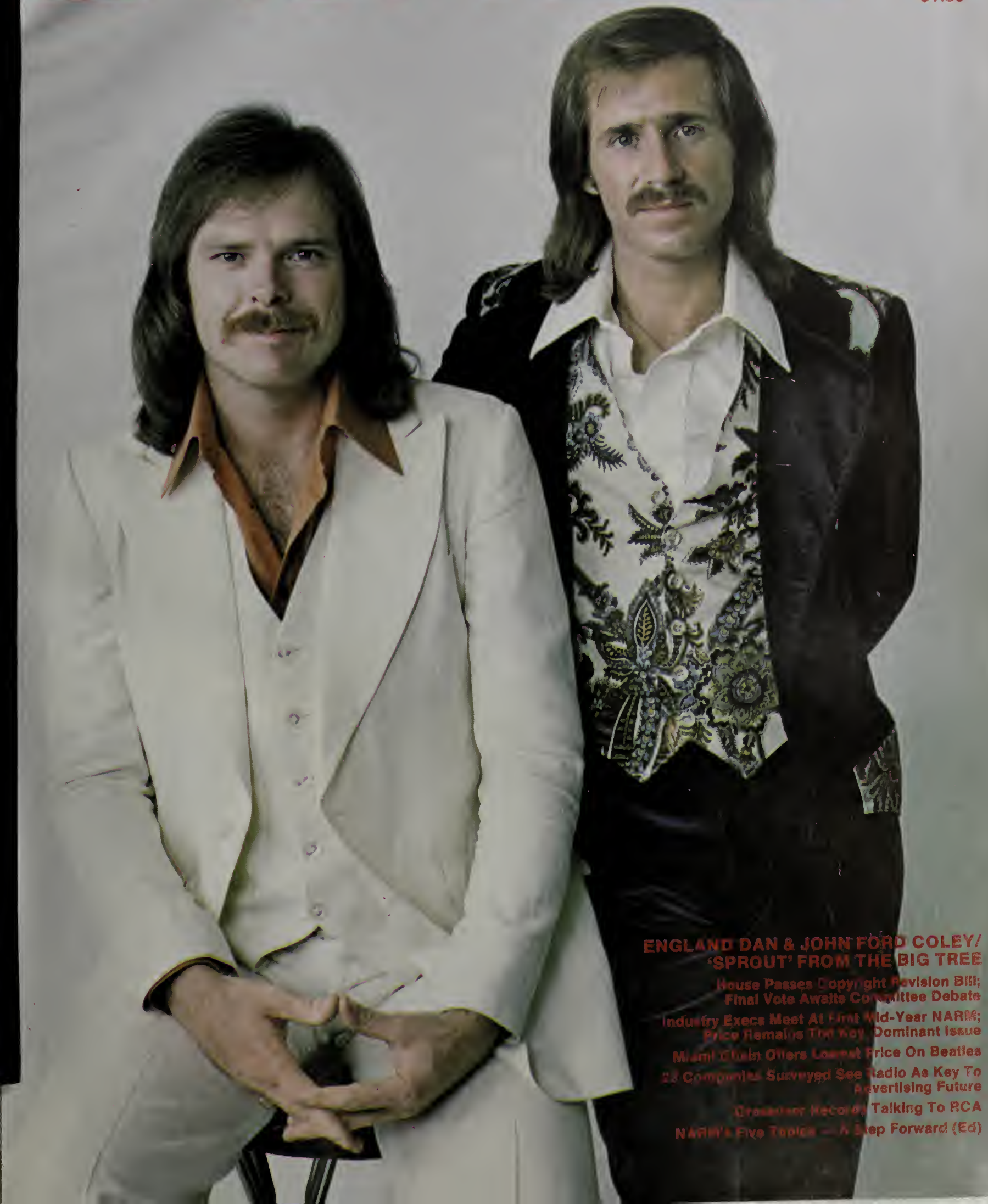


# CASH BOX

October 2, 1976

NEWSPAPER

\$1.50



**ENGLAND DAN & JOHN FORD COLEY/  
'SPROUT' FROM THE BIG TREE**

House Passes Copyright Revision Bill;  
Final Vote Awaits Committee Debate  
Industry Execs Meet At First Mid-Year NARM;  
Price Remains The Key Dominant Issue  
Miami Chain Offers Lowest Price On Beatles  
23 Companies Surveyed See Radio As Key To  
Advertising Future  
Grosser Records Talking To RCA  
NARM's Five Topics — A Step Forward (Ed)



**Take a look  
into "Private Eyes."  
By Tommy Bolin.**

There are many ways of looking at things. One important way (especially when you're dealing with music) is with your ears.

Look then, at Tommy Bolin. His reputation among today's guitarists is hard to match. Because his dazzling work has embellished every band he has ever been a member of—from the James Gang to Deep Purple.

Now. Look at "Private Eyes".<sup>PC 34329</sup>

Tommy Bolin's debut Columbia recording features Mark Stein (Vanilla Fudge) on keyboards and Norma Jean Bell (Mothers of Invention) on saxophone.

Together with Tommy, they make a synthesis of metal and jazz/soul that is fascinating.

**Tommy Bolin.**

**His new album is "Private Eyes" and this one is no teaser.**

**On Columbia Records and Tapes.**

**TOMMY BOLIN  
PRIVATE EYES**

including:

Post Toastee/Shake The Devil  
Gypsy Soul/Sweet Burgundy  
You Told Me That You Loved Me



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VOLUME XXXVIII — NUMBER 20 — October 2, 1976

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## *cash box editorial*

### Five Key Topics for NARM '77

It was indeed a pleasure to hear the list of five subjects proposed by NARM as major topics of discussion at its 1977 convention. They are down-to-earth, realistic, and indicative of the problems and challenges facing the record industry.

The first, radio, has become an important topic for our industry year-round. The tightening of play-lists, changing formats — and the fact that radio competes with records at the consumer level — make the subject a natural.

Advertising is also an important consideration for the industry. How much is enough? How much is too much? Where should the dollars be spent? Radio vs. print? What ads make people buy records? We'd like to hear some answers (or at least some conjectures) to these questions.

Black music and black radio. What more can you say? This category of music, if it can be called a category at all, is pushing 30-40% of overall record sales. We'd also like to hear the answers as to what the industry is doing to develop the black consumer...

Pricing has been, is, and will be an issue. THE ISSUE, for evermore. Yet, too often, price is the only factor used in selling and/or merchandising records. Marketing does not necessarily mean using a price to advertise itself. This is certainly one issue the industry should and must hear more on.

And finally, there is the videodisc. Competing systems and all, there is much to be said for the videodisc and the emerging video technology. We are sure that record manufacturers, wholesalers and retailers would like to share a piece of the videodisc pie, both as producers and distributors.

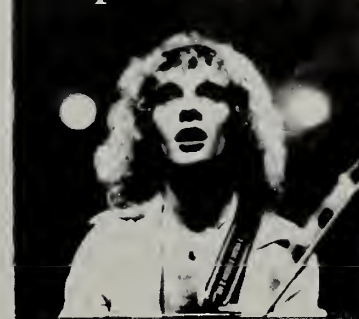
Each one of these subjects could fill volumes. And many of the issues are interrelated. But these are not once-a-year issues. Objective and factual coverage of all of these issues is necessary on a weekly basis.

We commend NARM for its excellent, timely topics. It will give us great pleasure to report on them from now through next March and the 1977 NARM convention.



**NUMBER ONE**  
**SINGLE OF THE WEEK**  
LOWDOWN  
BOZ SCAGGS  
Columbia 3-10367  
Writers: B. Scaggs, D. Paich  
Pub: Boz Scaggs/Hudmar-ASCAP

