 7	
50 YOU ARE SO BEAUTIFUL TANYA TUCKER (Columbia PC-34733)	38 7	

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CASH BOX TOP 100 COUNTRY

November 19, 1977

	11/12 Wks.		11/12 Wks.		11/12 Wks.
1 ROSES FOR MAMA C.W. McCALL (Polydor PD-14420)	4 9	35 MIDDLE AGE CRAZY JERRY LEE LEWIS (Mercury 55011)	49 4	69 THIS TIME I'M IN IT FOR THE LOVE TOMMY OVERSTREET (ABC/Dot DO-17721)	71 10
2 THE WURLITZER PRIZE WAYLON JENNINGS (RCA JB-11118)	3 7	36 QUILTS GARY STEWART (RCA JH-11131)	54 5	70 WALK AWAY WITH ME RANDY BARLOW (Gazelle 427)	69 6
3 MORE TO ME CHARLEY PRIDE (RCA PB-11086)	1 9	37 AGREE TO DISAGREE LITTLE DAVID WILKINS (Playboy ZS8-5822)	47 5	71 IT NEVER CROSSED MY MIND TOMPALL GLASER (ABC AB-12309)	87 2
4 FROM GRACELAND TO THE PROMISED LAND MERLE HAGGARD (MCA 40804)	6 7	38 WHAT A DIFFERENCE YOU'VE MADE IN MY LIFE RONNIE MILSAP (RCA PB-11146)	76 2	72 I'LL GET OVER YOU NICK NIXON (Mercury DJ-517)	82 4
5 HERE YOU COME AGAIN DOLLY PARTON (RCA JH-11123)	9 6	39 AFTER THE BALL JOHNNY CASH (Columbia 3-10623)	50 6	73 SOON AS I TOUCHED HER DORSEY BURNETT (Calliope AS 8012)	83 3
6 LOVE IS JUST A GAME LARRY GATLIN (WITH FAMILY & FRIENDS) (Monument 45226)	5 11	40 I'LL ALWAYS LOVE YOU CATE SISTERS (Caprice CA-2036)	46 7	74 RAYMOND'S PLACE RAY GRIFF (Capitol P-4492)	84 4
7 BLUE BAYOU LINDA RONSTADT (Elektra E-45431-A)	8 10	41 SAVIN' THIS LOVE SONG FOR YOU JOHNNY RODRIGUEZ (Mercury 55012)	58 3	75 HOW I LOVE THEM OLD SONGS DANNY DAVIS AND THE NASHVILLE BRASS (RCA PA-11073-C)	75 8
8 ONE OF A KIND TAMMY WYNETTE (Epic 8-50450)	10 7	42 IT SHOULD HAVE BEEN EASY DOTTSY (RCA PB-1138-A)	56 4	76 HOLD TIGHT KENNY STARR (MCA 40817)	— 1
9 YOU LIGHT UP MY LIFE DEBBY BOONE (Curb/WB 8455)	15 5	43 LONELY STREET REX ALLEN JR. (Warner Bros. WBS 8482)	63 3	77 SOMETHING TO BRAG ABOUT MARY KAY PLACE (Columbia 3-10644)	— 1
10 I'M KNEE DEEP IN LOVING YOU DAVE & SUGAR (RCA PB-11141)	18 4	44 ONE NIGHT STANDS HANK WILLIAMS, JR. (Warner/Curb WBS 8451)	42 6	78 STAR-STUDED NIGHTS ED BRUCE (Epic 8-50475)	— 1
11 STILL THE ONE BILL ANDERSON (MCA MCA-40794)	13 8	45 BABY, LAST NIGHT MADE MY DAY SUSIE ALLANSON (Warner/Curb WBS 8473)	61 3	79 I'LL PROMISE YOU TOMORROW JERRY WALLACE (BMA 7-005)	89 2
12 GEORGIA KEEPS PULLING ON MY RING CONWAY TWITTY (MCA-40805)	21 4	46 WHAT'RE YOU DOING TONIGHT JANIE FRICKE (Columbia 3-10605)	19 10	80 WHERE LONELY PEOPLE GO EDDY ARNOLD (RCA PB-11133)	85 4
13 FOOLS FALL IN LOVE JACKY WARD (Mercury 55003)	16 12	47 HOLD ME BARBARA MANDRELL (ABC/Dot DO-17716)	14 12	81 THINK ABOUT ME FREDDY FENDER (ABC/Dot DO-17730)	— 1
14 CLOSE ENOUGH FOR LONESOME MEL STREET (Polydor PD-14421)	17 9	48 HEAVEN'S JUST A SIN AWAY THE KENDALLS (Ovation OV 1103)	39 16	82 LINCOLN AUDREY HELEN CORNELIUS (RCA PB-11150)	— 1
15 DON'T LET ME TOUCH YOU MARTY ROBBINS (Columbia 3-10629)	23 6	49 THE FIRST TIME BILLY "CRASH" CRADDOCK (ABC/Dot DO-17725)	70 2	83 YOU AND ME ALONE DAVID ROGERS (Republic REP-011-A)	— 1
16 I'M JUST A COUNTRY BOY DON WILLIAMS (ABC/Dot DO-17717)	2 13	50 EAST BOUND AND DOWN JERRY REED (RCA PB-11056)	32 15	84 YOU'LL NEVER LEAVE ME COMPLETELY JOHNNY BUSH (Gusto-Starday SD 165)	88 2
17 SHE JUST LOVED THE CHEATIN' OUT OF ME MOE BANDY (Columbia 3-10619)	22 7	51 MISTER D.J. T.G. SHEPPARD (Warner/Curb WBS 8490)	72 2	85 LEAVIN' TEXAS JERRY JEFF WALKER (MCA-40822)	— 1
18 BORN TO LOVE ME RAY PRICE (Columbia 3-10631)	20 9	52 THE SEARCH FREDDIE HART & THE HEARTBEATS (Capitol P-4498)	65 3	86 THE WOMAN BEHIND THE MAN BEHIND THE WHEEL RED SOVINE (Gusto-Starday SD 169)	96 2
19 THE PAY PHONE BOB LUMAN (Polydor PD 14431)	24 7	53 MY WAY ELVIS PRESLEY (RCA PB-11165)	76 2	87 WHEN I TOUCH HER THERE JIM ED BROWN (RCA PB-11134)	— 1
20 EVERYDAY I HAVE TO CRY SOME JOE STAMPLEY (Epic 8-50453)	26 6	54 THAT'S ALL I WANTED TO KNOW DOTTIE WEST (United Artists UA-18298)	53 7	88 A GOOD WOMAN LIKES TO DRINK WITH THE BOYS JIMMIE RODGERS (Scrimshaw Records S-1313)	90 5
21 LET ME DOWN EASY CRISTY LANE (LS GRT 131)	7 14	55 I JUST WANT TO BE YOUR EVERYTHING CONNIE SMITH (Monument 45-231)	67 3	89 THE TWELFTH OF NEVER DAVID HOUSTON (Gusto-Starday SD 168)	92 2
22 SWEET MUSIC MAN KENNY ROGERS (United Artists UAST-18848)	27 5	56 HEAVEN CAN BE ANYWHERE CHARLIE DANIELS BAND (Epic 8-50456)	55 6	90 RINGGOLD GEORGIA BILLY WALKER & BRENDA KAYE PERRY (MRC MR-1005)	100 2
23 COME A LITTLE BIT CLOSER JOHNNY DUNCAN (WITH JANIE FRICKE) (Columbia 3-10634)	38 4	57 ONCE IN A LIFETIME THING JOHN WESLEY RYLES (ABC/Dot DO-17698)	41 15	91 DANCE GIRL PEGGY FORMAN (MCA 40823)	— 1
24 DAYS THAT END IN "Y" SAMMI SMITH (Elektra E-45429)	28 9	58 STANDARD LIE NUMBER ONE STELLA PARTON (Elektra E-45437-A)	77 2	92 (YOU BETTER BE) ONE HELL OF A WOMAN GLENN BARBER (Groovy G-102)	— 1
25 PEANUT BUTTER DICKEY LEE (RCA JH-11125)	35 6	59 YOU'VE GOT TO MEND THIS HEARTACHE RUBY FALLS (Fifty States FS-56)	57 8	93 WE CAN'T GO ON LIKE THIS EDDIE RABBITT (Elektra E45418)	37 14
26 MOTHER COUNTRY MUSIC VERN GOSDIN (Elektra E-45436)	30 5	60 YOU JUST DON'T KNOW MARY K. MILLER (Inergy I-302)	62 7	94 SOMEONE LOVES HIM SUE RICHARDS (Epic 8-50465)	98 2
27 CHANGES IN LATITUDES, CHANGES IN ATTITUDES JIMMY BUFFETT (ABC AB-12305)	28 9	61 ENDLESSLY EDDIE MIDDLETON (Epic 8-50431)	33 9	95 I THINK I'LL SAY GOODBYE JERIS ROSS (Gazelle IRDA 431)	99 2
28 TAKE THIS JOB AND SHOVE IT JOHNNY PAYCHECK (Epic 8-50469)	45 3	62 LEAN ON JESUS "BEFORE HE LEANS ON YOU" PAUL CRAFT (RCA JB-11078)	34 9	96 LET THE GOOD TIMES ROLL BUCK OWENS (Warner Bros. WBS 8486)	97 2
29 SOUL OF A HONKY TONK WOMAN MEL McDANIEL (Capitol P-4481)	29 9	63 I'M COMING HOME TO FACE THE MUSIC NAT STUCKEY (MCA MCA-40808)	64 5	97 YOU'RE THE REASON OUR KIDS ARE UGLY L.E. WHITE & LOLA JEAN DILLON (Epic 8-50474)	— 1
30 CHAINS OF LOVE MICKY GILLEY (Playboy ZS8-5818)	44 3	64 HE AIN'T YOU LYNN ANDERSON (Columbia 3-10597)	31 12	98 STOLEN MOMENTS DANIEL (LS GRT 136)	— 1
31 I MUST BE DREAMING DON KING (Con Brio CRK 126A)	36 8	65 WHEN DO WE STOP STARTING OVER DON GIBSON (ABC/Hickory AH-54019)	66 5	99 SHE KEEPS HANGIN' ON RAYBURN ANTHONY (Polydor PD 14423)	94 3
32 YOU OUGHT TO HEAR ME CRY WILLIE NELSON (RCA 11061)	12 10	66 COME TO ME ROY HEAD (ABC/Dot DO-17722)	74 8	100 FOR ALL THE RIGHT REASONS BARBARA FAIRCHILD (Columbia 3-10607)	43 8
33 ABILENE SONNY JAMES WITH THE TENNESSEE STATE PRISON BAND (Columbia 3-10628)	40 5	67 DEAR ALICE JOHNNY LEE (GRT-137)	73 4		
34 SHAME ON ME DONNA FARGO (Warner Bros. WBS 8431)	11 11	68 THE DEVIL AIN'T A LONELY WOMAN'S FRIEND RED STEAGALL (ABC/Dot DO-17726)	80 2		

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Abilene (Acuff-Rose — BMI)	33	Here You Come (Screen Gems-EMI/ Summerhill — BMI)	5	Mister D.J. (Pointed Star — BMI/Jop/Welbeck — ASCAP)	51	Take This Job (Warner Tamberlane — BMI)	28
After The Ball (House Of Cash — BMI)	39	Hold Me (Gatoo — SESAC)	47	More To Me (Pi-gem — BMI)	2	That's All (Chappell — ASCAP/Pi-gem — BMI)	54
A Good Woman (Chappell-Brown-Shoe — BMI)	88	Hold Tight (Kipahula Music Co. — ASCAP)	76	Mother Country (ATV — BMI)	26	The Devil (Acuff-Rose — BMI)	68
Agree To (Little David Music — BMI)	37	How I Love (Acuff-Rose — BMI)	75	My Way (Spanka — BMI)	53	The First (Pick-A-Hit — BMI)	49
Baby, Last Night (House of Gold — BMI)	45	I Just Want (Stigwood — BMI)	55	Once In A (Jack & Bill — ASCAP)	57	The Pay Phone (Tree — BMI)	19
Blue Bayou (Acuff-Rose — BMI)	7	I'll Always Love (Sound — ASCAP)	40	One Of A (Algee — BMI)	8	The Search (Channel — ASCAP)	52
Born To Love (Music City — ASCAP)	18	I'll Get (Shelby Singleton — BMI)	72	Peanut Butter (Razan — BMI Razy Dailey)	25	The Twelfth (Frank — ASCAP)	89
Chains Of Love (Belinda/Unichappell — BMI)	30	I'll Promise You (Edwin H. Morris/Chip 'N' Dale — ASCAP)	79	Quits (Road Cancn/Warner Tamberlane — BMI)	36	The Woman Behind (Fort Knox — BMI)	86
Changes In (Coral Reefer/Outer Banks — BMI)	27	I'm Coming (Highball — BMI)	63	Raymond's Place (Blue Echo — ASCAP)	74	The Wurlitzer (Baby Chick — BMI)	2
Close Enough (Hall Clement — BMI)	14	I'm Just (Folkways — BMI)	16	Ringgold Georgia (Jarmago — ASCAP)	73	Think About Me (Cajun Music — BMI)	81
Come A Little (Morris Music — BMI)	23	I'm Knee (Tree — BMI)	10	Roses For Mama (Chappell — ASCAP)	1	This Time (Hall-Clement — BMI)	69
Come To Me (Acoustic/Longstreet — BMI)	66	I Must Be (Wiljex — ASCAP)	31	Savin' This Love (Window — BMI)	41	Walk Away (Frebar — BMI)	70
Dance Girl (Hello Darlin' Music — SESAC)	91	It Never Crossed (Tompalland — BMI)	71	Shame On Me (Regent — BMI)	34	We Can't Go On (Briarpatch/Debdave — BMI)	93
Days That End In Y (Bebdare — BMI)	24	I Think I'll (Vouge — BMI)	95	She Just Loved (Acuff-Rose — BMI)	17	What A Difference (Chess — ASCAP)	38
Dear Alice (Big Heart/Harmony & Grits — BMI)	67	It Should Have (Hall-Clement/Vouge — BMI)	42	She Keeps Hangin' (ATV /Dawnbreaker — BMI)	99	What're You Doing (Hall/Clement — BMI)	46
Don't Let Me (Mariposa — BMI)	15	Lean On Jesus (Songwriters — ASCAP)	62	Someone Loves Him (Hotel/Welbeck — ASCAP)	94	When Do We (Acuff-Rose — BMI)	65
Eastbound (Duchess/Vector — BMI)	50	Leavin' Texas (Gropser/Red Tail — BMI)	85	Something To Brag (Tree Pub. Co. — BMI)	77	When I Touch (Black Sheep Music — BMI)	87
Endlessly (Vouge — BMI)	61	Let Me Down (Kaiser/Famous — ASCAP)	21	Soon As I (Screen Gems-EMI — BMI/ Colgems-EMI — ASCAP)	73	Where Lonely (Purcell/House of Huston — ASCAP)	80
Everyday I (Combine — BMI)	20	Let The Good (Blue Book — BMI)	96	Soul Of A (Music City — ASCAP)	29	You And Me (Singletree Music Co. — BMI)	83
Fool's Fall (Chappell /Ouintet /Blenstock — ASCAP)	13	Lincoln Audrey (Music City — ASCAP/Combine — BMI)	82	Standard Lie (Tree — BMI)	58	You Better Be (Glenn To Glenn — BMI)	92
For All The (Onhisown — BMI)	100	Lonely Street (Four Star — BMI)	43	Star-Studded Nights (Tree Pub. Co. — BMI)	78	You Just Don't (Hudson Bay — BMI)	60
From Graceland (Shade Tree — BMI)	4	Love Is Just (Performing Rights/ 1st Generation — BMI)	6	Still The One (Siren — BMI)	11	You Light Up (Big Hill — ASCAP)	9
Georgia Keeps Pulling (Emerald Isle/ Battleground — BMI)	12	Middle Age (Tree — BMI)	35	Stolen Moments (Blue Echo Music — ASCAP)	98	You'll Never Leave (Tree — BMI)	84
He Ain't You (Kirshner — ASCAP/BMI)	64			Sweet Music (Jolly Rogers — ASCAP)	22	You Ought To Hear (Tree — BMI)	32
Heaven Can Be (Hat Band — BMI)	56					You're The Reason (Coal Miners/Twitty Bird — BMI)	97
Heaven's Just (Lorville — SESAC)	48					You've Got To (Sanburn/Craftshop — ASCAP)	59

1977.

A great year for our country in a dozen different ways.

When it comes to ASCAP and BMI awards for country music, the Chappell group of companies keeps on winning. This year we won a total of twelve awards—our biggest year to date. In fact, since our Nashville office opened in 1969, we've had an increasing number of award-winning songs with each passing year.

Our thanks to all the artists, writers, producers and special people who have helped to keep us in the winner's circle over the years.

ASCAP COUNTRY MUSIC AWARDS

CHEROKEE MAIDEN

WRITER: CINDY WALKER
ARTIST: MERLE HAGGARD (Capitol)
PRODUCER: MERLE HAGGARD

TONIGHT YOU BELONG TO ME

WRITERS: B. ROSE
L. DAVID
ARTIST: DOTTIE WEST (U.A.)
PRODUCER: LARRY BUTLER

YOU'RE FREE TO GO

WRITERS: DON ROBERTSON
LOU HERSCHER
ARTIST: SONNY JAMES (Columbia)
PRODUCERS: GEORGE RICHEY
SONNY JAMES

SILVER BIRD

WRITER: R. VAPLUS
ARTIST: DOTTIE WEST (U.A.)
PRODUCER: LARRY BUTLER

I DON'T HURT ANYMORE

WRITER: ROLLINS ROBERTSON
ARTIST: NARVEL FELTS (ABC-Dot)
PRODUCER: JOHNNY MORRIS

AMONG MY SOUVENIRS

WRITERS: EDGAR LESLIE
HORATIO NICHOLLS
ARTIST: MARTY ROBBINS (Columbia)
PRODUCER: BILLY SHERRILL

THEY DON'T MAKE 'EM LIKE THAT ANYMORE

WRITER: RORY BOURKE
ARTIST: BOBBY BORCHERS (Playboy)
PRODUCER: EDDIE KILROY

WHISPERS

WRITERS: RORY BOURKE
GENE DOBBINS
JOHNNY WILSON
ARTIST: BOBBY BORCHERS (Playboy)
PRODUCER: EDDIE KILROY

YOUR PLACE OR MINE

WRITERS: RORY BOURKE
CAROL ANDERSON
MARY BETH
ANDERSON
ARTIST: GARY STEWART (RCA)
PRODUCER: ROY DEA

HONKY TONK MEMORIES

WRITERS: RORY BOURKE
GENE DOBBINS
JOHNNY WILSON
ARTIST: MICKEY GILLEY (Playboy)
PRODUCER: EDDIE KILROY

BMI COUNTRY MUSIC AWARDS

DRINKIN' MY BABY OFF MY MIND

WRITERS: EDDIE RABBITT
EVEN STEVENS
ARTIST: EDDIE RABBITT (Elektra)
PRODUCER: DAVID MALLOY

ROOM FULL OF ROSES

WRITER: TIM SPENCER
ARTIST: MICKEY GILLEY (Playboy)
PRODUCER: EDDIE KILROY



chappell

Chappell Music (ASCAP)
Unichappell Music (BMI)



Intersong Music (ASCAP)
Belinda Music (BMI)

Polygram Companies

Henry Hurt, V.P., Country Music Division
Pat Rolfe, General Professional Manager
Celia Hill, Professional Manager

New York • NASHVILLE • Los Angeles
10 Music Circle

Country Singles Reviews - Album Reviews

KENNY STAR (MCA 40817)

Hold Tight (2:49) (Kipahulu Music — ASCAP) (David Gates)

This single shows that Kenny is not to be kept in that bag formed by his "Blind Man In The Bleachers." This detour carries you through strong guitar licks and a good driving beat.

GLEN CAMPBELL (Capitol P-4515)

God Must Have Blessed America (3:21) (Warner Tamerlane Pub./Marsaint Music — BMI) (Allen Toussaint)

This cut must be heard several times before you find yourself into it. Glen takes the positive approach to where America is at today, but not to the extent of flagwaving.

BRUSH ARBOR (Monument 45-230)

Get Down Country Music (2:34) (Combine Music Corp. — BMI) (James R. Rice)

Brush Arbor could have found the approach to what they're all about. A get down boogie song penned by Jim Rice and co-produced by Fred Foster and Grady Martin.

L.E. WHITE & LOLA LEAN DILLON (Epic 8-50747)

You're The Reason Our Kids Are Ugly (2:35) (Coal Miners Music/Twitty Bird Music — BMI) (L.E. White/Lola Jean Dillon)

It's been a while since "Home Sweet Home," but the wait was worth it. Lines like, "You're the reason I ride around on re-cap tires," and her reply, "You're the reason our kids are ugly," set the pace for this comical offering.

MATT HOLSEN (Medical IRDA-423)

Looks To Me Like You Been Cryin' (2:59) (J'Sali Music — ASCAP) (Matt Holsen)

A most impressive new song. We could be seeing another independent label make its mark on the industry. Should not be set aside.

Singles To Watch

ED BRUCE (Epic 8-50475)

Star-Studded Nights (2:32) (Tree Pub. Co. Inc. — BMI) (S. Throckmorton)

OAK RIDGE BOYS (ABC-Dot DO-17732)

You're The One (2:49) (Glenwood Music/Arcane Music — ASCAP) (Bob Morrison)

NARVEL FELTS (ABC-Dot DO-17731)

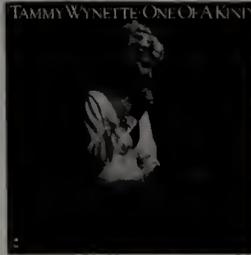
Please (2:41) (Narvel The Marvel Music — BMI) (Terry Skinner/Kenny Bell)

PAT BOONE (MC MC5001F)

Aln't Going Down In The Ground Before My Time (3:02) (Centention Music — SESAC) (G. Ray)

DALE McBRIDE (Con Brio 127)

Always Lovin Her Man (2:00) (Harold Kinman)



TAMMY WYNETTE — One Of A Kind — Epic KE-35044 — Producer: Billy Sherrill — List: 6.98

The strength of Tammy Wynette's talent lies in her vulnerable and fragile femininity. Behind her melancholy vocals, listeners can sense the soul of a mature woman who has traveled the painful back roads of love gained and lost. No female artist today can touch Tammy's remarkable ability to wrench the full measure of emotion from a lyric. She adds her own grace to the title song (which is her current hit) and nine others, including "Dear Daughters," a self-penned apology to her children for being absent while they were growing up.



JERRY JEFF WALKER — A Man Must Carry On — MCA 2-6003 — Producer: Michael Brovsky — List: 11.98

His legendary deeds and misdeeds aside, Jerry Jeff Walker possesses a fierce musical integrity. He has always managed to retain a free-wheeling natural innocence in his music. This live, double-album is an ambitious project dedicated to his friend, Hondo Crouch, the owner and operator of Luckenbach, Tex. who died last year. In fact, one entire side is devoted to Hondo. Complete with new versions of "Mr. Bojangles," "L. A. Freeway," and "Up Against The Wall, Redneck Mother." Jerry Jeff's live set epitomizes the best in progressive, country-rock music.



JOHNNY PAYCHECK — Take This Job And Shove It — Epic KE-35045 — Producer: Billy Sherrill — List: 6.98

From the opening lines of "Take This Job And Shove It," right down to the graphic, closing lines of "Colorado Kool-Aid" on side two, Johnny Paycheck takes an uncompromising stance on the leaner side of life. If a listener wants subtlety in his music, he will best leave this album alone. Paycheck sings two-fisted drinking songs built for burley workmen who judge their affairs in the cold colors of black and white. But, ironically, an honest beauty tones the rough texture of this no-nonsense album.



ED BRUCE — The Tennessean — Epic KE-35043 — Producer: Buddy Killen — List: 5.98

Ed Bruce's first Epic album reveals the depth and character of Tennessee's "Official Spokesman." Bruce delivers 10 strong songs wrapped with a voice rich as a thick bar of milk chocolate. Four of the album tunes are his own, and "I Can't Seem To Get The Hang Of Telling Her Goodbye" sounds better with each new listen. "Star Studded Nights" stands as a real gem, and "Never Take Candy From A Stranger" tells a mournful tale of the loneliness of old age.

Craddock Contract Talks Continue; His Manager Predicts A Banner Year

by Bob Campbell

NASHVILLE — Billy "Crash" Craddock, whose ABC/Dot recording contract expired Nov. 5, will probably sign a new contract with a major label within two weeks, according to Craddock's manager, Dale Morris.

In addition to contract negotiations, Morris said Craddock has revamped his entire stage format. He believes a banner year is in store for Craddock.

"We are currently in between contracts," Morris said. "Three labels have made us good offers, and we are down to working on the best supporting clauses in the contracts. Crash is going into the studio this week, so we expect to sign a deal within two weeks."

New Format

"You know, we have gone to an entirely new format with Crash now in his shows," he added. "He is doing a little country, rock and gospel. It is a very entertaining show. We have hired The Tennesseans (gospel quartet) to back up Crash, and we have changed to a completely new lighting and sound system. Crash is traveling with 14 people and two buses now. He has the biggest country show on the road. We are ready for that brass ring this year."

Morris said Crash premiered his new show Oct. 24 and 25 at the Mill Run Theatre in Chicago, Ill. Earlier that month in three standing-room only performances, Craddock drew 13,000 people at the Pensacola, Fla. Fair and broke all attendance records. Morris added that Craddock will play only coliseums, parks and fairs this year. He also explained how the new show format had changed.

"What makes the show different is that it is fast-paced with a lot of changes," Morris said. "The Tennesseans open the show, then Crash appears and sings four songs. The quartet then returns and performs four

more songs. Following that portion of the show the stage is blacked out. Under a single spotlight off to the side, Crash begins 'Love Me Tender.' He does a 12-minute tribute to Elvis that has people going crazy. He also does other impersonations in the show. Crash and The Tennesseans close the show with the Paul Simon song, "Gone At Last."

Morris stressed he was not planning an intentional move to push Craddock as a pop artist.

"There is no pop push on Crash, we just want an entertaining show," Morris said.

Tenn. Censures Delta In Stock Fraud Case

NASHVILLE — The Tennessee State Insurance Dept. has censured Delta Record Co. for fraudulent stock sales. Delta Records has agreed to refund the purchase price, plus 6% interest paid in the sale of unregistered securities between April 6, 1976 and April 5, 1977.

Delta Records was charged with the following violations:

1. Misrepresented the value of the stock by claiming the small firm was worth more than \$3 million.
2. Misdled prospective buyers by implying purchase of stock would increase their chances of procuring a record contract.
3. A failure to inform investors of legal action pending against Delta, and of more than \$70,000 in unpaid Chancery Court judgments against former president Kenneth E. Galloway.

Current Delta president James E. Galloway said the court action stemmed merely from a failure to register stock sales with the Loans and Securities Division of the state insurance dept. Galloway said letters have been prepared and will be sent out shortly to stockholders informing them of a 30-day notice to request a refund on invested money.

RED SOVINE'S 16 GREATEST HITS
SD - 991X

No. 47 this week in Billboard's "Hot Country LP's" Chart
— EXCLUSIVELY ON GUSTO RECORDS —

RED SOVINE
"Woman Behind The Man Behind The Wheel"
SD-169

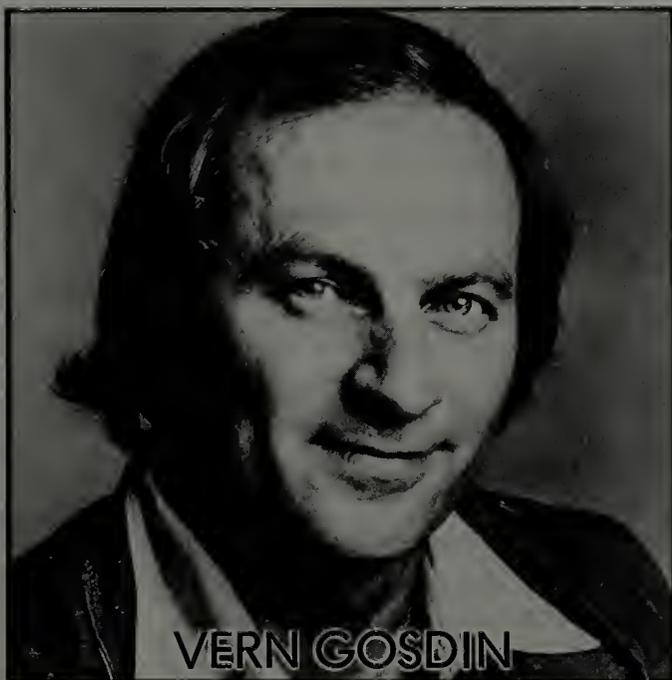
DAVID HOUSTON
"Twelfth Of Never"
SD-168
(Taken from LP - SD-990X)

SHERRI JERRICO
"Hell Yes, I Cheated"
SD-170

JOHNNY BUSH
"You'll Never Leave Me Completely"
SD-165

Promotions: Gene Hughes (615) 226-6080 / Sales: Jenell Holland (615) 256-1656

WHAT DO THESE FOUR HIT SINGLES HAVE IN COMMON?



VERN GOSDIN

"Mother Country Music" E-45436



STELLA PARTON

"Standard Lie Number One" E-45437



EVEN STEVENS

"A Piece Of The Rock" E-45448



HARGUS "PIG" ROBBINS

"Near You" E-45440

ANSWER:

A NUMBER ONE NATIONAL
COUNTRY PROMOTION MAN.
NORM OSBORNE. (615) 320-7525.

E/A COUNTRY.   WE DELIVER, ALWAYS HAVE.

Country Roundup

Epic artist **Charlie Daniels** has submitted to a diet, and he is literally paying the price for losing weight. Charlie weighs in at a hefty 270 pounds, but he has pledged \$100 to the Tennessee Mt. Juliet High School Marquee fund for every pound he loses. His son Charles attends Mt. Juliet High.