**Frampton Comes Alive!**



**NUMBER ONE**  
**ALBUM OF THE WEEK**  
FRAMPTON COMES ALIVE  
PETER FRAMPTON  
A&M SP-3703

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# CASH BOX TOP 100 SINGLES

October 2, 1976

Rank	Song	Artist	Weeks On Chart			Rank	Song	Artist	Weeks On Chart			Rank	Song	Artist	Weeks On Chart			
			9/25	9/18	Chart				9/25	9/18	Chart				9/25	9/18	Chart	
1	LOWDOWN	BOZ SCAGGS (Columbia 3-10367)	2	3	14	34	ONE LOVE IN MY LIFETIME	DIANA ROSS (Motown M1398F)	36	42	10	68	A DOSE OF ROCK 'N' ROLL	RINGO STARR (Atlantic 3361)	—	—	1	
2	SHAKE YOUR BOOTY	KC & THE SUNSHINE BAND (TK 1019)	1	2	13	35	YOU ARE THE WOMAN	FIREBALL (Atlantic 3335)	42	53	8	69	LOVE OF MY LIFE	GINO VANNELLI (A&M 1861)	74	82	5	
3	A FIFTH OF BEETHOVEN	WALTER MURPHY & THE BIG APPLE (Private Stock 45073)	4	5	20	36	GET THE FUNK OUT OF MY FACE	BROTHERS JOHNSON (A&M 1851S)	44	52	8	70	STREET SINGIN'	LADY FLASH (RSO/Polydor RS 852)	53	39	12	
4	DISCO DUCK (PART 1)	RICK DEES AND HIS CAST OF IDIOTS (RSO/Polydor RS 857)	5	8	8	37	WHO'D SHE COO	OHIO PLAYERS (Mercury 455)	35	35	13	71	QUEEN OF MY SOUL	AVERAGE WHITE BAND (Atlantic 3354)	75	83	5	
5	DEVIL WOMAN	CLIFF RICHARD (Rocket/MCA 40574)	6	7	15	38	SUNRISE	ERIC CARMEN (Arista AS 0200)	38	40	7	72	DOCTOR TARR & PROFESSOR FETTER	ALAN PARSONS PROJECT (20th Century TC 2297)	58	54	11	
6	IF YOU LEAVE ME NOW	CHICAGO (Columbia 3-10390)	7	9	9	39	LOVE SO RIGHT	BEE GEES (RSO 859)	52	79	3	73	CAN YOU DO IT	GRAND FUNK RAILROAD (MCA 40590)	70	73	9	
7	STILL THE ONE	ORLEANS (Asylum E45336)	8	11	11	40	IT'S O.K.	BEACH BOYS (Reprise/WB 1368)	43	51	6	74	IT'S ONLY LOVE	ZZ TOP (London 5N-241)	79	88	5	
8	PLAY THAT FUNKY MUSIC	WILD CHERRY (Epic/Sweet City 8-50225)	3	1	17	41	THIS ONE'S FOR YOU	BARRY MANILOW (Arista 0206)	59	72	3	75	MESSAGE IN OUR MUSIC	O'JAYS (Phila. Int'l. ZS 8-3601)	81	90	4	
9	A LITTLE BIT MORE	DR. HOOK (Capitol 4280)	9	10	16	42	JUST TO BE CLOSE TO YOU	COMMODORES (Motown 1402)	56	74	4	76	HOWZAT	SHERBET (MCA 40610)	73	81	5	
10	GETAWAY	EARTH, WIND & FIRE (Columbia 3-10373)	11	14	12	43	THE BEST DISCO IN TOWN	RITCHIE FAMILY (Marlin/TK 3306)	51	69	5	77	MR. MELODY	NATALIE COLE (Capitol 4238)	84	93	3	
11	SHE'S GONE	HALL & OATES (Atlantic 45-3332)	12	16	12	44	KISS AND SAY GOODBYE	MANHATTANS (Columbia 3-10310)	28	27	24	78	YOU GOTTA MAKE YOUR OWN SUNSHINE	NEIL SEDAKA (Rocket/MCA PIG 40614)	83	89	3	
12	I ONLY WANNA BE WITH YOU	BAY CITY ROLLERS (Arista AS 0205)	14	23	5	45	I GOT TO KNOW	STARBUCK (Private Stock PS 45104)	54	64	5	79	BRAND NEW LOVE AFFAIR	JIGSAW (Chelsea 3043)	82	91	5	
13	MAGIC MAN	HEART (Mushroom M7011)	15	19	13	46	TURN THE BEAT AROUND	VICKI SUE ROBINSON (RCA PB 10562)	31	31	22	80	THE END IS NOT IN SIGHT	AMAZING RHYTHM ACES (ABC/Dot 12202)	85	94	3	
14	ROCK'N ME	STEVE MILLER BAND (Capitol 4323)	20	25	8	47	AFTERNOON DELIGHT	STARLAND VOCAL BAND (Windsong/RCA 10588)	33	28	23	81	I NEVER CRY	ALICE COOPER (Warner Bros. WBS 8228)	94	—	2	
15	THAT'LL BE THE DAY	LINDA RONSTADT (Asylum E43340)	18	22	7	48	DO YOU FEEL	PETER FRAMPTON (A&M 1867)	—	—	1	82	LET'S ROCK	ELLISON CHASE (Big Tree/Atlantic 16072)	86	95	6	
16	WHAM BAM	SILVER (Arista 0189)	16	18	15	49	TAKE A HAND	RICK SPRINGFIELD (Chelsea CH 3051)	47	50	7	83	JEANS ON	DAVID DUNDAS (Chrysalis CHS 2094)	89	98	3	
17	I'D REALLY LOVE TO SEE YOU TONIGHT	ENGLAND DAN & JOHN FORD COLEY (Big Tree/Atlantic BT 16069)	10	4	16	50	THE RUBBER BAND MAN	SPINNERS (Atlantic 3355)	63	78	4	84	FREE SPIRIT	ATLANTA RHYTHM SECTION (Polydor PD 14339)	88	97	4	
18	WITH YOUR LOVE	JEFFERSON STARSHIP (Grunt/RCA 10746)	13	13	10	51	GET CLOSER	SEALS & CROFTS (Warner Bros. 8190)	34	30	26	85	DON'T THINK... FEEL	NEIL DIAMOND (Columbia 3-10405)	90	—	2	
19	SUMMER	WAR (United Artists XW 834Y)	17	15	13	52	YOUNG HEARTS RUN FREE	CANDI STATON (Warner Bros. 8181)	40	32	10	86	YOU DON'T HAVE TO BE A STAR (TO BE IN MY SHOW)	MARILYN McCOO & BILLY DAVIS (ABC 12208)	—	—	1	
20	BETH	KISS (Casablanca NB 863)	25	38	6	53	SUPERSTAR	PAUL DAVIS (Bang 726)	46	41	9	87	I'LL PLAY THE FOOL	DR. BUZZARD'S ORIGINAL SAVANNAH BAND (RCA JH 10762)	92	—	2	
21	YOU SHOULD BE DANCING	BEE GEES (RSO/Polydor RS 853)	19	6	14	54	NADIA'S THEME (THE YOUNG AND THE RESTLESS)	BARRY DE VORZON & PERRY BOTKIN, JR. (A&M 1856)	66	77	5	88	GOOFUS	CARPENTERS (A&M 1859)	91	—	2	
22	FERNANDO	ABBA (Atlantic 3360)	29	44	6	55	I'M EASY	KEITH CARRADINE (ABC 12117)	41	34	22	89	LOVE ME	YVONNE ELLIMAN (RSO/Polydor 858)	—	—	1	
23	DON'T GO BREAKING MY HEART	ELTON JOHN & KIKI DEE (Rocket/MCA PIG 40585)	22	17	16	56	MORE THAN A FEELING	BOSTON (Epic 8-50266)	71	86	4	90	POPSICLE TOES	MICHAEL FRANKS (Reprise/WB RPS 1360)	69	65	10	
24	(DON'T FEAR) THE REAPER	BLUE OYSTER CULT (Columbia 3-10384)	32	47	10	57	SHOWER THE PEOPLE	JAMES TAYLOR (WB 8222)	50	49	9	91	I CAN'T LIVE IN A DREAM	OSMONDS (Polydor PD 14348)	93	—	2	
25	THE WRECK OF THE EDMUND FITZGERALD	GORDON LIGHTFOOT (Reprise 1369)	37	56	5	58	ANYTHING YOU WANT	JOHN VALENTI (Ariola America/Capitol 7625)	67	76	8	92	TEDDY BEAR'S LAST RIDE	DIANA WILLIAMS (Capitol 4317)	97	—	2	
26	SAY YOU LOVE ME	FLEETWOOD MAC (Reprise/WB 1356)	21	12	14	59	GIVE IT UP (TURN IT LOOSE)	TYRONE DAVIS (Columbia 3-10388)	65	71	6	93	STAND TALL	BURTON CUMMINGS (Portrait/Columbia 6-70001)	—	—	1	
27	YOU'LL NEVER FIND ANOTHER LOVE LIKE MINE	LOU RAWLS (Phila. Int'l./Epic ZS 8-3592)	24	21	19	60	LIKE A SAD SONG	JOHN DENVER (RCA PB 10774)	64	75	4	94	LOVE BALLAD	LTD (A&M 1847)	99	—	2	
28	HEAVEN MUST BE MISSING AN ANGEL	TAVARES (Capitol 4270)	23	20	18	61	LET HER IN	JOHN TRAVOLTA (Midland Int'l./RCA 10623)	45	36	12	95	GIVE ME YOUR MONEY	BACHMAN-TURNER OVERDRIVE (Mercury 73843)	96	—	2	
29	LET 'EM IN	WINGS (Capitol 4293)	26	24	15	62	HARD WORK	JOHN HANDY (ABC/Impulse 31005)	48	48	16	96	JULIE ANN	GINGER SHOCK (Janus 3)	95	100	3	
30	BABY, I LOVE YOUR WAY	PETER FRAMPTON (A&M 1832)	27	26	15	63	ROCK AND ROLL MUSIC	BEACH BOYS (Reprise/WB RPS 1354)	49	37	18	97	YOU ARE MY LOVE	LIVERPOOL EXPRESS (Atco 7058)	98	—	2	
31	MUSKRAT LOVE	CAPTAIN & TENNILLE (A&M 1870)	60	—	2	64	DON'T STOP BELIEVIN'	OLIVIA NEWTON-JOHN (MCA 40600)	62	57	9	98	GOOD NIGHT AND GOOD MORNING	JIM CAPALDI (Island IS-067)	—	—	1	
32	THIS MASQUERADE	GEORGE BENSON (WB 8209)	30	29	18	65	YOU ARE MY STARSHIP	NORMAN CONNORS (Buddah 542)	77	92	3	99	MADE TO LOVE YOU	GARY WRIGHT (Warner Bros. 8250)	100	—	2	
33	DID YOU BOOGIE (WITH YOUR BABY)	FLASH CADILLAC & THE CONTINENTAL KIDS (Private Stock PS 45079)	39	45	12	66	HARVEST FOR THE WORLD	ISLEY BROTHERS (T-Neck/Epic 2261)	72	80	6	100	MY SWEET SUMMER SUITE	LOVE UNLIMITED ORCHESTRA (20th Century)	—	—	1	
						67	IT'S A LONG WAY THERE	LITTLE RIVER BAND (Harvest/Capitol P4318)	76	—	2							

## ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Dose Of Rock 'N' Roll (Bloomsbury — BMI) .....	68	Goodnight (Young Ideas/Chappell — ASCAP) .....	98	Let's Rock (Kaskat — BMI) .....	82	Still The One (Siren — BMI) .....	7
A Fifth Of Beethoven (RFT — BMI) .....	3	Goofus (Leo Feist — ASCAP) .....	88	Like A Sad (Cherry Lane — ASCAP) .....	60	Street Singin' (Kamakazi/Angel Dust — BMI) .....	70
Afternoon Delight (Cherry Lane — ASCAP) .....	47	Hard Work (Hardwork — BMI) .....	62	Love Ballad (Unichappell — BMI) .....	94	Summer (Far Out — ASCAP) .....	19
A Little Bit (By Gosh — ASCAP) .....	9	Harvest For (Bovina — ASCAP) .....	66	Love Me (Unichappell — BMI) .....	89	Sunrise (CAM USA — BMI) .....	38
Anything You Want (Minta — BMI) .....	58	Heaven Must Be (Bull Pen/Perren Vibes — BMI/ASCAP) .....	68	Love Of (Almo/Gino — ASCAP) .....	69	Superstar (Web IV — BMI) .....	53
Baby, I Love (Almo/Fram-Dee — ASCAP) .....	30	Howzat (Canberra — BMI) .....	76	Love So Right (Stigwood — BMI) .....	39	Take A Hand (Portal/Pocket Full of Tunes — BMI) .....	49
Beth (Cafe Amer./Kiss Songs — ASCAP) .....	20	I Can't Live (Silver Blue/Arnold J — ASCAP) .....	91	Lowdown (Boz Scaggs/Hudmar — ASCAP) .....	1	Teddy Bear's Last (Cedarwood — BMI) .....	92
Brand New (Coral Rock/American Dream/Bolsize — ASCAP) .....	79	I'd Really Love To (Dawnbreaker — BMI) .....	17	Made To Love (Warner Bros. — ASCAP) .....	99	This Masquerade (Skyhill — BMI) .....	15
Can You Do It (Jobete — ASCAP) .....	73	If You Leave (Big Elk/Polish Prince — ASCAP) .....	6	Magic Man (Aandorra — ASCAP) .....	13	This One's For (Kamakazi — BMI) .....	41
Devil Woman (Unichappell — BMI) .....	5	I Got To (Brother — BMI) .....	45	Message (Mighty Three — BMI) .....	75	Turn The Beat (Sunbury/Dunbar — BMI) .....	46
Did You Boogie (Goblet — BMI) .....	33	I'll Play (Pink Pelican — ASCAP) .....	87	More Than (Pure Songs — BMI) .....	56	Wham Bam (Colgems — ASCAP) .....	16
Disco Duck (Stafree — BMI) .....	4	I'm Easy (Amer. B'casting/Lion's Gate/Easy — ASCAP) .....	55	Mr. Melody (Jay's Ent./Chappell — ASCAP) .....	77	Who'd She Coo (Tight — BMI) .....	37
Do You Feel (Almo/Fram-Dee — ASCAP) .....	72	I Never Cry (Ezra/Early Frost — BMI) .....	81	Muskrat Love (Wishbone — ASCAP) .....	31	With Your Love (Diamondback — BMI) .....	18
Don't Fear (B.O. Cult — ASCAP) .....	24	I Only Wanna (Chappell — ASCAP) .....	12	My Sweet Summer (Sa-vette/January — BMI) .....	100	You Are My Love (Warner Bros. — ASCAP) .....	97
Don't Go Breaking (Big Pig/Leeds — ASCAP) .....	23	It's A Long (Australian Tumbleweed — BMI) .....	67	Nadia's Theme (Screen Gems/Col. — BMI) .....	54	You Are My (Electrocord — ASCAP) .....	65
Don't Stop Believin' (John Farrar — BMI) .....	64	It's OK (Brother — BMI) .....	40	One Love (Jobete — ASCAP) .....	34	You Are The (Stephen Stills — BMI) .....	35
Don't Think (Stonebridge — ASCAP) .....	85	It's Only Love (Hamsten — BMI) .....	74	Play That Funky (Bema/Blaze — ASCAP) .....	8	You Don't Have (Groovesville — BMI) .....	86
Do You Feel (Almo/Fram-Dee — ASCAP) .....	48	Jeans On (Moth/Dick James — BMI) .....	83	Popsicle Toes (Mississippi Mud — BMI) .....	90	You Gotta Make (Don Kirshner — BMI) .....	78
Fernando (Art Work — ASCAP) .....	22	Julie Ann (Martin/Coulter — ASCAP) .....	96	Queen Of My (Average — ASCAP) .....	70	You'll Never Find (Mighty Three — BMI) .....	27
Free Spirit (Low-Sal — BMI) .....	84	Just To Be (Jobete/Commodores — ASCAP) .....	42	Rock And Roll Music (Arc — BMI) .....	63	Young Hearts Run Free (DaAnn — ASCAP) .....	52
Getaway (Kalimba — ASCAP) .....	10	Kiss And Say Goodbye (Nattahnam/Blackwood — BMI) .....	44	Rock'n Me (Sailor — ASCAP) .....	14	You Should (Casserole/Unichappell — BMI) .....	21
Get Closer (Dawnbreaker — BMI) .....	51	Let 'Em In (ATV — BMI) .....	29	Say You Love Me (Genton — BMI) .....	26		
Get The Funk (Kidada/Goulgris — BMI) .....	36	Let Her In (Midsong — ASCAP) .....	61	Shake Your (Sherlynn — BMI) .....	2		
Give It Up (NY Times/Content/Little Bear's — BMI) .....	59			She's Gone (Unichappell — BMI) .....	11		
Give Me Your Money (Ranbach — BMI) .....	95			Shower The People (Country Road — BMI) .....	57		
				Stand Tall (Shillelagh — BMI) .....	93		

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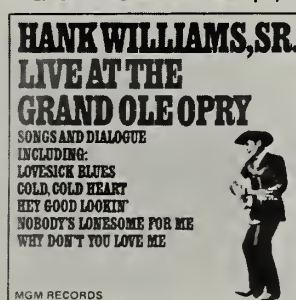
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"14 Greatest Hits"



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Hank Williams Sr.  
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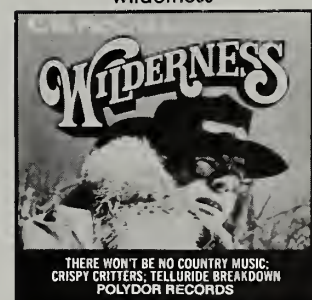
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Musicassette CT-1-5019

C. W. McCall  
"Black Bear Road"



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great artists of our time.  
Paul Anka "The Painter."  
His new album on United  
Artists Records and Tapes.

## Clive Davis Gets Maximum Fine: No Prison Term

NEW YORK — Clive Davis, president of Arista Records, was fined \$10,000 for income tax evasion at the Federal District Court here Thursday, September 23. The 1972 offense, dating from the time Davis was president of CBS Records, also carried a maximum penalty of five years' imprisonment, although Judge Thomas P. Griesa chose not to impose a jail sentence.

Judge Griesa criticized the consumer press for the "appalling publicity" given the case, especially publicity which linked Davis with charges of which every investigation had proved him innocent. "His crime," the judge declared, "was of a very limited nature, and has nothing to do with allegations of payola, organized crime, et cetera." In suspending the jail term, Griesa

*continued on pg. 20*

## House Passes Copyright Revision 216-7; Final Vote Awaits Committee Decision

WASHINGTON, D.C. — The 435-member House of Representatives passed the Copyright Revision Bill 216-7 last week. Three members voted present (abstaining).