RCA's **Dottsy** recently taped a "Hee Haw" appearance and the program saluted her hometown of Seguin, Tex. She goes back in the studio this month with producer **Roy Dea** to work on her second RCA album.

Already known as the official spokesman for Tennessee, Epic's **Ed Bruce** is serving a Tennessee's Coon-Skinned Cap representative for the nationally designated "Great American Smokeout Day." As part of his job he has recorded television spots urging people to observe the stop-smoking day.



After struggling in the music business for many years, **Sonny Throckmorton** of Tree Publishing has caught fire as a songwriter. Among his recent hit songs are the current "Middle-Aged Crazy" by Jerry Lee Lewis, "If You're Not Back In Love By Monday," which was a country hit by Merle Haggard and is now crossing over into the pop charts by Millie Jackson, and "Thinking Of A Rendezvous" by Johnny Duncan. Throckmorton also wrote "Star-Studded Nights," a new single for Ed Bruce. Tree vice president **Don Gant** said Throckmorton grew discouraged and went back to Texas awhile back, but returned and signed with Tree about a year or so ago. "He has been going crazy since then. He is definitely our hottest writer now."

RCA's **Waylon Jennings** and **Jessi Colter** will hit the road again starting with a Nov. 25 appearance in Indianapolis, Ind., and they will finish their new tour Dec. 10 in Stillwater, Okla.

Juice Newton of Juice Newton And The Silver Spurs dropped by the Cash Box office here last week with Cathy Rozelle, head of publicity for Capitol Records. The group was here for a Nov. 9 appearance at the Exit/In. A personable and pretty lady, Juice said she began her singing career as a folksinger back in the '60s in California. Juice And The Silver Spurs have released "Juice Newton And The Silver Spurs," their first album on Capitol Records.

Mercury artist **Johnny Rodriguez** taped the "A Barbi Doll For Christmas" television special last month. At the end of the taping Rodriguez surprised each of his six young co-stars with a new bicycle. The special stars **Barbi Benton** and was produced by Jim Owen Productions.

On Oct. 29, MCA's **Bill Monroe** celebrated 38 years of performances on the Grand Ole Opry with his Saturday night appearance. "The Father of Bluegrass" has said, "Bluegrass is a music that I set out to have as my own. I never wanted to be known for copying any man."

Loretta Lynn has received the script for "Coal Miner's Daughter." Adapted from her best-selling autobiography of the same name, the script is being studied for approval by the MCA artist.

Connie Smith's new single, "I Just Want To Be Your Everything" may be her first hit in a couple of years. The song is a remake of an Andy Gibb pop hit. When she told Monument publicist Tex Davis of her decision to cut the song, he asked her if she thought her fans would accept a pop-flavored record. Connie's answer was remarkably candid: "What country fans? I haven't had a hit in three years. No one knows me anymore. I don't care if the record is pop or whatever. I just want people to know Connie Smith is alive. It doesn't matter if the record sells or what. At least people will talk about this."

CBS's **Janie Fricke** has recorded the new United Airlines radio and television commercial. The name of the song is "United We Fly." Janie is the girl who has been heard on most of the recent Johnny Duncan records, including his current "Come A Little Bit Closer." Her new single is "What're You Doing Tonight."

Carroll Baker, who has had eight No. 1 country singles on RCA's Canadian label, recorded here last week. Her first album, "Carroll Baker," is the first country album ever in Canada to achieve gold-record status under CAAA standards. RCA has released her new single, "Crying Places," in the United States. This is her first American release.

Harmonica virtuoso **Charlie McCoy** recently rubbed elbows with West Va. Gov. **Jay Rockefeller** and played before an astounding crowd of 20,000 people who had gathered for the opening of The New River Gorge Suspension Bridge near Fayetteville, West Va. McCoy and his band played such favorites for the crowd as "Amazing Grace," "Shenandoah" and "Country Roads." McCoy is currently in France touring with **Eddie Mitchell**, a legendary French rock 'n roll star.



Charlie McCoy

bob campbell

Foster Steps Up Performing Career

(continued from page 46)

back him in performance. He and the band have been in rehearsals, and they performed for the first time together Oct. 8 for the inmates of the Tennessee State Women's Prison here. Foster said this first show was designed "to get my timing down and to measure response to the show."

Foster intends to perform only on weekends and special occasions so he can remain here during the week. He played two shows Nov. 11 and 12 at George Jones's "Possum Holler" in St. Louis, Mo.

Rockabilly Sound

In his show at the women's prison, Foster performed a 45-minute set of 1950s Elvis Presley material. But Foster said he was definitely not going to be billed as an Elvis impersonator.

"I like the old rockabilly sound and want to keep that feel in a lot of the things I do, but the only reason I did a whole set of Elvis songs the other night at the prison is because that's all the band and I had worked up," Foster said. "I'm not trying to act like him or imitate him (Foster's energy and onstage movements, in fact, bear an

uncanny resemblance to the style of Elvis). But back in the fifties before I had even heard of Elvis, people would come up to me after a performance and tell me there was another guy who acted just like I did on stage."

Experimenting

Foster has been experimenting in the studio with his band, and he hopes to complete an album in the near future. He also wants to write new songs which will complement his own sound.

"Right now I think music is looking for something it doesn't have," Foster explained. "If we do original material with my band it might be acceptable to the public. Nashville pickers are the finest in the world, but I want to create a type of sound that fits me. I would love to cut a hit record. . . it has always eluded me. I am trying for a 1970s sound with a taste of the fifties."

"Bill and I have been accustomed to tailoring songs for other artists," Foster continued. "In my spare time I would like to write for me. All of this is a break in routine for me. And I think it will make me a better writer."

MOST ADDED COUNTRY SINGLES

- WHAT A DIFFERENCE YOU'VE MADE IN MY LIFE — RONNIE MILSAP — RCA**
KLAC, KMPS, KWJJ, KRAK, KCKC, KCKN, WTSO, KD JW, WCMS, WVOJ, KXLR, WWVA, WSLR, WAME, KGBS, WPLO, WINN, KBOX, KENR, WSLC, KEBC, KFDI, KCUB, WHOO, WUBE, WKDA, WMNI, KHAK, KGA, KNUZ.
- MISTER D.J. — T.G. SHEPPARD — WARNER/CURB**
WCMS, WWOK, WAME, KGBS, WSLC, KEBC, WXOX, WYDE, WKDA, KVOO, WMNI, WNRS.
- TAKE THIS JOB AND SHOVE IT — JOHNNY PAYCHECK — EPIC**
KMPS, KRAK, WWVA, WSLR, WIRE, WMC, WXOX, KNEW, KSON, KWMT, WRCP.
- MIDDLE AGE CRAZY — JERRY LEE LEWIS — MERCURY**
KLAC, KWJJ, WSLR, WIRE, KGBS, KRMD, WXOX, WUBE, KNEW, KHAK.
- QUITS — GARY STEWART — RCA**
KWJJ, KCKN, KXLR, WDEE, WIRE, KGBS, KRMD, WMC, KNEW, KWMT.
- SAVIN' THIS LOVE SONG FOR YOU — JOHNNY RODRIGUEZ — MERCURY**
KLAC, KCKN, WAME, KGBS, KBOX, WXOX, WHK, KWMT, KVOO, KHAK.
- THE FIRST TIME — BILLY "CRASH" CRADDOCK — ABC/DOT**
KD JW, WVOJ, WWOK, WIRE, KEBC, WXOX, KERE, KVOO, WMNI, KNUZ.
- HOLD TIGHT — KENNY STARR — MCA**
KRAK, WCMS, WBAM, KEBC, KFDI, WHOO, WKDA, KD JW, KHAK, WNRS.
- I JUST WANT TO BE YOUR EVERYTHING — CONNIE SMITH — MONUMENT**
KCKN, WTSO, WWVA, KBOX, WXOX, WGTO, KWMT, KERE, KVOO.
- STANDARD LIE NUMBER ONE — STELLA PARTON — ELEKTRA**
KRAK, WCMS, WVOJ, WWVA, WSLC, WXOX, KSON, KVOO, WNRS.
- LONELY STREET — REX ALLEN JR. — WARNER BROS.**
WAME, KBOX, WMC, WHOO, WYDE, KWMT, KVOO, KHAK.
- MY WAY — ELVIS PRESLEY — RCA**
KLAC, KCKC, WBAM, KENR, KCUB, KNEW, KSON, KNUZ.
- CHAINS OF LOVE — MICKEY GILLEY — PLAYBOY**
KWJJ, WSLR, WDEE, WPLO, WXOX, WHK, WRCP.
- SOMETHING TO BRAG ABOUT — MARY KAY PLACE — COLUMBIA**
KMPS, KCKC, KCKN, KFDI, KKYX, KNUZ, WNRS.

MOST ACTIVE COUNTRY SINGLES

- GEORGIA KEEPS PULLING ON MY RING — CONWAY TWITTY — MCA**
KMPS 30-23, KWJJ ex-38, KRAK ex-49, KCKC 29-23, KCKN 29-22, WTSO 30-22, KD JW 43-33, KXLR 31-27, WWOK 28-17, WWVA 32-25, WSLR ex-28, WAME ex-37, WDEE ex-39, WIRE 39-32, KGBS ex-41, KRMD 33-24, WPLO 26-20, WBAM 36-29, KBOX 32-22, KENR 35-24, WSLC ex-33, WMC 20-11, KEBC 53-37, KFDI ex-49, KCUB ex-40, WPOC 33-21, WHOO 29-21, WYDE 14-6, WUBE ex-29, WKDA 19-13, KNEW 31-25, KSON 31-27, WGTO 38-32, KWMT 34-28, WRCP 35-26, KVOO 84-41, WMNI 30-22, KGA ex-28, WNRS 32-23.
- I'M KNEE DEEP IN LOVING YOU — DAVE & SUGAR — RCA**
KLAC 48-41, KMPS 28-21, KWJJ 39-32, KRAK ex-pic, KCKC 16-11, KCKN ex-18, WTSO 39-26, KD JW 35-26, WVOJ 28-17, KXLR ex-37, WWOK ex-25, WWVA 28-19, WSLR ex-30, WAME 23-16, WDEE ex-38, WIRE 37-30, KGBS 20-11, KRMD 30-18, WPLO 25-19, KBOX 29-24, KENR 39-29, WMC ex-31, KEBC 56-38, KFDI 40-30, KCUB ex-36, WPOC 32-26, WJJD ex-28, WHOO 37-28, WHK ex-36, WUBE ex-34, KNEW 37-32, WGTO 49-38, KWMT 36-30, KERE 16-9, KVOO 83-40, WMNI 24-13, KGA 25-18, WNRS 33-25.
- YOU LIGHT UP MY LIFE — DEBBY BOONE — WARNER/CURB**
KLAC 45-34, KMPS 25-18, KRAK ex-45, KCKN ex-28, WTSO 22-15, KD JW 17-4, WCMS 40-24, KXLR 38-31, WWVA 40-28, WSLR 26-19, WAME 20-12, WDEE 31-26, WIRE 35-22, KGBS 31-26, WPLO 27-18, WINN 6-2, WDAF 17-13, WSLC 19-7, KCUB ex-35, WWOL 46-39, KKYX 80-73, WPOC 13-8, WJJD 25-21, WHOO 38-34, WHK 33-21, WUBE 25-8, KNEW 33-28, KSON 21-17, KWMT 24-17, WRCP 30-21, WMNI 38-26, KHAK 33-26, KGA ex-25, WNRS 27-19.
- COME A LITTLE BIT CLOSER — JOHNNY DUNCAN (WITH JANIE FRICKE) — COLUMBIA**
KLAC 46-42, KMPS ex-26, KWJJ ex-39, KCKN 17-10, WTSO 34-24, KD JW ex-39, WVOJ 37-28, KXLR 29-25, WWVA 37-32, WAME 34-21, WIRE ex-38, KGBS 30-24, WPLO ex-27, WBAM ex-40, KENR ex-38, WMC ex-27, KEBC 54-39, KFDI ex-44, KCUB ex-38, KKYX ex-83, WPOC 24-18, WXOX 42-27, WYDE 25-14, WHK ex-35, WKDA ex-24, KNEW 32-27, KSON 37-32, WGTO 45-36, KWMT 35-29, KERE 24-14, KVOO 71-43, WMNI 28-23, KGA ex-30.
- HERE YOU COME AGAIN — DOLLY PARTON — RCA**
KMPS 19-9, KWJJ 19-14, KRAK 17-11, KCKN 30-19, WTSO 16-11, KD JW 27-7, WSLR 20-10, WAME 19-15, WDEE 25-20, WIRE 24-18, WPLO 18-10, KENR 18-6, WDAF ex-29, WMC 6-2, KEBC 33-28, KFDI 47-37, KCUB 37-27, WPOC 22-10, WJJD 20-15, WHOO 28-19, WHK 24-17, WUBE 20-14, KSON 24-18, WGTO 40-30, WRCP 14-4, KVOO 21-13, KGA 19-13, KNUZ 32-13.
- CHAINS OF LOVE — MICKEY GILLEY — PLAYBOY**
KLAC 56-46, KMPS ex-30, KRAK ex-49, KCKN 24-17, WTSO 42-27, KD JW 50-35, WCMS ex-49, WVOJ 35-27, KXLR 43-35, WWVA 39-34, WIRE ex-44, KGBS 42-31, KRMD ex-36, KENR ex-39, WDAF ex-26, WMC ex-33, KEBC ex-54, KKYX 75-68, WHOO ex-38, WYDE 32-21, WUBE ex-32, KNEW 39-33, KSON 42-36, WGTO 55-44, KWMT ex-40, KVOO ex-64, WMNI ex-37, KHAK ex-38.
- DON'T LET ME TOUCH YOU — MARTY ROBBINS — COLUMBIA**
KLAC 37-26, KMPS 23-15, KWJJ 38-29, KRAK 30-19, KCKC 17-10, WTSO 18-12, WCMS 35-22, WWVA 18-12, WSLR 28-22, WAME 40-30, WDEE ex-32, WIRE 34-26, KRMD 29-23, WPLO 29-23, WMC 22-14, KFDI 50-39, KCUB 39-30, WJJD ex-29, WHOO ex-37, WHK ex-40, KNEW 28-23, KSON ex-45, WGTO 31-18, KVOO 41-28, WMNI 29-21, KHAK 39-31, KGA 29-22.

Fall Campaigns Spur Sales

(Continued from page 7)

such as a Datsun 280-Z and a two-week European vacation, for retail displays and a toll-free telephone number for dealers to call directly to ABC artists and executives. The program features the teaser line, "Display It Again, Sam," and utilizes a Raymond Chandler-like detective character bent on solving "The Case Of The Neglected Retailer."

Shying From Themes

On the other hand, there are those labels that are shying away from the "theme" campaign, like Phonogram/Mercury, RCA, Capitol, Polydor, RSO and United Artists, among others. These companies are relying instead on stepped up radio, print and television advertising and clever in-store merchandising displays to promote the sale of their releases.

Record company executives' comments about the current and the year-end sales picture were overwhelmingly optimistic.

"At the end of September, we passed last year's total sales," said Paul Smith, vice president of marketing sales distribution for CBS, adding that the Winning Season/Superstars campaign "is without question the most successful program we have ever run."

Just how successful the campaign has been is evidenced by the fact that CBS has reported that October 1977 was the biggest month in company history, exceeding the same month a year ago by 45 percent.

"Now we are in what we call the fourth quarter," Smith continued, "which is in support of what we sold to the accounts in the first three quarters. It involves full-and-half-page print ads in every market in the country — not just our branch markets, but every market, primary and secondary. And it is supported by the most comprehensive radio and TV blitz we have ever done."

Smith believes the industry's improved performance this season is due in part to the fact that "unit sales for superstars have probably doubled or tripled in the last year or year and a half, which must say something about the demographics of the consumer. That is to say, I think we're both getting the younger buyer and retaining the older ones."

"It's not what happened a few years ago, when the music changed and the 30-year-olds didn't buy the music. People grew up with this music and they are still buying it."

A&M Up 24%

At A&M Records, Bob Fead, senior vice president of marketing, reports that fall sales are up 24 percent over last year's figure and that the label is expecting "the biggest third quarter in the history of the company." And A&M is not alone, according to Fead.

"I think the whole industry will have the biggest third and fourth quarter in the history of the whole music business," Fead said.

"Gems From A&M" is the theme of this year's fall campaign which will be followed by a promotion titled "Give 'Em The Good Stuff." A fall campaign is designed each year at A&M, Fead noted, adding that "Gems From A&M" features merchandising aids that include mobiles, divider cards, artist posters and a floor browser designed to tie in with the "Give 'Em The Good Stuff" slogan.

"This year we expect our sales to increase by at least 40 percent over last fall's figures," said Al Coury, president of RSO Records. "Right now we're about \$4 million ahead of where we estimated we'd be at this time."

'Saturday Night Fever'

The year end marketing effort at RSO will center around "Saturday Night Fever," a soundtrack LP from an upcoming motion picture of the same name distributed by Paramount Pictures.

"We have no campaign with a title as such," said Coury, "but our fall campaign is

led off by 'Saturday Night Fever' so that might just as well be the title of the campaign."

'Saturday Night Fever'

A double LP which retails for \$12.98, "Saturday Night Fever" contains a number of new songs written and performed by the Bee Gees, as well as other new Bee Gees tunes done by Tavares and Yvonne Elliman. Other artists featured on the album include KC And The Sunshine Band, Kool And The Gang, Trammps, Ralph McDonald and Walter Murphy. Since its release November 7, the LP has shipped 800,000 copies, according to Coury.

Coury said the label plans to begin an extensive television ad campaign on the album to support its radio and print ad efforts. And he expects the film's release in December to increase sales of the LP and further boost RSO's fall sales.

Increasingly intense competition for in-store display space has prompted several record companies to put some extra thought and imagination behind their fall merchandising materials.

Display Material Used

"A lot of display material that we pump out is not getting used," explained Mort Weiner, RCA director of pop product merchandising. "It's like a lot of hit records that don't get played on radio stations. It often depends on what artists you are using the display material for and how creative the display material is."

To allow retailers the freedom to pick the artist they want to display, RCA has designed a two-piece promotional mobile. The top half of the display consists of the label's logo-mascot, Nipper, while the attachable bottom is any one of a number of album jacket reproductions.

RCA is also printing 4x4 display posters of the label's major artists which will be displayed in staggered intervals.

"We're going to stagger our display material so that we get longer life out of it because display material is like an ad; when a new one comes in the last one is obsolete," said Weiner.

Likewise, Stan Layton, national sales manager for Chrysalis Records, commented, "I don't mind spending a little more money on merchandising aids when I can get more mileage out of them."

The highlight of Chrysalis' effort in this area was a striking mirror replica of the Babys latest album cover, which was distributed to 4,000 key radio stations, retailers and rackjobbers around the country.

Merchandising = Sales

Barry Grief, vice president of creative services for ABC, explained how effective merchandising materials can translate into additional sales.

"The calls are averaging 100 a day," he said of response to the label's Display It Again, Sam campaign. "And if you figure those are mostly calls from small retailers requesting the materials they want, it means they are soon going to be setting up the displays and featuring the albums."

"It's a marketing fact that when you display materials your sales increase about 300 percent in that given instance. So to me, sales is strictly a function of how many displays we get up."

Additional comments centered around specific projects and business in general.

While noting an increase "in the vicinity of 15 to 20% over last fall," Richard Bibby, vice president of marketing for MCA Records, said, "We are working each album as a campaign in itself. We have a heavy advertising campaign behind the Elton John and Olivia Newton-John 'Greatest Hits' albums and, of course, the new War album which is coming out next week."

The Fall campaign for 20th Century Records is centered on the original soundtrack from "Star Wars" and "The

- LINDA RONSTADT** — \$7.98 — 6 dealers — New York (Sam Goody) \$4.99/\$5.99; (Korvettes) \$4.99/\$5.99; Houston (Cactus) price not included; Boston (Popcorn) \$4.46/\$4.49; Philadelphia (Korvettes) \$4.48; Atlanta (Turtle's) \$3.33/\$4.00.
- FLEETWOOD MAC** — \$7.98 — 5 dealers — New York (Korvettes) \$4.99/\$5.99; Philadelphia (Korvettes) \$4.48, (Goody) \$4.99/\$5.99; Boston (Popcorn) \$4.46/\$4.49; Atlanta (Turtle's) \$3.33/\$4.00.
- DAVE MASON** — \$6.98 — 5 dealers — New York (Goody) \$3.99/\$5.99, (Korvettes) \$3.99/\$4.99; Houston (Cactus) price not included; Philadelphia (Korvettes) \$3.88/\$4.99; Atlanta (Turtle's) \$3.33/\$4.00.
- BEATLES** — \$11.98 — 5 dealers — New York (Korvettes) \$6.88; (Record Hunter) \$5.99/\$6.99; Houston (Cactus) \$6.99/\$6.99; Boston (Caldor) \$6.99/\$8.24; Philadelphia (Korvettes) \$6.88.
- ROLLING STONES** — \$11.98 — 5 dealers — Houston (Cactus) \$6.99/\$6.99; New York (Korvettes) \$6.88, (Record Hunter) \$5.99/\$6.99; Boston (Caldor) \$6.99/\$8.24; Philadelphia (Korvettes) \$6.88.
- TED NUGENT** — \$7.98 — 4 dealers — New York (Korvettes) \$4.49/\$5.49; Atlanta (Turtle's) \$3.33/\$4.00; Boston (Caldor) \$4.44/\$5.24; Philadelphia (Korvettes) \$3.88/\$5.49.
- STEELY DAN** — \$7.98 — 4 dealers — New York (Korvettes) \$4.99/\$5.99; Atlanta (Turtle's) \$3.33/\$4.00; Boston (Popcorn) \$4.46/\$4.49; Philadelphia (Korvettes) \$3.88/\$5.49.
- JAMES TAYLOR** — \$7.98 — 4 dealers — New York (Goody) \$4.99/\$5.99, (Korvettes) \$4.99/\$5.99; Houston (Cactus), price not included; Atlanta (Turtle's) \$3.33/\$4.00.
- SANTANA** — \$9.98 — 3 dealers — New York (Korvettes) \$7.39/\$7.59; Boston (Strawberries), price not included; Philadelphia (Korvettes) \$7.39/\$7.59.
- PETER FRAMPTON** — \$7.98 — 3 dealers — New York (Korvettes) \$4.99/\$5.99; Philadelphia (Goody) \$4.99/\$5.99; (Korvettes) \$4.99/\$5.99.

COMPILED FROM NEWSPAPER REPORTS IN 23 MARKETS

Story of Star Wars" LP, which is expected to be released the week of Nov. 21.

Annie Orleans, senior vice president of marketing for 20th Century, said the campaign is multi-faceted; dealer tie-in advertising; a 15 market TV push beginning Dec. 5; and what Orleans called "the most exciting in-store piece ever," which is a five foot two standup replica of R2D2 and C-3PO.

Although the label has no formal campaign currently underway, Harry Anger, vice president of marketing for Polydor, said, "Business overall has been quite good this fall. From a sales point of view, we just came off a big October and have picked up over last year at this time."

'Good Product'

While Anger believes part of the increase is attributable to the Fall Heatwave program by Phonodisc, the label's distributing arm, he added, "I think we've been fortunate too in having some very good pieces of product."

Anger concluded by saying, "We're very pleased at this point. We'll finish slightly ahead of last year."

At Capitol Records marketing efforts in the fall customarily focus on the label's catalog, according to Walter Lee, Capitol's vice president of sales.

"We are an extremely catalog-oriented company," said Lee. "We usually have a program in late summer or early fall on our catalog. If it makes sense to one of our accounts to put our entire catalog on sale then we have the merchandising tools that allow them to do it."

Those merchandising tools include posters, banners, and radio spots stressing the slogan "If it's on Capitol it's on Sale."

"We're not merchandising a theme," Lee added, "and that is not to criticize any other company's campaign. But in a nutshell I'd say our fall season is going exceptionally well."

"We have a great many things building right now at the same time," said Jules Abramson, senior vice president of Phonogram/Mercury. "Each artist is being

Leslie Named At AVX

NEW YORK — Cy Leslie, founder of Pickwick International, has been named a director of AVX Corporation, which manufactures multilayer ceramic capacitors.

Advent Issues 'Roots'

CAMBRIDGE — Advent Corporation has released as a cassette recording "Roots Of American Music," performed by the Boston Camerata under the direction of Joel Cohen.

handled as an individual, as opposed to one overall major campaign."

Abramson went on to cite an ongoing radio and print campaign for Rush; a Larry Gatlin program utilizing radio and television advertising on a regional basis through participating dealers; and various radio spots tied to artists currently on tour such as Thin Lizzy, City Boy and Graham Parker.

"We're already planning programs that will carry us right through into next March," Abramson added. "Some of these are contingent upon what happens with the current product — how strong they are and where they are at the end of the year — but we're also planning some broad catalog programs."

Based on the performance of certain categories ("Sales of our Philips classical line have jumped tremendously") and the industry in general, Abramson said he is extremely optimistic about the outlook for the remainder of the year. "At this point, we feel the final five months will be the biggest that we've ever had."

'No Single Program'

United Artists has no single, all-encompassing year-end marketing program, according to Gordon Bossin, vice president of marketing.

"We merchandise individual products on an individual basis," Bossin said. "We have just finished a Ronnie Laws campaign, which was successful, and now we are concentrating on the new Electric Light Orchestra album. We've been using various discount programs."

Bossin predicted the fourth quarter of 1977 would be UA's best of the year and said the company has several releases scheduled for the first part of 1978. This, Bossin said, will help make the first quarter of next year stronger for UA than the average first quarter.

He also said he thinks business for the industry in general is exceptionally good and said he recently counted 41 platinum albums in the Top 200 LP chart.

"I think it's amazing for the industry as a whole that sales are so good," Bossin said. "Everybody is enjoying a good season."

Fleetwood Mac Leads Daily News Music Poll

NEW YORK — Fleetwood Mac is maintaining its lead as the top "rock and pop group" in the *New York Daily News* "Front Page Music Poll."

The newspaper said, however, that Earth, Wind and Fire is rapidly closing the gap, with such groups as the Commodores, Chicago, and KC And The Sunshine Band making strong showings as well.

Reflections 'N Black

Capitol recording artist **Freda Payne** opens for a week long engagement at the Studio One on November 15 and then on to San Francisco for a series of dates at the Mocambo.

B.B. King, fresh from his European tour, will open at the Latin Casino along with **Bobby "Blue" Bland** for a one week engagement beginning November 28. The two played there on a double-bill earlier this year.

The Syndrum, a new electronic instrument created by percussionist **Ralph McDonald** which enables him to produce melody using percussion, will be featured on his upcoming LP for TK-Marlin. Also featured on "The Path" will be **Hugh Masakela** and **Miriam Makeba** singing lyrics in the language of Nigeria's Yoruba tribe and **Idris Muhammed** playing the log drum.

20th Century announces that **Barry White's** "Barry White Sings For Someone You Love" has achieved platinum status while the single from the LP, "Ecstasy . . ." has been certified gold.

AVI Records and producer **Bill Lowry** have concluded a releasing deal on **The Family Plan** a family R&B group. Their debut album on AVI will be released soon.

"Once Upon A Dream," the second LP on Roadshow for **Enchantment**, will be released November 15.

Stargard, a female vocal trio, have the title tune from **Richard Pryor's** movie, "Which Way Is Up," as their first single release on MCA. Their debut album, "Stargard" produced by Mark Davis, is slated for a January release.

"Behold The Mighty Army" is the new single for **New Blrth** on Warner Brothers. The group is presently touring the southwest with New Orleans scheduled as their final appearance next month.

Whitfield records will release the new album by **Spilder Turner** entitled "Spiders Webb" in January, written and produced by **Norman Whitfield**. carlta spencer

Budweiser And CBS Back Rawls' Debut

NEW YORK — The one-man show on Broadway debut by entertainer **Lou Rawls** has been scheduled as a 10-day affair beginning on Thanksgiving eve with a black tie benefit on opening night for the T.J. Martell Leukemia Foundation. As a result, CBS Records along with Budweiser Beer have developed an extensive advertising and promotional campaign in support of the engagement.

Rawls is national commercial spokesman for Budweiser and he records on Philadelphia International, a CBS-affiliated label.

NAB Forms Task Force To Benefit Minorities

LOS ANGELES — The National Association of Broadcasters has formed a Task Force on Minority Ownership designed to encourage minority ownership of broadcast facilities. The task force will be headed by NAB chairman **Donald A. Thurston**.

Other task force members are: **Ragan A. Henry**, president, Broadcast Enterprises Network; **Benjamin L. Hooks**, executive director, National Association for the Advancement of Colored People; **William A. Leonard**, vice president, Washington, CBS, Inc.; **Donald H. McGannon**, chairman of the board and president, Westinghouse Broadcasting Co.; **Lloyd Morriset**, president, The John & Mary Markle Foundation; **Thomas S. Murphy**, chairman of the board, Capital Cities Communications, and NAB president **Vincent T. Waslewski**.

A wide variety of public media will be utilized to effectively promote the concert series, including newspapers, spot radio and television and outdoor advertising.

Beginning November 2, 150 60-second radio spots will be aired on key metropolitan stations, followed by a series of 30-second television spot buys. Additionally, 200 New York MTA buses will sport large "Lou Rawls on Broadway" placards for three weeks prior to the engagement and the Times Square Spectracolor Board will carry six 30-second announcements hourly on a 24-hour basis for three weeks.

Rawls will arrive at the theatre on opening night aboard the world-famous Budweiser Clydesdale eight horse hitch and the following morning, he will appear on national television performing aboard the Anheuser-Busch float (also powered by the Clydesdales) in Macy's Thanksgiving Day Parade.

"When You Hear Lou, You've Heard It All" is the title of his new album on Philadelphia International which is scheduled to be released simultaneously with the Broadway performance. PIR will also be promoting the concert series in metropolitan area record outlets and by way of other concerts such as the recent completely sold-out three night engagement at the Circle Star Theater in San Carlos, California.

The MFSB Orchestra will be featured in the Broadway debut which has been labeled "a career milestone" for Rawls.