A House-Senate conference committee must now reconcile the differences between the two versions of the bill, which revamps the country's outdated copyright laws. No difficulty is expected in conference, and easy final passage by House and Senate early this week is predicted. Congress adjourns this week on October 2, not October 9 as reported last week.

The bill zipped through a late-night session, with all amendments but one shouted down. Added was an amendment that would increase the number of allowable ephemeral (temporary) sound recordings for handicapped persons from one to ten

copies. **by Rebecca Moore**

A contingent of Pennsylvania congressmen offered a number of cable TV amendments (Pennsylvania has a large cable viewing audience). But cable did not prove to be the threat to the carefully-worded compromise bill that it was when the House last considered copyright in 1967. The cable amendments failed.

Both Republican and Democratic members rose to support the bill in a bipartisan effort to push it through. Judiciary Committee chairman Rodino (D.-N.J.) admitted "no one was entirely happy, but everyone was satisfied." Representative Tom Railsback (R.-Ill.) added, "A good compromise satisfies no one but is acceptable to everyone."

The revision bill, working its way through

Congress since 1965, adds a number of new royalties that resulted from negotiations between various special interests. Jukebox, cable, and public TV royalties are added. A newly-established Copyright Royalty Commission will review these rates, as well as the increased mechanical royalty up from 2¢ to 2½¢ per song per record. Additionally, the term of copyright is raised from 2-28 year terms to life-plus-fifty.

Representative Danielson (D.-Cal.) went to bat for the jukeboxes on the floor claiming that "jukeboxes have passed their prime with the advent of TV and the decay of the inner city . . . Revenue and the number of jukeboxes have fallen off tremendously."

Danielson felt the new \$8 dollar per box yearly fee was "probably very appropriate."

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## Industry Execs Meet At 1st Mid-Year NARM; Price Remains The Key, Dominant Issue

**by Gary Cohen**

CHICAGO — 250 record industry executives, from both the manufacturing and merchandising ends of the business met here Sept. 21-23 for the first mid-year meeting of NARM. Previously, there had been separate meetings at various times in different cities for the individual get-togethers of independent distributors and manufacturers, rack jobbers and retailers.

Also unique to this year's NARM was the first meeting of the Young Turks Club, a group of some of NARM's younger members who are looking to effect changes in some of NARM's operations. This unofficial

committee will be expanded over the next few months and will ultimately have formal meetings and representatives. It was also at the Young Turks meeting that many of the details of next year's convention were revealed.

The main complaint of both rack jobbers and independent distributors continues to be price. One unnamed rack jobber claimed the manufacturers are "hiding their heads in the sand" on the pricing issue, and the rack jobbers meeting featured a discussion between Rick Frio,

vice president of marketing for MCA, and Amos Heilicher, president of the Heilicher Bros./J.L. Marsh operation, on MCA's pricing categories. There were continued comments from the racks that their accounts are seriously considering exiting the record business, and they asked rhetorically if that's what it will take to restore the functional discount to its true meaning.

On the retail side, the lowball prices were once again denounced — especially by the racks. "How can we charge our accounts \$4.24 for records, when the guy down the

*continued on pg. 16*

## ASCAP's Adams Hails Copyright Revision

NEW YORK — "Today's passage of the new copyright bill by the House of Representatives is a major step forward for the men and women who create and publish America's music," president Stanley Adams of the American Society of Composers, Authors and Publishers said in Los Angeles on receiving word of the congressional action. "ASCAP has spearheaded the drive to revise the obsolete 1909 statute, and has worked hard for more than 30 years in cooperation with other organizations representing musical and literary talents to secure revision of the 67-year-old law that has long denied economic

*continued on pg. 16*

## Major Record Company Survey Indicates Advertising Support For Radio Growing In Relation To TV, Print

**by J.B. Carmicle**

LOS ANGELES — Stan Cornyn's "The Day Radio Died" speech at the 1975 NARM convention was thought-provoking, to be sure, but if major record companies continue to spend their advertising dollars in the same ratios they do now, that day is probably a long time off. In fact, Skid Weiss, national advertising director for WEA, told **Cash Box** recently that the 60-40 ratio that once favored print advertising at WEA has now in fact reversed itself, with radio getting the lion's share of ad dollars. Columbia Records' vice president of marketing, Don Dempsey, indicated that radio's expanding stronghold on Columbia's advertising budget has come about because the medium has traditionally exposed and broken new artists and most importantly, because "people buy what they hear."

In our own survey of major labels, **Cash Box** has discovered that radio is thought to be more effective than print for exposing and describing records to potential buyers. Label marketing executives agreed with Weiss and Dempsey that the "aural portrait" radio provides for an artist can't be as effectively duplicated by the medium of print, primarily because print can't transmit an "audio feeling" of what an album or an

artist is all about. The theories that a product should be marketed in the medium in which it exists, that radio is the only effective medium in which to expose a new artist, and that radio airplay enhances record company ads for its product were so widespread throughout the companies contacted that the suggestion that the need for radio might someday be obviated was received with genuine amusement.

"Because radio can give you a specific audience — since there are so many different formats aiming toward different sets of listeners — it's a medium we're now trying to utilize more," Skid Weiss said, responding to a **Cash Box** article titled "WEA Shuts Off NYC Print Ads" (see **CB**, Aug. 24). In that article, it was learned that the NYC branch of WEA had placed a temporary ban in the NYC area on co-op newspaper advertising. The ban, believed to be for a three-month period that began July 1, is still in effect and requires that retailers use their co-op ad dollars on radio only.

"We wanted to dramatize the fact that the media mix in that area was so terrible," Weiss said. "It was totally out of line for the bulk of ad dollars to go to print in New York City when only 4 or 5% was going into radio. The accounts were more comfortable with print . . . they felt they got a better impact with print, but we felt it was out of balance." Weiss also stressed, as did Marv Helfer of Chrysalis, that "we're picking up 100% of the time and space for those ad buys." He noted also, like Helfer, that there was no such thing as co-op anymore, at least not in the sense that the retailers or distributors picked up part of the expense. Weiss estimated that prior to the WEA print hiatus in NYC ad ratio was 25% radio and 75% print,

but stressed that ideally it should be a 50-50 split between the two, and made no secret of the fact that this was the goal WEA was working toward. "We're in the sound business," Weiss continued, "and it's about time we recognized that fact."

"We never ask one source of media to accommodate what we want to do," stated Don Dempsey, Columbia Records' vice president of marketing. Dempsey told **CB** that in any national ad campaign "we know exactly what media we're buying," and claimed Columbia's purchase of advertis-

ing depended upon which media vehicle could best sell the artist. Dempsey said that television has been used very effectively in following up a live appearance; television time buys were high successes on stations where Neil Diamond had soldout concerts on his last tour. Classical records are most effectively marketed in print, according to Dempsey, because much more can be said about them in that medium than on a one-minute radio spot. "We have such a balance in our advertising roster that it would be impossible to eliminate print because we do have certain artists who do

*continued on pg. 18*

## Miami Chain Offers Lowest Price On Beatles' 2-LP Set

**by Ken Terry & Julian Shapiro**

Lauderdale.

**Spot Check Of Area Retailers**

NEW YORK — The Gold Triangle retail chain, a division of Federated Department Stores, Inc., with units in Miami, Tampa and Orlando, Florida, advertised "Frampton Comes Alive" and the Beatles' "Rock 'N' Roll Music," both 2-LP sets, for \$3.99/\$4.99 tape last week. This price for the Beatles' release (listed at \$10.98) is a dollar less than the lowest price which **Cash Box** has observed since its survey of 20 major metropolitan markets began. The price for the Frampton release is among the lowest which has been noted during that period.

According to a Gold Triangle spokesman, the "giveaway" was a response to stiff competition, especially from Specs, an independent dealer of records and tapes which has five units in the Miami area. Peaches was also mentioned as a formidable competitor with Gold Triangle's store in nearby Fort

A spot check of local retailers revealed that none of them has offered either the Frampton or the Beatles release for any price approaching that of Gold Triangle's recent sale figure. Peaches in Fort Lauderdale has been selling the Frampton album for \$5.96 and "Rock 'N' Roll Music" for \$9.98. The comparable figures at Specs' Dadeland store, located right across the street from a Gold Triangle unit, have been \$5.88 for "Frampton Comes Alive" and \$6.99 for the Beatles album ever since both releases appeared in the store. Although a record department manager in one of Gold Triangle's stores said he thought that either J.C. Penney's or Jefferson's (an area department store) had sold "Rock 'N' Roll Music" for \$3.99, representatives from

*continued on pg. 37*

## TK Expands To NY

NEW YORK — TK Records has established a major operational division in New York City, according to Henry Stone, president of the company. The new division will be responsible for all national TK publicity and disco promotion.

In line with this corporate expansion, Ray Caviano has been appointed as national director of press and disco promotion, reporting directly to Stone. The New York office is located at 65 East 55th Street.

*“Hey,  
did you hear  
the new Quincy Jones  
album?”*



**“Yeah,  
I heard that!”**

**QUINCY JONES I HEARD THAT!**



The new Quincy Jones album, **“I Heard That!”**, is a further exploration into The Musical World of Quincy Jones. A specially priced 2-record set featuring Quincy, The Brothers Johnson, his newest discovery The Wattline, and over one hundred of the world’s greatest musicians. **On A&M Records & Tapes**



SP 3705

Produced by Quincy Jones for Quincy Jones Productions



## FRONT COVER



England Dan and John Ford Coley have only recently become a "name" act, and their breakout credentials are impressive, to say the least. "I'd Really Love To See You Tonight," their first single on Big Tree Records, distributed by Atlantic, reached a #4 bullet apex on the **Cash Box** Top 100, and their album "Nights Are Forever" continues to bullet at #40 this week. And, although their catchy melodies and infectious harmonies may be something new to the greater majority of music fanatics, they have been steadily rising in the ranks for some time.

Shortly after their first west coast appearance at the Ice House in Pasadena, the Texas-born duo was signed to their first recording contract. Although their debut album was not a total financial success, their first single, "New Jersey," got adds and jumps on Top 40 stations throughout the country.

Their next big break came when they wangled their way aboard a bill with Elton John in Wisconsin. This led to a tour of England with Elton, where the pair was warmly received. Since then, they have toured the U.S. extensively with Bread, Chicago, Carole King, Seals & Crofts and Three Dog Night.

While their second single did well on the international market, it was not until signing with Big Tree that Danny and John really began to happen. As "I'd Really Love To See You Tonight" approaches gold status, their new single, "Nights Are Forever Without You," ships this week.

England Dan, who was born Danny Seals, brother of Jimmy Seals of Seals & Crofts, has been making music since the age of four, when he played fiddle with his brother and guitarist father. John Edward Coley, a self-taught musician who had originally set his sights on becoming a classical pianist, has used his background in composing many of his melodies. Between them, Danny and John possess a range of talents and professionalism which should carry them over the threshold of superstardom.

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## NARM Study Documents Low Album Prices

CHICAGO — In the latest of the NARM research studies conducted by Joe Cohen, the low prices charged for records in the northeast have been documented, and to nobody's surprise the most popular selling price for a group of 10 hit albums was \$3.99. The lowest price charged was \$2.95, the highest price was at list, \$6.98, and the average price charged was \$4.94. And furthermore, again to nobody's surprise, the average price charged by discount and department stores was \$5.20, 40¢ more than the average \$4.80 charged by record stores.

From a regional standpoint, the lowest prices charged are in New York City, where the average price charged was \$4.52. Next were the Washington, D.C. and Massachusetts areas, at \$4.95 average. In upstate New York, however, the average price charged was \$5.46 an album, or almost \$1

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## Lieberman, Now 5th Largest Account, Meets In Wisconsin

LAKE GENEVA, WISC. — More than 150 members of the Lieberman Enterprises Organization, from home office executives down through rack account salesmen and supervisors, along with record company executives and guests, convened for the Lieberman Ent. annual convention, Sept. 19-22. The convention came on the heels of what president David Lieberman called "a very hectic summer, when we grew from a small company into a large company," based on the acquisitions of the Musical Isle operations in St. Louis and Kansas City, and the addition of a number of new rack accounts, including the Sears, Roebuck & Co. operation. As a result of these additions the Lieberman operation is understood to have grown into the fifth largest record merchandiser nationally and the fourth largest rack jobber.

At the opening business session, Lieberman told the assembled that their latest

## No Political Link Seen In Palladium Bomb Explosion

by Phil DiMauro

NEW YORK — Less than a week after reopening its doors to rock concerts on 14th Street in Manhattan, the Palladium suffered damage when a bomb exploded at its front entrance in the early morning of Thursday, September 23. Luckily, the interior of the structure was not affected by the bomb, which merely shattered some glass in the front doors, the display cases and the mirrored lobby.

The police have yet to apprehend any suspects in the incident. However, the New York press has suggested that it was connected to an attempted bombing that occurred at the theater in July. At that time, three suspects, later identified as anti-Castro Cubans, were discovered allegedly lighting the fuse of an explosive device in front of the theater. The attempt was reportedly motivated by a pro-Castro rally which the suspects said had been scheduled to

take place at the theater.