EWF PREVIEW — Columbia executives from 51 cities recently flew to Los Angeles for a preview of **Earth, Wind & Fire's** upcoming nationwide tour. Their show features special effects and choreography. Pictured standing (l-r) are: **Larry Dunn** and **Louis Satterfield** of EWF; **Le Baron Taylor**, vice president of special markets for CBS Records; **Al McKay**, **Maurice White** and **Verdine White** of EWF; **Bob Sherwood**, vice president of national promotion for Columbia; **Dennis Hannon**, Los Angeles branch manager for CBS; **Phillip Bailey** of EWF; **Jonathan Coffino**, director of artist development for Columbia; **Andrew Woolfold** of EWF; **Jerry Pitti**, field sales manager for CBS; **Michael Danis** of EWF; **Don Dempsey**, vice president of marketing for Columbia; and **Chuck Thagard**, west coast director of national promotion for Columbia. Kneeling (l-r) are: **Michael Harris** of EWF; **Pat Costello**, west region vice president of marketing for CBS; **Freddie White**, **Ralph Johnson**, **Don Myrick** and **Johnny Graham** of EWF.

TOP 75 R&B ALBUMS

	11/12 Wks.		11/12 Wks.
1	IN FULL BLOOM ROSE ROYCE (Whitfield/WB WH3074)	2	14
2	BARRY WHITE SINGS FOR SOMEONE YOU LOVE (20th Century T-543)	1	11
3	ACTION THE BLACKBYRDS (Fantasy F-9535)	3	8
4	FEELIN' BITCHY MILLIE JACKSON (Spring/Polydor SP-1-6715)	6	11
5	SOMETHING TO LOVE L.T.D. (A&M SP 4646)	4	17
6	BABY IT'S ME DIANA ROSS (Motown M7-880R1)	10	7
7	BRICK (Bang BLP-409)	7	12
8	ODYSSEY (RCA APL1-2204)	12	11
9	PATTI LABELLE (Epic PE-34847)	5	12
10	TOO HOT TO HANDLE HEATWAVE (Epic 34761)	9	17
11	STAR WARS AND OTHER GALACTIC FUNK MECO (Millennium/Casablanca MNL P 8001)	8	12
12	COME GO WITH US FOCKETS (Columbia PC 34879)	15	8
13	TURNIN' ON HIGH INERGY (Gordy/Motown G6-978S1)	18	6
14	LIVE! THE COMMODORES (Motown M9-894A2)	30	2
15	GOIN' PLACES THE JACKSONS (Epic JE 34835)	20	4
16	SECRETS CON FUNK SHUN (Mercury SRM-1-1180)	16	11
17	REACH FOR IT GEORGE DUKE (Epic JE 34883)	23	6
18	SHAKE IT WELL DRAMATICS (ABC 1010)	13	15
19	CARDIAC ARREST CAMEO (Chocolate City/Casablanca CCLP 2003)	11	17
20	CHOOSING YOU LENNY WILLIAMS (ABC AB 1923)	17	17
21	MANAGERIE BILL WITHERS (Columbia JC 34903)	27	6
22	SEND IT ASHFORD & SIMPSON (Warner Brothers BS 3088)	24	7
23	REJOICE EMOTIONS (Columbia PC 34762)	21	22
24	GOIN' PLACES MICHAEL HENDERSON (Buddah BDS 5893)	25	15
25	NIGHTWINGS STANLEY TURRENTINE (Fantasy 9534)	26	11
26	COMMODORES (Motown M7-884R1)	19	34
27	I REMEMBER YESTERDAY DONNA SUMMER (Casablanca NBLP 7056)	14	25
28	RIGHT ON TIME THE BROTHERS JOHNSON (A&M SP 4644)	28	28
29	LIFELINE ROY AYERS UBIQUITY (Polydor PD 16108)	29	21
30	PART 3 KC & THE SUNSHINE BAND (TK 605)	22	57
31	BRASS CONSTRUCTION III (United Artists UA-LA755-H)	61	2
32	THE BEST OF TAVARES (Capitol ST-11701)	37	7
33	BEHOLD THE MIGHTY ARMY NEW BIRTH (Warner Bros. BS 3071)	40	5
34	SKY ISLANDS CALDERA (Capitol ST 11658)	39	9
35	THAT'S ALL INGRAM (H&I. HL69021)	36	10
36	SLICK EDDIE KENDRICKS (Tamil TG-345S1)	33	11
37	FOREVER GOLD THE ISLEY BROTHERS (T-Neck/Epic PZ 34452)	32	13
38	SONG BIRD DENIECE WILLIAMS (Columbia JC 34911)	59	2
39	TRUE TO LIFE RAY CHARLES (Atlantic SC 19142)	45	4
40	CREAM CITY AALON (Arista AL 4127)	35	16
41	VILLAGE PEOPLE (Casablanca NBLP 7064)	47	7
42	BE HAPPY KELLEE PATTERSON (Shadybrook SB 33-007)	43	19
43	WE ARE ONE MANDRILL (Arista AB 4144)	53	3
44	BRIDGES GIL SCOTT-HERON & BRIAN JACKSON (Arista AB 4147)	55	7
45	GET UP AND DANCE MEMPHIS HORNS (RCA APL1-2198)	50	8
46	MOST REQUESTED RHYTHM BAND (Magic Disc MD110)	51	6
47	OPEN UP YOUR LOVE WH.SPERS (Soul Train/RCA BVL 1-2270)	46	19
48	GOT TO HAVE YOUR LOVE FANTASTIC FOUR (Westbound WT 306)	52	4
49	STARTING ALL OVER PHILIPPE WYNNE (Cotillion SD 9820)	48	6
50	ONCE UPON A TIME . . . DONNA SUMMER (Casablanca NBLP 7078-2)	—	1
51	FLYING HIGH ON YOUR LOVE THE BAR-KAYS (Mercury SRM-1-1181)	66	2
52	EXODUS BOB MARLEY & THE WAILERS (Island ILPS 9498)	44	24
53	MAZE (Capitol ST 11607)	34	38
54	COCOMOTION EL COCO (AVI 6012)	60	6
55	THE DEVIL IN ME THELMA HOUSTON (Tamil/Motown T7-358R1)	65	2
56	MOONFLOWER SANTANA (Columbia C2 34914)	58	4
57	PORTFOLIO GRACE JONES (Island ILPS 9470)	62	4
58	RUBY, RUBY GATO BARBIERI (A&M SP 4655)	64	4
59	DOIN' IT TO THE BONE MUSCLE SHOALS HORNS (Ariola America ST 50021)	56	6
60	NONA HENDRYX (Epic PE 34863)	54	6
61	MANDRE' (Motown M-886)	70	3
62	HAVANA CANDY PATTI AUSTIN (CTI 7-5006)	—	1
63	THE FLOATERS (ABC AB 1030)	38	26
64	DEVIL'S GUN C.J. & CO. (Westbound/Atlantic WBS 6100)	57	21
65	A REAL MUTHA FOR YA JOHNNY GUITAR WATSON (DJM DJLPA-7)	63	6
66	MASTERMIND (Prelude PR1. 12147)	67	3
67	SHORT EYES (ORIGINAL MOTION PICTURE SOUNDTRACK) CURTIS MAYFIELD (Curton CU 5017)	71	2
68	NEW HORIZONS THE SYLVERS (Capitol ST-11705)	73	2
69	STARES AND WHISPERS FREDA PAYNE (Capitol ST 11700)	75	2
70	LOVE SHOOK PATTI BROOKS AND THE SIMON ORCHESTRA (Casablanca NBLP 7066)	74	2
71	HEADS BOB JAMES (Columbia/Tappan Zee JC 34896)	—	1
72	LOOKING FOR MR. GOODBAR (MOTION PICTURE SOUNDTRACK) VARIOUS ARTISTS (Columbia JS 35029)	—	1
73	FAMILY TREE STAPLES (Warner Bros. WBS 3064)	69	3
74	"MISS RANDY CRAWFORD" (Warner Bros. BS 3083)	—	1
75	BENNY AND US AVERAGE WHITE BAND & BEN E. KING (Atlantic SD 19105)	41	17

CASH BOX TOP 100 R&B

November 19, 1977

11/12 Wks.		11/12 Wks.		11/12 Wks.	
1	SERPENTINE FIRE EARTH, WIND & FIRE (Columbia 3-10625)	34	I FEEL LOVE DONNA SUMMER (Casablanca NB 884)	69	THE WHOLE TOWN'S LAUGHING AT ME TEDDY PENDERGRASS (Phila. Intl./CBS 3633)
2	YOU CAN'T TURN ME OFF (IN THE MIDDLE OF TURNING ME ON) HIGH INERGY (Gordy/Motown G-7155)	35	I'M AT THE CROSSROADS VERNON GARRETT (ICA 003)	70	VOYAGE TO ATLANTIS THE ISLEY BROTHERS (T-Neck/Epic ZS 82270)
3	BACK IN LOVE AGAIN L.T.D. (A&M 1974)	36	HEAVEN ON EARTH SPINNERS (Atlantic 3425)	71	REACH FOR IT GEORGE DUKE (Epic 8-50463)
4	IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME BARRY WHITE (20th Century T-2350)	37	FFUN CON FUNK SHUN (Mercury 73959)	72	AS STEVIE WONDER (Tamlam/Motown T54291F)
5	IF YOU'RE NOT BACK IN LOVE BY MONDAY MILLIE JACKSON (Spring/Polydor 175)	38	CREAM CITY AALON (Arista ASO249)	73	COCOMOTION EL COCO (AVI-147-S)
6	DO YOUR DANCE ROSE ROYCE (Whitfield/WB WHI 8440)	39	RUNNIN' FOR YOUR LOVIN' THE BROTHERS JOHNSON (A&M 1982-S)	74	KISS ME THE WAY I LIKE IT GEORGE McCRAE (TK-1024)
7	JUST FOR YOUR LOVE MEMPHIS HORNS (HCA PB 11064)	40	A STAR IN THE GHETTO AWB & BEN E. KING (Atlantic 3427)	75	I'M GONNA MAKE YOU MY WIFE THE WHISPERS (Soul Train/RCA JB-11139)
8	DON'T ASK MY NEIGHBORS EMOTIONS (Columbia 10622)	41	IN A LIFETIME THE TEMPTATIONS (Atlantic 3436)	76	JACK AND JILL RAYDIO (Arista AS0283)
9	GOIN' PLACES THE JACKSONS (Epic 50454)	42	GETTIN' READY FOR LOVE DIANA ROSS (Motown 1427)	77	FUNKY MONKEY MANDRILL (Arista AS0274)
10	DUSIC BRICK (Bang B-734)	43	I JUST WANT TO BE YOUR EVERYTHING ANDY GIBB (RSC/Polydor 872)	78	OOH BOY ROSE ROYCE (Whitfield/WB 8491)
11	SHAKE IT WELL DRAMATICS (ABC 12299)	44	SHOO-DOO-FU-FU-OOH LENNY WILLIAMS (ABC AB 12300)	79	LAY IT ON ME SYLVIA (All Platinum/Vibration V 1570)
12	SOMEBODY'S GOTTA WIN, SOMEBODY'S GOTTA LOSE THE CONTROLLERS (Juana/TK 3414)	45	ALL YOU GOT TYRONNE DAVIS (Columbia 3-10604)	80	CHEATERS NEVER WIN LOVE COMMITTEE (Gold Mind GM-4033)
13	IF IT DON'T FIT, DON'T FORCE IT KELLE PATTERSON (Shadybrook 1041)	46	I'VE NEVER BEEN TO ME NANCY WILSON (Capitol 4476)	81	COULD HEAVEN EVER BE LIKE THIS IDRIS MUHAMMAD (Kudu CT1939)
14	STAR WARS THEME MECO (Millennium/Casablanca 604)	47	ONE STEP AT A TIME JOE SIMON (Spring SP 176)	82	SOLAR FLIGHT (OPUS 1) MANDRE (Motown M1429F)
15	GOT TO HAVE YOUR LOVE FANTASTIC FOUR (Westbound/WB 34090)	48	HAVING A PARTY THE POINTER SISTERS (ABC/Blue Thumb BT-275)	83	IT TOOK A WOMAN LIKE YOU MISTIQUE (Curton CMS-0130)
16	NATIVE NEW YORKER ODESSY (RCA PB11129)	49	YOU DON'T HAVE TO SAY YOU LOVE ME THE FLOATERS (ABC AB 12314)	84	LOVE MAGNET FREDA PAYNE (Capitol P-4494)
17	ANY WAY YOU WANT ME THE SYLVERS (Capitol 4493)	50	LADY OF MAGIC MAZE FEATURING FRANKIE BEVERLY (Capitol 4456)	85	A PIECE OF THE ACTION MAVIS STAPLES (Curton CMS 0132)
18	FUNK FUNK CAMEO (Chocolate City/Casablanca CC011DJ)	51	SORRY DOESN'T ALWAYS MAKE IT RIGHT GLADYS KNIGHT AND THE PIPS (Buddah 564)	86	SHAKE DOWN (PART 1) BLACK ICE (HDM-503)
19	RUNNING AWAY ROY AYERS UBIQUITY (Polydor 14415)	52	KEEP IT COMIN' LOVE KC & THE SUNSHINE BAND (TK 1023)	87	BLOAT ON CHEECH AND CHONG (Epic 850471)
20	SEND IT ASHFORD & SIMPSON (Warner Bros. 8453)	53	GET INTO YOUR LIFE BELCYD (20th Century TC-2353)	88	WAS DOG A DOUGHNUT CAT STEVENS (A&M 1971-S)
21	WAITING IN VAIN BOB MARLEY & THE WAILERS (Island IS-092)	54	ANOTHER STAR STEVIE WONDER (Tamlam/Motown 54286)	89	BOOGIE ON YOUR FACE BILL COSBY (Capitol P-4501)
22	I'M HERE AGAIN THELMA HOUSTON (Tamlam/Motown 54287)	55	DANCE DANCE DANCE CHIC (Atlantic 3435)	90	RUNAWAY SALSOU ORCHESTRA (Salsoul SZ-2045)
23	BELLE AL GREEN (Hi H-77505)	56	WE NEVER DANCED TO A LOVE SONG THE MANHATTANS (Columbia 10586)	91	DON'T TAKE HER FOR GRANTED RON HENDERSON (Chelsea CH 3067)
24	DO DO WAP IS STRONG IN HERE CURTIS MAYFIELD (Curton CMS 0131)	57	LET ME LIVE THE LIFE I LOVE LATIMORE (Glades/TK 1744)	92	EASY COMIN' OUT (HARD GOIN' IN) WILLIAM BELL (Mercury 73961)
25	DISCO 9000 JOHNNIE TAYLOR (Columbia 3-10610)	58	MELODIES MADE IN U.S.A. (Delite 1594)	93	HELLO SUNDAY! HELLO ROAD! GIL SCOTT-HERCN & BRIAN JACKSON (Arista AS 0285)
26	LOVER JONES JOHNNY GUITAR WATSON (DJM DJUS 1029)	59	OUR LOVE NATALIE COLE (Capitol 4059)	94	GET YOUR STUFF OFF INGRAM (H&L HL-4689)
27	DO YOU WANNA GET FUNKY WITH ME PETER BROWN (Drive/TK 6258)	60	WIDE STRIDE BILLY PRESTON (A&M 1980-S)	95	THE END OF THE RAINBOW McKINLEY MITCHELL (Chimneyville/TK 10219)
28	DON'T BE AFRAID RONNIE DYSON (Columbia 10599)	61	SHOUTING OUT LOVE THE EMOTIONS (Stax/Fantasy STX-3200A-S)	96	DON'T TAKE AWAY YOUR LOVE HODGES JAMES AND SMITH (London 5N-260)
29	JOY TO HAVE YOUR LOVE PATTI LABELLE (Epic 8-50445)	62	MORE THAN A WOMAN TAVARES (Capitol 4500)	97	TAKE ME AS I AM PHILIPPE WYNN (Cotillion/Atlantic 44227)
30	BOP GUN (ENDANGERED SPECIES) PARLIAMENT (Casablanca NB 900)	63	GALAXY WAR (MCA 40820)	98	SO CALLED FRIENDS LEE MITCHELL (Full Speed Ahead/Track Down TDR-7711-11)
31	BRICK HOUSE COMMODORES (Motown M 1425F)	64	BOOGIE NIGHTS HEATWAVE (Epic 8-50370)	99	MASTER BOOTY FATBACK (Spring SP 177)
32	LOVELY DAY BILL WITHERS (Columbia 3-10627)	65	WHAT I DID FOR LOVE INNER CITY JAM BAND (Bareback BBR-535)	100	WONDERFUL MARILYN MCCOO AND BILLY DAVIS JR. (ABC AB-12316)
33	SUPER SEXY LEON HEYWOOD (MCA 40793)	66	COME GO WITH ME POCKETS (Columbia 10632)		
		67	BETCHA NEVER BEEN LOVED (LIKE THIS BEFORE) THE DELLS (Mercury 73901)		
		68	YOU NEED TO BE LOVED JERMAINE JACKSON (Motown M 1409F)		

ALPHABETIZED TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSEES)

All You Got (Blackwood/Content — BMI)	45	Don't Take Her (People Pleaser — BMI)	91	I've Never (Stone Diamond — BMI)	46	Serpentine Fire (Sagfire/Free Delivery — BMI)	1
Another Star (Jobete/Black Bull — ASCAP)	54	Do Your Dance (Warner/Taberlane — BMI)	6	Jack & Jill (Radiola — ASCAP)	76	Shake Down (H&H Team — ASCAP)	86
Any Way You (Rosy — ASCAP)	17	Do You Wanna (Sherlyn/Decibel — BMI)	27	Joy To Have (Radio — ASCAP)		Shake It Well (Groovesville — BMI)	
A Piece Of (Mayfield/Primus Artists/Verdon — BMI/All Rts. Admin. By Warner-Tamberlane — BMI)	85	Dusic (Caliber/Good High — ASCAP)	10	Polo Grounds/Gospel Birds — BMI)	29	Conquistador — ASCAP)	11
As (Jobete/Black Bull — ASCAP)	72	Easy Comin' (Bell Cat/Belinda — BMI)	92	Just For Your (Penneford — ASCAP)	7	Shoo-Do (Len-Lon — BMI)	44
A Star In (Hot Stuff — BMI)	40	Ffun (Val-Ie Joe — BMI)	37	Keep It Comin' (Sherlyn/Harrick — BMI)	52	Shouting Out (East/Memphis — BMI)	61
Back In Love (Ice Man — BMI)	3	Funk Funk (Better Days — BMI)	18	Kiss Me (Sherlyn — BMI)	74	So Called (Low Bam — BMI)	98
Belle (Jec & Al Green — BMI)	23	Funky Monkey (Mandrill — ASCAP)	77	Lady Of Magic (Pecle — BMI)	50	Solar Flight (Jobete — ASCAP)	82
Betcha Never Been (Six Strings — BMI)	67	Galaxy (Far Out — ASCAP)	63	Lay It On (Gambi — BMI)	79	Somebody's Gotta Win (Every Knight — BMI)	12
Bloat On (ABC/Dunhill/Woodsongs — BMI)	87	Get Into Your (Filet/20th Century — ASCAP)	53	Let Me Live (Sherlyn — BMI)	57	Sorry Doesn't (Jobete — BMI)	51
Boogie (Rondor/Almo — ASCAP)	64	Get Your (Raton Song/Family Pro. — BMI)	94	Lovely Day (Golden Withers Chappel — BMI)	32	Star Wars (Fox Fanfare — BMI)	14
Boogie On Your Face	89	Gettin' Ready (Braintree/Show/Golde's Gold — BMI)	42	Love Magnet (Screen Gems-EMI/Traco Lite/Spec O Lite BMI — ASCAP)	84	Super Sexy (Jim Edd — BMI)	33
Bop Gun (Rick's/Malbiz — BMI)	30	Goin' Places (Mighty Three — BMI)	9	Lover Jones (Vir-Jon — BMI)	26	Take Me (Wynn's World/Sacred Pen/Mighty Three/Blackwood — BMI)	97
Brick House (Jobete/Commodores — ASCAP)	31	Got To Have (Bridgeport — BMI)	15	Master Booty (Clita — BMI)	49	The End Of (Malaco — BMI)	95
Cheaters Never (Luckey Three/Six Strings — BMI)	80	Having A Party (Kags — BMI)	4E	Melodies (Delightful/Cabrini — BMI)	58	The Whole Town's (Mighty Three — BMI)	69
Cocotion (Equinox — BMI)	73	Heaven On Earth (Mighty Three — BMI)	36	More Than (Stigwood/Unichappell — BMI)	62	Voyage To (Bovina — ASCAP)	70
Come Go (Verdangle/Pocket — BMI)	66	Hello Sunday (Brouhaha — ASCAP)	96	I Feel Love (Rick's — BMI)	34	Waiting In Vain (Bob Marley/Almo — ASCAP)	21
Could Heaven Ever (Char-Liz — BMI)	81	If It Don't (Funks Bump — BMI)	13	If You're Not Back (Tree — BMI)	5	Was Dog (Colgems-EMI — ASCAP)	88
Cream City (Milwaukee — BMI)	38	I Just Want (Stigwood/Unichappell — BMI)	43	I'm At The (Aizert — BMI)	35	We Never (Manhattans/Blackwood — BMI)	56
Dance, Dance (Cottillon/Kreimer — BMI)	55	I'm Gonna (Spectrum VII — ASCAP)	75	I'm Here (Jobete — ASCAP/Stone Diamond — BMI)	22	What I Did (American Compass — ASCAP/Wren — BMI)	65
Disco 9000 (Jonta — BMI)	25	In A Lifetime (Burma East — BMI)	41	In A Lifetime (Burma East — BMI)	41	Wide Stride (Irving/WEP — BMI)	60
Do Do Wap (Mayfield/Short Eyes — BMI)	24	It Took (Song Tailors — BMI)	83	It Took (Song Tailors — BMI)	83	Wonderful (Irving — BMI)	100
Don't Ask My (Unichappell — BMI)	8	It's Ecstasy (Sa-Vette — BMI)	4	It's Ecstasy (Sa-Vette — BMI)	4	You Can't Turn (Jobete — ASCAP)	2
Don't Be Afraid (Jay's Enterprises/Chappell — ASCAP)	28					You Don't Have (Miller — ASCAP)	49
Don't Take Away (El Patricio — BMI)	96					You Need To (Jobete — ASCAP/Stone Diamond — BMI)	68

ADDITIONS TO R&B PLAYLISTS

R&B PLAYLIST HIGHLIGHTS

- * ADDED SINGLE
- (H) HOT
- (B) HIT BOUND
- (ex) EXTRA

WIGO — ATLANTA — Rick Fly

- #1 — Millie Jackson
- *Chic
- 30 To 24 — Parliament
- 16 To 8 — Con Funk Shun
- 11 To 2 — Peter Brown
- LP Adds: Patti LaBelle, Bar-Kays

WWIN — BALTIMORE — Don Brooks

- #1 — High Inergy
- *Love Committee
- *Shirley Ceasar
- *Philippe Wynne
- *War
- *Denise LaSalle (N)
- *Fatback

Ex To 24 — Gladys Knight

24 To 20 — Jacksons

22 To 18 — AWB/Ben E. King

Ex To 14 — Chic

16 To 12 — Brick

LP Adds: Deniece Williams, Freda Payne, Sylvers, Commodores, Pointer Sisters, Don Thompson

WBUL — BIRMINGHAM — Shelly Pope

- #1 — Ingram
- *Checkmates
- *Marilyn McCoo & Billy Davis
- 23 To 10 — Con Funk Shun
- 22 To 11 — Curtis Mayfield
- 28 To 12 — Ronnie Dyson
- 9 To 5 — Made In USA

WILD — BOSTON — Sunny Joe White

- #1 — Odyssey
- *Controllers
- *Natalie Cole
- *Gil-Scott Heron
- *Con Funk Shun
- *Sylvers
- *Rose Royce
- *Temptation
- Love Committee (ex)
- Bee Gees (ex)
- Cheech & Chong (ex)
- 20 To 14 — Archie Bell
- 28 To 17 — Chic
- 29 To 18 — Parliament
- 25 To 19 — Emotions
- LP Adds: Hummingbird, Donna Summer

WVON — CHICAGO — E. Rodney Jones

- #1 — L.T.D.
- *Emotions
- *Philippe Wynne
- *Mavis Staples
- *Diana Ross
- *Kellee Patterson
- 14 To 10 — Controllers
- 16 To 11 — Curtis Mayfield
- 17 To 12 — Salsoul Orchestra
- 18 To 13 — Latimore
- 19 To 14 — Thelma Houston
- 20 To 15 — Sylvers
- 21 To 16 — Temptations
- 22 To 17 — Odyssey
- 23 To 18 — I-Connection
- 24 To 19 — Gladys Knight
- 25 To 20 — George McCrae
- 26 To 21 — Leon Haywood
- 27 To 22 — Floaters
- 28 To 23 — Bob Marley
- 29 To 24 — Ingram
- 30 To 25 — Mandrill
- LP Adds: Morris Jefferson, Le Pempemouse, Chic

WCIN — CINCINNATI — Bob Long

- #1 — WEF
- *Billy Preston
- *Hodges James & Smith
- *Natalie Cole
- *Cat Stevens
- *Parliament
- *Pointer Sisters
- *Black Ice
- *War
- *Vernon Garrett
- 10 To 4 — High Inergy
- 26 To 9 — Al Green
- 30 To 23 — Controllers
- 28 To 19 — Gladys Knight
- 35 To 28 — Raydio
- 33 To 26 — Made In USA
- 32 To 24 — Patti LaBelle
- LP Adds: Deniece Williams, Bar-Kays

WJMO — CLEVELAND — Lynn Talliver

- #1 — Barry White
- *George Duke
- *Con Funk Shun
- *Thelma Houston
- *Temptations
- *Fantastic Four
- *Diana Ross
- 12 To 5 — Cameo
- 13 To 8 — Millie Jackson
- 25 To 9 — Kellee Patterson
- LP Adds: George Duke, Con Funk Shun, Commodores

WJLB — DETROIT — Al Perkins

- #1 — Millie Jackson
- C.J. & Company (ex)
- Muscle Shoals Horns (ex)
- First Choice (New) (ex)
- Billy Paul (ex)
- Garnet Mimms (ex)
- LP Adds: Brass Construction, Archie Bell, DeeDee Sharpe, Gamble

WRBD — FT. LAUDERDALE — Charles Merritt

- #1 — Heatwave (Always & Forever LP cut)
- *Morris Jefferson
- *Brook Benton
- *Billy Paul
- *B.T. Express
- *First Choice
- *Mass Production
- *Mastermind
- *John Schuller
- Kelley Patterson (H)
- Emotions (H)
- Ronnie Dyson (H)
- LP Add: Billy Preston

WQMG — GREENSBORO — Big Daddy/Chuck Gross

- #1 — L.T.D.
- *Odyssey
- *Freda Payne
- *Mavis Staples
- *Parliament
- 7 To 3 — EWF

- 11 To 5 — High Inergy
- 16 To 9 — Aalon
- 18 To 12 — Patti LaBelle
- 21 To 17 — Made In USA
- 26 To 13 — George Duke
- Rose Royce (Ooh Boy — ex)
- NY Community Choir (ex)
- LP Adds: Fatback, Donna Summer

WKND — HARTFORD — Bob Scott

- #1 — L.T.D.
- *Ronnie Harris
- *Hoz Scaggs
- *Brooklyn Dreams
- *Mike Theodore
- *Kelley Patterson
- *War
- 26 To 16 — Pockets
- 29 To 19 — Rose Royce
- 20 To 13 — Bill Withers
- 15 To 9 — Con Funk Shun
- 13 To 7 — Brothers Johnson
- 14 To 6 — Thelma Houston
- LP Adds: Phoebe Snow, Mavis Staples, Deniece Williams

KMJQ — HOUSTON — Jack Patterson

- #1 — L.T.D.
- *George Duke
- *Raydio
- Mike Mineri (HB)
- Nattie Cole (HB)
- Thelma Houston (HB)
- Odyssey (HB)
- LP Adds: Deniece Williams, Isaac Hayes

KYOK — HOUSTON — Rich Roberts

- #1 — Barry White
- *Dee Dee Sharpe Gamble
- *War

- 32 To 26 — Freddie Hubbard
- 35 To 28 — Billy Preston
- 34 To 26 — Natalie Cole
- 35 To 29 — Sharon Paige
- 36 To 31 — Ramsey Lewis
- 39 To 32 — War
- 39 To 30 — Cheech & Chong
- 40 To 33 — Curtis Mayfield
- LP Adds: Donna Summer, Isaac Hayes

KACE — LOS ANGELES — Alonzo Miller

- LP Adds: Ray Charles, Phoebe Snow, Con Funk Shun, Thelma Houston, Fantastic Four, Lalomie Washburn, George Duke, Robin Trower

KDAY — LOS ANGELES — J.J. Johnson

- #1 — High Inergy
- *Odyssey
- *Thelma Houston
- HB To 26 — Roy Ayers
- HB To 25 — Whispers
- 27 To 12 — Controllers
- 17 To 13 — Parliament
- LP Add: — Sylvers

KKTT — LOS ANGELES — Don Mac

- #1 — Heatwave
- *Diana Ross
- *George McCrae
- *Gladys Knight
- *Tavares
- *Stevie Wonder
- 16 To 12 — Emotions
- 22 To 17 — Whispers
- 24 To 19 — Bill Withers
- 30 To 23 — Sylvia
- LP Adds: Deniece Williams, War, Donna Summer, Ray Charles, Billy Paul

WXVI — MONTGOMERY — Bill Black

- #1 — Brick

LP Adds: Don Thompson, Otis Clay, David Oliver, Bobby McClure

WBLS — NEW YORK — Wanda Ramos

- *Tremms
- *Eloise Laws
- *Charm & The Salsoul Orchestra
- *The Joneses

WWRL — NEW YORK — Sonny Taylor

- #1 — Odyssey
- *George McCrae
- *Tavares
- *Leon Heywood
- *Penguin Feat & The Teardrop Kid
- *Barry White (You're So Good — LP)
- 13 To 8 — EWF
- 17 To 11 — Controllers
- 18 To 13 — Love Committee
- 19 To 15 — Emotions
- 27 To 16 — El Coco
- LP Add: Donna Summer

KDAI — OAKLAND — Keith Willis

- #1 — L.T.D.
- *War
- *Latimore
- *Raydio
- 18 To 10 — Jacksons
- 17 To 11 — Starline, Turrentino
- 20 To 14 — Nancy Wilson
- 23 To 16 — Bill Withers
- 24 To 17 — Joe Simon
- 26 To 18 — Fantastic Four
- 33 To 19 — Thelma Houston
- LP Adds: George Duke, Muscle Shoals Horns, Pockets, Commodores

WOKB — ORLANDO — Guy Rozler

- #1 — Millie Jackson
- *Curtis Mayfield
- *Brothers Johnson
- *Al Green
- *EWF
- *Mighty Pope
- *Johnnie Taylor (RCA)
- *Billy Preston
- *Pointer Sisters
- *Jacksons
- *Chocolate Milk
- *Sylvia & G.C. Cameron
- *George McCrae
- *Temptations
- Chi Lites (ex)
- Rose Royce (MCA) (ex)
- Peter Brown (New) (ex)
- George Duke (HB)
- Green Brothers (HB)
- William Stankey (HB)

WAMO — PITTSBURGH — Matt Ledbetter

- #1 — Earth, Wind & Fire
- *Rose Royce
- *Chic
- *Bill Withers
- *Millie Jackson
- *Controllers
- Black Diamond (ex)
- Bill Cosby (ex)
- Cat Stevens (ex)
- War (ex)
- Emotions (ex)
- Samantha Sang (ex)
- Sylvers (ex)
- 4 To 1 — EWF
- 20 To 9 — Heatwave
- 20 To 12 — Mandre
- 22 To 15 — Patti LaBelle
- 23 To 18 — Thelma Houston
- 32 To 21 — Isley Brothers
- 40 To 26 — Diana Ross
- 39 To 27 — Gladys Knight
- 34 To 29 — Jermaine Jackson
- LP Adds: Deniece Williams, Saturday Night Fever, Stuff, Eddie Henderson, Stanley Turrentino, Gil-Scott Heron, Randy Crawford

KSOL — SAN FRANCISCO — J.J. Jefferson

- #1 — L.T.D.
- *Curtis Mayfield
- *Brothers Johnson
- *Floeters
- *Con Funk Shun
- *Chic
- Agneton & Simpson (H)
- Brick (H)
- LP Adds: Odyssey, Isley Brothers, Mandrill, Santana, Pointer Sisters

WSOK — SAVANNAH — Sharon Love

- #1 — L.T.D.
- *Rose Royce
- *Ingram
- *Philippe Wynne
- *Maxine Nightingale
- *C.J. & Company
- *Ritchie Havens
- *Muscle Shoals Horns
- *War
- *Samantha Sang
- *Brothers Johnson
- *Violet Hammer
- LP Adds: Deniece Williams, Commodores, Jimmy McGint, Isaac Hayes, Mavis Staples

KATZ — ST. LOUIS — Chico Brown

- #1 — L.T.D.
- *Bill Withers
- *Curtis Mayfield
- *Gladys Knight
- *Floeters
- *Natalie Cole
- *El Coco
- George Duke (ex)
- Hose Royce (ex)
- Parliament (ex)
- Fantastic Four (ex)
- Brothers Johnson (ex)
- Con Funk Shun (ex)
- Raydio (ex)
- Controllers (ex)
- LP Adds: Brass Construction, Bill Withers, Roy Ayers, Commodores

WESL — ST. LOUIS — Jim Gates

- #1 — Kellee Patterson
- *Mandrill
- *Michael Henderson
- *Gil-Scott Heron
- *Cheech & Chong
- 6 To 1 — Kellee Patterson
- 3 To 8 — L.T.D.
- 13 To 6 — EWF
- 14 To 8 — Jacksons
- 25 To 15 — Aalon
- 31 To 29 — Mother's Finest
- LP Adds: Heatwave, Deniece Williams, George Duke, Mavis Staples, Commodores, Johnnie Taylor (Stax)

MOST ADDED R&B SINGLES

1. GALAXY — WAR — MCA

KDIA, KPRS, WTLC, WDAS, WWIN, WRBD, WAMO, KYOK, KDKO, KKTT, WGIV, WCIN, WILD

2. JACK & JILL — RAYDIO — ARISTA

WAWA, WABQ, WVKO, WRBD, KATZ, WXVI, WDAS, KDIA, KMJQ, WJLB.