### Hassaneim Denies Connection

Questioned as to his feelings on the motive for the recent bombing, Richard Hassaneim of UA Theaters, owner of the Palladium Theater, commented, "I can see no relationship between the two incidents. The media jumped at a chance to make news; I wasn't even aware of the other (July) incident until today." Hassaneim stated that his company maintained a strict policy against patronizing any political group, and he was certain that no gathering of any political nature was scheduled at the theater for any time in the future. "To see any connection between political activist groups and the attack on this theater is simply to look at the story the wrong way," he declared, stating that he "really didn't see any motive" for the bombing. Hassaneim added that no estimates of the cost of damage were available at this time, though the theater would be opened to show films by Thursday evening. He explained that the bomb had apparently been shoved between two adjoining front door handles, and that the explosion had resulted in slight injuries to a porter who had walked over to investigate smoke at the entrance while mopping the lobby.

Ron Delsener, who is presently the exclusive concert promoter for the venue, was also at a loss for a motive. "I don't have the slightest idea why anyone would do it. I don't know who they're after." Delsener saw no need to augment his present security force, pointing to the Palladium's opening night (The Band and Chris Hillman, Sept. 18) as an evening that had proceeded with "no security problems at all." He assured **Cash Box** that the facility had been rented to no outside groups, and that he would continue to maintain strict control over the use of the theater in the future. He termed the incident "a shock and a tragedy — just as we were trying to build up a good image there." However, Delsener did not feel that the bombing posed any serious threat to the Palladium's credibility. "No concerts will be cancelled as a result of this incident."

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## Joint Industry Committee To Explore Bar Coding Issue

CHICAGO — Formation of a committee of manufacturing and merchandising executives to study the implementation of a universal numbering code and/or bar coding system was the result of a seminar jointly sponsored by RIAA and NARM on the bar coding issue. The meeting, attended by nine of the major record manufacturers, heard presentations by two different computer experts on the pros and cons of the differing coding systems.

One of the speakers, Dr. Sheilley Harrison, chief executive officer of Symbol Technologies Inc. of New York, outlined the benefits of a universal numbering system and scanning for their different segments of the industry:

### Manufacturer

- sorting
- inventory control
- shipping distribution
- returns
- sales analysis
- forecasting

### Wholesaler/Distributor

- receiving
- distribution control
- shelf rack inventory
- reorders/returns
- sales analysis

### Retailer

- checkout counter at point of sale
- inventory control
- sales analysis

### 'Needed'

"The industry definitely needs a universal numbering system," declared Herb Friedman of Ivy Hill. "The industry will be talking the same language as the food, drug, liquor and magazine industries if we adopt the same system." The computer executives present outlined the advantages such a system would have, and a committee was formed to study its feasibility separately, NARM and RIAA, who were both studying the issue, formed a joint committee of nine marketing executives to explore the issue. The companies represented on the former committee are CBS, Warner Bros., Elektra, MCA, ABC, Phonogram, London, Capitol and GRT.

In speaking of the need for a system, Dan Heilicher of Heilicher Brothers and Pickwick declared, "The study is going to be a lot of rhetoric. It should be a foregone conclusion that we need a bar code of some kind." A further comment was, "The rank and file wants you to proceed and come up with a uniform numbering system."

Privately, many executives lauded **Cash Box** for its news coverage and editorial support of bar coding as an idea whose time had come.

## Bernstein Trying To Launch Beatle Reunion

by Paul Simmons

LOS ANGELES — In the September 19 edition of the Sunday New York Times, Sid Bernstein, rock entrepreneur, took out a full page ad appealing to four of the most noted men of the music industry to come together one more time. The ad was in the form of an open letter, addressed to John, George, Paul and Ringo. Bernstein feels that the time is right for a Beatles reunion. Why else would he have gone to such an expense? Over a decade ago, he organized the first American Beatles concert at Carnegie Hall in February of 1964, and also the two highly successful shows at Shea stadium in '65 and '66. In the letter he stated, "You have made the world a happier place to live in . . . In a world that seems so hopelessly divided . . . we need a symbol of hope for the future . . . Let us change the headlines from gloom and hopelessness to music and life and a worldwide message of

*continued on pg. 17*

## Crossover Records Talking To RCA

NEW YORK — **Cash Box** has learned that Ray Charles' Crossover Records is negotiating a distribution arrangement with RCA. Further details were unavailable at press time.

# NARM'S Young Turks Meet; Plan Future Meets, Strategy

CHICAGO — The 1976 mid-year NARM convention saw the first meeting ever of the Young Turks club, designed to reflect the ideas of second generation record executives (sons of fathers in the business) along with newer executives whose viewpoints and impetus for change often do not get across at regular NARM meetings. The club, which at least at the beginning will not have a formal membership, was chaired by Sidney Silverman of United Record & Tape of Miami.

## '77 Convention Outlined

Mickey Granberg, executive director of NARM, along with Jules Malamud, president, outlined plans for the 1977 NARM convention to be held in Los Angeles from Friday, March 4 through Monday, March 7. Granberg also outlined the five topics to be explored at the convention:

1) Radio — Speakers from radio and the music industry to discuss their interdependence. 62% of the people who buy records, according to a NARM research study, buy them after hearing them on radio.

2) Advertising — Tied in with the importance of radio to the record industry. Presentations from outside advertising executives are being considered.

3) Black music and developing the black consumer.

4) Pricing — Not a discussion on how much people charge for records, but a presentation from Dr. Oxenfield of Columbia University, who will address himself to variables in marketing other than price.

5) Videodiscs, including an impartial presentation by Harry Smith of CBS Corporate on the MCA and RCA systems. In addition, MCA has offered to have a continuous presentation of their system in their hospitality suite.

In addition, seminars are planned on

merchandising other than price, bar coding and financing music business operations. Both Dr. Abraham Feinberg, the hit of last year's NARM, and Joe Smith, chairman of Elektra/Asylum Records will be returning; Smith as MC of the closing banquet ceremonies.

## Representation Sought

Dave Crockett of Father's & Son's in Indianapolis, felt that the Turks had no power and wanted representation on the NARM board. He also complained that meetings of wholesalers and retailers should not take place at the same time, as those with dual interests are not able to attend both and must choose between one and the other. His proposal was debated back and forth for more than an hour; finally it was agreed that a questionnaire be sent out to all NARM members, soliciting their comments on the Young Turks and asking for recommendations as to who will represent them. The vote capped two hours of discussion on the particular value of the Young Turks as a force in NARM.

# U.S. Courts Sentence Tape Pirates; Police Seize Infringing Product

NEW YORK — From coast to coast, the efforts of law enforcement agencies and record manufacturers to halt the traffic in pirated recordings have resulted in several seizures of pirated albums, tapes and masters. In addition, judgments were rendered against two parties that have produced and sold these illegal products.

A judgment ordering the payment of \$600,000 in compensatory damages and \$100,000 in punitive damages has been filed in the US District Court in Los Angeles against Richard Taxe and his companies, Gault Industries and Sound Sales. Richard,

# Frampton LP Cut Released As Single: AM Play Cited

by Julian Shapiro, Jeff Ray, Wayne Mareci

NEW YORK — "Do You Feel Like We Do" by Peter Frampton has recently been released as a single, debuting on the **Cash Box** top 100 singles chart at #48 with a bullet. But there are certain factors that make this record unique.

Last week, before there even was a single, the album cut from the phenomenally successful "Frampton Comes Alive" LP was the sixth most radio active "single" in a survey of secondary radio stations. That same week, it was the twelfth most added "single," added to the playlists of 8% of **Cash Box's** reporting radio stations during the week and to a cumulative total of 56% of the reporting stations to date. This week, it is the fourteenth most added "single," adding 5% of the reporting stations.

Only "Stairway To Heaven" by Led Zepelin and "Pinball Wizard" by Elton John from the motion picture soundtrack of "Tommy" received such a response on

radio prior to release of a single, and neither of them in fact was ever released as a single. But A&M Records decided to issue the Frampton cut as a single. Its number is 1867 and the time of the single is 7:19.

## Reason For The Release

The reason for the release of the single is, simply, the demand generated by the LP, according to Bob Fead, vice president of sales and marketing for A&M Records. "We expect this to be a fairly large single record." But Dee Anthony, chief executive of Bandana Management, which directs Frampton's career, was more explicit. "We decided to release the single simply because there are a lot of kids out there, believe it or not, who don't buy albums, who just buy singles. I sure do think that that's a significant enough factor to release a single."

Still, the record company was not initially convinced that release of the single was the best marketing strategy in terms of overall sales of the album package. "We talked about the release for a long time, about whether or not to release it commercially," commented Fead. "And then, after discussions with Jerry (Moss, president of A&M Records), and Peter and Dee, we decided to go ahead with it. Everybody agreed. It's going to be a hit record. In fact, it's a hit record now."

Anthony expanded on that point. "I don't discount any segment of any audience," he remarked in explaining his reason for releasing a single. "You gotta remember how this single happened. Various disk jockeys throughout the country . . . Well, somebody edited one version. They took it down to three or four minutes. Then some other station did their own edit. In fact, there are about 19 edited versions that the radio stations themselves have edited. So, we had no choice. We were getting listings from airplay and album play. Now, what we've done is Peter went in and edited his version, too, to be put out in the stores. I think we'd be idiots if we didn't have a single out there for retail consumption; I mean it's almost as logical a move as you would make. 'Cause there's a demand for it. The simple thing to do is to give them the supply."

## Radio Airplay

Radio airplay confirms that contention. Already the single is the #10 most active single in **Cash Box** with key jumps at 15 stations, including KERN (Bakersfield) 7-2, WRVQ (Richmond) an extra to #26, WNCI (Columbus) 18-12, WCAO (Baltimore) an extra to #26, KJR (Seattle) 17-11, WCOL (Columbus) 30-22 and WPGC (Washington D.C.) 15-8. Also, KJRB (Spokane) an extra to #29, KNUS (Dallas) 26-18, WING (Dayton) 36-23, KYA (San Francisco) 18-14, KCPX (Salt Lake City) an extra to #25 and KILT (Houston) 35-31. In addition, the cut is #1 at KAKC (Tulsa) and #3 at WSGA (Savannah). It has also been added this week at WFIL (Philadelphia), WLAC (Nashville), KXOK (St. Louis), KLEO (Wichita) and KRBE (Houston).

Yet, certainly the fact that so many key radio stations were playing the album cut influenced the release of the single. Commented one record company executive, "AM radio stations don't realize that airplay sells albums. If we don't have a (single) record out there, they'll go off the record. We had to come out with it." Fead elaborated on that point. "Sure it's a concern. If we didn't come out with a single, the radio stations would get off the record. Anytime a radio station is playing a record and they don't find the stock available in the stores, they would have to give it some con-

David and Rose Taxe, as well as Gault Industries, Sound Sales, Soundco Corp., and Daytax Enterprises, Inc., were also permanently enjoined from duplicating the sound recordings of 19 record companies and from infringing the copyrights of the underlying musical compositions contained in such unauthorized duplications.

Taxe, the alleged head of the nation's largest tape piracy operation, was convicted in 1974 of conspiracy, 20 counts of copyright infringement and five counts of mail fraud. He was sentenced to four years' imprisonment and fined \$26,000. In addition, Taxe was bound last June by an FTC consent order which curtailed the deceptive selling tactics of a company in which he was an officer, the California-based Sound Alike Music Corporation (**Cash Box**, June 19).

## E-C President To Jail

Meanwhile, David Heilman, president of E-C Tapes, was ordered to jail for failure to comply with a Milwaukee circuit court order to pay almost \$12,000 in attorneys' fees. Heilman had been ordered to pay the fees in January, after a court found him and E-C Tapes guilty of contempt of an injunction barring them from manufacturing, distributing, selling or advertising pirated tape recordings. The contempt ruling resulted from an ad for pirated tapes which E-C Tapes had run in the January, 1975 issue of Genesis magazine.

The attorneys' fees were incurred in the course of a suit brought against E-C Tapes by a number of record manufacturers and a countersuit which E-C Tapes filed against several manufacturers, the RIAA and NARM (**Cash Box**, June 26).

## Police Seize Pirated Tapes

In other related developments, FBI

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**ALL THAT GLITTERS IS GOLD** — The telecast of last Saturday's (18) Rock Awards Show on CBS-TV brought together a formidable collection of celebrities from the world of music and film. Earth, Wind & Fire and Fleetwood Mac were the big winners with two apiece (E,W&F for Best R&B Single, "That's The Way Of The World" and Best LP, "Gratitude"; Fleetwood Mac for Best Group and Best LP). Other award winners were: Best Male Vocalist, Paul McCartney; Best Female Vocalist, Linda Ronstadt; Best New Male Vocalist, Gary Wright; Best New Female Vocalist, Natalie Cole; Best New Group, Daryl Hall and John Oates; Public Service Award, Bob Dylan, Harry Chapin, Paul Simon, Lynyrd Skynyrd and Crosby and Nash; Best Composer, Paul Simon; Best Producer, Roy Thomas Baker and Queen; Best Single, Jefferson Starship for "Miracles"; Hall of Fame, The Beatles; and Rock Personality of the Year, Peter Frampton. Pictured at various stages of the evening are (top l.) co-host Diana Ross and Alice Cooper; (top r.) Ron Alexenburg, senior vice president, Epic Records and associated labels, executive producer of the Rockies, Don Kirshner and Bruce Lundvall, president CBS Records; (bottom l.) Harry Chapin and Sly Stone present Natalie Cole with her award; and (bottom r.) Ross and Stevie Wonder present Peter Frampton with his Rock Personality of the Year award.