3. OUR LOVE — NATALIE COLE — CAPITOL

WCIN, WJPC, KYOK, WVOL, KATZ, WXVI, WDAS, WTLC.

4. OOH BOY — ROSE ROYCE — WHITFIELD

WGIV, WSOK, KKTT, KYOK, WAMO, WRBD, KATZ.

5. DANCE, DANCE, DANCE — CHIC — ATLANTIC

WILD, WQMG, WBMX, WAMO, KSOL, WJLB.

GETTIN' READY FOR LOVE — DIANA ROSS — MOTOWN

WBMX, WGIV, WVKO, KYOK, WJMO, WXVI.

IN A LIFETIME — TEMPTATIONS — ATLANTIC

WBMX, WOKB, WABQ, KYOK, WJMO, WXVI.

MOST ADDED R&B LP's

1. SONG BIRD — DENIECE WILLIAMS — COLUMBIA

WAMO, KYOK, WSOK, WCIN, WESL, WWIN, WRBD, KPRS, KMJQ, WXVI.

2. COMMODORES LIVE — MOTOWN

WVKO, WNAT, KACE, WESL, WJMO, KPRS, KDIA, KATZ.

3. FLYING HIGH ON YOUR LOVE — BAR-KAYS — MERCURY

WVKO, KYOK, WSOK, WJMO, WCIN, WGIV.

BRASS CONSTRUCTION III — UNITED ARTISTS

WVKO, KDKO, WJMO, WNAT, WWRL, KATZ.

4. REACH FOR IT — GEORGE DUKE — EPIC

KUTE, WVKO, WESL, WJMO, KDIA.

NEW HORIZONS — THE SYLVERS — CAPITOL

KDAY, KDKO, KKTT, WWIN, KPRS.

5. THE DEVIL IN ME — THELMA HOUSTON — TAMLA/MOTOWN

KACE, WVKO, WVOL, WWRL.

- *Diana Ross
- *Isley Brothers
- *Latimore
- *Temptations
- *Inner City Jam Band
- *Jermaine Jackson
- *Odyssey
- *Sins O' Satan
- *Natalie Cole
- *Rose Royce
- *Billy Paul
- *Facts Of Life
- Denise LaSalle (ex)
- Raydio (ex)
- Candi Staton (ex)
- Harvey Mason (ex)
- LP Adds: Mighty Clouds, Deniece Williams, Otis Clay, Pointer Sisters, Freda Payne, Ray Charles, Stanley Clarke, Bar-Kays, Curtis Mayfield, Cissy Houston

WTLC — INDIANAPOLIS — Roger Holloway

- #1 — George Duke
- *Velvet Hammer
- *Paulette McWilliams
- *Nona Hendrix
- *Michael Henderson
- *Philippe Wynne
- *Rose Royce
- 8 To 3 — Con Funk Shun
- 10 To 4 — Emotions
- 12 To 5 — Bill Withers
- 16 To 6 — Al Green
- 17 To 7 — Brothers Johnson
- 18 To 1 — George Duke
- 20 To 15 — Pockets
- 23 To 9 — Redbone
- 24 To 18 — Bill Cosby
- 28 To 22 — Patti LaBelle
- 29 To 20 — Mavis Staples
- 30 To 21 — Gladys Knight
- 31 To 27 — Chic

- *Natalie Cole
- *Odyssey
- Raydio (ex)
- McKinley Mitchell (ex)
- Diana Ross (ex)
- Cat Stevens (ex)
- Ex To 18 — Roy Ayers
- 20 To 15 — EWF
- Ex To 23 — Jacksons
- Ex To 30 — Kellee Patterson
- Ex To 32 — Waller Family
- Ex To 26 — Curtis Mayfield
- 16 To 10 — Vernon Garrett
- 11 To 7 — Dramatics
- Ex To 25 — Thelma Houston
- LP Adds: Bob James, Isaac Hayes, Deniece Williams, Cal Tjader, Chuck Mangione, Stratovarious

WVOL — NASHVILLE — Fred Harvey

- #1 — Brick
- *Dobby Beane
- *Natalie Cole
- *Cheech & Chong
- 25 To 16 — Con Funk Shun
- 27 To 21 — Kellee Patterson
- 30 To 26 — Jacksons
- 37 To 29 — Controllers
- 39 To 30 — George Duke
- LP Adds: Leo Sayer, Thelma Houston

WNAT — NATCHEZ — Haynos Ford

- #1 — L.T.D.
- *El Coco
- *Stevie Wonder
- *KC & The Sunshine Band
- *Al Green
- 23 To 20 — Brothers Johnson
- 24 To 21 — Candi Staton
- 30 To 28 — Pleasure
- LP Adds: Commodores, Brass Construction

WYLD — NEW ORLEANS — Ron Singleton

- *Al Green

Country Music Concerts On The Increase In N.Y. Area

(continued from page 14)

radio station WHN, which converted to a country format in 1973, and began to find financial success with the arrival of general manager Neil Rockoff in April, 1975. Program director Ed Salamon, director of promotion Dale Pon, and sales manager Nick Verbitsky all agree that there was more live country music in the New York area than ever in 1977. According to Pon, "The excitement and interest in promoting live performances by country artists is going to get even greater in this next calendar year." Their opinions are not surprising, since WHN now claims nearly 1.5 million listeners.

It's also hardly surprising that WHN likes to claim much of the credit for live country music's rising popularity. "The popularity of the station has made it attractive for the producers, promoters, agents, artists and record companies to think that it's possible to come to this town and do well," said Salamon.

Asked if any market research has been done in this area, Salamon cited the station's comprehensive active listener research, which records approximately 1000 listener calls per day, as well as WHN's annual Listener's Choice Awards, compiled from the opinions of an estimated 100,000 listeners. According to Salamon, this research has provided promoters, agents and managers with the data upon which to base their decisions of where and when to play in the New York area.

Pon also pointed to the station's promotional efforts on behalf of country concerts, including numerous live broadcasts from many of the venues in the area. The May, 1977 Carnegie Hall concert was broadcast live over a 40-station national network, as well as overseas through the BBC and Armed Services Radio. Among the other concerts broadcast live by WHN were Tammy Wynette at the Wollman Rink in New York's Central Park, Larry Gatlin at Great Adventure, Eddie Rabbitt at the Lone Star Cafe, Ernest Tubb at the Blue Ribbon Inn, and Conway Twitty & Loretta Lynn from the Westbury Music Fair.

Manager Is Skeptical

The success and interest of WHN, however, has yet to convince all agents and managers of country artists that New York is a market that should be played. For instance, Dade Scepner, manager of Loretta Lynn, remains skeptical in spite of the fact that his client and Conway Twitty recently had a near sellout of their five consecutive performances at the 2700-seat Westbury Music Fair on Long Island. "So far, we have had to go with WHN, because their people turned out for us," Scepner explained, "But just because there are WHN listeners, I don't think that necessarily means they're going to go out and see a concert." Scepner, in fact, stated that he has "purposely

stayed away from New York and the New York area for a number of years," and not only because Loretta Lynn has always had more than enough gigs outside this area. "New York is a strange town, and there is a lot of hype involved, and a lot of people telling you how terrific things are, and sometimes, you just have to sit back and be a disbeliever. We are fortunate in that we didn't need to go in. There are some promoters who are not as familiar with the country phase of the business as they would have you believe they are. I'm not out to teach anybody their business, and I don't want them learning over our dead bodies."

Jimmy Jay of United Talent, Ms. Lynn's booking agency, was not satisfied with the profit margin at Westbury. "I'm not saying that we didn't make money," he said, "but I'm not pleased with what it cost to promote the thing." He maintained that Lt. Cornine's facility in Succasunna, New Jersey, was a far more profitable venue to play. Presented with the argument that exposure at Westbury might have had more of an influence on record sales, manager Scepner once again saw problems with New York. "You can go into certain markets all you want, but what good is it if the local area retail stores are reluctant to stock product?" Similarly, WHN's programmer, Ed Salamon, maintained that the station was forced to evolve its extensive listener research systems because tracking New York retail sales of country music is relatively useless from a programming perspective.

'Important Market'

A much more positive viewpoint was expressed by Jim Halsey of the Jim Halsey Co., managers and agents for the artists who have played and will again perform at Carnegie Hall. "New York is such an important market, and it is beginning to turn on to country music. There's no profit in the Carnegie Hall concerts, but it's mainly exposure in the New York area that we're working on. All of my clients are far-sighted enough to see what it's going to do for them." Halsey explained that one of the main purposes of playing New York was to "give retailers a shot in the arm to merchandise country records." Of course, record company support is crucial to the effectiveness of such a venture.

Concert promoters in New York revealed equally disparate opinions on the potential of the country concert business in the city. Sid Bernstein, who has been promoting pop concerts at Radio City Music Hall, is interested in getting involved in live country music. "WHN has certainly given me the confidence that it can work here," he stated. "I want to be the first there, to establish New York as a place where country can find a (concert) audience." Bernstein feels that an ideal bill, which might include such artists as Waylon Jennings, Don Williams, and Larry Gatlin, could fill Radio City and "truly affect those people who aren't really involved in country music." Bernstein is bringing a Grand Ole Opr show into Radio City this winter, and he beginning plans for a one-day or two-day outdoor stadium country festival this summer, which he hopes will attract many of country's biggest stars.

Ron Delsener, who is New York's major promoter of rock and pop shows at the Palladium and Madison Square Garden, disagreed with Bernstein's estimate of the market for live country music. "We had Tammy Wynette in the (Central) Park, and we didn't draw 500 people, even at \$2 and \$4 a ticket. Of course, you could put together Merle Haggard, Willie Nelson and Waylon Jennings, and you'd probably draw 7,000 people, but the show would cost you \$30,000. Based on what little I've had to do with it, New York is not a country town."



FOUR SMILE GROUP -- Four record industry executives look happy for the camera after the recent Britannia Awards concert at London's Wembley Conference Center. They are (l-r) WEA Records managing director John Fruin, CBS International v.p. Dich Asher, CBS senior director Norman Stellman, and GTO Records managing director Dick Leahy.

Capitol Artist Development Stresses Teamwork Concept

(continued from page 9)

artists like LRB, Maze, Mink DeVille, Starz and Bob Welch.

'Up To The Group'

"What I tell an artist about a specific performance is that Capitol Records will bring in the right accounts, the right press and radio people, but the rest is up to the group," notes Garfield.

Another major key to the label's success in artist development is continuity combined with definitive measures for handling some of those nebulous artist-oriented situations (like in-store appearances, etc.) The press and artist relations handbook is distributed to every Capitol employee from top to bottom. Assembled by Garfield with input from the various departments, the handbook outlines numerous procedures which can establish better artist relations and insure success with various artist ventures in the field.

Included in the handbook are staff home phone numbers, regional press and artist relations contacts, how to handle public appearances by artists, and trade photographs, artist itineraries, how to handle special artist appearances, parties and receptions, requests for concert tickets along with ticket giveaways and contests, artist photos, biographies and birthdates and basic do's and don't's.

Garfield said that with these specific guidelines distributed to the field personnel, it adds a number of people and considerable strength to his department. It also enhances the Capitol philosophy of crossover responsibilities by turning a field promotion man into a press contact.

Preparation Of Field Staff

Related to this is constant and total preparation of the field staff. Garfield constantly feeds the field with information concerning the various artists' activities.

Presently, Garfield is putting the final touches to a manager's handbook which will enable a manager to easily locate the proper person at Capitol to service his needs.

Dan Davis, vice president of creative services/advertising and merchandising, believes that artist development is "relating humanly, both within the organization and to the artist."

'Relating Humanly'

Continuing, Davis said, "You have to believe that the product and the act are worthwhile and that the consumers want it in sizeable numbers." You are creating the awareness of the artist and the product, but not creating the artist."

Because Capitol has a varied artist

roster, artist development takes on different forms corresponding to the respective artists. For example, Helen Reddy has a burgeoning film career that the label can promote in association with her records. In the case of supergroup like Paul McCartney And Wings, Garfield remarked that imaginative and creative merchandising is necessary to effectively represent a group of that stature.

Garfield lauds Don Grierson, director of merchandising and advertising, for his innovative merchandising tools like neon signs and unusual styrofoam artist pieces.

Inter-company communication helps to promote merchandising aids that could work for more than one department. Tusken told of an instance recently when he was told about some Be Bop Deluxe note pads coming out of the merchandising department. Seeing these pads as an ideal way to get Be Bop's name in front of the nation's AOR program directors, he immediately called Grierson to add the PD's names to the bottom of the pads. Under other circumstances, Tusken said that he might have seen the promotional material after the fact and complained, "Why didn't I know about this before?"

Inter-Company Co-Operation

Walter Lee, vice president of sales, stresses inter-company cooperation, perseverance and a quick reaction time as the strengths of the firm. "We can react quickly because of the teamwork aspect."

Lee added that most record companies have no problems covering the basics like manufacturing a record, getting it out to the stores and supplementing it with in-store displays and advertising, but Capitol has the added advantage of reacting to the marketplace sooner than most.

Lee among other Capitol staffers commend the company's top management for their direction and efforts. Bhaskar Menon, chairman, and Don Zimmermann, executive vice president and chief operating officer, take an active role in the day-to-day affairs according to a number of the people interviewed.

"The teamwork concept was started by Menon and is led through example with Zimmermann," said Lee. He added that the dialogue between the executive 12th floor is continual to the other departments.

Summerizing the label's approach to artist development, Garfield said, "We are investing time, energy and money in more than just an album — a career. And we may not reap the harvest until later in that artist's career."

Disconet Service Debuts At Party

NEW YORK — Disconet, a new subscription service designed to provide discotheques with an LP containing six to 10 new disco releases each week debuted at a recent party at New York, New York, a disco club in Manhattan.

The Disconet album is compiled each week from new releases chosen by Disco DJs Bobby Guttadaro, Tom Savarese and Kevin Guilmet.

Subscribers to the Disconet service are requested to complete critique cards which are processed by an independent research company to provide participating record companies with comments on their new releases. There are currently some 300 subscribers.



Q AT THE BOTTOM LINE — Epic/Sweet City recording group Q was greeted backstage by label executives following a recent appearance at the Bottom Line in New York. Pictured kneeling (l-r) in the front row are: Carl Maduri, president of Sweet City Records, and Peter Kanz of WHN radio. Shown in the second row (l-r) are: Steve Dudas and Bob Peckman of Q. In the third row (l-r) are: Bill Taylor and Bill Vogel of Q; Ira Sherman, Epic product manager; Fred Franchi, stage director; Lenny Petzi, Epic vice president of A&R; George Magura of Q; Ray Free, Epic promotion manager, and Al Gurenitz, Epic director of national sales. Shown (l-r) in the top row are: Larry Siefers of Q; Larry Schnur, Epic A&R; Mike Belkin of Q and Bruce Harris, Epic director of A&R.

Steve Miller Gets Gold

LOS ANGELES — The Steve Miller Band's "Anthology" LP on Capitol Records has been certified gold by the RIAA.

K mart To 1740 Stores

NEW YORK — K mart currently has 1,740 stores, compared to 1,629 stores at this time last year. Nearly all K mart stores have record departments.

Massey Named Pres. Of Great Southern Co.

MACON — Guerry Massey, president of Massey & Associates, a Macon-based investment company, has been named president of The Great Southern Company, a merchandising and licensing firm, specializing in the licensing of personalities and products.

CLASSICALCLIPS

(continued from page 45)

mined period of time (probably when the \$5.98 price stickers run out), the disc will revert to \$7.98 list.

Dick Bungay of London admitted that the success of the Columbia and RCA programs "may have been a factor" in London's promotion. However, he also noted that his company has "done this type of thing before." For instance, he said, the label once offered a Hollywood Bowl recording at a special low price; in addition, the new four-LP set of Brahms symphonies with **Lorin Maazel** conducting the Cleveland Orchestra is being offered for the price of three discs.

The advertising campaign for London's "record of the year" was recently kicked off in New York to coincide with the Chicago Symphony's series of concerts at Carnegie Hall. An institutional ad, tagged to Barnes & Nobles' Sales Annex, appeared in the Carnegie Hall program guide, with all Solti recordings on London promoted for \$4.99 per disc. At the same time, the new LP was advertised on **Dave Rothfeld's** Sunday afternoon show on WQXR, and it was promoted at Sam Goody in a Sunday *New York Times* ad. A national print and radio campaign has also been launched on behalf of the Solti disc . . .

EMI RECORDS PHILADELPHIA SOUND — With a new two-year contract in the can, EMI is already recording the Philadelphia Orchestra under the direction of **Eugene Ormandy**. The first product of the partnership will be a recording of **Hindemith's** "Symphonic Metamorphoses On Themes By Weber." Early next year, EMI will also wax two albums with the Philadelphians led by **Riccardo Muti**. The first LP will feature **Stravinsky's** "Firebird Suite" and **Mussorgsky's** "Pictures At An Exhibition"; the second will combine **Beethoven's** Symphony No. 7 and **Leonore Overture No. 3** . . . Meanwhile, Angel

Records, EMI's U.S. subsidiary, has produced a point-of-purchase artist display kit. Bearing artists' names, photos and "musical occupations," the 19 individual units feature such celebrities as **Beverly Sills, Itzhak Periman, Andre Previn, Barry Tuckwell, Riccardo Muti** and **Christopher Parkening**. Allocation of the kits has been made via Angel's three regional classical managers: **Bob Slinger** (west coast-Los Angeles), **Lee Smith** (midwest-Chicago) and **Barry Glassgold** (east coast-New York) . . .

MORE LABEL NEWS — A special deluxe edition of **Herbert von Karajan's** third integral recording of the Beethoven symphonies is being distributed by Deutsche Grammophon. List-priced at \$125, the leather-bound edition includes the eight program discs, an extra LP containing an interview with von Karajan, and an enclosure with the conductor's signature on it. This is a limited edition, with 1,000 units appropriated for U.S. record stores. List price for the regular eight-LP set is \$63.84; on six cassettes, the price tag is \$53.88 . . . Phonogram International recently presented violinist **Henryk Szeryng** with a golden disc to mark the sale of 150,000 copies of his world premiere recording of **Paganini's** Violin Concerto No. 3. Szeryng will be touring the U.S. during November and December . . . Composers Recordings, Inc. has been awarded a grant of \$15,000 by the Jerome Foundation, Inc. of St. Paul, Minnesota. This is CRI's first major general grant for new production since the label became a tax-exempt organization last January . . . Advent Corporation is releasing a rather unusual cassette recording entitled "Roots Of American Music." Performed by the Boston Camerata under **Joel Cohen's** direction, the tape's contents explore Renaissance influences on traditional music of the New World . . .

ken terry

EXECUTIVES ON THE MOVE

(continued from page 31)



Russell

Witt

Romano

Pang

development, east.

Pang To Island — May Pang, formerly with John & Yoko Lennon and Apple Records Inc., has been appointed assistant to Island Records president Charley Nuccio.

Sporn At Cream — Murray Sporn has been named general manager, east coast, of the Cream Music Publishing Group. He has been vice president and general manager of American Music, Inc., New York executive vice president and general manager of MGM Music Publishing, New York, and consultant to the president of Chappell Music.

LaFont Appointed At Ariola — Ariola Records announced the appointment of Karen LaFont as assistant to the vice president, director of album promotion and artist relations at Ariola Records. She started her career in the record business in independent promotion in Memphis, and most recently did national secondaries at Ariola.

Kingston To Hall-Clement — Larry Kingston has joined the staff of writers at Hall-Clement Publications, which is a division of Lawrence Weik's Vogue Music, Inc. and will be working out of Hall-Clement's Nashville office.

Reno Appointed — Lauren Reno has been appointed copyright manager for the Midland Music International publishing companies, Midsong Music Inc. (ASCAP), Diagonal Music Inc. (BMI) and Basilione Music Inc. (SESAC). She formerly worked for Phonogram America, and later in the professional department at Chappell Music.

Catena Joins International Home Entertainment — Rocco M. Catena has become part of the International Home Entertainment, Inc. organization, with specific responsibilities to include supervision of original programming production and its subsequent use by subscription television and other closed-circuit TV systems. Catena, prior to opening his own independent marketing organization, specializing in production services for companies within the recording industry, was director of creative services at Playboy Records.

Van Sant Named — Paula Van Sant has been named director of copyright administration for the Bug Music Group where she will be responsible for all Bug administered catalogs.

Fidell To Peters — Peters International announced the appointment of Glenn Fidell to the position of overseas A&R coordinator. He is currently working out of the New York office, but will move to London in December to organize Peters' European operation.

Wallichs Plan OK'd MCA's Sales Down In Third Quarter

(continued from page 10)

for the creditor's committee, who likewise argued for a speedy hearing on the grounds that the two remaining Wallichs locations are continuing to lose money and that further reductions in inventory could be detrimental to the creditors.

"We have approved the plan as modified," Blonder said, "and we are concerned about obstacles arising at the last minute."

Blonder argued further that the modified plan "is better than the old plan" in several respects. These include a proposal by the debtor to pay an estimated \$25,000 fee to court-appointed controller Sam Jonas over and above the \$50,000 allotted for administrative costs in the original plan; a guaranteed 12½% recovery rate to the general unsecured creditors should the \$200,000 designated for them fall short of that percentage; and the withdrawal of a claim for \$157,000 filed by Clyde Wallichs.

In response to an inquiry by Judge Dooley, Brink reported that he had received a requisite majority of consents to the modified plan both as to number and amount. Out of 111 claims allowed totalling \$1,249,257.23, Brink said he intended to file 60 consents in the amount of \$811,578.44.

Meeting Concluded

While concluding the first meeting of creditors, Judge Dooley appointed Jonas as dispersing agent under the proposed reorganization plan and set Nov. 25 as the hearing date for arguments on the Pacific Coast Music claim and Dec. 5 as the date for a hearing on confirmation of the plan.

In a related development, the final liquidation sale of Wallichs Music City inventory continued at the Hollywood and Torrance locations, now called Orange Peel Records. The sale, which has been heralded for the past two weeks with full page spreads in the *Los Angeles Times*, includes records, tapes, accessories and stereo equipment supplied by Shelly's Audio, a major audio component retailer presently leasing space in both locations.

(continued from page 12)

million, or 53.6%, from the same period in 1976 when operating income was \$3.61 million.

Revenue in the third quarter for the record and music publishing division was \$21.3 million, down \$2.1 million, or 9% from \$23.4 million in revenue for the third quarter of 1976.

In the nine month period, operating income for the division was \$5.08 million, a decrease of \$8.72 million, or 63.2%, from \$13.8 million operating income reported in the first nine months of 1976.

Revenue for the nine-month period was \$63.4 million, \$11.7 million, or 15.6%, below 1976 revenue of \$75.1 million in the first nine months.

Lew Wasserman, chairman of the board of MCA Inc., said the performance of the records and music publishing division continued to be substantially lower than 1976 due to fewer releases by major artists marketed during the first nine months of 1977 and the lower sales levels of albums in release.

Revenue for the corporation as a whole was \$225 million in the third quarter of 1977, an increase of \$23 million, or 11.5%, over 1976 third quarter revenue of \$202 million.

Operating income for the quarter also rose in the third quarter to \$44.6 million, up \$7.5 million, or 20.3%, above last year's third quarter figure of \$37.1 million.

Nine-month figures for revenue were \$608 million this year, an increase of \$34 million, or 5.8%, over last year's nine-month revenue of \$574 million.

Operating income for the same period, however, was down. In 1977, the figure for MCA Inc. was \$97.3 million, a decrease of \$19.1 million, or 16.4%, from last year's \$116 million.

Wasserman added, "We remain confident that results for the year 1977 will be very satisfactory for the company."

Joel Friedman Dies At Age 52

(continued from page 7)

And truly a general he was. It is a loss which none of his friends or associates can ever replace. We loved him dearly and will always miss him."

Smith Comments

Joe Smith, chairman of Elektra/Asylum Records, said, "So much of my professional and personal life for the past 17 years has been linked to Joel Friedman's that I cannot accept the fact of his not being with us."

"I have never met anyone with quite the same combination of qualities that Joel possessed. Dedication, persistence, loyalty, street-smart and warmth are just a few that come to mind. I shall miss him terribly."

'Go Back 30 Years'

Jerry Wexler, senior vice president and A&R consultant at Warner Bros., said, "Joel and I go back 30 years. It was a lot of fun with a lot of good feeling. We were trade paper stiffs together in the late forties and the early fifties until I went to Atlantic."

"I am aware that there has been an extraordinary litany of praise for his decency and strength as a great record man. There's nothing I can say to answer that chorus except to endorse it."

Mike Maitland, president of MCA Records, said, "When I left Capitol to take over as president of Warner Bros. in 1960, it was my first relationship with Joel, who was the number two man. The company had a big debt, and Joel and I were really the only senior officers for the first year during that troubled time. We maintained a wonderful relationship and were close friends ever since."

Bob Siner, vice president, advertising/merchandising at MCA Records, said, "Whenever one of your heroes disappears, it takes part of you with it."

"Joel was the one person responsible for my development and career in the record industry."

Goodman To Record Live At Carnegie Hall

NEW YORK — Benny Goodman's 40th anniversary concert to be held on January 17, 1978 at Carnegie Hall will be recorded live by Phase 4 Stereo. The concert will celebrate two major milestones. Forty years ago on January 16, 1938, Goodman headlined the first jazz concert ever held at Carnegie Hall. The show also represented the first time an integrated group of black and white musicians were allowed to play in concert in New York City outside Harlem.

Elton LP Hits Platinum

LOS ANGELES — "Elton John's Greatest Hits, Volume II" on MCA Records has been certified platinum by the RIAA.



CHRYSALIS CELEBRATES NEW NYC OFFICES — Chrysalis Records recently celebrated the opening of its new offices, located in The Galleria at 115 East 57th Street in NYC, with a reception attended by Chrysalis executives, label artists and the press. At the occasion, Chrysalis Music Inc. received awards from ASCAP commemorating four singles which held Top Ten chart positions. Pictured at the party in the top row (l-r): Chris Wright, president of Chrysalis Ltd. London; Mary Travers, recently signed to Chrysalis; Terry Ellis, president of Chrysalis Inc.; Ellis; Wally Stocker and Tony

Brock of The Babys; Allison Steele, WNEW-FM air personality; Chris Wright; The Babys' John Waite; Sal Licata, senior vice president; guitarist/keyboardist Mike Corby. Shown in the bottom row (l-r) at ASCAP presentation: Ellis; Marv Goodman, general professional manager of Chrysalis Music Inc.; Todd Brabec, writer-relations for ASCAP; Len Boone, writer; Terry Connolly, deputy group manager of Chrysalis Ltd. London; and Chris Wright; James Destri and Chris Stein of Blondie; Ellis; and Doug Darcy, managing director of Chrysalis Ltd., London.

ASF Names Winners In Songwriting Contest

NEW YORK — The American Song Festival recently named the winners of its fourth annual songwriting competition for both the amateur and professional divisions.

Song category winners in the Festival's amateur division include, for top 40, "Till You Love Someone" by Tom Benjamin; for easy listening, "What Kind Of Friends We'll Be" by Richard Brenckman; for country, "Is It Wrong" by Shawna Harrington; for folk, "Hitchhikin' Man" by Betsy Bogart; and for gospel/inspirational, "That's The Only Way We Can Serve Him" by Emmitt Jackson, Jr.

Winners in the Festival's professional division include, for top 40: "Lady Love Song" by John Curtis Meyer; for easy listening, "Bound To Know The Blues" by Robert B. Byrne; and for country, "If You Can Beat The Trashman," by Bernie Wayne.

Grand prize winners for each division will be announced at the Festival's awards dinner, scheduled to be held in January, 1978.

Information concerning the 1978 competition may be obtained from American Song Festival, 5900 Wilshire Blvd., Los Angeles, California 90036. The telephone number is 213-937-7370.

Great Northwest Moves

SEATTLE — The Great Northwest Music Company and its publishing affiliate, Bainbridge Music Company, have moved to new offices, located on 725 South Fidalgo Street, Seattle, Washington 98108. The new telephone number is 206-763-1015.

Sweden Closes Deal For Wishbone Prod.

NEW YORK — A sub-publishing deal has been concluded between Wishbone Productions of Muscle Shoals and Sweden Music for the Songtailors Music (BMI) and I've Got The Music (ASCAP) catalogs. The deal grants Sweden Music the catalogs for a period of three years and covers, in addition to the Scandinavian territories, the U.K., where Sweden Music also operates Bocu Music.

Franchise To Expand

TORONTO — Sherman's Mister Sound, one of the country's leading record and tape retail franchise chains, has announced the opening of its 32nd full-line retail outlet, in the Markham Place Mall in the north end of Toronto.

Although the franchise is affiliated with Capitol Records-EMI of Canada Ltd., they operate independently under Brian Josling, vice president general manager retail for Capitol-EMI.

Singles Bullets

(continued from page 32)

- #52 **ELVIS PRESLEY** — Added this week at WQXI, WMAK, WLAC, KXOK, WAYS, WAPE. Jumps this week include WOW 21-16, WISM ex-28, KPAM 29-24, WSGN ex-31, KAKC 38-31, WLEE ex-30, 96X 30-21. Sales at Bee Gee/Albany, Aravox/N.Y., Richman Bros./Phila., Waxie Maxie/D.C., Galgano/Chicago.
- #54 **RANDY NEWMAN** — This week's #5 most added record. Added at WKBW, WPEZ, WBBQ, WLAC, KXOK, Q94, KNDE, WNOE, WZZD. Jumps this week include KILT ex-32, KSLQ 33-27, 10Q ex-28, KCPX ex-29, WHHY 19-10. Breakout sales at City One Stop/L.A., Richman Bros./Phila.
- #59 **ANDY GIBB** — Added this week at KILT, 13Q, KNDE, KPAM, KERN. Jumps this week include WHHY ex-29.
- #60 **DIANA ROSS** — Jumps this week include KHJ ex-30, WFIL ex-20, 10Q ex-30, WCAO 26-19. Good sales at All/Oakland, Associated/Phoenix, City One Stop/L.A., Norman Cooper/Phila., Schwartz Bros./D.C., J.L. Marsh/Minn., Cactus/Houston.
- #62 **EARTH, WIND & FIRE** — Added this week at KSLQ, Z93. Jumps this week include CKLW ex-20, WDRQ 20-16. Good sales at All Records/Oakland, Tower/S.F., Assoc./Phoenix, Win One Stop/N.Y., Waxie Maxie/D.C., Galgano/Chicago, Father's & Sun's/Indiana, Cactus/Houston, Southern/Miami, Warehouse Rec. and Tape/New Orleans.
- #63 **SHAUN CASSIDY** — Added this week at WLAC, WPRO-FM. Jumps this week include KFRC ex-26, KHJ 25-18, WHBQ ex-28, KNDE ex-30, Y100 30-23. Good Sales at Banana/S.F., Alta/Phoenix, City One Stop, Licorice Pizza, Tower/L.A., Bee Gee/Albany, Schwartz Bros., Waxie Maxie/D.C., Cavages/Buffalo, Galgano/Chicago.
- #64 **SAMANTHA SANG** — Added this week at WBBQ, WMAK, WAPE, WNOE. Jumps this week include WPEZ ex-35, WHBQ ex-30, WSGN ex-25.
- #66 **BILLY JOEL** — Added this week at WAYS, KJR, WSGN, KAKC. Jumps this week include WHHY 24-17, Z93 ex-23, 96X ex-22. Sales at Richman Bros./Phila.
- #67 **OLIVIA NEWTON-JOHN** — Added this week at WPGC, Z93, KSTP, BJ105, KIMN, KCBQ. Breakout sales at Tower/Sac., Galgano/Chicago, and Stark/Cleve.
- #72 **ELO** — This week's highest debut. Added this week at KHJ, KILT, WQXI, KSLQ, WLAC, WAYS, KCPX, KJR, KIMN, KBEQ, KAKC, WZZD.
- #75 **CHEECH & CHONG** — Added this week at WQAM, KEEL, KERN. Jumps this week include KNDE 10-5. Breakout sales at Licorice Pizza, Warehouse/L.A.
- #76 **SANTA ESMERALDA** — Added this week at WOW, WBBQ, KAKC. Jumps this week include KILT 40-22, KRBE ex-26. Sales at Warehouse/L.A., Schwartz Bros./D.C., Stark/Cleve.
- #80 **ODYSSEY** — Added this week at WPGC, WVBF, KXOK. Jumps this week include WRKO 25-18. Good sales at Tower/S.F., King Karol/N.Y., Norm Cooper, Richman Bros./Phila., Waxie Maxie, Schwartz Bros./D.C. and Cactus/Houston.
- #81 **BROOKLYN DREAMS** — Added this week at KSTP, WCAO, KEEL.
- #82 **WINGS** — This week's #3 most added record. Added this week at KILT, KHJ, WING, 10Q, 99X, WSRQ, KSTP, WCAO, WPRO-FM, KRBE.
- #84 **MILLIE JACKSON** — #1 at WJLB. Added this week at CKLW, KSLQ. Jumps this week include KEEL 23-19, WDRQ 34-27.
- #85 **STEVIE WONDER** — Added this week at 96X, WQAM, KSTP. Jumps this week include KFRC 28-24. Sales at Banana/S.F., Southern/Miami.
- #88 **CHIC** — Added this week at 99X. #1 at WBLS. Jumps include WWRL 34-6. Sales at Record Shack/N.Y.
- #89 **BILL WITHERS** — Added this week at CKLW, WDRQ, WZZD. Sales at All Records/Oakland, Norm Cooper, Richman Bros./Phila., Cactus/Houston.
- #90 **DONNY & MARIE** — Added this week at KCBQ, WMAK, KERN. Last week at 10Q, KHJ. Breakout sales at City One Stop/L.A.



HILL GETS PLATINUM — 20th Century-Fox artist Dan Hill accepts a platinum for his newest LP, "Longer Fuse," from Ross Reynolds, president of GRT of Canada, after a two-day engagement at Toronto's Massey Hall. Shown (l-r) are: Jeff Burns, national promotions and A&R manager for GRT; Reynolds; Matthew McCauley, co-producer of Hill's album; Hill; Bernie Fiedler, Hill's manager; Perry Goldberg, Ontario promotions manager for GRT.

CASH BOX COIN MACHINE

1977 AMOA Expo Establishes All-Time Attendance Record

by Camille Compaslo

CHICAGO — The recently concluded 1977 AMOA exposition marked the "end of an era" and the beginning of a "period of transition," according to the national association's executive vice president Fred Granger. This year's convention exceeded all expectations and will go on record as the largest, most spectacular in the association's history.

"It was evident, throughout the three day run of the convention, that we can no longer consider it a small, personal show," Granger said. He indicated further that a full program of reorganization was being initiated, entailing the realignment of the entire registration set-up, expansion of the AMOA staff and other moves commensurate with the tremendous growth of the convention, as well as the association itself. AMOA is presently interviewing prospects for the newly created post of special assistant to Granger, to help with the added

responsibilities accompanying such an outstanding growth pattern.

4-Day Show

Also under consideration, according to Granger, is the possibility of expanding the convention to four days. One of the most commonly registered complaints, he said, is the 3 p.m. shut-off of exhibits on Friday, to permit people to attend the annual seminar. As part of the reorganization program, the early closing will be eliminated at future conventions and other arrangements will be made, so that exhibits may remain open on Friday for a longer period of time.

Total attendance at the show was 5,487, which shattered all previous records. There were 110 exhibitors, displaying product in 290 booths, occupying three halls in the Conrad Hilton's exhibit area. Foreign participation, on the basis of visitors and exhibitors, reached an all-time high this year: 573 individuals, representing 32 foreign

(continued on page 61)



REGISTRATION JAM — The recently completed a 1977 AMOA Exposition set an all-time attendance record as participants from throughout the United States and several foreign countries gathered in Chicago October 28-30. Despite efforts by the association to encourage pre-registration on the day preceding the opening of the show, crowds such as the one pictured above were continuously evident at the registration desk set up in the headquarters Conrad Hilton Hotel.

Dr. Malone Conducts AMOA Seminar

CHICAGO — Over 700 people attended the annual AMOA Seminar, conducted by dynamic Dr. John Malone, University of Notre Dame faculty member who has developed considerable industry savvy via his frequent seminar performances. His presentation focused on salesmanship and new business development.

"Establish a whole new selling approach and analyze the opportunities for new locations," Malone urged operators. "Anticipate objections and be ready for them; above all don't take no for an answer."

Unlimited Possibilities

He pointed out the unlimited number of new location possibilities such as hospitals, fire houses, retirement homes, office buildings, car washes, trailer parks, coin

laundries, even auto dealer service departments, which operators should investigate to increase their business.

To back up his presentation, Dr. Malone distributed a well defined outline, in booklet form, as he's done at previous seminars, for further clarification. In referring to the "prospecting" aspect of developing new business, he cited such leads as the yellow pages, city and suburban newspapers, utility offices (to determine neighborhood turnover), architects, business license bureaus and contractors.

It was obvious by the reaction of the audience that many had not previously considered such contacts. Indeed, the seminar was among the best ever presented at the convention.

Don Van Brackel Is Elected As New President Of AMOA

CHICAGO — Don Van Brackel, of A. Van Brackel & Sons in Defiance, Ohio is the new president of AMOA. Other elected officers, as announced during the association's annual Membership Brunch on Saturday, October 29, are: Wayne Hesch (Rolling Meadows, Ill.), first vice president; Robert E. Nims (New Orleans, La.), secretary and James I. Mullins (Miami, Fla.), treasurer. The three vice presidents are: Wesley S. Lawson (Winter Haven, Fla.), Dock Ringo (Mineral Wells, Tex.) and A. L. Witt (Greenville, So. Carolina). Members of the AMOA board of directors are: Maynard Hopkins, James J. Stevens, Jim Thorpe, Clayton Norberg, John Estridge, Tom Greco, Jr., George Mouton, Clyde Love, Richard Peery, John Knox and Ross J. Todaro, who is serving the unexpired term of J. L. Ray.

Several merit and tributary awards are annually presented at this particular AMOA function. Recipients of this year's Vice Presidents' Plaques were: Leonard E. Leonard, James I. Mullins and A. L. Witt. Directors' Certificates, acknowledging the contributions of outgoing board members, were awarded to the following: Donald A. Anderson, Walter Bohrer, Jr., Dorothy Christensen, Jerry Derrick, Dexter C. Joyner, Wesley S. Lawson, Dock Ringo, Claude N. Smith and P. J. Storino.

Merit Award

John R. Trucano, a prominent figure in the coin machine industry and a past president of AMOA, received a special merit

award in recognition of his extensive efforts in initiating the Notre Dame Seminar, which has become one of AMOA's most valuable membership services. In addition, outgoing president Garland Garrett also presented Trucano with a commemorative award for his five years' service on the Past Presidents' Council and his distinguished 15 year tenure on the board of directors.

The meeting was presided over by outgoing president Garland Garrett, whose opening remarks centered on the tremendous growth of the association and the "international scope" of the annual exposition. In being presented the commemorative presidential gavel, he was praised for his personal efforts in launching the highly suc-

(continued on page 64)



NEW OFFICERS — AMOA elected new officers for the coming year during its recent annual convention. Pictured in the top photo is: John Trucano (l), who received two special awards from outgoing president Garland B. Garrett, Sr. for the distinguished service and many contributions to the association. In the bottom photo are the newly elected AMOA officers, including seated (l-r): Robert E. Nims, secretary; Don Van Brackel, president; Garrett, immediate past president; Wayne Hesch, first vice president; James I. Mullins, treasurer; and standing (l-r): vice presidents Dock Ringo, A. L. Witt and Wesley S. Lawson.

The JukeBox Programmer

Top New Pop Singles

- 1 MY WAY ELVIS PRESLEY (RCA PB-11165)
- 2 KICK IT OUT HEART (Portrait G-70010)
- 3 HEY DEANIE SHAUN CASSIDY (Warner Brothers 8488)
- 4 RUN AROUND SUE LEIF GARRETT (Atlantic 344C)
- 5 SHORT PEOPLE RANDY NEWMAN (Warner Brothers 8492)
- 6 BLOAT ON CHEECH & CHONG (Epic 8-50471)
- 7 LOVE IS (THICKER THAN WATER) ANDY GIBB (RSCORS 883)
- 8 JUST THE WAY YOU ARE BILLY JOEL (Columbia 3-10646)
- 9 SAD EYES BROOKLYN DREAMS (Millennium 606)
- 10 SURRENDER GEILS (Atlantic 3438)

Top New Country Singles

- 1 TAKE THIS JOB & SHOVE IT JOHNNY PAYCHECK (Epic 8-50469)
- 2 THINK ABOUT ME FREDDY FENDER (ABC/Dot 17730)
- 3 SAVIN' THIS LOVE SONG FOR YOU JOHNNY RODRIGUEZ (Mercury 55012)
- 4 LONELY STREET REX ALLEN, JR. (Warner Bros. 58482)
- 5 I'LL PROMISE YOU TOMORROW JERRY WALLACE (BMA 7-005)
- 6 THE SEARCH FREDDIE HART & THE HEARTBEATS (Capitol P-4498)
- 7 WHERE LONELY PEOPLE GO EDDY ARNOLD (RCA PB-11133)
- 8 THE DEVIL AIN'T A LONELY WOMAN'S FRIEND RED STEAGALL (ABC/Dot 17726)
- 9 STANDARD LIE NUMBER ONE STELLA PARTON (Elektra E-45437-A)
- 10 YOU'LL NEVER LEAVE ME COMPLETELY JOHNNY BUSH (Gusto-Starday SD-165)

Top New R&B Singles

- 1 GALAXY WAR (MCA 40820)
- 2 OUR LOVE NATALIE COLE (Capitol 4059)
- 3 ONLY THE STRONG SURVIVE BILLY PAUL (Phila. Int. 3635)
- 4 PUT YOUR MONEY WHERE YOUR MOUTH IS ROSE ROYCE (MCA 40814)
- 5 JUST KEEP ON LOVIN' ME JOHNNIE TAYLOR (Stax 3201)
- 6 SORRY DOESN'T ALWAYS MAKE IT RIGHT GLADYS KNIGHT & THE PIPS (Buddah 584)
- 7 MORE THAN A WOMAN TAVARES (Capitol 4500)
- 8 SHOUTING OUT LOVE EMOTIONS (Stax/Fantasy STX-3200)
- 9 WON'T YOU BE MINE MICHAEL HENDERSON (Buddah 586)
- 10 BOB GUN (ENDANGERED SPECIES) PARLIAMENT (Casablanca NB900)

Top New MOR Singles

- 1 I HONESTLY LOVE YOU OLIVIA NEWTON-JOHN (MCA 40811)
- 2 DON'T LET THE FLAME BURN OUT JACKIE DeSHANNON (Amherst AM725)
- 3 THE NEXT HUNDRED YEARS AL MARTINO (Capitol 4508)
- 4 THERE'S NOTHING I HAVEN'T SUNG ABOUT BING CROSBY (London 20095)
- 5 CRYING IN MY SLEEP ART GARFUNKEL (Columbia 3-10608)

1977 AMOA Expo Establishes All-Time Attendance Record

(continued from page 60)

countries were present at the convention. The most widely represented countries were Canada (152), England (145), Germany (87), Italy (29) and Sweden (26), but people came from as far away as India and Thailand. AMOA sponsored a special international booth, with an interpreter on hand, to assist the foreign delegation.

Exhibits

Never before in AMOA history have so many exhibitors put so much effort into the design and appearance of their booths, and the promotion of their product. Gone are the days of the simple little table with the green felt covering. At this year's show there were balloons gracing some exhibits, specially designed glass enclosures at others, mirrors, an outstanding assortment of decorative paraphernalia and a galaxy of color, befitting the environment of fun and amusement.

To single out a specific game as "star of the show" would be difficult, since there were numerous outstanding pieces shown and, with more than 5,000 people populating the exhibit area, uncrowded booths were in the minority. However, to borrow a phrase from Bally's marketing director Ross Scheer, "This is The Age of The Pinball" and, indeed, these machines dominated the floor. There were pinballs everywhere, and the accent was on solid-state. Each of the major U.S. manufacturers displayed new models, many premiering solid-state specifically for the AMOA audience; and there were a few foreign made machines. Some manufacturers dramatized the solid-state technology concept by displaying machines, devoid of their backglasses, to reveal the comparatively uncomplex system and demonstrate the speed and ease of servicing the equipment.

Promotion

Exhibitors accommodated convention visitors with all sorts of promotional giveaways, from T-shirts, to apples, to equipment. John Frantz, president of J.F. Frantz Mtg. Co. (Chicago), raffled off two counter games, as part of his promotion of the antique "Big Top" pinball game spotlighted in his booth. Winners were Palma Cappi of Chicago and Mike Flanagan of Lansdale, Pa.

The Bally exhibit, redecorated this year and ever crowded, was enhanced by the presence of hockey great Bobby Orr, appearing for the new Bally "Power Play" hockey pin and spending time on Friday signing autographs. In addition, there was "Big Foot," the gigantic pinball machine premiered on network TV, and this reporter never did get a chance to play it in all three days — the lines were too long.

The Atari magic show drew throngs of visitors and the huge Atari display, outstanding for such models as "Airborne Avenger," "Canyon Bomber," and many, many more.

D. Gottlieb & Co., exhibiting for the first time this year, patterned its booth decor to reflect the company's 50th anniversary and also focus on the introduction of its first solid-state pin "Cleopatra." Both themes dominated the company's promotion and an especially outstanding feature was "the world's first flipper pinball" produced by Gottlieb in 1947.

A very unique, and constantly guarded, piece of equipment was the specially designed Tournament Soccer table, adorned with \$10,000 in quarters.

Phonographs

The sound of music was ever present, as it is at each year's convention, courtesy of the various jukebox manufacturers. Each factory has an allotted time period for individual programming and all of the music exhibits are eye-appealing, as well. Rock-Ola, Rowe and Seeburg displayed their

newly premiered models and, in addition, the current lines of German-based Lowen Automaten and Deutsche Wurlitzer were also very attractively displayed.

It would take pages of text to fully explore each and every booth at the show (290 is quite a lot) so, suffice it to say, be it music, games, soccer, pool, shuffleboard, or the many related products shown this year, the exhibits are the substance of the convention

Rock-Ola Introduces New 'Sybaris' And 'Princess' Phonograph Lines

CHICAGO — The new 160-selection "Sybaris" and 100-selection "Princess" phonographs are currently being introduced by Rock-Ola Manufacturing here.

Rock-Ola's new "Sybaris," named after the ancient pleasure-loving Sybarites, is an exciting combination of new features, according to executive vice president Edward G. Doris.

"Sybaris greets everyone with an ever-changing spectacle of lights and colors," Doris explained. "Forty twinkling diode

lights pulsate in a moving pattern constantly adding new tints and tones to the multi-colored 3-dimensional displays. The rainbow of lights splash onto the chrome and polished metal trim adding to the eye-catching appeal of the Sybaris. The energy-saving light emitting diodes use less energy than a pocket penlight, and under normal conditions will last the life of the phonograph."

New playing ease and excitement has

(continued on page 64)

Amazing Memory & Recall

MAKES

Bally® EIGHT 8 BALL

greatest pinball pool table in history

ELECTRONIC
4-PLAYER FLIPPER
 CONVERTIBLE TO ADD-A-BALL
Ask Your Distributor
 to
Demonstrate
Memory & Recall
 and
Solid or Striped Ball
Competition

Be Price Wise!
1 PLAY
1 QUARTER
3-BALLS PLAY

See Distributor or write **Bally** 2640 Belmont Avenue, Chicago, Illinois

AMOA Exhibitor Highlights



AMUSEMENT EXHIBITS — This year's AMOA convention drew 110 exhibitors who filled 290 booths in the Conrad Hilton Hotel's three exhibit halls. And for the first time, several foreign firms joined the major American manufacturers in taking out booths to display their products. Pictured in the top row of photos are (l-r): Bob Sherwood, Cinematronic's director of marketing, who boasted one of the real stars of the show in his firm's "Space Wars" video game; a smiling Marshall C. Caras, marketing vice president of D. Gottlieb & Co., whose exhibit spotlighted the company's 50th anniversary and first solid-state pinball game; the Rock-Ola Manufacturing booth, which showcased its new "Sybaris" phonograph; and Brunswick's Larry Smith, Joe Vita of Norfolk, Va. and Brunswick's Lyle Elliott, set to play a game of pool at the Brunswick exhibit booth. In the second row of photos are (l-r): hockey great Bobby Orr, Camille Compasio of *Cash Box* and Ross Scheer, Bally's marketing director; the ever crowded Exidy booth, which housed another showstopper called "Circus"; Empire's Ben Rochetti, along with John Lee, Bob Rosen and Murray Panitz, admires Namco's new "Shoot Away"; and Howard Kaye and Betson's Jerry Gordon pictured at the Irving Kaye Co. booth. In the third row of photos are (l-r): the

Williams booth, which spotlighted solid-state pinball games "Hot Tip" and "Lucky Seven"; Ira, Leah, Al, Andrea and Sandy Betteiman, of C.A. Robinson distributors in Los Angeles; Imperial Billiards' Jerry Kushner and Bill Keopke, pictured with the firm's new soccer table; and Midway's Tom Siemieniec, Larry Berke and Stan Jarocki shown with hostess, Donna Wood. In the fourth row of photos are (l-r): Johnny Frantz, J.F. Frantz Mfg. Co. president, and sales rep Mike Donely; Steve Kaufman, Stern Electronics Inc. marketing director, and company president Gary Stern pose with the firm's first solid-state pingame; Rowe executive Paul Huebsch and Ed Ginsburg, president of Atlas Music Co., shown with Rowe's new "Black Magic" phonograph; and Mark Strand and Tournament Soccer execs Cal Rogers and Lee Peppard with a specially designed table adorned with \$10,000 in quarters. In the bottom row of photos are (l-r): Atari's Don Osborne with the firm's new "Airborne Avenger" pinball game; Ramtek staffers Larry and Marcia Isreal shown with the popular "M-79 Ambush"; Lowen Automaten exec Peer von Oertzen and American rep Bert Davidson pose with the compact "Hit 120" jukebox; and Americoin's booth, featuring "Junkyard and Dozer."



ADDITIONAL EXHIBITORS — Never in the history of AMOA have exhibitors put so much time and effort into their displays, as is evidenced in the above photos. Pictured in the top row are (l-r): Seeburg's Frank Nolan, who is set to demonstrate the features of the new 160 phonograph for Sefco distrib's Mark McClesky and Dick Vaughan; Project Support Engineering's "Game Tree," which was one of the featured games at the firm's booth; GRT Records president Dick Heard with the label's Jay Albrent and Dick Kampa; and Wurlitzer's C. B. Ross, Pat Bilotta of Bilotta Dist., Klaus Telgheder of Wurlitzer, American distrib Lew Jones and Bill Herleman. In the second row of photos are (l-r): Universe Affiliated Int'l staffer Lenny Dean and company president Barry Feinblatt; Gremlin's Malcolm Baines dis-

plays his firm's new "Safari" upright game with Michele Anderson, Ray Galante and Steve Lieberman; American Shuffleboard's booth featuring one of the factory's new pool tables; and Shane Brakes, Ron McGill and Bob Haim of R.H. Belam. In the bottom row of photos are (l-r): Bally's giant "Big Foot" pinball machine, which daily attracted a huge throng to the booth; Lowen Automaten exec Ullrich Schulze with Advance Distrib's Pete Entringer and Dana Milonski and the NSM "Century 21"; the Dynamo booth, manned by John Lewis (c); and the Rock-Ola booth, where executive vice president Ed Doris (third from left), Alfred W. Adickes (second from left) of Hamburg Germany, and colleagues. Many foreign visitors attended this year's AMOA show.

Bally Mfg. Announces A Substantial Increase In Its Current Bank Lines

CHICAGO — Bally Manufacturing Corporation announced an increase of more than \$10 million in its bank lines and more favorable terms in revising its loan agreement with a five-bank consortium.

Under the new agreement, a revolving credit in the amount of \$25 million, which replaces \$12,750,000 presently outstanding under an existing term loan, will

run for a two-year period. This may be converted, at Bally's option, into a five-year term loan through November, 1984.

Borrowing costs during the initial two year period are at 1/4 of 1% above the prime rate and at 1/2 of 1% above the prime rate thereafter. Bally may also borrow up to an additional \$10 million on a short-term basis at the prime rate.

Irving Rom, executive vice president-finance, said the revised agreement reflects "the strong financial position and excellent operating results of the company."

Culbro Releases Earnings Report

NEW YORK — Culbro Corporation a diversified consumer products company, has reported record net income for the third quarter and first nine months of 1977.

Third quarter net income in 1977 was a record \$2,178,000 representing a 23% increase over \$1,766,000 reported for the comparable period on 1976. Earnings per share increased 18% to 71¢ per share on 3,068,000 shares outstanding from 60¢ per share on 2,956,000 shares outstanding during the third quarter of 1976.

For the first nine months of 1977, net income was up 44% to a record \$7,351,000 from \$5,104,000 in 1976. Earnings per share for the nine months was \$2.41 on 3,054,000 average shares outstanding compared to \$1.96 on 2,607,000 average shares outstanding in 1976.

Sales and other revenues for the third quarter and nine months amounted to \$102,177,000 and \$309,853,000 respectively, slightly down from \$104,930,000 and \$311,501,000 reported for the corresponding periods of 1976.

Culbro's principal businesses are snack foods, proprietary medicine, cigars and tobacco products, plastics, wholesale distribution and mortgage banking.



A GEM OF A SHUFFLE — The latest United 6-player shuffle alley called "Nugget" is currently in delivery at Williams Electronics, Inc. Game choices are Strike 90, 6th Frame, Regulation, 30/20 and Flash. In the 30/20 selection, players can score 30 for a strike and 20 for a spare (including the 10th frame feature). The game is encased in a very attractively designed cabinet, with backglass illustrations depicting the gold rush era. Williams' recommended pricing is 25¢ per play and the models may be ordered through factory distributors.

UNITED'S

NUGGET

6 PLAYER SHUFFLE ALLEY
YOUR CHOICE OF
5 EXCELLENT GAMES TO PLAY.
STRIKE 90—6TH FRAME—REGULATION—
30/20—FLASH

Strike it Rich with UNITED'S "NUGGET" Six Player Shuffle Alley on 25¢ Play.

Order NUGGET shuffle alley from your Williams' Distributor Today.

Williams ELECTRONICS, INC.
3401 North California Ave., Chicago, Ill. 60618
CABLE ADDRESS: WILCOIN, CHICAGO
Available For Immediate Delivery Through Your Williams Distributor

CHICAGO CHATTER

The AMOA audio-visual slide presentation, which was featured during the opening segment of the annual industry seminar on Friday afternoon (28), is an excellent piece of work, and due credit should go to president-elect **Don Van Brackel** for getting it all together. The film is concise yet very explicit in defining the entire makeup of the coin machine industry and detailing the exact function of each faction — from manufacturer, to distributor, to operator, to location, et al. It contains valuable statistical information pertaining to the variety of locations housing amusement equipment; the approximate number of operators in the U.S.; the estimated volume of single records purchased by operators and a wealth of other important data. The program will be made available through AMOA.

SPOKE WITH AMOA's Fred Granger just after the close of Expo '77 and learned that over 70 new members signed up at the show — more than would normally be recorded for a full year period. Total membership, at present, is around 1200. "We are at a point now where we really don't have to promote membership to any great extent," he said. "People want to join, as evidenced by the tremendous interest observed at the convention." The show itself, as illustrated elsewhere in this issue, was a blockbuster in every respect — and, as Granger pointed out, such significant growth is often accompanied by a few problems here and there; as in the case of the over-crowded conditions in the registration area at the Conrad Hilton. Quite a few people complained about having to wait in line to register so one of the first projects in the proposed reorganization schedule will be a revised registration format, which will hopefully eliminate this problem next year.