# Portrait Sets Up Shop In LA

LOS ANGELES — Portrait Records, CBS Records, brand new west coast label, moved into its temporary Los Angeles headquarters at 8831 Sunset Blvd. on September 27, 1976. Sharing the newly acquired Portrait offices will be Larry Harris, vice president and general manager; Lorne Saifer, vice president A&R; Randy Brown, national director of promotion; and Jack Breschard, associate national director, press and public information.

Portrait Records' phone number is (213) 659-7000.

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A production of Philadelphia International Records.  
Produced by Kenny Gamble & Leon Huff.  
Music provided by MFSB.

# “Enjoy Yourself.”

8-50289



The debut Epic single from the group that always makes you do just that.  
The Jacksons. “Enjoy Yourself,” on Epic Records.

## BMI Computer To Raise Income;

NEW YORK — Increased performance payments to BMI's 45,000 affiliated writers and publishers are expected to result from the installation of new computers and from changes in BMI's bonus system, according to Edward N. Cramer, president of BMI.

The new computers will help augment royalties in two ways. First, they will aid in monitoring local television programs to find those that incorporate compositions licensed by BMI. Until now, this has been done solely by means of a statistical sampling system. While the sampling will continue, BMI's new equipment will make it possible to scan all program listings (in computerized form) of motion pictures and syndicated programs which currently appear each week in the 90 nationwide editions of TV Guide.

Second, because of economies facilitated by improved computerization, BMI will institute a 50 percent reduction in administrative expenses on foreign statements, lowering them from 10 percent to five percent of the sums paid by the 38 foreign societies with which BMI has

*continued on pg. 46*

## Harvard Business Prof Assesses Industry Problems

CHICAGO — Diversification may be one answer for the record industry, according to Dr. David Rebstein, a 27-year-old professor of marketing at the Harvard Business School. Rebstein spoke in place of Dr. Steven Star, who became ill and was unable to attend the convention.

As Rebstein sees it, the record industry has three strategies. The first is to recognize the market the industry has and grow with it. "We've got this segment captured, and as they grow older, we grow with them." He suggested the industry "keep artists around longer, and as musical tastes change as people get older, change with them."

The other alternative is to recognize that the industry is going after a particular target audience of a certain age. "We have to recognize that we appeal to a certain age group. Let's continue with that age group

*continued on pg. 52*

## Tapes Seized <sup>10</sup>

agents seized close to 1800 allegedly pirated tapes from Les' Bargain House in Mountain Washington, Kentucky. Also, about 9,000 allegedly pirated tapes, 800 masters and about \$12,000 worth of winding and packaging equipment were seized by FBI agents in a raid on Victory Tape Sales in North Miami Beach, Florida.

A raid by local police on the premises of T.J. Merchandise in Wauwatosa, Wisconsin, led to the seizure of approximately 1200 allegedly pirated tapes. And close to 10,000 allegedly pirated tapes were seized from 11 vendors when law enforcement officers raided the swap meet in Visalia, Calif.

### FOR SALE

Steal From Owner

Lake Encino, Calif. \$230,000 one blk. from private tennis club, a real showplace. 4 + 4 + den, 3 fireplaces, blt. in B.B.Q., park-like grounds w/fire pit. See to believe. Call for appt. (213) 346-0689 or (213) 344-6646

## EXECUTIVES ON THE MOVE



Johnson

Spitalsky

Rifkind

Colbert

**Johnson Appointed at Atlantic** — Hillery Johnson has been appointed vice president-director of special markets of Atlantic Records. He will direct all promotion and marketing aspects of R&B product for the label, as well as overseeing the direction of jazz product. Prior to this appointment, Johnson served as director of R&B product for Playboy Records in Los Angeles since 1974.

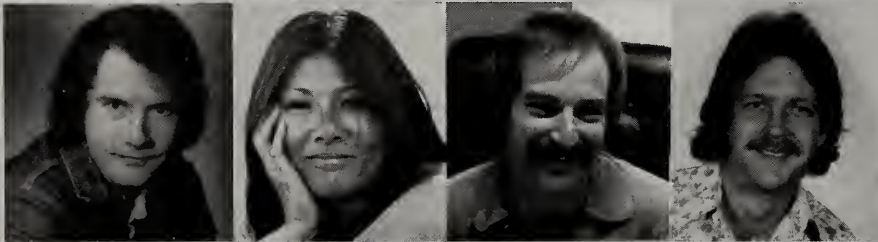
**Reorganization at Spring/Event Group** — A major reorganization at the Spring/Event group of companies has been announced. Roy Rifkind has been named president of Guardian Productions. He will also head S/E's music publishing wing, which includes Gaucho Publishing (BMI) and Sandbox Publishing (ASCAP). Simultaneously, Bill Spitalsky has been named president of Event, which was recently spun off from Spring.

**Assignments at London** — Phil Colbert has been appointed national R&B promotion manager of London Records and will be based in New York. Joe Sun has been named national country and western promotion manager and will be based in Nashville. In New York, Carolyn Nakano has been named national promotion manager. Working from Los Angeles, Bob Paiva will oversee London's Arizona, New Mexico, Colorado, Nevada, Montana, Washington, Oregon and California promotion staff in his position as west coast regional manager, while Mike Kelly, as southern regional promotion manager, will perform similar duties in the southeastern market. As promotion coordinator in New York, Tina Ball will be responsible for contacting an extensive list of secondary stations, and Hugh Surratt has been appointed Detroit promotion manager, responsible for all radio promotion in the Detroit and Michigan areas.

**Casablanca Names Feder** — Larry Feder has been appointed to the post of national album promotion director for Casablanca Records. His background includes three years at Blue Thumb Records; he'll be based in the firm's Los Angeles headquarters.

**Hamilin to UA Post** — Kenny Hamilin has been named to the post of western regional sales manager for United Artists Records and will be based in Los Angeles.

**Marks Named ASCAP Managing Director** — Paul Marks has been appointed managing



Sun

Nakano

Feder

Hart

director of the American Society of Authors and Composers. He was made director of operations for the music licensing organization in 1969, after serving as its distribution manager. Marks has served on the board of trustees of the Copyright Society of the United States and the administrative council of the International Confederation of Societies of Authors and Composers.

**Hart Added at Janus** — Jay Hart has been appointed to midwest regional promotion for Janus Records. Previously, he promoted records independently in the midwest.

**Jacobs Named at Pickwick** — Dick Jacobs has been named A&R chief for Pickwick International economy product and will be headquartered in Pickwick's Woodbury, N.Y. offices. He comes to Pickwick from Dynamic/Tele House, where he served as A&R chief.

**McAuliffe Upped at WEA** — Warner/Elektra/Atlantic Corp. has opened a sales office in Kansas City, Missouri, and has appointed Jim McAuliffe as sales manager of the Kansas City region. The newly opened office will operate out of the company's Chicago branch.

**Slamar Promoted at Caribou** — Cynthia Slamar has been named national director of secondary promotion of Caribou Records, where she has been for two years.

**Brant Joins Chrysalis** — Marley Brant has been named assistant national director of artist development and publicity for Chrysalis Records and will be located at the label's Los Angeles headquarters.

**Caviano to TK New York** — Ray Caviano has been appointed national director of press and disco promotion for TK Records, to be based at the company's newly formed New York office. Caviano has most recently been working as an independent consultant with numerous artists. He began his record industry career in executive capacities at various consumer publications, after which he was named national director of publicity for London Records. (See separate story.)

**Two Added at MCA** — Bert Bogash has been appointed to the position of senior publicist of the MCA national artist relations and publicity staff. He will be responsible for writing and servicing all official press information from MCA to both the trade and consumer press.



McAuliffe

Slamar

Brant

Bogash

Barbara Wyatt joins MCA as publicist and will concentrate on nationwide college press (excluding the New York metropolitan area) and syndicated radio and television relations. **Roberts to Fantasy** — Kirk Roberts has joined Fantasy Records as national sales coordinator, coming from Eric Mainland, where he worked for several years as a buyer.

## Frampton's New Single <sup>10</sup>

sideration as to future airplay. We're going to accommodate radio and their particular needs with this record. We're totally convinced that it's a very saleable hit record."

With the sale of the "Frampton Comes Alive" album approaching four million units, there is much cause for optimism, especially in Anthony's mind. "At this point, I think it would be pretty ridiculous for us to get together and second-guess anything." One second guess was whether or not to pre-empt release of the single due to the fact that, upon entering the beginning of the holiday season buying period, the only way to secure the cut would be to buy the album. That is, if there were no single. However, according to Anthony, "We don't really look for singles. When you're doing the volume we're doing with albums, you gotta say, 'Hey, we got that going.' And his live appearances have been sensational. All the valves are open; the dam has broken and anything could happen at this moment. We're not gonna get tricky."

### 'Frampton Comes Alive'

Most of this excitement is generated by the success of "Frampton Comes Alive," the runaway #1 album of 1976 (Cash Box, Sept. 4). After 36 weeks on the chart, the album remains #1, and according to Fead, sales figures indicate that it may remain there for some time. "We're going to sell one million units this week," he predicted. "We've already got distributor orders for 639,000 units this week and we don't yet have orders from Minneapolis, New Orleans, New York, San Francisco and Atlanta. I can assure you that we will reach the million figure."

Although A&M is presently participating in a discount campaign for the entire Frampton catalog through its independent distribution network, the figures retain an air of impressiveness. "We have orders from Atlanta for 'Frampton Comes Alive' for 27,000 units and in that particular instance, there are no deals," declared Fead. As for the single, A&M is shipping an initial order of 220,000 pieces.

### Led Zeppelin And Elton John

But what if the company decided not to release a single? What has happened to the Led Zeppelin and Elton John "singles"? At WLS (Chicago), the Zeppelin cut is among the top ten "oldies" every week. "Pinball Wizard" is "often among the top ten requests," according to a spokesman for the station. At WRVQ (Richmond), both are heavily requested.

At WSGA (Savannah), "Stairway To Heaven" is the most requested cut, while "Pinball Wizard" is a "top five oldie." At WCOL (Columbus), the Zeppelin cut is a "top 20 constantly." At Y-100 (Miami), both are "very strong." At 13Q (Pittsburgh), "Stairway To Heaven" is played 35-40 times per week, making it the strongest cut in terms of "oldie rotation." "Pinball Wizard" is played 50-60 times per week. At WFIL (Philadelphia), both cuts are reported to be played in "very strong" rotation, according to spokesmen for the station.

At WNDE (Indianapolis), the Zeppelin cut is the #20 all-time request, while "Pinball Wizard" is the #17 all-time request. Each is played once each day. Spokesmen for KLIF (Dallas) indicated that both selections are "super requests."

At WNOE (New Orleans), the Zeppelin cut is the #4 "oldie," while the Elton John cut is the #8 "oldie." In major AM stations in the Washington D.C. area, both "get airplay," according to informed sources.

Commented Fead, in an almost deadpan manner, "We don't anticipate the single having any effect on the LP."

## WEA-Atlanta Moves

LOS ANGELES — The Warner/Elektra/Atlantic Corp. has relocated the firm's Atlanta branch to new and larger facilities: 250 Villanova Drive, Atlanta Gateway Park, Atlanta, Georgia 30336. Phone number is (404) 344-4933.

*The record we have all been waiting for!*

*“So Sad The Song”* BDA 544

*Created by an incomparable blend  
of artist, producer/composer, & lyricist*

*Gladys Knight  
&  
The Pips*

*Michael Masser: producer/composer*

*Gerry Goffin: lyricist*

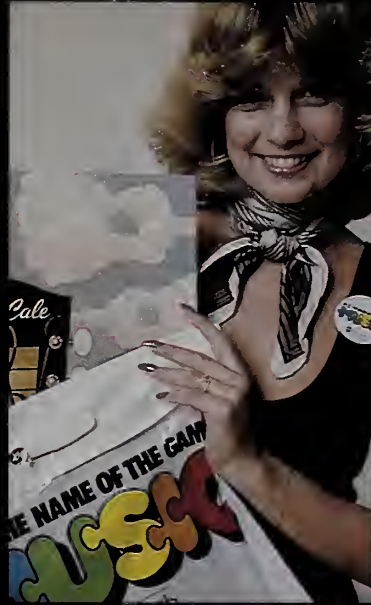
\*From the forthcoming motion picture “PIPE DREAMS”, an Arco Embassy Release



# AT THE NAME OF THE GAME IS...

## The Strategy...

Our Fall Marketing Campaign is the biggest and most comprehensive in our history. You'll see it on television, hear about it on radio, and read about it repeatedly in this fall's trade and consumer magazines.



## The Plays...



**Best of Leon Russell SRI 52004**  
Leon's importance to contemporary music is unquestionable not only as a performer but as a songwriter. This "Best Of" package is a track by track chronicle of his unique contribution.