TRUST THAT BY THE TIME this column makes print Brunswick's **Steve Heckmyer** will be back in harness and fully recovered from his bout with pneumonia. Missed ya at the show, Steve.

ATTENTION PHONO OPS: **Nick Acerenza** of Progress Record Dist. says the new **Frankie Avalon** single "Roses Grow Behind The Wall" (Delite) is a jukebox natural. And wasn't Avalon a delight at the AMOA banquet where he performed magnificently on stage and unhesitatingly gave of himself for countless photos, autographs, etc.

CASH BOX WAS INVITED to the opening of "Slicer's" delicatessen, a unique eating (and drinking) establishment located at 116 E. Walton, along Chicago's gold coast, and definitely qualifying as a "where to go" spot by valuable antiques and artifacts, and the food is classic delicatessen, elegantly served. Restaurant is the newest of seven located in the midwest, Atlanta and St. Petersburg.

EASTERN FLASHES

Consensus of opinion among area coin people who attended the AMOA convention in Chicago is that this year's show was not only the biggest but the best in the association's history. Increased attendance brought heavier traffic to the exhibit area and regulars from here were naturally pleased about that — and the opportunity Expo provides for one to one contact with coin people from all over the world. The show's international significance was evident in the large number of foreign observers on the exhibit floor, which means we'll all have to brush up on our German, Italian, Japanese, Spanish, etc., before next year's convention. . . . Universe Affiliated Int'l., exclusive importer and distributor for the Playmatic line in the U.S. and Canada, was recently appointed exclusive representative for Playmatic in Japan.

1978 State Association Calendar

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

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

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

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

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

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

Don Van Brackel Is Elected As New President Of AMOA

(continued from page 60)

successful AMOA sponsored service school program.

The treasurer's report, delivered by Robert E. Nims, pronounced the association in sound financial condition.

Copyright Bill

AMOA's legal counsel Nick Allen spoke at length on the recently passed Copyright Bill (\$8 royalty and periodic review of rates), which goes into effect in January of 1978. He and the AMOA Government Relations Committee have been working on a set of proposals for the implementation of the copyright legislation.

Allen noted that President Carter is currently considering some appointments to the Copyright Tribunal, which is to govern the review of the rates, but confirmation has not, as yet, been announced from Washington. He expressed optimism that the recommendations proposed by the opposing performing rights societies would be rejected. Allen said the association has gained a strong supporter in the Senate since the election of Senator Ed Zorinsky of Omaha, a very knowledgeable former member of the coin machine industry who actively served with AMOA in various

capacities.

Fred Granger, executive vice president of AMOA, received a well deserved standing ovation at the meeting. His annual briefing, delivered with humor, precision and speed, generated the usual enthusiasm from the assemblage. The current status of the association and the overwhelming success of Expo '77 is the culmination of a steady period of growth which was nurtured during Granger's years of service with AMOA and duly acknowledged at this year's convention.

The dates of the 1978 exposition are November 10-12, at the Conrad Hilton Hotel in Chicago. "We have grown very considerably," as Granger pointed out, "but we're not quite large enough, yet, to fill McCormick Place." Addressing himself to the various complaints expressed during the convention about some of the Hilton facilities, Granger noted that each criticism, no matter how minor, would be taken into account and corrected whenever possible to avoid recurrence next year. The hotel, he said, recently launched an extensive remodeling program which should result in improved accommodations in all levels of its operation.

CALIFORNIA CLIPPINGS

A nationwide survey by *Discount Store News* has found that "discounters are split on the question of whether to install coin-operated video games and pinball machines" in their stores. The report notes that interest in coin-op games seems to be strongest in central states, with spokesmen for such chains as Grand Central, Ayr-Way and Pamida emphasizing the "revenue-producing" factor as an advantage of installing games. Pamida, according to DSN, is currently testing pinball machines in eight stores, with mid-1978 as a target date for chainwide installation. On the other side, some chains, including industry leader K mart, are shying away from games viewing their inclusion as an "unprofitable use of space."

WITH THE AMOA EXHIBITION now history, Exidy's vice president of marketing **Paul Jacobs** reports that the firm is gearing up for the annual IAAPA show in New Orleans November 19-21. He said Exidy will be showing "Circus," which received a lot of attention at the AMOA show, and four versions of a new electromechanical skill game — namely "Safari," "Treasure Hunt," "Aces Hi" and "Bottoms UP." The exhibit will be set up in the Empire Dist. booth, Paul noted, adding that Exidy will also be showing "Circus" and "Death Chase" at C.A. Robinson's fourth annual west coast game show the preceding week.

ANOTHER MANUFACTURER who will be represented at C.A. Robinson's Pico Blvd. showroom is Meadows Games, whose marketing director, Lila Zinter, said two new video games — "Inferno" and "3-D Bowling" — will be on display. Lila added that she expects both games to ship about the first week in December, and that they will also be shown at Dallas-based State Music's post-AMOA show, slated for the first weekend next month.

Rock-Ola Introduces New 'Sybaris' And 'Princess' Phonograph Lines

(continued on page 61)

been incorporated into the Sybaris. Everything involved in playing the phonograph is conveniently located in the upper right hand corner. The new player will accept any combination of nickels, dimes, quarters and halves. Seven-segment light emitting diode numbers immediately indicate the selection now being played.

Measuring only 40 1/2" in width, Sybaris features four stereophonic speakers powered by a two channel amplifier with a peak music power of 200 watts.

Improvements

Operating improvements start with the dome lid. It opens and locks with finger-tip ease thanks to a gas operated spring. All electronic components are up top and are 100% solid-state. They tilt out for maximum servicing ease.

The new electronic credit unit utilizes an integrated circuit that enables operators to change prices with the flip of two switches. The capacity of the integrated circuit gives

has been reached with the new Princess," Doris continued. "Rock-Ola designers combined elegant floral and geometric patterns to fashion the predominant display areas of the new phonograph. These attractive patterns and colors are simbossed and bonded to the metal display trim areas."

The furniture-styled cabinet is crafted with a simulated Dark Rosewood finish. A soft warm flow of lights illuminates the selection and display areas. Metallic black and gold grille cloth and extruded aluminum trim adds the final touch of elegance to these new phonographs, according to Doris. The net result is a phonograph of distinguished appearance that is at home in the most elite surroundings, yet has ample eye-appeal to attract profitable play.

"The new Princess," Doris added, "is not only economical in space requirements. Measuring only 34 1/2" in width, the Princess fits in just about anywhere. Though small in size and sophisticated in appearance, the



'Princess'

operators an extremely wide range of price combinations.

A new Rock-Ola feature introduced on the Sybaris is the mechanical power override switch. This switch returns power to the record player mechanism when the dome is closed, even if the mechanic inadvertently leaves the player control switch in the "Off" position.

'Attractive Sophistication'

As with other Rock-Ola phonographs, adding accessories including Quadphonic sound requires a minimum of time. An access door in the rear plus plug-in connections eliminates the time-consuming part of adding accessories.

"A new level of attractive sophistication



'Sybaris'

Princess has the necessary visual qualities to command attention and action."

Standard Equipment

Standard equipment on the Princess includes four stereo type speakers and a 20 watt monaural amplifier. The unit can easily be converted to full stereo sound through the addition of a second 50 watt amplifier.

An Alpha-Numeric record selection system makes playing the phonograph simple and fast. The single entry coin acceptor is pre-set for quarters on a 2-3-3-3 credit basis.

Complete information about both new models and the full line of Rock-Ola options and accessories is available from Rock-Ola distributors.

CLASSIFIEDS

COIN MACHINES WANTED

WANT Seeburg AY 160, DS 160, LPC 1, LPC 480, Electra, Fleetwood, SS 160, LS-1, LS-2. We pay cash and pick up our truck unpacked. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

WANTED: Cash paid for late model used pins. Premium paid for Wizards, Fireballs, Four Million B.C., Champ, Nip It, Wurlitzer 1050's and 1015's (any jukebox antiques). Call collect 1-313-792-2131.

WANT TO BUY: Auto Phono Model 11, 12, 14 & 17, reconditioned. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

WANTED: Will pay cash for old slot machines, pinballs and jukeboxes, pre WW II, working or not. Mail description to Si Redd, Box 6418, Reno, NV 89513.

COIN MACHINES FOR SALE

CONVERSION CARTRIDGES — Play stereo records on Seeburg monaural phonos B thru 201. No adjustments needed — just plug in — eliminate sound distortion, needle skipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. C.A. THORP SERVI, 1520 Missouri, Oceanside, Ca. 92054.

FOR SALE: Keeney Red Arrow, Keeney Twin Dragon, Bally Deluxe Gold Cup, Bally Super Jumbo (export only). UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

JUST OUT!: Bally "Fireball" home professional pinball game. 4-player (no coin required), solid state electronics, easy diagnostic test circuits, LED digital scoring, plays seven songs. \$800 brand new — sealed carton. Request circular. ANIMATED PROD., INC., 1600 Broadway, New York 10015. (212) 265-2942.

ATTENTION metropolitan & upstate New Yorkers: We have a large selection of new & used add-a-balls and arcade equipment. Also juke, pool tables, shufflers, cigarette & candy. We deliver & accept trades. COIN MACHINE DISTRIBUTORS, INC., 213 N. Division St., Peekskill, N.Y. 10566. Call (914) 737-5050.

NATIONAL WHITENBURG MODEL 400 FOOD VENDER 1 National 21CF candy machine — Vendo Visi. Vend Rowe cigarette machines 20 700 \$175 or 7 for \$1000 — Rowe 20 800 \$295, grating extra. Arcade equipment. Motor Cycle, Funland, Pennant, Sami, Sea Raider and Dune Buggy, pool tables, pinballs and many other items. VATHIS VENDORS. Call (214) 792-2806, 793-3723 or 792 1810.

SALES: 400 assorted Gottlieb, Bally, Williams flippers, 70-76, Bingos, Balli, Stockmarket, Tickertape, Wallstreet, Mysticgate. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

FOR SALE: We have in stock a great quantity of 5-year-old pinball machines Gottlieb. Write to: SCVODA 51 Rue de Longvic, 21300 Chenove, France telex 350018.

FOR SALE: Silver Sails, Red Arrows, Ticker Tapes, Blue Chips and stock markets. Also Sweet Shawness, Bally Jumbos and Super Jumbos, Big Threes, Blue Spots and Mt. Climbers. Antique slots for California area. Call WASSICK NOVELTY, Morgantown, W. Va. (304) 292-3791.

IMMEDIATE DELIVERY — Hollycrane motors, Bally Bingo Control Motors, Bally C.K. Games, Lido, Roller Derby, Circus Queens, Bikini, New Sweet Shawnee, New Twin Knight Used Uprights, New Big Three blackglasses. LOWELL ASSOCIATES, P.O. Box 386, Glen Burnie, Md. 21061 (301) 768-3400.

BUY a spare Trapshoot transmitter, \$39.95 each, or buy two and we'll send one receiver unit free. Call Dave, HANSON DISTRIBUTING CO., (612) 884-6604.

FOR SALE: Rock-Ola 504 wallbox \$100; Rock-Ola Receivers, 1725-B-2, 1765, 1721, 1769 \$85 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore. 228-7565

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Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

FOR SALE: Travel Time, Satin Doll, Wild Life, Flying Carpet, Super Star, Playball, Sky Jump, 2001 Mibs, Super Shifters, Tankers, Ramtek Baseball, TV Ping Pongs, World Series, Batting Champ, Sega Sea Devil, U Boat, Drag Races, Flying Carpet, Gun, Speedway, SAMI, Invaders, Winners, Paddle Battle, Pong, Computer Quiz, Brunswick Air Hockey, Wurlitzer 3110, Seeburg DS 160 and Model R. D&L DISTR. INC., Box 6007, Harrisburg, Pa. 17112. Phone (717) 545-4264.

SEEBURG LPC 150, AMI 200, N 150, Johnson coin sorter & counter 295, Tennis Tourney 200, Electro Dart 100. BROWSER, 2009 Mott Ave., Far Rockaway, N.Y.

FOR SALE: Royal Flush \$750, Target Alpha \$675, "300" \$685, Surf Champ \$760, Jacks Open \$670, Big Hit \$695, Spirit of '76 \$700, Fast Draw \$725, Bow & Arrow \$740, Hang Glider \$775, Capt. Fantastic \$835, Sky King \$310, Hi-Deal \$525, Kick Off \$850, Night Rider \$995, Wild Card (write), Grand Prix \$750, Rancho \$925, Red Baron \$450, Hollywood \$475, Shoot Out \$595, Speakeasy \$895, Fairy \$395, Tornado Baseball \$895, Boat Hill \$1150, Sea Wolf \$1125, Fonz \$475, Air Attack \$325, Outlaw \$445, Flyball \$375, Night Driver \$1195, Tank 2 \$695, LeMans \$1225, Death Race \$1075, Buzooka \$945, Bi-Plane 4 \$1095, Lazer Command (new) \$725, Lazer Command \$625, Dynamo Model E (new) \$475, Dynamo \$295, Garlando deluxe (heatproof with glass) \$495, Super Shifter (as is) \$195, Flying Tiger (as is) \$175, Chopper (as is) \$295, Swagbar \$795, Skill Crane \$795, Rotor (imported pusher) \$575, Skill Digger \$395. NEW ORLEANS NOVELTY CO., 1055 Dryades St., New Orleans, La. 70113. Tel: (504) 529-7321.

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FLIPPERS: At all times more than 400 late model Gottlieb, Bally, Williams, Chicago, Spanish mfr. available, immediate delivery call for lists. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

ALL TYPES OF COIN-OPERATED EQUIPMENT. Flipper, shuffle aleys, guns, TV games, Williams, Gottlieb, ChiCoin, Ramtek, Allieu, Natting Phonographs (large selection) Wurlitzer, Seeburg, AMI, Rock-Ola, Rock-Ola vending, Cigarettes, candy, cold drink. National Smoke-shop, Rock-Ola. All kinds shipped to perfection or buy as is and save. We have the right price and equipment on hand to serve your needs. Write or call: FLOWER CITY DISTRIBUTORS, INC., 389 Webster Ave., Rochester, N.Y.

WURLITZER Model 1100, Rockola model 2, Seeburg models B and C, Motoscope Candy Shoppe Grabber, Western Sweepstakes — Make offer. BRENON'S COIN MACHINES, INC., P.O. Box 117, Brownville, NY 13615.

FOR SALE: Completely reconditioned: Bally — 1 Amigo (4 pl) \$595, 1 Ro-go (4 pl) \$595, 1 Knockout (2 pl) \$695, 1 Flicker (2 pl) \$595, 1 Capt. Fantastic (4 pl) \$895, 1 Champ (4 pl) \$495, 2 Air Aces (4 pl) \$695, 1 Boomerang (4 pl) \$645, 1 Sky King (1 pl) \$395; Gottlieb — "300" (4 pl) \$795; Williams — Pat Hand (4 pl) \$795. MICKY ANDERSON, INC., P.O. Box 6369, Erie, Pa. 16512. Phone (814) 452-3207.

Electronic Test Equipment: Books & Home Study Courses. Immediate delivery on B&K oscilloscopes, digital multimeters, transistor checkers & power supplies. E&L Instruments bugbooks & training aids for home study including the Digi-Designer, the Innovator Series & MMD-1 microprocessor system. Call for free catalog & prices. BankAmericard & Master Charge accepted. CENTRAL DISTRIBUTORS, INC., 2315 Olive St., St. Louis, Mo. 63103. Call toll free in U.S.A. 1-800-325-8997 (in Missouri) call 1-800-392-7474).

FOR SALE: Bally's Bingo "Bally Ball" new 10 units and used 9 units, prices negotiable. OVERSEAS LIAISON & TRADING, LTD., 1-20, Tsukiji 4-chome, Chuo-ku, Tokyo 104, Japan. Telex: J25362.

SALE: 1,000 Bally super continental slot machines. Excellent condition, \$1,250 each. F.O.B. Antwerp, Belgium. Machines subject to inspection. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

FOR SALE: Stunt Cycles, LeMans, Tornado Baseballs, Checkmate, Sega Road Race, Winners, Zodiacs, Gottlieb & WMS pin games, Seeburg Electras, LS-1, SS-160, Wurlitzers 3510, D & L DISTRIBUTING CO., I#4 Box 6007, Harrisburg, Pa. 17112. (717) 545-6254.

FOR SALE: 50 Seeburg 160 selection wall boxes \$25 each; 20,000 used 45 rpm records 1000 or less 10¢ each, over 1000, 9¢ each. Waiting 200 scale \$200; Rock-Ola Lowboy \$60. One-third down balance C.O.D. CENTRAL MUSIC CO., Box 284, Killeen, Texas 76541.

BINGOS FOR EXPORT ONLY. Available 25 Big Wheels. Write for special price. Also OK games and Ticker Tapes. Late pinballs and Arcade equipment. D&P MUSIC CO., 1237 Mt. Rose Ave., York, Penn. 17403. P.O. Box 243. (717) 843-1846.

FOR SALE: Reconditioned Seeburg — Band Shell \$700, Vogue \$1150, Matoro \$1050; Williams — Space Mission \$950; Atari — Breakouts \$1050; Midway — Sea Wolf \$1200. STEHR VENDING CO., Box 218, Sparta, NJ 07871. (201) 729-6171.

LEGAL

IF YOU NEED A LAWYER call: ROB WERNER, Attorney (213) 469-7047, 462-7227. UCB Building, 6255 Sunset Blvd. 20th Floor, Hollywood, Calif. 90028. — Personal service for your legal needs. — Special arrangements made to meet the demanding needs of the industry.

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YOUNG WRITER-PRODUCER with sources for artists and material desires association with a progressive record company needing same and prepared to make offers. Write C.K. Aspinwall of 652 Azalea Drive in La Grange, Ga. 30240.

LOOKING FOR An experienced music dealer. MANUARA STAR PRODUCTIONS, LTD., 3 Place Bellelve No. 1108, Laval, Quebec, Canada, H7V 1B2.

SEEKING record company or writer with connections for song releases. 1/2 publishing rights wanted. Also master tapes for sale, ready for pressing. Perez, Box 633-A, Detroit, Mich. 48232

JO-BAR MUSIC PUBLISHING CORPORATION and BAR-JO Records, Inc. needs investors and stockholders to re-open music business. Write BAR-JO at 83-45 Vieter Ave., Suite 2B, Elmhurst, NY 11373 or call (212) 898-1628 or 243-5668.

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HOUSE OF OLDIES — We are the world headquarters for out of print LPs and 45s. Also, the largest selections of old rock 'n' roll and rhythm and blues albums. Our famous 3 in 1 catalog. \$1.25. HOUSE OF OLDIES, 267 Bleeker St., N.Y., N.Y. 10014. (212) 243-0500.

FOR SALE: Closed our record store in 1973. Have in stock about 1500 LPs, stereo and mono. Also about 6500 45 singles. Make us an offer, LPs, 45s or both. C.A. Phares, Rt. 1, Box 420, Mt. Clare, WV 26408, (304) 622-7570.

FOR SALE: The Music Industry Series by Walter Hurst. Record Industry book \$25. Publishers Office Manual \$25. Copyright \$10. Music/Record Business and Law \$10. How To Be A Music Publisher \$10. SEVEN ARTS PRESS, INC., Box 649 Hollywood, Ca. 90028.

LEADING TAPE AND RECORD DISTRIBUTORS of all labels. Will sell current & cut-out merchandise at lowest prices. Member of NARM. Send for free catalogues. CANDY STRIPE RECORDS, INC., 371 South Main Street, Freeport, New York 11520. (516) 379-5151. (212) 995-3930. Telex 126851 Canstripe Free.

RECORD/MUSIC POSITION wanted by young single male, B.A. (Economics), J.D., in management, promotion or production. Creative, highly motivated. Resume: CHRIS JOHNSON, 7220 Hollywood Bl. #234, Los Angeles 90046.

WANT: 45s/ALL TYPES 1955-1976 (Pop, R&B, C&W, MOR). Will deliver cash if you got enough of what we want. Call: Martin Cerf/Phonograph Record Magazine, P.O. Box 2404, Hollywood, CA 90028.

INTERNATIONAL RADIO STATIONS, MUSIC PUBLISHERS, discotheques and fancibus subscribe to our Automatic Airmail Service for all singles and LPs from the charts. The fastest and most dependable service in the world. AIRDISC SPECIAL SERVICES, Box 835, Amityville, New York 11701.

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FREE CATALOG — COMPLETE ONE STOP: Specializing in oldies-but-goodies. Wholesale only. PARAMOUNT RECORDS, INC., 1 Colonial Gate, Plainview, L.I., N.Y. 11803.

KING OF MUSIC RECORDS is looking for masters. Send copies to KING OF MUSIC RECORDS, 806-16th Avenue South, Suite 217, Nashville Tenn. 37205, or call (615) 242-2023.

FOR SALE: 5,000 jukebox 45s, 100 different \$9.50; foreign \$13. Choose Rock, Disco, Polka, Country, AL's 2249 Cottage Grove, Cleveland Heights, Ohio 44118.

OPERATORS — We buy used records not over 1 year old — 10¢ each plus postage. JOHN M. AYLESWORTH & CO. 9701 Central Ave., Garden Grove, Calif. 92644 (714) 537-5939.

RARE RECORD SHOPS AND FINDER. List of 31 United States shops. Up to date list personally compiled \$2. MACLEAN'S, 312 Belanger St., Houma, La. 70360.

FOR EXPORT: All labels of phonograph records, cartridges, cassettes. Also excellently priced selections of close outs. Nearly 30 years of personalized service to importers world over. Wholesale only. DARO EXPORTERS, LTD. 1468 Coney Island Avenue, Brooklyn, N.Y. 11230. Cable: EXPDARO, NEW YORK.

PRINTED MUSIC

PROFESSIONAL LEAD SHEETS: Beautifully written. Copyright forms included. Send cassette and lyrics + \$15 check or money order to: HAZE PRODUCTS, 1617 N. El Centro Avenue #3, Hollywood, CA 90028, (213) 465-4482.

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DEEJAYS! COMICS! CUSTOM GAGS! written especially for YOU! Incredible new "one-to-one" service by top professional comedy writer. PLUS- Hottest monthly gagletter anywhere! Fat sample issue \$3. Informative brochure FREE on request. PETER PATTEN, P.O. Box 402-C, Pinedale, Cal. 93650.

CREATE YOUR OWN ORIGINAL HUMOR! Formula and instructions. \$3.50 to: Humor, Box 21348, Phoenix, AZ 85036. Money back if not satisfied!

CLASSIFIED POWER!

Got machines to sell? Is there something you're looking to buy? Maybe you'd like to move some used 45's or need a route mechanic? See ad rates above.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

Make sure your check is enclosed



1,000 LAUGHS LUNCHEON — The release of Eloise Laws' new single "A 1,000 Laughs," was celebrated by ABC Records recently at a luncheon at Mr. Chow's restaurant in Beverly Hills. Pictured standing (l-r) are: Bruce Wayne of Far Out Productions; Corb Donohue, national director of artist development for ABC; Steve Gold of Far Out Productions; Laws; Barry Grieff, vice president of marketing and creative services for ABC; Linda Creed, producer, and Jerry Goldstein of Far Out Productions. Shown seated (l-r) are: Steve Diener, president of ABC, and Steve Epstein of Far Out Productions.

NAB President Hits Elvis Sales Boom Royalty Scheme As 'Unfair, Unwise'

EUGENE — It would be "unwise, unnecessary and unfair" to require broadcasters to pay for the right to broadcast recorded music, according to Vincent Wasilewski, president of National Association of Broadcasters. He urged broadcasters to help convince Congress. Wasilewski said the concept of stations paying performers is expected to be raised in the next session of Congress and, if passed, would cost broadcasters \$15 million.

Addressing a meeting of the Oregon Association of Broadcasters, the NAB president noted that the gross revenues of the record industry exceed those of the radio industry. He said that in 1975, 40% of the AM and combined AM/FM stations lost money, and more than half of the independent FM stations lost money. "For the many unprofitable and barely profitable stations, imposition of performance royalties would be particularly burdensome and severely detrimental to their abilities to provide the best possible service to the public."

Wasilewski added that if record companies receive performance royalties as well as promotional benefits from airplay, the incentive to resort to payola will be greater.



BLUES AND NEWS — London Records and The New York Daily News recently sponsored a giveaway contest of an original painting of the Moody Blues, originally commissioned by London for the cover of *Cash Box*, July 9, 1977. The painting was won by Carmela Aliperti of Staten Island, N.Y. Pictured (l-r) are: Ace Adams, columnist for the News, and Don Wardell, director of creative services for London.

(continued from page 10)

Popular Library recently published "Heartbreak Hotel," a story about a girl in the south coming of age to the beat of Presley's early rock hits.

In fact, there is such a widespread demand for Presley-related products that Col. Tom Parker, Presley's manager, recently signed Factors, Etc., a Delaware based merchandising firm, to issue sub-licenses to companies which manufacture material using Presley's name or picture.

Factors has sub-licensed a wide variety of products utilizing the Presley image, including a Christmas Ball ornament, a dollar bill with Presley's picture replacing George Washington's personalized Presley stamps, Presley needlepoint, and Presley belt buckles.

Factors has also sub-licensed Presley calendars, jewelry, watches, mugs, pewter statues, puzzles, post cards, plaques, buttons, iron-ons, and posters.

Round Records Opens 2nd Store

TORONTO — Round Records, long regarded as Toronto's most consistently low-priced record store, officially opened their "Baby Store" at 2948 Lakeshore Blvd. on Oct. 9.

A spokesman for the store says the franchise will uphold the policy of Round Records to sell records cheaply by maintaining low overhead costs and avoiding loss leaders.

Hedley Westerfield said the new store will stock less inventory than the other store at 46 Bloor St. West, because of the size limitations of the smaller store. The store will concentrate on progressive rock album selling, with an abundance of imported albums in stock.

Flyers have been distributed in the surrounding area, and extensive advertising is being used to attract business to the store, which has thus far reported good sales.

ASCAP Sponsors Meet

LOS ANGELES — ASCAP is sponsoring a songwriting workshop which offers new writers the opportunity for professional feedback. The workshop, headed by songwriter Annette Tucker and assisted by writer Arthur Hamilton, runs for 10 weeks on a revolving basis.

Brooks Tour To Begin

LOS ANGELES — Casablanca disco artist Pattie Brooks begins a tour of eastern seaboard clubs November 14.

Franklin Mint Record Society Extends Mail Order Program

(continued from page 45)

set features the singing of Caruso, Ponselle, Flagstad, Martinelli, Bjoerling, Schwarzkopf and Price.

In the most recent offer, the Franklin Mint set November 15 as the deadline for subscribing to the series, which will be mailed to subscribers at the rate of two per month (with 30 days notice required for cancellations). Although the brochure states that the collection may be offered again at a later date, the Record Society is officially selling subscriptions "for a limited time only."

The exclusive nature of the collection, which is not being retailed in stores, is one of the Record Society's key selling points, said Walker. "We're not trying to saturate the marketplace by having them all over the place. And therefore, the person who buys it realizes he's buying something important. It's not for everyone — he can get one collection, and it's available (only) at this particular time. And that separates it from the mass of material that's around."

Closely related to this concept is the prestige factor of owning a "best of" deluxe set of records. This is reinforced in the Society's brochure by the emphasis placed on the "proof-quality" of the pressings, which are supposedly made of a superior grade of vinyl. "To further assure their quality," the offer reads, "the records will be pressed in a special 'clean' room, similar to the facility in which the Franklin Mint produces its flawless proof-quality coins and medals."

In A Fancy Case

If this weren't enough, each monthly installment of two LPs is housed in a fancy library case with gilt lettering on it. A booklet containing information about the works and the performers accompanies each of these double sets.

For this cornucopia of music and knowledge, subscribers are charged \$9.75 per disc, plus \$1.75 for packaging and handling. In comparison, classical LPs on domestic labels now list for \$7.98 and retail for approximately \$4.99-\$5.99.

Why would someone want to pay almost twice as much for a Franklin Mint record as they would for a disc purchased in a record store, unless they liked the library case? "Price isn't the point in this sell," Walker

replied. "What we're saying is, 'You're buying a collection. You're buying a concept. And if you accept the concept, then you accept the price.' It's not an individual record purchase."

Two other factors should help the Franklin Mint sell its concept to the public, Walker noted. For one thing, an uninformed person in a well-stocked record store is going to find it difficult to select the best performance of Beethoven's Fifth out of the several dozen competing versions on the market. The pre-packaged Mint collection takes that worry off the buyer's hands. And second, while record company list prices have recently been hiked and will probably increase further in the future, the Society's subscription price will not go up during the four-year period of the subscription.

Stereo Records

Most of the recordings in the collection are in stereo, but a few are in mono and some are quite old. For example, the Mint's version of Beethoven's Seventh is a performance conducted by Toscanini, who died more than 20 years ago. And there are also original recordings of Caruso and of Rachmaninoff playing his own piano works which are being electronically re-touched.

Asked why such old recordings were chosen when there are much better-sounding modern versions on the market, Walker responded, "Because the distinguished panel of music experts said this is the greatest performance of that particular work. And it doesn't matter that it is in mono or when it was made — it still stands as the finest performance of that work."

Already Own Version

When it was pointed out that most people who buy such collectors' items in record stores already own another waxing of the same work, Walker rejoined, "When the Franklin Mint went into this business, it wasn't necessarily appealing to hard-and-fast collectors. It was appealing to people who were looking for an opportunity to acquire a collection without having to figure out for themselves what the greatest performances were. But I think that for the lay person — let alone for the person who understands every nuance of this business — it's very interesting to have a recording of the composer playing his own work."