**Freddy Fender If You're Ever In Texas DOSD 2061**  
The Fender Phenomenon grows on with another collection of pop and country classics, new songs, and a medley of 50's Texas beer joint favorites.



**Four Tops Catfish ABCD 968**  
For Catfish, the Tops went back to Detroit and into the studio with many of the musicians they used to work with. Now they're back in classic form.



**The Dramatics Joy Ride ABCD 955**  
The Dramatics are also putting Detroit back on the map—they're one of the few groups who remained there to create their own "second generation motor city sound."



**Neil Innes & Eric Idle The Rutland Weekend Television Songbook PPSD 98018**  
An album from the follow-up TV series to Monty Python's Flying Circus. By Eric Idle, author of one fifth of Monty Python's Big Red Book and two tenths of The Brand New Monty Python Book, among others. And oh yes Neil Innes.



**Denise LaSalle Second Breath ABCD 966**  
Denise put a string of hits together in the early 70's before a distribution deal temporarily halted her career. Now she's got her 'Second Breath' and she's ready to take off all over again.



**Ray Price Hank N Me DOSD 2062**  
Ray Price is a country music legend in his own right and on his new album he pays tribute to another legendary figure, his good friend, the late Hank Williams.



**Brand X Unorthodox Behaviour PPSD 98019**  
Phil Collins is lead singer and drummer for Genesis and without leaving the group he's begun a continuing experimental group called Brand X. Their first album has been the fastest selling import of 1976. Now it's here.

# MUSIC

And as additional campaign support we've prepared over 100,000 plastic "Music Game" record bags, inflatable multi-product mobiles, four-color buttons, posters, individual album mobiles, streamers, and several surprises. On these pages you'll find some of the albums featured in this major merchandising effort. As you can see, we're playing this game to win.



**Lyons & Clark Prisms SRL 52005**  
Pam Clark and Debbie Lyons make their debut with a dazzling collection of songs, with production by David Kershenbaum of Joan Baez/Diamonds And Rust fame.



**Narvel Felts Doin' What I Feel DOSD 2065**  
Narvel's latest is a sampler of all the styles that have made him famous—country, rockabilly, blues, and whatever else he feels like doing. Including his current smash, "My Prayer."



**Climax Blues Band Gold Plated SASD 7523**  
One of England's most popular blues groups has finally released the long-awaited follow-up to their Top 40 favorite, "The Stamp Album."



**Betty Carter What A Little Moonlight Can Do ASH 9321**  
She has become recognized as one of the most individualistic singers of her time and this two-record re-issue is a definitive Carter collection.



**Sheer Elegance ABCD 963**  
There's a new British invasion on its way—Black British: American blues roots mixed thoroughly with West Indian rhythms. Sheer musical elegance.



**Brass Fever Time Is Running Out ASD 9319**  
Producer Esmond Edwards and some great musicians create a sound that features brass solos in a pop music framework. Strong, hot, and surprisingly danceable.

**On ABC Records and GRT Tapes**

abc Records



MARKETED BY ABC RECORDS, INC.



MARKETED BY ABC RECORDS, INC.



abc Impulse

abc Dot Records

# REGGAE LANGUAGE LESSON

## #1

**Selassie I:** The Emperor of Ethiopia, the true and living God, the conquering Lion of the Tribe of Judah, King of Kings, Lord of Lords.

**Jah:** God, Jesus.

**Irie:** Good feeling, greetings.

**Ily:** Herbs, ganja.

**Collie:** Good draw, excellent smoke.

**Babylon:** The system of unrighteous Establishment.

**Zion:** Dwelling place of God, House of the Most High.



GET INTO THE  
"REGGAE THING"  
BY  
INNER CIRCLE  
(ST-11574)



## House Passes Copyright Bill fr 7

Although the new royalty commission will review the jukebox rate, he noted the bill requires it to consider only economic data subsequent to the date of the bill's enactment.

### Performance Royalty

Danielson also reminded Congress about the performance royalty, bagged this session because it was too controversial. Danielson had sponsored a bill to give musicians on record a special royalty. They now receive none.

"Performers have a right to be compensated for their work," said the California Democrat. He added that the performance royalty is recognized in nearly every other country.

Father Drinan (D.-Mass.) also spoke up for the performance royalty. "Performers' rights have gone far too long without consideration and they have been denied the fruits of their labor. Everyone who participates in recording shares in royalties, except performers," he said.

### No Conference Problem

No one expects any problems in the House-Senate conference committee, despite different royalty rates in the two bills. "There are big differences, but I don't

foresee any problems," said copyright counsel for the House side. "None of the differences are insurmountable," said Senate copyright counsel. "It will move very quickly."

"There should be no difficulty with the Senate," observed Rep. Robert Kastenmeier (D.-Wisc.). "We've already been in touch."

Those involved in the 41 days of hearings and markup of the complex bill felt a mixture of relief, pride, and exhaustion. "Passage by the House of Representatives represents the culmination of years and years of work to reform the 1909 act," Railsback told **Cash Box**. "All of us are very pleased."

"I'm very relieved, and very proud of the work we've done," Copyright Subcommittee chairman Kastenmeier said in a telephone interview. "We did a very good job. The proof of that was that in the final analysis. The opposition wasn't there. It just never materialized."

"We did a very good job in treating equitably a number of different interests," continued Kastenmeier. "To write a bill in terms of the new technology that serves the public interest is an achievement."

## Adams Hails House Decision fr 7

justice to the creative community."

ASCAP is one of America's oldest and most successful music licensing organization, and was originally founded to seek enforcement of the 1909 statute which was being widely ignored by commercial users of music. Although the 1909 legislation has long been widely recognized as out of date because of both technical and economic changes, repeated efforts to secure a fair and realistic revision have failed again and again since World War II. Discussions of the need for change to bring the American statute into line with many foreign laws preceded World War II. Earlier this year, the U.S. Senate unanimously passed a copyright revision bill 97-0, and the legislation approved by the House today is generally similar to the Senate text. Major advances include an extension of the length of copyright, ending the exemption of jukeboxes and modification of the broad "for profit" limitation that left many musical performances outside the scope of copyright license.

"We are hopeful that the minor House and Senate differences will be settled swift-

ly in conference," Adams said, "and that the President will sign the new bill into law very soon. We want to thank all the members of the House and Senate who have shown interest and sympathy, and all in the musical and literary communities who have worked so hard and never given up hope for economic justice."

## GRT Extends Claridge Distrib. Agreement

LOS ANGELES — GRT Music Tapes has extended its exclusive distribution agreement with Claridge Records of Los Angeles.

## Tavares 'Must Be' Gold

LOS ANGELES — Tavares, Capitol's quintet of singing brothers, has received certification of their first gold record award for sales of more than one million copies of the hit single "Heaven Must Be Missing An Angel."

## Capricorn Sets Easy Street

MACON, GA. — Capricorn Records will release the debut album by the English group Easy Street in October.

## NARM Mid-Year Meet: Progress fr 7

street is selling them for \$3.99?" asked many rack jobbers' executives. Many racks indicated that if the retailers don't raise their prices, the manufacturers will do it for them, in the form of a \$1 increase in list, or a wholesale price increase.

Finally, on the independent distributor side, there were the familiar complaints of not enough margin, but independent distribution, like rack jobbing, seems to be prospering despite the complaints of problems and difficulties. Perhaps it is the right mix of deals (a subject explored at an afternoon session) that is keeping rack and indy distribution profitable. Progress Records' owner Joe Simone suggested "deals have become the benchmark of profitability for distribution."

### Money Not In Records

One of the most heard comments by rack jobbers is that accessories like carrying cases and blank tape have been added to his product list "because the margins are better." And another suggested that "we make our money in junk," because the money is better in cutouts than in front line goods. NARM's study of prices in the northeast (see separate story) shows extremely low pricing, sub-wholesale pricing at \$2.99, is continuing to proliferate (**Cash Box** has

followed it in New York City over the past few months) and this week spread to Miami (see separate story pg. 7).

### Other Highlights

Among other highlights of the convention were presentations by a professor from the Harvard Business School on alternatives facing the record industry, and presentations on warehouse security and retail store security by Robert Curtis, a security expert. The keynote address was delivered by Neil Bogart, president of Casablanca Records (pg. 37). And another NARM study by Joe Cohen, who will be joining ABC in N.Y. to work in planning for their record division, dealt with purchasing characteristics of the adult buyer.

The final two meetings conflicted with each other: first was a trip to the Lieberman Enterprises Warehouse in Chicago for a tour of the facilities, then a special joint panel of the RIAA and NARM discussed the issue of bar coding (see separate story). In fact, one of the criticisms raised against NARM was that many of the meetings conflicted with each other, and that interested parties had to choose between one and the other. NARM responded that in the future these scheduling difficulties will be corrected.



## Kresge's Growth Rate Continues Toward \$12 Billion Sales Goal

TROY, MICHIGAN — S.S. Kresge Co., which owns and operates more than 1,000 K-Mart discount stores, plans to open 260 more of these units by the end of its fiscal year next January 22, according to a report published in the New York Times.

Based on corporate projections, these new stores should help push Kresge's volume for the current fiscal year to approximately \$8 billion from \$6.8 billion in fiscal 1976. K-Marts accounted for 92.3% of Kresge's sales last year. During the first

### Bernstein *tr 9*

peace. You four are among the very few who are in a position to make the dream of a better world come together in the hearts of millions in just one day." The proceeds from record sales, tickets from closed circuit TV theatres, TV rights, the movie of the event and the souvenirs could add up to a quarter of a billion dollars. 20% could be directed toward the feeding and educating of the orphaned children of the needy nations.

Ringo's in Europe. John's busy being a father in New York. George is preparing his next LP for his new label Dark Horse. And Paul is in the midst of a European tour with his group Wings. One wonders if Bernstein can pull off an event like this. Many people have tried before over the years, with no sign of any results. The Beatles today are four highly individualistic and separate people, who in general, have gone their own ways. They haven't even played together in concert for more than 10 years. Bernstein would like to have them play on New Year's Day or Easter 1977, at an undesignated location. In an interview last week with **Cash Box**, Bernstein exclaimed, "Of course the proposal is a long shot, at this point it's a chance in 10,000. But since I placed the ad, the response from around the world has been phenomenal. I had one phone call from behind the Iron Curtain. The mail is starting to get heavy and the phones just don't stop ringing." **CB** asked Bernstein when was the last time he saw any of the Beatles? He replied, "The last time I saw any of them was this summer when I saw Paul backstage at Madison Square Garden. He gave me and my wife a warm embrace and asked me where was the rest of my family. I now feel that the original estimate of the proceeds from the event was off by about 100%. A more accurate total would be a half billion. Some of which, or all of which, could go to charity, depending on the will, the ability and the strength and energy of these four wonderful human beings to perform together one more time, individually or collectively."

Bernstein also placed a full page ad in the International Herald Tribune for approximately \$15 thousand (same price as the N.Y. Times ad). The ad ran September 20. The Beatles, as yet, have not replied.

### NARM Study *tr 9*

higher than the New York City price.

#### **Mail Stores Higher**

The average mall store price was \$5.39, 18% higher than the average price charged by stores not in a mall. More interestingly, the price spread of discount and department stores in malls was far greater than those of retail record stores. No mall record store went lower than \$3.64, while some of the mall discounts and department stores priced their records as low as \$2.99.

Cohen also revealed in his survey a large number of out-of-stocks, which he estimated at 15%. And these stock-outs occurred on albums by Aretha Franklin, George Benson, David Bowie, Chicago, Elton John, Neil Diamond, Ohio Players, Wings, Peter Frampton and the Beatles, who had albums out at the time.

half, as reported in last week's **Cash Box**, Kresge's sales increased 22.1% to \$3,669,803,000 from \$3,004,942,000 in the prior-year period.

#### **No. 2 In Sales?**

It is not yet clear if Kresge has now replaced J.C. Penney Co. as the nation's #2 retailer in terms of sales. However, during the first half of the fiscal year for both companies, Kresge was \$100 million ahead of Penney's in sales, and its profits of \$101 million were 70% above Penney's.

If Kresge reaches its stated goal of \$12 billion in sales by fiscal 1980, it may be within striking distance of the top spot held by Sears, Roebuck & Co. Currently, volume at the latter chain is running at about \$14 billion a year; but its growth rate is much slower than Kresge's.

While many of its competitors have gone out of business, Kresge's sales have consistently grown 20% each year in the past decade. Even during the slow second quarter of this year, when earnings at Federated Department Stores, Allied Stores Corp., Marshall Field, Woolworth's and other chains all declined, Kresge's profits jumped 41% from the year-earlier period.

A major contributing factor in this growth has been the acquisition of sites that were vacated by A&P and W.T. Grant Co.

### Lieberman *tr 9*

pany we are. And the third purpose is to get back into the music business with product presentations and the artists themselves."

Unspoken, but equally important, was for some of the new employees, and veterans as well, to see what kind of boss they have. David Lieberman possesses a friendly nature and disposition; to wit, after Rusty Wier presented Lieberman with a black country hat, it still had not come off days later, as Lieberman wore it at the NARM closing dinner.

#### **New Computers**

While much of the week was given to product presentations (16 altogether) there were two presentations at the opening day's ceremonies. The first was by Gordy Hermanson, Lieberman's computer expert and architect of their data processing operation. After reviewing the computer equipment and capabilities Lieberman possessed, Hermanson previewed a new piece of equipment the firm will soon equip its salesmen with. Instead of writing orders by hand and calling them into the home office in Minneapolis, orders will be punched into a portable system, then phoned into the firm's computer which will translate the various beeps into the store's order. The result: order writing and transmission will be reduced — transmission time alone will shrink from 10-15 minutes to one minute or less, depending on the size of the order.

The second presentation, by Chuck Beardsley, outlined credit and Beardsley's area of financial responsibility. "What's the use of making a sale if you can't collect the money?" he asked the audience. He outlined the procedures to be used in assessing credit worthiness. "Get their credit references and if possible a financial statement," he advised.

As to that day when the account must be put on hold for nonpayment or even dropped from the company's account roster altogether, Beardsley advised his people to be "my eyes and ears in the marketplace. If you see other people in the account trying to collect money, or you notice the inventory shrinking, let me know. It may mean the account is having difficulties."

In addition to Rusty Wier, opening night entertainment was provided by the Charlie Daniels Band, whose brand of foot-stomping country rock appealed to the audience. Other artists performing included Dr. Hook and Ben Sidran.

# REGGAE LANGUAGE LESSON

## #2

**Red Seam:** Private of police force.

**Blue Seam:** District Constable of police force.

**Khaki Clothes:** Military soldiers.

**Roman Soldiers of Babylon:** The armed or unarmed forces of the Establishment who fight against God's children.

**I and I:** (Me) fully.

**Marcus Garvey:** One of the great Black prophets.

The INNER CIRCLE are:  
Jacob Miller — Lead vocals  
Roger Lewis — Rhythm guitar, background vocals  
Ian "Munty" Lewis — Bass



THEIR NEW ALBUM, "REGGAE THING," IS ON CAPITOL RECORDS AND TAPES.

(ST-11574)



Capitol.

# AUCTION

## formerly RCA RECORDS

### PHONOGRAPH

## RECORD PRESSING

# PLANT

**TUESDAY,  
OCT. 12**

1016 No. Sycamore Ave.

(1 Blk. East of La Brea—½ Blk. South of Santa Monica Blvd.)

Hollywood, Calif.

starting at 10 A.M.

#### MATRIX PLATING ROOM

(3) Audio Matrix 8-Position Plating Systems, ea. w/(8) 250 Amp Rectifiers, Heat Exch. Pumps, and Filters.

Illico-Way Model LU-375 De-Ionizer with Tanks. Portable 450-gal. Rubber Lined Tank, size 120x28x32. Power Panels, SS Tanks, Chrome Tank, Chemicals, etc.

#### COMPLETE MATRIX SILVERING ROOM w/RELATED EQUIPT.

#### PRESS DEPT.

(30) 12" Record Presses, Swing Leaf Type w/12" Pistons.  
(14) Eggar Screw Extruders, 2" Dia., with 10-HP Motor Drives.  
(17) 7" Record Presses, Hyd. Ram Operated, w/Timers.  
Compound Heaters, 7" Air Operated Dinkers, Elec. Ovens, Record Edgers, Transformers & Electric, Water Coolers.

#### AIR COMPRESSORS

Ingersoll-Rand Model PHE 75-HP Air Compressor.  
(4) Fuller Rotary Air Compressors, 40-HP, Type C-30-30.  
(2) 10-HP Air Compressors, Ingersoll-Rand & Wayne.

#### PUMP EQUIPT.

Byron Jackson 10-Stage Centr. Pump w/250-HP Motor.  
Ingersoll-Rand Aldrich Hydraulic Pump, 250-HP Motor.  
Aldrich Groff Controllable Capacity Pump w/125-HP Drive.  
Byron Jackson 5-Stage Deep Well Pump, 100-HP Drive.  
(3) Asstd. Centrif. Pumps with 60-HP & 25-HP Drives.  
Misc. Small Pumps, Valves, Fittings, Pipe, Electrics, etc.  
(2) **BABCOX & WILCOX H & FM BOILERS, 250 & 160 PSI.**  
**WATER SOFTENERS, STEAM DUPLEX PUMPS, VALVES, PIPE.**

#### PACKAGING DEPT.

(3) Cryovac Shrink Wrap Mach., Type SA-1, Mod. 7101-C. Weldotron Heat Shrink Tunnel with Controls, Mod. 7121.  
(2) Cryovac Heat Shrink Tunnels with Controls, Mod. 7301. Synchro Auto. Label Applicator, Model C-225. Approx. 600' 18" & 12" Power Belt; Power Roller, Convey. Portable Stock Trucks, Scales, Shipping Equipt., etc.

#### PUNCH PRESSES

(2) V&O Model 2½ OBI Punch Presses w/Motor Drives.  
(2) Denison 6-Ton Capacity Hydraulic Punch Presses.  
(3) OBI Presses: Ferracute 30-Ton, Federal #4, V&O 20-Ton.

#### TOOLROOM EQUIPT.

Do-All Model ML Vertical Metal Cutting Bandsaw.  
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## Major Survey Favors Radio fr 7

exceptionally well in print. But if you look at the charts and record successes over the years," Dempsey conceded, "you'd have to say that airplay is the prime reason for sales." Dempsey credited radio as the "exposure medium" that has had the history of breaking artists and records and added, "print has only helped to reinforce that."

Columbia west coast merchandising director Ron Oberman commented that "much of the money we spend on media is based on our knowledge of an artist through research, but of the money spent to this point, I would say that radio is in the majority." Oberman's contention that ad dollars are determined by two things — the marketplace and the artist — was totally in line with Dempsey's interpretation of "using the right medium for the right artist." Oberman added, "we're dealing with an aural product . . . it's something the consumer can hear."

#### Hearing Product

"I believe people buy records on the basis of what they hear," commented Iris Zurawin, United Artists' director of advertising. And for that reason, Ms. Zurawin cited radio as the most important medium for marketing of United Artists' product. Estimating radio's percentage of the UA ad budget to be 65%, and "maybe even higher," she explained that "just seeing a pretty ad in Rolling Stone or a local newspaper didn't mean consumers would march right out and buy the album because of its cover. They haven't even heard the album," Ms. Zurawin continued. "We rely on radio because that's where consumers hear product in the first place and it's a product you can sell because you can hear it." She summarized by saying that a radio spot, in effect, reinforces what the listener is already familiar with — airplay.

According to ABC Records' vice president of marketing and creative services Herb Belkin, at present about 60% of ABC's pure ad budget goes into radio. "Radio is effective because of the audience's pre-inclination to listen and the desire to buy is reinforced by ads for product already being heard on the air," noted Belkin. He also said that ABC rarely advertises in the newspaper calendar section (such as the LA or NY Times Sunday Calendar section) because "the cost per thousand is prohibitive." According to Belkin, when ABC gets a nibble on its product in any market, the ad policy may be to utilize all media, but "as we increase dollars in an ad campaign, the increase is disproportionately spent on radio . . . radio usually gets the extra dollars in building a campaign," he summarized.

#### 'Radio-Based Audience'

Larry Harris, executive vice president of Casablanca Records, told CB that radio is used more than print in Casablanca's total ad budget. "You have to establish a new artist with radio first, but once an artist is established, you can go to more print," Harris said. He added though that one ad in the calendar section could be worth one hundred radio ads depending on who the artist was. Calling Donna Summer's present audience a "radio-based audience," Harris pointed out that the disco market and not the radio market had established Donna Summer as a name artist with sales as a result of that. He then suggested that a disco-oriented magazine would be the most effective way to market Donna Summer product because the potential reader-buyer would already be familiar with her sound. Harris called Parliament, another Casablanca artist, one of the "few progressive black groups in the world" and cited that "the airplay they receive is almost exclusively on black FM stations. We've gone with a lot of print on Parliament," he continued, "but generally an equal amount of radio because of that airplay."

"Radio ads tied in with the airplay on FM

stations are very important in the serious growing stages of any artist," reflected Dave Lucchesi, national sales manager for San Francisco based Fantasy Records. "It's a serious audio business . . . people have to hear your product." Lucchesi reiterated that radio should be used primarily in an artist's "beginning stages." He cited radio as the success factor in the establishment of Michael Dinner, claiming that Fantasy "got their message across" with airplay tie-ins exposure. "The main concern with retailers though," Lucchesi noted, "is in newsprint, the calendar section. It's their favorite and we've found it can be effective with already established artists." He also pointed out that if Michael Dinner (a new artist) were to be included in a Sunday calendar ad among such artists as Jefferson Starship and Elton John, he would "get lost in the shuffle. A new artist would be overlooked if he's included among the heavies," Lucchesi concluded.

#### Continuity Better

A&M's vice president of advertising, merchandising and special projects Barry Grieff stated, "if advertising is done in the same medium the product exists in, the continuity is better." Grieff added that print ads don't really tell anyone what the artist is like and commented, "it's a hard thing to transmit the 'audio feeling' of an album in a print ad." He did say though that radio, television and newspaper ads all perform different functions and noted that A&M Records bought a lot of radio, leaving newspaper buys mostly to its distributors. "The accounts I've dealt with want print ads primarily," Grieff explained, "because people are mostly looking for a record ad in the Sunday calendar features." He also said that he felt A&M bought more newspaper ads than other labels because "we've found that retailers have more belief in newspaper ad effectiveness." But the broadcast medium receives its fair share of the A&M ad budget too, Grieff noted, saying "partly because A&M prefers radio for tour-oriented artists. If an artist makes a local appearance, we do heavy radio support." The marketing executive claimed that broadcast ads should primarily come first with the purpose of identifying the product. Then, according to Grieff, newspaper ads and merchandising support in stores can reinforce an already identified product.

#### 'Waste Of Dollars'

"Radio is the most economic means to maximize sales potential on product," insisted Mike Lushka, Motown Records' marketing vice president, also noting that Motown uses upwards of 70-80% radio in their marketing budget. "But some artists sell better in print," Lushka continued, "picking the right newspaper, like a Sunday newspaper, can generate higher volume. Everyday newspapers are often a waste of dollars," he added. Lushka cited the recent Commodores radio campaign as a success, saying that "like all advertising, it's hard to put a dollar sign on a particular campaign's success or failure. It's what medium is bringing 'em into the stores to buy product."

Mickey Diage, Capitol Records' advertising manager, said that what Capitol does in national print is naturally different from what it designs for use in broadcast ads. "An artist appearance in an area is a natural buy for radio," Ms. Diage noted. "It used to be a challenge to get the retailers to experience radio as an effective selling medium." Capitol's vice president of creative service, merchandising, and press and artist relations Dan Davis told us, "You have to feel out what medium (radio, television or newspaper) would make the best combination. You can use TV or radio or newspaper all by itself," said Davis, "but it's only a separate effort if you do." Davis said that the best ad methodology is a "total

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DEODATO

VERY



VERY

TOGETHER

Deodato's  
new album  
contains

**Theme From Star Trek**

**I Shot The Sheriff**

**Peter Gunn**

and many  
other exciting  
songs  
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# looking ahead Labels Throwing Ad Support To Radio fr 18

- 101 **I NEED IT**  
(Vir-Jon — BMI)  
JOHNNY "GUITAR" WATSON  
(DJM/Amherst DJM 1013)
- 102 **IF I EVER DO WRONG**  
(Sherlyn — BMI)  
BETTY WRIGHT (Alston/T.K. 3722)
- 103 **HEART ON MY SLEEVE**  
(Irving — BMI)  
GALLAGHER & LYLE (A&M 1850)
- 104 **ENERGY TO BURN**  
(Triple O/Jeffmar/B.T. Express — BMI)  
B.T. EXPRESS (Columbia 3-10399)
- 105 **SING YOUR OWN SONG**  
(Anheuser — ASCAP)  
MARK LINDSAY (Greedy G106-AS)
- 106 **THE FEZ**  
(E.L.D.G. — Music — BMI)  
STEELY DAN (ABC/Dunhill 12222)
- 107 **(I'M A) STAND BY MY WOMAN MAN**  
(Pi-Gem — BMI)  
RONNIE MILSAP (RCA JH 10724)
- 108 **STAYING POWER**  
(Don Kirshner — BMI)  
BARBI BENTON (Playboy 6078)
- 109 **THE MORE I SEE YOU**  
(Bregman, Vocco and Conn — ASCAP)  
PETER ALLEN (A&M 1813)
- 110 **COWBOY SONG**  
(RSO — ASCAP)  
THIN LIZZY (Mercury 73841)
- 111 **STRUTTIN' MY STUFF**  
(Crabshaw Music — ASCAP)  
ELVIN BISHOP (Capricorn/WB CPS 0256)
- 112 **FIRE**  
(Tisra-Til — ASCAP)  
MOTHER'S FINEST (Epic 8-50269)
- 113 **SWEET LADY FROM GEORGIA**  
(Easy Listening — ASCAP)  
BROTHERHOOD OF MAN (Pye 71076f)
- 114 **FIND 'EM, FOOL 'EM, FORGET 'EM**  
(Fame — BMI)  
DOBBIE GRAY (Capricorn/WB CPS 0259)
- 115 **HOME TONIGHT**  
(Daksel/Song & Dance/Vindaloo — BMI)  
AEROSMITH (Columbia 3-10407)
- 116 **ONE NIGHT**  
(Travis/Elvis Presley — BMI)  
ROY HEAD (ABC/Dot DOA 17650)
- 117 **JUST CAN'T BE THAT WAY**  
(After Dark/Finis — BMI)  
WEAPONS OF PEACE (Playboy P6082)
- 118 **DAYLIGHT**  
(B. Womack — BMI)  
VICKI SUE ROBINSON (RCA JH 10775)
- 119 **BORN TO LOVE**  
(Waterstone — ASCAP)  
AMERICAN TEARS (Columbia 3-10365)
- 120 **SHAKE YOUR RUMP TO THE BUMP**  
(Bar-Kays — BMI)  
BAR KAYS (Mercury 73833)

coordinated effort" on any product advertised, mentioning even visuals and store displays that serve to make the potential buyer more conscious of the product.