NETWORK PARTY — Epic recording group, Network, pose with friends after a date at the Roxy in L.A. Shown in back row (l-r) are: Mike Coxton, George Bitzer, Richie C., Michael Ricciardella, John Vinci, Jean-Paul Gaspar of Network; and Bud O'Shea, director of Epic's west coast marketing. In the middle row (l-r) are: Howard Davidson, Network; Tommy Motola, manager; Bob Hamilton, program director, KRTH; Albhy Galuten, producer; Boz Scaggs; Jimi Fox, program director, Ten Q; Karl Richardson, producer. In the front row (l-r) are: Sandy Horn, Epic local promotion manager; Dennis Hannon, CBS branch manager; Susan George; and John Oates.

License Fee Poses No Burden To Broadcasters, Study Says

(continued from page 7)

revenues, profit margins, etc.), data submitted by both sides in the controversial hearings to date and an impact analysis restricted to the Danielson bill.

Station Losses

The study points out that, not only would the broadcasting industry be able to afford an additional license fee (amounting to 1% of net revenues for the larger stations with gross annual revenues over \$200,000) — but that the stations sustaining losses do so year after year. About "two-thirds of those stations experiencing losses in any one year are repeaters and experience losses regularly without going out of business," the study said. And some station operators may not be worried about maximizing profits; "the financial interests of owner-operators may be better served by taking income in the form of commissions or fees rather than through dividends from profits." In some cases avoiding the corporate tax system.

In the case of diversified communications enterprises (comprising TV, newspapers and radio), there could be tax advantages to balancing profits in one division against losses in another.

Record, Performers & Advertising Data

Stations should have no problem making up the difference, the findings indicate. Because the cost of advertising on radio has increased less than the cost of advertising on other media, and because the demand for advertising time is relatively insensitive to price changes.

The research firm's national survey of performers' employment and earnings contradicts claims expressed by broadcasters in opposition to the rights that many performers already benefit from contracts for royalties in record sales and that many performers are also composers or authors and, therefore, are already entitled to copyright benefits. Only 23% of the musicians producing records get royalties from sales and, of those who do, royalties represent less than 5% of their earnings from royalties, the study found. (A final report on the survey of artists is due in late November.)

Record companies don't stand to get rich

off the performing rights amendment, the researchers conclude. The total amount the rights would generate to be distributed among record companies would represent less than one half of 1% of estimated net sales. Also, since employment in the record industry and the number of new record companies are increasing, the larger firms claim a smaller slice of the total sales each year.

The industry's claim that enactment of the performance right would result in an increased amount of serious (or non-rock) music recorded, is not substantiated in the study. It also remains to be seen "whether the performance versus sales distribution among record producers benefits the larger or smaller firms (measured in terms of record sales)."

No Immediate Reaction

The National Association of Broadcasters, obviously at odds with the findings in this study, will file a formal response with the Copyright Office on December 1. Jim Popham, NAB assistant general counsel, declined further comment.

The NAB's own economic analysis, submitted to the Copyright Office earlier and admittedly using data that is four years old, stresses three areas of concern to broadcasters. First, the promotional value of airplay to the performing artists and record companies (NAB data cites substantial amounts each label spends on promotion). Second, the contention that the provision of performance rights would not help promote creative activity and wouldn't benefit the unknown struggling artists, but rather would direct more profits to the already financially secure "superstars." Third, the negative impact on the broadcast industry; forcing stations to cut down on other departments' budgets, namely news and public affairs, to make up the losses. NAB spokesmen have often said the proposed performance right could put some marginally profitable stations out of business.

A spokesman for RIAA had no immediate comment; likewise ASCAP and BMI's legal departments were waiting to read and analyze the report when asked for comment late last week.

Impact, Fat Larry Join Fantasy With New LPs

LOS ANGELES — Impact and Fat Larry, two groups produced by WMOT Productions, recently signed with the Fantasy Records family of labels and have released their first albums. Impact's first LP, "The Pac Is Back," featuring vocals by former Temptations member Damon Harris, contains the band's single "Rainy Days, Stormy Nights." Fat Larry, the first group to sign with Stax Records since Fantasy acquired rights to the company, has titled their debut LP "Off The Wall."

Sagittarius Records To Release 1st Single

LOS ANGELES — A new label, Sagittarius Records, has been formed here by Edward Broussard and Otis Courtney and has signed its first group, Acufunkture, whose debut single "Boy Blue" b/w "Following A Dream" is set for release soon.

Orr Opens Office

LOS ANGELES — Orr Management has opened new offices at 8961 Sunset Boulevard.



DON WILLIAMS AT ROXY — Country artist Don Williams was showcased at the Roxy in Los Angeles recently as part of a campaign undertaken by ABC/Dot to broaden Williams' U.S. audience and to promote his latest LP "Country Boy." Pictured backstage in the front row after the show (l-r) are: Gary Davis, vice president of ABC/Dunhill Music; Steve Diener, president of ABC; Dotty Vance, west coast promotion for ABC/Dot; Steve Resnik, national singles director for ABC; Randy Gurley and Danny Floweres, guitarist for Williams. Shown in the middle row (l-r) are: Bob Kirsch, product manager for ABC/Dot; Williams; Herb Beikin, vice president of operations for ABC; Skip Byrd, vice president of national sales for ABC Records Inc.; Marvin Deane, national director MOR, trades and secondaries for ABC; Dino Barbis, director of national promotion for ABC; Joann Barry, the Jim Halsey Company; David Williamson, bassist for Williams. Shown in the top row (l-r) are: Don Blederman, vice president of legal affairs and administration for ABC; Elaine Corlett, vice president of artist development, international division for ABC, and Corb Donohue, national director of artist development for ABC.

Tributes Flow For Friedman

(continued from page 7)

ted us at opposite philosophical positions regarding the marketing of records. He was a brilliant adversary. WEA's esteemed position in our industry stands as a monument to Joel's abilities. David Handelman and myself feel a great sense of loss."

Cy Lesile, chairman of the board of Pickwick International, said, "Joel and I have been in the industry together for 30 years. I have known few people of the competence, demeanor, intelligence and effectiveness of a guy like Joel. The industry has lost one of its great movers. He was a pioneer."

"I feel great sadness," commented Russ Solomon, president of Tower Records. "Joel was probably one of the softest tough guys in the whole business. Everybody in the retail business will be a lot less without him. Joel was a real 'focal point' type of guy."

David Rothfeld, vice president of merchandising for Korvettes, said, "The industry has lost a dynamic leader. He will be missed by many of us. Joel was a friend. The organization that he set up is outstanding. He was one of the great innovators in distribution. I think to his everlasting credit he set up an outstanding staff that will follow in his footsteps."

"I was kidding with him a week ago. I am shocked," said Sam Goody, chairman of the board of the New York-based Sam Goody chain. "Such a sweet guy. He died too young."

Lee Hartstone, president of Integrity Entertainment, spoke of Friedman accomplishing "the single most outstanding job

the industry has ever seen in putting together a major branch distribution system. He did in one year what took others five years."

Jim Schwartz, president of Schwartz Brothers, called Nov. 8 "a very sad day in my life and for the industry. I worked with Joel when I was a Warner Bros. distributor. We have been friends for many years. We go all the way back together. Now he is gone."

Barrie Bergman, president of Record Bar, said, "I am very saddened by his death. I felt very close to Joel. He was one of the best executives in the record business and also a hell of a man. A hell of a human being. I'll miss him."

Amos Hellicher

Other tributes were expressed by Amos Hellicher, former president of Hellicher Bros. and J.L. Marsh, who called Friedman, "a man of high integrity"; Lou Fogelman, president of Music Plus, said, "I am shocked by such a great loss"; Lou Kwiker, president of Music Stop called Friedman "a good friend"; Sam Marmaduke, president of Western Merchandisers, said, "Our industry has lost a friend."

Paul David, president of Stark Records, expressed "a hell of a lot of respect" for Friedman, calling him, "a forward looking executive and a fine person." Sam Shapiro, president of National Record Mart, said, "We will all miss him." David Siebert, president of Sieberts, said, "Joel's death is a great loss to the record industry and those who knew him as a friend."

CBS Records Int'l Opens New Latin American Operations

NEW YORK — CBS Records International has opened new headquarters for Latin American Operations in Coral Gables, Florida. Those in attendance at the reception included M. Richard Asher, president, CBS Records International; Paul Russell, vice president, assistant to the president, CBS Records International.

The new Latin American offices in Florida will direct and coordinate all activities within CBS subsidiaries and licensees in Latin America as well as act as liaison between all other CBS Records International subsidiaries worldwide and Latin America.

The new Latin American operations in Florida are headed by Nick Cirillo, vice president, CBS Records International. Cirillo was previously vice president of operations at CBS Records International in New York. Assisting Mr. Cirillo are Ron Chalmowitz, director of planning and administration; Fritz Hentschel, director of

marketing/A&R; Jorge Fernandez, director of finance; Juan Estevez, director of legal affairs; and Julie Ayres, manager/A&R.



Pictured (l-r) are: Mrs. Fritz Hentschel; Hentschel; and Asher

Eplome Dist. Set

LOS ANGELES — Eplome Records has signed for distribution by Phono Record Distributing Corp.



SIRE SIGNS DARTS — Sire Records recently signed Tuff Darts, one of the New York bands that originally belonged to the CBGB "new wave" movement, to an exclusive recording contract. Pictured at Sire's offices are (l-r): John DeSalvo, John Marrell, Tommy Frenzy, Bobby Butani, and Jeff Salen, members of Tuff Darts; Seymour Stein, managing director of Sire Records; and Ken Kushnick, director of artist development for Sire.

Toronto's Colonial Tavern Puts \$150 G Into Renovations

TORONTO — The Colonial Tavern has undergone \$150,000 worth of renovations, which includes the installation of a 24-channel sound system and new suspended lighting grids, making it one of Toronto's premier nightspots.

Once considered one of the best jazz and blues clubs in North America, the 410-seat club has recently broadened its music policy, and now books artists in all music styles.

In addition to the sound and lighting changes, the decor of the facility has been radically altered, making it more congenial to both patrons and artists. A "West Coast decor," as owner Mike Lyons describes it, with extensive use of brass and mirrors, highlights the "new look" Colonial.

Booked by the Toronto management-consultant team of Neil Dixon and Steve Propas, the club will feature in coming months such artists as Steppenwolf, B.B. King, Ramblin' Jack Elliot, Dizzy Gillespie and Captain Beefheart.

"As long as the support is there from the crowds, we'll try to bring in as wide a selection of acts as possible," Lyons says. The club intends to stay away from booking acts available year-round to the Toronto area. "We don't want to compete with the rest of the clubs on Yonge Street (Toronto's main street for nighttime entertainment). We'll lose status and the sense of uniqueness we're trying to bring to Toronto entertainment." The nightclub is more intent on competing with the other showcase club, the El Mocambo.

"Basically, we're offering a chance for acts to play Toronto in-between stopovers in bordertown American cities, to cover the expenses of travelling, or to introduce the act to this city for the first time, so they can later get a concert hall date," says Lyons.

The sound system, installed by Westbury Sound in Toronto, has conquered much of

the problem the club had before with their acoustics. "The other complaint most frequently voiced by patrons was the obstruction in view from the second floor of the club. The lighting system is hung from the ceiling now," Lyons says. "Not only does this mean that there are no obstructed-view seats in the club, but an artist no longer has to bring his lighting here when he plays. Our new system (also installed by Westbury Sound) can accommodate any act."

When the renovations are completed, the club will also have four skylights, and a wall design "down memory lane," Lyons says, with pictures of artists that have performed there.

Although there is no practiced policy, the club intends to book as much Canadian talent as possible, usually on a showcase basis. A recent booking featured A&M recording artist Malcolm Tomlinson. "As long as the recording companies demonstrate their support, we will attempt to highlight Canadian artists," Lyons adds, "although we don't want to support run-of-the-mill Canadian acts. We're looking to book showcase dates almost exclusively."

BBC Radio Tribute To Crosby At Christmas

LONDON — BBC Radio 2 will broadcast a tribute program to the late Bing Crosby on December 27. It will include songs and an interview recorded by the singer for the BBC three days before his death in Spain. The interview centers on the Old Groaner's affection and admiration for London and the English over many years.

A mass was specially dedicated to his memory at Westminster Cathedral on October 16. Crosby worshipped at the Cathedral regularly whenever he was in London. A full-scale memorial service is being arranged for a later date.

Brian Robertson Named President Of CARAS

TORONTO — Brian Robertson, executive secretary of the Canadian Recording Industry Association, was elected president of the Canadian Academy of Recording Arts and Sciences succeeding Leonard Rambeau, who resigned due to a relocation of his business interests.

Les Weinstein, personal manager of Irish Rovers and Hagood Hardy, was elected to replace Rambeau on the board of directors. The revised list of the CARAS board is as follows: Brian Robertson, president; Tom Williams, first v.p. and treasurer; Joe Summers, second v.p.; Terry Brown, director; George Struth, director; Ray Daniels, director; and Les Weinstein, director.

Ember Opens Agency

LONDON — The Ember Group is returning to the agency and management sectors of the entertainment industry with the formation of Ember Management and Agency Ltd. (EMA). Announcing the decision on the eve of the Ember Group's 25th anniversary, chairman Jeffrey S. Kruger said that the move was a natural adjunct to the present corporate structure of the group, and he expected it to contribute heavily to the group's diversification and development plans.

EMA will operate from Suite 4, Carlton Tower Place, Sloane St., London SW1X 9PZ (Tel: 01-235 8243) and will be headed by David Morris, former chief of the variety artists division of the William Morris Agency, who is taking a short vacation before assuming his new post. Prior to his William Morris service, David Morris was with the MAM office.



STARSPANGLED NAMEDROPPERS — WEA U.K. deputy managing director Richard Robinson (foreground) hands over a special envelope to British Phonographic Industry director general Geoffrey Bridge for safe keeping until January 16. The envelope contains the answers to WEA's Starspangled Namedropper dealer-consumer competition centered on 40 of WEA's top acts which will run November 19-December 17, with prizes of 5,000 pounds in stereo hi-fi hardware and an additional 1,000 pounds for dealers. Looking on are WEA merchandising manager Bernard McDonald and business development manager Mark Cellier.

Argentinian News

BUENOS AIRES — Jose Luis Perales, Spanish chanter visiting Buenos Aires, was feted with a cocktail party by Microfon at the plush Michelangelo nightclub, where he performed during a week. Perales became very popular here first as a composer and afterwards as a singer. He records for Hispavox.

RCA hosted a party at the Cinzano Club to celebrate the outing of the first LP by **Danny Cabuche** on that label, with good attendance among radio & TV people and newsmen. Cabuche has good appeal for the melodic market and good possibilities in other Latin countries.

Italian songstress **Gigliola Cinquetti** is also here, as part of an extremely strong international season. She has been appearing on stage and recording for TV. From the States came **Paul Williams**, who offered a concert at the Luna Park Stadium and a press conference at the Sheraton.

Jorge Cesar Esperon, head of Carmusic Records, returned from his visit to the United States. During his stay there, he signed contracts with several labels for release of their product in Argentina.

Music Hall artist **Alxa Barreto** is starting a tour of several Latin American countries.

Phonogram Announces 6 New Appointments

CHICAGO — Phonogram announced major appointments and changes in their sales, commercial and marketing divisions. Two regional sales managers have been promoted to entirely new positions. Gordon Davis was promoted to sales manager-north, while Joe Colquhoun was promoted to sales manager-south. The post which Fil Towers recently left as national sales manager will not be re-filled.

In the commercial division, Dave Scopie, formerly marketing services manager, has been promoted to commercial manager, reporting directly to Glyn Williams, commercial director. In the marketing area, Alan Philips has been appointed to the position of product manager, replacing Betty Burns. Nick Wright, executive assistant to the managing director has been seconded to the marketing division as product coordinator. Alan Brown joined the company as print production manager.

CBS Building New U.K. Record Mfrg. Facility

LONDON — CBS Records is investing over 10 million pounds in a new U.K. disc manufacturing facility to be located on a 16-acre site at Rabans Lane, Aylesbury in Buckinghamshire. The new 200,000 square foot factory will consolidate half a dozen current locations in the Aylesbury area, which are the result of 10 years growth of CBS production in excess of 500%, and the company is now one of the largest employers in the Aylesbury district, currently providing work for 800 people.

Sir Frederick Snow and Partners have been retained as construction consultants for the project, and CBS U.K. managing director Maurice Oberstein stated that the investment reflects the confidence of CBS Inc., the U.S. parent company, in the economy of the U.K. in general and, in particular, its faith in the future potential of the company's growth in Britain.

Nippon Columbia Sales Up, As Profits Decrease

TOKYO — Nippon Columbia has reported its sales and profits for the six-month period Mar. 21-Sept. 20, 1977. Total sales increased 600 million yen over the comparable term from last year. Operating revenue was down by 23.4%. Profits after taxes were down by 20.7%.

Record division sales equaled those of last year for the equivalent period. Tape sales increased by a 12.9% margin, while record sales decreased by 4.4% from the same term of the previous year.

Matthews Gets Haley

MELBOURNE — Matthews Music has gained world rights (excluding U.S.A. and Canada) to the masters included in the album "Golden Country Origins" by Bill Haley. The songs were recorded in the late '40s and have not been released anywhere in the world until now. The reason for this is that they were recorded by Bill Haley's longtime friend and partner Jack Howard who before release, became aware that Haley's career was progressing toward the then new "Rock" sound.

The album has just been released by Phonogram nationally throughout Australia.



ALLEN GETS GOLD FROM DOWN UNDER — A&M artist Peter Allen smiles as he receives a gold record from A&M licensee, Festival Records of Australia for his "Taught By Experts" album. The presentation, which occurred in A&M's Los Angeles offices, followed Allen's recent tour of Australia, where native-son Allen received extensive media coverage — his arrival in Sydney was covered live by Australian television. Shown sharing the good feelings are (from left) Lee Wilder, A&M international publicity coordinator; David Hubert, A&M vice president, international; Allen; Allan Hely, managing director, Festival Records; and Gill Robert, national public relations director, Festival Records.

Where In The World . . .

Rocket recording artists **Brian And Brenda** embarked on a promotion tour of Eastern Canada in support of their new album, "Supersonic Lover." The tour takes them to Toronto, Montreal and Ottawa with a stop in Detroit.



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SMOKIE'S SCANDINAVIAN SUCCESS — Rak Records' Smokie (RSO in the States) are one of the top 3 best selling artists in Scandinavia. Their "Greatest Hits" album which was released in April sold more than 1/4 million copies in Scandinavia alone. Recently the group toured the Scandinavian countries, and during the tour the group were awarded several platinum, gold and silver discs from the local EMI-companies. Pictured from left are group members Pete Spencer, Terry Uttley, Jerry Ritz, head of international A&R-EMI Denmark, and group members Chris Norman and Allan Silson.

London Signs Two More Pacts

TORONTO — London Records of Canada (1967) Ltd. has announced the signing of an agreement between Montreal-based Concorde Records and themselves that gives London the Canadian manufacturing and distribution rights to the primarily-French language label.

Concorde Records, headed by Guy Cloutier, carries product by such artists as Johnny Farago, Claudette Morissette, Recreation and Rina Berté. Their most recent release is a French and English version of "The King Is Gone," a Johnny Farago version of the Ronnie McDowell song.

In an associated agreement, London has completed a licensing deal with Italian company Durium Records, giving London the Canadian manufacturing and distributing rights for Durium product.

The Durium label features product by Italian saxophonist Fausto Papetti. London's first release will be six volumes of Papetti's Sax 18a Raccolta (Volume 18) through Volume 23.

London has launched an extensive promotional campaign to support the new series of releases, including display material, browser cards, and a special dealer and racker incentive.

Rock Film Planned

LONDON — Producer Sylvia Anderson, known for her work on "Thunderbirds," "UFO" and "Space 1999," and director Tony Klinger, have teamed up for a film to feature unnamed rock superstars. U.K. concert promoter Harvey Goldsmith has been named as the production executive in charge of casting. Record producer Martin Birch will be the sound executive. The film is to be made in conjunction with the Phonogram Group and Gold Crest Films.

Xmas Lifts Record Output In Japan

TOKYO — According to the Japan Phonograph Record Association (JPRA), the output of records for Sept. was up from the previous month due to the start of manufacturing for Xmas. However, output volume decreased from last year's levels.

Total output of records in Sept. was up 20% from August but 5% less than the same month of the previous year. Output value was 14.3 billion yen, an 18% increase from the previous month and a 1% decrease from the same month in 1976. Out of a volume of 16.5 million records for Sept., 45s accounted for 8.5 million copies, 23% more than the previous month and 7% less than last year. LPs accounted for 7.8 million copies, 17% more than August and 2% less than 1976.

Tape output of 3 million units registered a 9% increase over the previous month and a 4% increase in comparison with last year.

Handleman Forms Sunrise Retailers

TORONTO — The Handleman Company, a Canadian rack jobbing firm, has announced the formation of Sunrise Records and Tapes, a retail division in Canada.

The first Sunrise outlet is slated for an early November opening in downtown Toronto, across from the prestigious Eaton's Centre, on 237 Yonge St.

The outlet will house 3,000 square feet of retail space and hold an inventory well in excess of \$100,000. A spokesman for the company says the outlet will exemplify the concept behind Sunrise, being a full-line store with the emphasis on product presentation.

Peter Parrish, the former sales and franchise director with A&A Records and Tapes, says: "The design, merchandising and marketing effort will be exciting, innovative, and totally devoted to strong product presentation."

Wishbone, Sweden Pact

NEW YORK — A sub-publishing deal has been concluded between Wishbone Productions and Sweden Music, AB, for the Song-tailors Music (BMI) and I've Got The Music (ASCAP) catalogs, both under the umbrella of Terry Woodford and Clayton Ivey's Wishbone Production Company of Music Shoals, Alabama.

The deal, made by attorney John Mason representing Wishbone, and Mildred Fields representing Sweden Music's Stig Anderson, is for a period of three years and covers, in addition to the Scandinavian territories, the United Kingdom, where Anderson also operates Bocu Music, Ltd., and whose new managing director is John Spalding, former director of United Artists Music in England. This is the first major acquisition of an American catalog for Bocu, and comes at a time when the growth of that company, with heavy chart activity of Abba songs, is the focus of many industry eyes. Carole Broughton is Bocu's general manager.

Included in the deal is the Woodford & Ivey composition, "Angel In Your Arms," a current million-plus seller recorded by Hot.

Museum Joins GRT For Moe Koffman LP

TORONTO — The Royal Ontario Museum and GRT Records of Canada have collaborated to co-sponsor the new Moe Koffman album, "Museum Pieces," described by the label as "jazz interpretations of the ROM collections."

The disc was commissioned by the museum as part of its \$42.5 million renovation, expansion and publicity campaign. It was debuted at a recent gathering in the museum's Punt Gallery, and will be available permanently at the museum's bookstore.

International Executives On The Move

James Fisher has been named general manager of Motown Records Ltd. in the U.K., replacing John Cooper who left some three months ago. Fisher moves from the company's Jobete publishing arm. He will be responsible for both record and publishing divisions, although he will be appointing a replacement in Jobete. Previously Fisher was U.K. promotion and artists liaison manager and then European pop marketing and promotion manager for RCA, and prior to that he spent several years in radio and TV as newscaster for Independent Television News and presentation editor of BBC Radio 1 and 2.

Mike Collier has been appointed a director of the Carlin Music Corporation, joining the board whose other members are Freddy Bienstock, Miriam Bienstock, Derek Knibb and Paul Rich. Collier joined Carlin in 1973 to run the newly acquired Gamble Huff catalog, and prior to that had worked as promotion director of London Records in New York, A&R assistant to Hugo & Luigi, and professional director of Campbell Connelly before forming his Mother Mistro group of companies, which he later sold to Scotia Investments.

Geoff Grimes has been named promotion manager at WEA Records U.K., with the responsibility of running the regional promotion staff and a growing involvement in the operation of the promotion department as a whole. Ian Mannerling-Smith has been named London radio promotion manager, supervising the activities of Mick Carling and Maurice Shneider, who recently joined from EMI. Don Stone has been named promotion projects manager, undertaking special assignments with artists with particular reference to TV and Radio 2.

Bill Bannon has joined CBS Records Canada Ltd., as director of national promotion. Bannon has spent 15 years in the music business, and most recently served as director of promotion, press and artist relations for Capitol Records-EMI of Canada Ltd..

John Ford has been promoted to the position of western region operations manager for RCA Records Canada Ltd., where he has worked most recently as the Vancouver region promotion representative and Canadian co-ordinator for the Ariola America label, distributed in Canada by RCA. Taking Ford's place as Vancouver promotional rep and co-ordinator of Ariola America in Canada is Ray Ramsay.

Peter Taylor has been appointed promotional representative in Vancouver for Capitol Records-EMI of Canada Ltd. He served most recently as a promotional representative for WEA Music Canada Ltd. in Toronto. Taylor takes the place of Bob Roper, who has succeeded Bill Banon as director of promotion, press and artist relations.

Stuart Raven-Hill has been appointed promotional rep for GRT Records of Canada in Toronto. Raven-Hill was most recently press liaison officer for Island Records Canada, now being promoted by RCA Records Canada Ltd.

Bill Johnston has been appointed to the position of product manager for the Warner Bros. label at WEA Music of Canada, Ltd. Johnston joined WEA Canada last July from the Muntz Corporation, where he was music product manager for eight years and editor of the Muntz Tape Guide.

Gelso Mampell has been named manager of export international licensing for Ariola-Eurodisc.

John Spalding, former director of United Artists Music in England, has been made managing director of Bocu, Ltd.

RCA Takes Aim

LONDON — As the Christmas premiere date for the "Star Wars" movie in the U.K. draws near, a battle is shaping up for disc sales mileage between the already released 20th Century Fox soundtrack album and RCA's LP "Music Inspired By Star Wars" by Meco, whose disco single version of the theme has already topped the U.S. chart and has been a top 10 entry here. RCA is treating the album as a potentially major selling item, and is backing it with a big budget marketing campaign.

To maximize exposure for the album, RCA is taking its campaign directly to cinema audiences through a contract with Fox Rank for 30-second on-screen commercials in every cinema where the film is screened, starting in London's Dominion and Odeon Leicester Square venues on December 26. Local press advertising will back up the screen commercials, and window displays will go into 300 stores following the release date of the Meco album on November 18.

Record Week Halted

TORONTO — Record Week Magazine publisher Joey Cee announced the music trade magazine has suspended publication for an indefinite period of time, effective immediately.

The publication, in its third year as a Canadian music trade magazine, cited languishing advertising revenue as the chief reason for the suspension of publication.

Along with RPM Magazine, Record Week was the chief music trade tabloid in the country, with a healthy subscription membership. Recently, the magazine expanded to publish a different consumer magazine, called Record Week News.

In a letter sent to subscribers and affiliated members of the music industry, Joey Cee expressed his "extreme disappointment" at the lack of support received by the magazine from the industry in advertising dollars.

The magazine is currently regrouping its finances, and hopes to resume publishing within six months.



UNDERCOVER FILM STAR — Alan O'Day's number one, gold-certified single, "Undercover Angel," was the subject of a videotape that was distributed worldwide through WEA International and Atlantic Records, distributors of O'Day's label, Pacific Records. Response to the tape was so favorable that the two subsequent singles from his album, "Appetizers," were also made the subject of videotapes for world distribution. Pictured after the taping last week in Burbank, headquarters of Pacific, are WEA International A&R director David Franco (l) and O'Day (r) with three members of the dance troupe that took part in the performance. O'Day's newest single is "Soldier Of Fortune."

Helen Keane Talks Of Women Manager-Producers In Music

(continued from page 28)

great deal, but I think that the kind of music I am involved in will not accept that type of treatment."

Very often a manager will be in the control room watching his artist perform and he will be afraid to tell anyone, especially the producer, his feelings on the artist's performance. Keane explained, "You want to say, 'I don't think he did that well enough' because you know the artist but you are afraid to say something to the producer. You have to jump in. If you have the trust and respect of your client you put yourself on as co-producer for a start."

Making It Fatter

"The engineer does not expect you to know what he is doing. That is not the producer's job. The engineer knows what his area is and what your area is. It is your job as a producer to ask him, for example, to make the sound a little fatter, or give the sound a little more bottom. Your ears tell you and then the engineer does it. All I do is ask for what I want. I would hate to have any engineer say to me, 'That's a lousy tune he is playing. I think a lot of managers are afraid that because they don't have

technical backgrounds or musical backgrounds that they can't produce. It simply isn't true. I can read music, not well, but I can read it and I think that the fact that I can read music has not been as beneficial to me as the way I hear music."

Like To See More

Keane indicated that she would like to see more and more women producers. "I think that the field is opening up for women as managers as there are more and more women managers all the time. The fact that there are not that many women producers bothers me a great deal. I am always pushing for it every chance I get. First of all, it is very feminine work. The feminists would hate me for saying this but it is. By that I mean women have enormous patience. When you're in a recording studio, patience is so necessary. Sometimes it can get pretty dull as you may have to do a song again and again or maybe the artist doesn't feel up to it or the equipment may break down. This part of the female personality is such an asset to the recording setting. In addition, musicians respond to women producers very nicely once they adjust to it."

New Company Scoring Big Success With Mirror Album Covers, Scarves

NEW YORK — Every year, rock fans spend millions of dollars on posters, T-shirts and other memorabilia of their favorite artists. Now a company based in New York's East Village, Barry Imhoff Products, has introduced some new products to whet the appetites of music lovers: album and poster mirrors, and scarves emblazoned with the names of rock superstars.

Reproductions of album and poster art — much of it by leading designers — are printed beneath the surface of the mirrors, which have chromium-painted, hard plastic frames. Since the silver reflecting material is visible wherever there are background areas in the artwork, these objects can either be used as mirrors or can be hung on walls to create a decorative effect.

So far, Imhoff has produced approximately 70 mirror album covers and five poster covers. Among the artists featured are Gregg Allman, Atlanta Rhythm Section, Bad Company, Eric Clapton, Roger Daltrey, Peter Frampton, Andy Gibb, Elton John, Kansas, Led Zeppelin, Lynyrd Skynyrd, Dave Mason, Steve Miller, Helen Reddy, Donny Osmond, the Rolling Stones, Linda Ronstadt, Todd Rundgren, James Taylor, War, the Who and Yes.

The mirrors come in three sizes: 12½" x 12½", 14" x 22", and 22" x 33". Suggested retail prices for these various sizes are, respectively, \$12.95, \$24.95 and \$49.95. In addition, display racks are available, costing between \$4.70 and \$7.20. The multi-colored scarves list for \$8 and wholesale for \$48 per dozen, with four dozen the minimum order.

According to Barry Imhoff, company top-per, nearly 300,000 of the mirrors have been sold worldwide to date. Most of these have been marketed within the past three or four months. The company was founded only about a year ago, and it took between five and seven months to get approval from the various artists and record companies involved.

Imhoff sends the artists sample copies of mirrors featuring covers of their albums.

Clark Sells Special

LOS ANGELES — Dick Clark Teleshows, Inc. has sold the two hour "American Bandstand's 25th Anniversary" special, hosted by Clark, to Nord Deutsched Rundfunk of Hamburg, Sveriges Radio-TV of Stockholm and to Television Broadcasts, Ltd. of Hong Kong.

Bing Crosby Remembered By Vet. Songwriter Harry Tobias

(Veteran songwriter Harry Tobias, now in his eighties, recalls how Bing Crosby's career intertwined with his in the 1930s and '40s and what part Crosby played in the development of Tobias as a songwriter.)

LOS ANGELES — I first heard Bing sing on the radio in 1931 from the Ambassador Hotel with Gus Arnheim's Orchestra. The song was "I Surrender Dear" . . . I got an idea for a song that I thought would make a great follow-up title to the song he sang. I went down to the Cocoanut Grove at the Ambassador Hotel in Los Angeles where Bing, Harry Barris and Al Rinker were featured in Arnheim's band as the Rhythm Boys.

I spoke to Harry Barris and told him I thought I had a great follow-up title to "I Surrender Dear" entitled "At Your Command." He liked the idea and introduced me to Bing who approved. The next day the three of us met at Harry Barris' home and wrote the song.

Bing introduced the song at the Grove and then recorded it with Barris on the Brunswick label. I attended the recording session. When Bing sang "At Your Command" on the radio program, he created calls in the music stores everywhere overnight. As a result of this demand, Jack Robbins, a prominent music publisher, rushed to the coast from New York and paid us \$1,000 advance royalties for the publishing rights to the song.

The next morning, Bing, Barris and I ran to the bank to cash the check, and "How we ran to the bank!" One grand in 1931 meant an awful lot during those Depression days.

During 1931 Bing featured "What Is It?," then recorded "I'm Gonna Get You" with the Gus Arnheim band for Victor. He was the first to record "Sweet And Lovely" on the Brunswick Label and "I'm Sorry Dear" on the same label.

The Retail Explosion

LOS ANGELES — Licorice Pizza, a Southern California retail operation, opened two stores Nov. 11 south of Los Angeles in Orange County, bringing the chain's number of stores to 20.

Both are 3,100 square foot stores and are designed to be "larger and more convenient," according to John Houghton, marketing co-ordinator for Licorice Pizza.

Houghton also said, "We expect to have 25 locations by June or July 1978."

One of the stores, located in Anaheim, is a Licorice Pizza store which has been remodeled, while the one in Orange is a new location, having been a carpet showroom prior to Licorice Pizza's acquisition of it.

The other 18 Licorice Pizza stores in Los Angeles and Orange Counties are participating in a two-week grand opening sale along with the new outlets.

Competitive Area

The store in Orange is opening in a highly competitive area which has two Warehouse stores, a Music Plus and a medium-sized independent retailer and now Licorice Pizza within a three-mile stretch of the same street.

Commenting on the chain's plans for continued expansion, Houghton said, "We think there are still certain areas in southern California that have a lot of potential." He said they have already signed leases in new areas.

In 1977, Licorice Pizza has expanded with two new stores and two remodelings.

October Retail Sales Up; Xmas Looks Good

NEW YORK — The nation's major retailers posted strong sales gains in October, boding well for the Christmas season.

Sears, Roebuck & Co. reported an 18% sales increase in October over the same

Charles N. Daniel (Neil Moret), an outstanding composer of hit songs in that day, wrote the tunes for "Sweet And Lovely" and "I'm Gonna Get You." Bing was also the first to introduce "Sail Along Silvery Moon" on his Kraft Radio Show and recorded it on Decca Records in 1937. The late and great Percy Wenrich, composer of "When You Wore A Tulip," "Put On Your Old Grey Bonnet" and "Moonlight Bay" among other hits, wrote the melody and I wrote the lyrics.

My brothers Charlie, Henry and myself wrote a song called "Miss You" in 1929 which was originally recorded by Rudy Vallee and became our first three-way Tobias Brothers hit. Bing recorded it again on Decca in 1942 and this revival put it on the hit parade for many weeks.

In addition to the above song he also recorded six of my brother Charlie's songs including "Miss You," "Just a Prayer Away," "Trade Winds," "Little Lady Make Believe," "Rose O' Day," etc.

Other songs of ours that he featured on his Kraft Music Hall radio show were: "Rolleo Rolling Along" (The Bicycle Song), "No Regrets," . . . "Love is All" . . . "Lost And Found" . . . "Wait For Me Mary" and others.

I will always treasure the following wire Bing sent me on my 80th Birthday Party September 1975:-

"Dear Harry":-

"Very sorry I can't be with you but I want to congratulate you on this highly deserved tribute . . . You have done much for popular music and we are all in your debt" . . .

Signed
BING CROSBY"

The sound of his voice will live on as a legacy, recorded in the hearts of all the lives he brightened with his God-gifted talents.

MY TRIBUTE TO BING . . . "WE'LL ALL MISS YOU" . . .
Harry Tobias

Atlantic Sets Up New Department

(continued from page 9)

programming patterns, plus utilization of key progressive retail outlets and capsule follow-up reports on all local appearances will now be applied directly to specific artist development strategies."

Promotion Backgrounds

All of the new appointees have had experience in record promotion. Steve Leeds, for instance, joined Atlantic as local New York promotion rep in October, 1973. He held that post until last January, when he became assistant to Tunc Erim, a position he will continue to hold. Leeds comes out of an extensive college radio background, including a position as contributing editor to the *College Radio Report*, which overlapped with five years as a production assistant for Murray the K (1969-73).

Sam Kaiser, a native of St. Louis, served as local Atlantic promotion rep there since January, following a six-year radio career. He founded KCFV at St. Louis Community College and served as its production director during 1971-72, before joining KSHE and various other stations in the area.

Mike Prince served as southern regional album promotion director for Arista in Atlanta for all of 1977. A native of Denver, he had served as secretary-manager of Barry Fey's Feyline Productions since 1973. Before transferring to Atlanta, he had handled local promotion in Denver for Arista for 18 months.

period of 1976. K mart likewise posted an 18% increase. F.W. Woolworth reported an 8.4% hike, Montgomery Ward a 10% increase and J.C. Penney a 13% gain over the year-earlier period.

GARY WRIGHT



BSK 3137



TOUCH AND GONE.
GARY WRIGHT'S
THIRD ALBUM.

COMPOSED, PERFORMED AND PRODUCED
BY GARY WRIGHT.

ON WARNER BROS. RECORDS AND TAPES.

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CASH BOX TOP 100 ALBUMS

November 19, 1977

		Weeks On Chart			Weeks On Chart			Weeks On Chart
	11/12			11/12		11/12		
1	RUMOURS FLEETWOOD MAC (Warner Bros. BSK 3910)	7.98	1	39				
2	SIMPLE DREAMS LINDA RONSTADT (Asylum GE-104)	7.98	2	10				
3	CHICAGO XI (Columbia JC 3486G)	7.98	3	8				
4	AJA STEELEY DAN (ABC AB-3006)	7.98	5	6				
5	SHAUN CASSIDY (Warner/Curb BS 3667)	6.98	4	23				
6	FOREIGNER (Atlantic SC 1821S)	7.98	6	35				
7	ELVIS IN CONCERT ELVIS PRESLEY (RCA APL 2-2587)	13.98	9	5				
8	LOVE YOU LIVE THE ROLLING STONES (Rolling Stones Records COC 2-9001)	11.98	7	7				
9	STAR WARS ORIGINAL SOUNDTRACK (20th Century 2T-541)	9.98	10	24				
10	BARRY WHITE SINGS FOR SOMEONE YOU LOVE (20th Century T-543)	7.98	11	11				
11	ELTON JOHN'S GREATEST HITS VOL. II (MCA MCA-3027)	7.98	15	6				
12	ANYTIME ... ANYWHERE RITA COOLIDGE (A&M SP 4616)	7.98	13	35				
13	TOO HOT TO HANDLE HEATWAVE (Epic PE 34761)	6.98	14	17				
14	POINT OF KNOW RETURN KANSAS (Kirshner/Epic JZ 34929)	7.98	19	5				
15	IN FULL BLOOM ROSE ROYCE (Warner Bros. WH-3074)	6.98	16	13				
16	LET'S GET SMALL STEVE MARTIN (Warner Bros. BSK 3090)	7.98	18	8				
17	FOGHAT LIVE (Bearsville/Warner Bros. BRK 6971)	6.98	17	11				
18	STREET SURVIVORS LYNYRD SKYNYRD (MCA-3029)	7.98	25	3				
19	I, ROBOT THE ALAN PARSONS PROJECT (Arista AL 7002)	7.98	12	20				
20	MOODY BLUE ELVIS PRESLEY (RCA AFL 1-2428)	7.98	20	19				
21	CAT SCRATCH FEVER TED NUGENT (Epic JE 34700)	7.98	21	23				
22	BABY IT'S ME DIANA ROSS (Motown M7-890R1)	7.98	23	8				
23	BRICK (Bang BLP-409)	7.98	24	12				
24	FRENCH KISS BOB WELCH (Capitol ST 11663)	6.98	33	8				
25	YOU LIGHT UP MY LIFE DEBBY BOONE (Warner Bros. BS-3118)	6.98	36	4				
26	LIVIN' ON THE FAULT LINE DOOBIE BROTHERS (Warner Bros. BSK 3045)	7.98	8	11				
27	MOONFLOWER SANTANA (Columbia C2-34914)	9.98	37	4				
28	CSN CROSBY, STILLS & NASH (Atlantic SC 19104)	7.98	30	20				
29	THE STRANGER BILLY JOEL (Columbia JC 34987)	7.98	38	7				
30	STAR WARS AND OTHER GALACTIC FUNK MECO (Millennium/Casablanca MNLP 8001)	6.98	26	17				
31	LOVE SONGS THE BEATLES (Capitol SKRL-11711)	11.98	40	3				
32	BOOK OF DREAMS STEVE MILLER BAND (Capitol SO-11630)	7.98	35	26				
33	IN CITY DREAMS ROBIN TROWER (Chrysalis CHR 1148)	7.98	27	8				
34	JT JAMES TAYLOR (Columbia JC 34811)	7.98	28	20				
35	WE MUST BELIEVE IN MAGIC CRYSTAL GAYLE (United Artists LA 771G)	6.98	45	17				
36	LITTLE QUEEN HEART (Portrait/CBS JR 34799)	7.98	32	28				
37	COMMODORES (Motown M7-884R1)	7.98	22	34				
38	THE GRAND ILLUSION STYX (A&M SP 4637)	7.98	39	17				
39	BEAUTY ON A BACK STREET HALL & OATES (RCA AFL 1 2300)	7.98	29	10				
40	SOMETHING TO LOVE L.T.D. (A&M SP 4646)	7.98	42	17				
41	A FAREWELL TO KINGS RUSH (Mercury SRM 1-1184)	7.98	34	10				
42	OLIVIA NEWTON-JOHN'S GREATEST HITS (MCA-3028)	7.98	53	3				
43	BOSTON (Epic JE 34188)	7.98	46	63				
44	LITTLE CRIMINALS RANDY NEWMAN (Warner Bros. BSK 3079)	7.98	48	6				
45	LUNA SEA FIREBALL (Atlantic SC 19101)	7.98	44	15				
46	FOOT LOOSE AND FANCY FREE ROD STEWART (Warner Bros. BSK 3092)	7.98	—	1				
47	ACTION BLACKBYRDS (Fantasy F-9535)	7.98	49	8				
48	A PLACE IN THE SUN PABLO CRUISE (A&M SP 4625)	7.98	41	39				
49	LIVE! THE COMMODORES (Motown M9-894A2)	7.98	100	2				
50	HOTEL CALIFORNIA FAGLES (Asylum GE-103)	7.98	52	48				
51	GOING FOR THE ONE YES (Atlantic SD 19106)	7.98	54	17				
52	ENIGMATIC OCEAN JEAN-LUC PONTY (Atlantic SD 19110)	7.98	47	9				
53	HERE AT LAST ... BEE GEES ... LIVE (RSO 2-3901)	11.98	43	25				
54	I'M IN YOU PETER DINKLAGE (A&M SP 4704)	7.98	50	22				
55	LIVE BARRY MANILOW (Arista AB 8500)	11.98	55	25				
56	KARLA BONOFF (Columbia PC 34152)	6.98	60	9				
57	YOU LIGHT UP MY LIFE ORIGINAL SOUNDTRACK (Arista AB-4158)	7.98	75	5				
58	ODYSSEY (RCA APL 12477)	7.98	67	7				
59	SPECTRES BLUE OYSTER CULT (Columbia JC 35019)	7.98	78	3				
60	SHOW SOME EMOTION JOAN ARMATRADING (A&M SP-4663)	7.98	70	5				
61	THUNDER IN MY HEART LEO SAYER (Warner Bros. BSK 3089)	7.98	51	6				
62	BORN LATE SHAUN CASSIDY (Warner Bros. BSK 3126)	7.98	—	1				
63	PASSAGE CARPENTERS (A&M SP-4703)	7.98	71	6				
64	I REMEMBER YESTERDAY DONNA SUMMER (Casablanca NBLP 7056)	7.98	31	25				
65	REJOICE EMOTIONS (Columbia PC 34762)	6.98	57	22				
66	CARELESS STEPHEN BISHOP (ABC ABCD 954)	6.98	56	18				
67	LET IT FLOW DAVE MASON (Columbia PC 34680)	6.98	72	30				
68	CHANGES IN LATITUDES -- CHANGES IN ATTITUDES JIMMY BUFFETT (ABC AB 990)	6.98	58	41				
69	ROUGH MIX PETE TOWNSHEND & RONNIE LANE (MCA 2295)	6.98	73	7				
70	FLEETWOOD MAC (Warner Bros. MSK 2281)	7.98	63	121				
71	FLOWING RIVERS ANDY GIBB (RSO RS 1-3019)	7.98	64	23				
72	STREISAND SUPERMAN BARBRA STREISAND (Columbia JC 34830)	7.98	68	21				
73	ROBERT GORDON WITH LINK WRAY (Private Stock PS 2030)	6.98	65	13				
74	FEELS SO GOOD CHUCK MANGIONE (A&M SP-4658)	7.98	69	5				
75	PART 3 KC & THE SUNSHINE BAND (TK 605)	7.98	69	57				
76	BROKEN HEART THE BABYS (Chrysalis CHR 1150)	7.98	88	6				
77	RIGHT ON TIME BROTHERS JOHNSON (A&M SP 4644)	7.98	62	27				
78	ALIVE II KISS (Casablanca NBLP-7076-2)	11.98	—	1				
79	NIGHT AFTER NIGHT NILS LOFGREN (A&M SP-3707)	8.95	91	5				
80	DREAMBOAT ANNIE HEART (Mushroom 5005)	7.98	81	86				
81	HEROES DAVID BOWIE (RCA AFL1-2522)	7.98	125	2				
82	NEVER LETTING GO PHOEBE SNOW (Columbia JC 34875)	7.98	87	6				
83	GREATEST HITS LINDA RONSTADT (Asylum GE-106)	6.98	84	49				
84	SILK DEGREES BOZ SCAGGS (Columbia PC 33920)	6.98	74	89				
85	TURNIN' ON HIGH INERGY (Gordy/Motown G6-97851)	7.98	136	4				
86	DECADE NEIL YOUNG (Reprise JRS 2257)	11.98	—	1				
87	SEND IT ASHFORD & SIMPSON (Warner Bros. BS 3088)	6.98	93	7				
88	COME GO WITH US POCKETS (Columbia PC34879)	6.98	90	7				
89	GOIN' PLACES THE JACKSONS (Epic JE 34335)	7.98	94	4				
90	LIVE CROSBY AND NASH (ABC AA-1042)	7.98	—	1				
91	FEELIN' BITCHY MILLIE JACKSON (Spring/Polydor SP-1-6715)	6.98	103	11				
92	REACH FOR IT GEORGE DUKE (Epic JE 34883)	7.98	114	4				
93	WELCOME TO MY WORLD ELVIS PRESLEY (RCA APL 1-2274)	6.98	96	12				
94	OXYGENE JEAN MICHEL JARRE (Polydor PD 1-6112)	7.98	98	8				
95	ONCE UPON A TIME DONNA SUMMER (Casablanca NBLP 7076-2)	11.98	—	1				
96	FINALE LOGGINS & MESSINA (Columbia JG 34167)	7.98	104	3				
97	TWILLEY DON'T MIND DWIGHT TWILLEY BAND (Arista AB4140)	7.98	99	9				
98	PATTI LABELLE (Epic PE 34847)	6.98	95	11				
99	SECRETS CON FUNK SHUN (Mercury SRM-1-1180)	7.98	110	11				
100	PRISM (Ariola America ST-50020)	6.98	101	9				

INTERNATIONAL BEST SELLERS

Holland

TOP TEN 45s

- 1 **Het Smurfenlied** — Vader Abraham — Dureco
- 2 **Remember** — Long Tall Ernie & Shakers — Polydor
- 3 **Belfast** — Boney M — AT/Dureco
- 4 **The Name Of The Game** — Abba — Polydor
- 5 **Give A Little Bit** — Supertramp — A&M
- 6 **Down Deep Inside** — Donna Summer — VIP
- 7 **Black Is Black** — Belle Epoque — Ariola
- 8 **Standing In The Rain** — John Paul Young — Ariola
- 9 **Needles And Pins** — Smokie — Bovema
- 10 **We Are The Champions** — Queen — Bovema

TOP TEN LPs

- 1 **Don't Let Me Be . . .** — Santa Esmeralda — Phonogram
- 2 **Even In The Quietest . . .** — Supertramp — A&M
- 3 **Little Criminals** — Randy Newman — WEA
- 4 **Love You Live** — Rolling Stones — WEA
- 5 **Heroes** — David Bowie — Inelco
- 6 **Introspection** — Thijs van Leer — CBS
- 7 **Andre Andre** — Andre van Duin — CNR
- 8 **In Carre** — Paul van Vliet — Phonogram
- 9 **Diamantla Cocktails** — Little River Band — Bovema
- 10 **Jan Akkerman** — WEA

Great Britain

TOP TEN 45s

- 1 **Yes Sir I Can Boogie** — Baccara — RCA
- 2 **Name Of The Game** — Abba — CBS
- 3 **You're In My Heart** — Rod Stewart — Mercury
- 4 **Black Is Black** — La Belle Epoque — Harvest
- 5 **Rockin' All Over The World** — Status Quo — Vertigo
- 6 **We Are The Champions** — Queen — EMI
- 7 **Holidays In The Sun** — Sex Pistols — Virgin
- 8 **2468 Motorway** — Tom Robinson Band — EMI
- 9 **Silver Lady** — David Soul — Private Stock
- 10 **Black Betty** — Ram Jam — Epic

TOP TEN LPs

- 1 **20 Golden Greats** — Diana Ross & The Supremes — Tamla/Motown
- 2 **40 Golden Greats** — Cliff Richard — EMI
- 3 **No More Heroes** — Stranglers — UA
- 4 **Heroes** — David Bowie — RCA
- 5 **Rumours** — Fleetwood Mac — Warner Bros.
- 6 **Home On The Range** — Slim Whitman — UA
- 7 **Seconds Out** — Genesis — Charisma
- 8 **Oxygene** — Jean Michel Jarre — Polydor
- 9 **Going For The One** — Yes — Atlantic
- 10 **Thunder In My Heart** — Leo Sayer — Chrysalis

Australia

TOP TWENTY-FIVE 45s

- 1 **I Just Want To Be Your Everything** — Andy Gibb — Interfusion
- 2 **I Feel Love** — Donna Summer — Casablanca
- 3 **Don't Fall In Love** — Ferretts — Mushroom
- 4 **You're Moving Out Today** — Carole Bayer Sager — Elektra
- 5 **Ma Baker** — Boney M — Atlantic
- 6 **Higher And Higher** — Rita Coolidge — A&M
- 7 **It's All Over Now Baby Blue** — Graham Bonnet — Mercury
- 8 **Way Down/Pledging My Love** — Elvis Presley — RCA
- 9 **Fanfare For The Common Man** — Emerson Lake & Palmer — Atlantic
- 10 **In The Flesh** — Blondie — Private Stock/Chrysalis
- 11 **Hard Rock Cafe** — Carole King — Capitol
- 12 **Dr. Love** — Tina Charles — CBS
- 13 **The More I See You** — Peter Allen — A&M
- 14 **So You Win Again** — Hot Chocolate — Rak
- 15 **My Mistake** — Split Enz — Mushroom
- 16 **Barracuda** — Heart — Portrait
- 17 **Reach Out For The One Who Loves You** — Mark Holden — EMI
- 18 **I Go To Rio** — Peter Allen — A&M
- 19 **Silver Lady** — David Soul — Private Stock
- 20 **A Fool In Love** — Jeff St. John — Asylum
- 21 **Thunder In My Heart** — Leo Sayer — Chrysalis
- 22 **Star Wars Title Theme** — Meco — RCA
- 23 **Best Of My Love** — Emotions — CBS
- 24 **Do You Wanna Make Love** — Peter McCann — 20th Century
- 25 **Old School Yard** — Cat Stevens — Island

TOP TWENTY-FIVE LPs

- 1 **Rumours** — Fleetwood Mac — Warner Bros.
- 2 **Silk Degrees** — Boz Scaggs — CBS
- 3 **Simple Dreams** — Linda Ronstadt — Asylum
- 4 **A New World Record** — Electric Light Orchestra — UA
- 5 **I Remember Yesterday** — Donna Summer — Casablanca
- 6 **Carole Bayer Sager** — Elektra
- 7 **Moody Blue** — Elvis Presley — RCA
- 8 **Works Volume 1** — Emerson Lake & Palmer — Atlantic
- 9 **Anytime . . . Anywhere** — Rita Coolidge — A&M
- 10 **Deceptive Bends** — 10cc — Mercury
- 11 **Love You Live** — The Rolling Stones — Rolling Stones
- 12 **Chicago XI** — CBS
- 13 **JT** — James Taylor — CBS
- 14 **I Robot** — Alan Parsons Project — Arista
- 15 **Makin' Love And Music** — Dr. Hook — Capitol
- 16 **Graham Bonnet** — Mercury
- 17 **Taught By Experts** — Peter Allen — A&M
- 18 **Aja** — Steely Dan — ABC
- 19 **Dizrythmia** — Split Enz — Mushroom
- 20 **Ladies And Gentlemen** — Marcia Hines — Miracle
- 21 **Diamantla Cocktail** — Little River Band — EMI
- 22 **Little Queen** — Heart — Portrait
- 23 **Blondie** — Private Stock
- 24 **Simple Things** — Carole King — Capitol
- 25 **Flowing Rivers** — Andy Gibb — Interfusion

— The Kent Music Report

Japan

TOP TEN 45s

- 1 **Proof Of The Man (Soundtrack)** — Joe Nakayama — Warner/Pioneer
- 2 **Wanted** — Pink Lady — Victor Musical Industries
- 3 **Akizakura** — Momoe Yamaguchi — CBS/Sony
- 4 **Nikumikirenayl Rokudenashi** — Kenji Sawada — Polydor
- 5 **Al No Memory** — Shigeru Matsuzaki — Victor Musical Industries
- 6 **Cosmos Kald** — Kariudo — Warner/Pioneer
- 7 **Kugatsu No Ame** — Hiromi Ohta — CBS/Sony
- 8 **Shshukl** — Hiromi Iwazaki — Victor Musical Industries
- 9 **Un Deux Trols** — Candies — CBS/Sony

TOP TEN LPs

- 1 **Danryu** — Sayuri Ishikawa Best 14 — Columbia
- 2 **Umlkaze** — Kaze Album 4 — Crown
- 3 **Kazamldori** — Masashi Sada — Warner/Pioneer
- 4 **Shshukikara . . . Otoko To Onna** — Hiromi Iwazaki — Victor Musical Industries
- 5 **Deatta Hltoni** — Kariudo First Album — Warner/Pioneer
- 6 **Diary** — High Figh Set — Toshiba/EMI
- 7 **Anokowa Idol** — Pat McGlynn — King
- 8 **Janis No Heya** — Janis Ian — CBS/Sony
- 9 **Passage** — Carpenters — King
- 10 **Proof Of The Man (Soundtrack)** — Warner/Pioneer

Argentina

TOP TEN 45s

- 1 **Vestida De Novia** — Pomada — RCA
- 2 **Morlr Al Lado De MI Amor** — Demis Roussos — Philips
- 3 **Una Noche Como Esta** — Los Bukis — Microfon
- 4 **Donde Estan Tus Ojos Negros** — Santabarbara (EMI)
- 5 **Hoy Me Toca Relr** — Mario Echeverria — EMI
- 6 **Con El Viento A Tu Favor** — Camilo Sesto — RCA
- 7 **Fiesta** — Rafaella Carra — CBS
- 8 **Pon Tu Cabeza En MI Hombro** — Paul Anka — CBS
- 9 **Olvidalo Pequena** — Los Moros — RCA
- 10 **Amame . . . Me Gusta Amanecer En TI** — Barbara & Dick — RCA

TOP TEN LPs

- 1 **Los Exitos Del Amor** — Selection — Microfon
- 2 **Los Primeros Del Ranking** — Selection — CBS
- 3 **Musica Poderosa** — Selection — EMI
- 4 **Lo Mejor** — Alberto Cortez — Microfon
- 5 **En Tu Piel Los MH Positlvos** — Selection — Music Hall
- 6 **Ruldos En Espanol** — Selection — Philips
- 7 **Recuerdo El Ayer** — Donna Summer — Microfon
- 8 **A Star Is Born (Soundtrack)** — CBS
- 9 **Hits De Prlmavera** — Selection — RCA
- 10 **Golden Records** — Elvis Presley — RCA

Canada

TOP TWENTY-FIVE 45s

- 1 **Star Wars** — Meco — Casablanca
- 2 **The King Is Gone** — Ronnie McDowell — GRT
- 3 **Sometimes When We Touch** — Dan Hill — GRT
- 4 **Nobody Does It Better** — Carly Simon — Elektra
- 5 **That's Rock 'N' Roll** — Shaun Cassidy — Warner Bros.
- 6 **You Light Up My Life** — Debby Boone — Warner Bros.
- 7 **Keep It Comln' Love** — KC & Sunshine Band — TK
- 8 **I Feel Love** — Donna Summer — Casablanca
- 9 **Swayln' To The Music** — Johnny Rivers — SOCT
- 10 **Way Down/Pledging My Love** — Elvis Presley — RCA
- 11 **Sugar Daddy** — Patsy Gallant — Attic
- 12 **How Deep Is Your Love** — Bee Gees — RSO
- 13 **She Did It** — Eric Carmen — Arista
- 14 **Strawberry Letter 23** — Brothers Johnson — A&M
- 15 **Don't It Make My Brown Eyes Blue** — Crystal Gayle — UA
- 16 **Don't Stop** — Fleetwood Mac — Warner Bros.
- 17 **Handy Man** — James Taylor — CBS
- 18 **Baby What A Big Surprise** — Chicago — CBS
- 19 **Daytime Friends** — Kenny Rogers — UA
- 20 **Cold As Ice** — Foreigner — Atlantic
- 21 **On And On** — Stephen Bishop — ABC
- 22 **I Just Want To Be Your Everything** — Andy Gibb — RSO
- 23 **Signed, Sealed, Delivered** — Peter Frampton — A&M
- 24 **Don't Worry Baby** — B.J. Thomas — MCA
- 25 **Telephone Line** — ELO — UA

TOP TWENTY-FIVE LPs

- 1 **Rumours** — Fleetwood Mac — Warner Bros.
- 2 **Greatest Hits Vol. 2** — Elton John — MCA
- 3 **Star Wars (Soundtrack)** — 20th Century
- 4 **Longer Fuse** — Dan Hill — GRT
- 5 **Even In The Quietest Moments** — Supertramp — A&M
- 6 **Shaun Cassidy** — Warner Bros.
- 7 **Aja** — Steely Dan — GRT
- 8 **Chicago XI** — CBS
- 9 **Forelgnr** — Atco
- 10 **Moody Blue** — Elvis Presley — RCA
- 11 **Crime Of The Century** — Supertramp — A&M
- 12 **A Farewell To Kings** — Rush — Anthem
- 13 **I'm In You** — Peter Frampton — A&M
- 14 **JT** — James Taylor — CBS
- 15 **Hotel California** — Eagles — Asylum
- 16 **I, Robot** — Alan Parsons — Arista
- 17 **The Grand Illusion** — Styx — A&M
- 18 **Livln' On The Fault Line** — Doobie Brothers — Warner Bros.
- 19 **Beauty On A Back Street** — Hall & Oates — RCA
- 20 **Book Of Dreams** — Steve Miller — Capitol
- 21 **A Night On The Town** — Rod Stewart — Warner Bros.
- 22 **Elvis In Concert** — Elvis Presley — RCA
- 23 **I Remember Yesterday** — Donna Summer — Casablanca
- 24 **Little Queen** — Heart — Portrait
- 25 **Greatest Hits** — Abba — Atlantic

— Canadian Recording Industry Association

DONNA SUMMER

ONCE UPON A TIME...

*A fairytale come true
on
Casablanca Record and FilmWorks*

Produced by
GIORGIO MORODINI and
PATE BELLOTTA

Personal Management:
Wald, DeStasio, Nanas &
Associates in association
with Joyce Bogart

Big
DIP