### Artist Reaction

Although 20th Century Records' senior vice president of marketing Harvey Cooper said that company ad dollars spent with radio and newspapers varies according to reaction an artist is getting in individual markets, he also noted that "radio has the lead, and a substantial one." He stressed that 20th wants to support "the people who support us . . . FM stations have busted their asses to help us and we appreciate that. But we do so," Cooper continued, "only by utilizing non-hype commercials. The spots we design for radio involve a lot of music . . . we make no statements . . . we feel the music in the spot will sell the album . . . and in the end we simply give store locations of where the album is available." Cooper also related that ad budgets for individual artists are based on 20th's knowledge, research and track record of its artists. "We consider his feelings too," Cooper added. "An artist is very mindful of what is said about him in a record company ad and we feel that contact between the company and the artist can only make the spot better."

"Radio is the most valuable medium to use," said Tom Tackayoshi, executive vice president of Playboy Records. "We spend more money on radio than television or print. The artist is more identifiable on radio." Tackayoshi told **CB** the percentage of ad dollars to media is about 80% radio, 10% print, and 10% television.

### 'Timely Ads'

Rocket Records' executive vice president Tony King insisted that "print ads should not be done until they're timely. An 'awareness' of the artists is achieved primarily in radio," King related. "I would definitely lean in favor of radio because the most important thing to do first is to get the artist heard. I wouldn't go with any local papers until we had at least one hit record with an artist and were possibly ready with another." King discussed the Cliff Richard

campaign as being "a combination of radio and television. We did a two week stint and stressed both equally . . . and it worked very well for us." He also noted that the record-buying elite read magazines like *Crawdaddy* and *Rolling Stone* and since the magazines review artists and albums, the people who read them generally know the artist anyway.

Chrysalis' national sales manager Marv Helfer commented that his company will spend its ad dollars the way it sees fit, adding that "there's no such thing as co-op dollars anymore. It's our own money, and I feel we know where to best direct it." Helfer related that Chrysalis only makes newspaper buys "when they're feasible." He stressed that "with newspapers you can't hear the record, but with radio airplay more people can be reached."

### 'Ad Decisions'

"Broadcast media is more flexible . . . more immediate and in most markets it has the only impact," noted Stan Marshall, vice president of sales for Elektra/Asylum. Marshall said that E/A asks "local levels to make their own decisions on advertising because they know their markets better than we do." But he also stated that there is "generally little viable newspaper ad buy effectiveness outside of New York. A buy with newspapers is still felt to be the most effective in that market," he concluded.

"Record companies shoot for the 18-34 year old market and they don't read newspapers," Bob Siner, MCA's vice president of advertising and merchandising told us. "With newspapers you're paying for 90% of the readers you may not really want to reach." He said targeting an audience could be more successfully executed by buying radio, adding "in radio you know people are listening for music . . . you're getting a full value."

Siner termed newspapers' effect as a "one day thing . . . it creates interest in the store or special sale items and can sell major artists effectively, artists who have a vast following. But with radio," Siner continued, "a high impact can be created for longevity . . . enough impact to create a good demand."

Arista Records' vice president of marketing Gordon Bossin suggested that Arista usually goes with print ads on artists like Barry Manilow, "artists who have a heavy track record." He estimated Arista spent 65% of its media ad budget on radio and television and the other 35% on newspapers, and added that "we use both . . . radio at the appropriate time and print at the appropriate time. If we get airplay on an artist in a market though," Bossin said, "we'll usually go with radio spot buys, especially if that airplay is on FM stations and we're trying to break an FM artist."

Record manufacturers are only a small chunk of advertising buyers of all manufacturers in the United States, according to Bossin, but "we know our target audience as well as, if not better, than any other industry. I think our use of radio is more intelligent because we can get an accurate picture of the true target value of our ad dollars since we know precisely who's buying what we have to sell."

### 'Radio-Radio-Radio'

London Records' director of creative services Don Wardell related that in recent months London has developed a new policy of "radio-radio-radio." Wardell said he felt the most effective buy in coordination with a radio campaign is a print ad "where product is tagged and priced with local retailers identification and runs concurrently with local radio spots."

According to Sandra Jones, director of advertising for Private Stock Records, that company feels radio is the most effective means of advertising its artist. She estimated the percentage of ad dollars Private Stock spends to be 70% radio and 30% print.

Lou Simon, executive vice president and general manager of Polydor, Inc., stressed that his company was a heavy believer in audio because "we're in a business of sound." He also noted that record company product is unique because records are inherently a part of media itself. "We've found that audio is the principle motivator of the consumer to buy records," continued

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## Led Zep, Ringo LPs Lead Atlantic Release

NEW YORK — Led Zeppelin's first live-recorded album, "The Song Remains The Same" on Swan Song Records, and the label debut of Ringo Starr, "Ringo's Rotogravure," lead off Atlantic Records' twelve album release for late September. The Led Zeppelin offering is a double album soundtrack to their Warner Bros. film of the same title (all filming and recording having taken place live at Madison Square Garden), including a 16-page color photo booklet. Ringo's album, featuring songs written by all the former Beatles and Eric Clapton, was recorded in Los Angeles with producer Arif Mardin.

Also included in the release are a new album by the Billy Cobham/George Duke Band, "Live — On Tour In Europe," Ace Spectrum's "Just Like In The Movies," featuring the group's new four man lineup, and the James Gang's fourth Atco album, "Jesse Come Home." In addition to Ringo Starr, other artists making their label debuts with this release include Anglo-Saxon Brown, with "Songs For Evolution," along with producer, composer and singer Johnny Bristol's "Bristol's Creme," and Australian rock group AC/DC's Atco debut, "High Voltage," containing previous U.K. successes. The Cotillion label introduces two new artists: John Edwards, whose "Life, Love And Living" was produced in Memphis and Muscle Shoals by David Porter; and Norfolk, Virginia's ten piece Mass Production, with "Welcome To Our World." Singer/composer Robbin Thompson, an American Song Festival award winner,

makes his debut on Nempere Records.

Rounding out the release is "Live At CBGB's," a twofer-priced double album set containing 16 songs by New York rockers Tuff Darts, Shirts, Mink DeVille, Laughing Dogs, Manster, Sun, Stuart's Hammer, and the Miamis, produced on location at the Bowery club by Craig Leon.

## CBS Awarded Platinum, Gold

NEW YORK — Neil Diamond's most recent album for Columbia Records, "Beautiful Noise," and Boz Scaggs' latest Columbia album release, "Siik Degrees," have been certified platinum by the RIAA. In addition, Jeff Beck's most recent album on Epic Records, "Wired," and Bob Dylan's recently released Columbia album, "Hard Rain," have both been certified gold by the RIAA.

## Harner To Midland

NEW YORK — Billy Harner has been signed to Midland International Records. His new single, "Two Lonely People," was written by Michael Kunze and Sylvester Levay, the duo who are best known for songs recorded by the Silver Convention.

## UA Plans Xmas LPs

LOS ANGELES — United Artists Records plans for September release two Christmas packages titled the "12 Hits Of Christmas" and "Rhythm And Blues Christmas."

## Clive Davis fr 7

said he had considered the "grievous suffering of this individual and his family because of the intolerable publicity he has been exposed to."

Davis was indicted on six counts of tax evasion last year, but pleaded guilty only to evading \$2700 in taxes on \$8800 of undeclared income he received from Columbia for travel expenses. All other charges were dropped. Davis had declared \$340,000 in income from CBS that year, and had paid \$35,000 in taxes.

Before sentencing, Davis told the judge that he was "deeply sorry" for breaking the law, and assured the court that he would never again be responsible for legal transgressions. He later stated that he was "satisfied with the results" of the trial, and was "very pleased with the lengthy statements made by the judge from the bench."

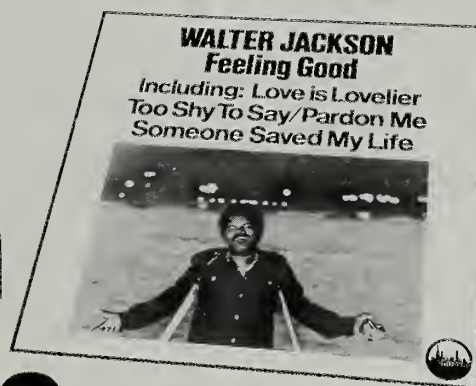
## BOA Lead MCA Release

LOS ANGELES — MCA Records will release in early October "10 Year Overnight Success," by Black Oak Arkansas; "Chestnut Street Incident," Johnny Cougar's premiere MCA album; Brenda Lee's "L.A. Sessions"; "Thrills" by the Lost Gonzo Band; "Somebody Somewhere," Loretta Lynn's 24th MCA album; and the sound track to the Universal motion picture, "Forever Young Forever Free."

## 1st Skynyrd Platinum

LOS ANGELES — Lynyrd Skynyrd's first MCA album, "Pronounced Leh-nerd Skinnerd," has been certified platinum by the RIAA.

**\*“I said ‘I’m closed.’  
They said ‘Open up.’  
I said ‘Can’t it wait  
until tomorrow?’  
They all shout ‘no’  
and this woman says  
‘I got to go to bed with it  
tonight.’  
I knew right then  
and there that the  
Walter Jackson album  
was a smash.”**



\* Surprised record store owner Ben Warren talking to Chi-Sound promotion man on phone. Sept. 15, 1976.

Walter Jackson's debut album for Chi-Sound just may be the surprise album of the year. Airplay on Walter's album is incredible. Re-orders are just as incredible.

Reaction to Walter Jackson's new album is not just confined to consumers.

Remarkable as it may sound, promotion personnel from other labels we've discovered are pushing the Jackson album as one they personally like.

"Feeling Good" by Walter Jackson.

The album that's got everybody feeling good.



© 1976 United Artists Music and Records Group, Inc.

**On Chi-Sound Records & Tapes.  
Distributed by United Artists Records.**

# CASH BOX RADIO

## Winston Sues WLS, Others for \$3 Mil.; "Conspiracy Charges" Filed In Suit

by J.B. Carmicle

LOS ANGELES — Claiming that he "did not walk out on WLS and properly informed them that he was taking some time off that was due him," former WLS morning personality Fred Winston filed a \$3 million dollar lawsuit against the station and six other defendants last week after he was fired for what the station termed an "unauthorized vacation." Winston contends in the suit that he was "deliberately" fired as a result of a "civil conspiracy" against him by WLS, ABC radio management, and Larry Lujack, who replaced Winston at the 50,000 watt Chicago rocker. "It's a shame that in this time and place in society that such a terrible thing can happen to a hard working man," Winston told **Cash Box**. Named as defendants in the suit also are WLS general manager Marty Greenberg; WLS program director John

Gehron; WABC, New York operations manager Rick Sklar, who is also vice president of the ABC-owned AM stations; and Charles DeBare, president of ABC radio.

### Vacation

According to Winston's attorney, Burton Gould, Winston called WLS before leaving on a vacation to inform them he would be absent and they told him they would prefer that he take the time later. Winston insisted that he needed the time off, noting that it was due him. "I took four days of vacation and came back Friday before Labor Day prepared to go to work... I did not walk out on WLS... that's poppycock," he exclaimed.

WLS GM Greenberg and PD Gehron refused to comment on exactly what happened but Greenberg did relate that "it was a matter of whether Winston breached his

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## ARB Yields To City Council; Firm To Treat Orange Co. As Major Market

SANTA ANA, CALIF. — Arbitron, one of the nation's leading audio measurement firms has agreed to treat Orange County as a major market. The action followed a recent ruling by three city councils in that area toward strict local regulation and licensing of ratings services. Arbitron's decision was announced at the National Radio Broadcasters Convention in San Francisco last Tuesday (21). Responding to complaints by the Anaheim, Garden Grove and Santa Ana City Councils that Los Angeles broadcasters had not adequately covered Orange County election results, Pat Michaels, station manager of KWIZ, Santa Ana had suggested that local regulation of audience measurement firms be considered. Michaels told the council since ratings firms did not treat the county as a major market of its own, lumping it instead with Los Angeles, LA broadcasters did not have to compete for Orange County listeners. He claimed that not only did the area's treatment of them as part of the LA market result in a lack of news coverage but that it also caused the loss of advertising dollars and a drop in retail sales.

Orange County treatment by the ratings services was a major feature topic of conversation at the NRBA convention. Arbitron's vice president, Larry Manuel, in a joint meeting with Michaels, informed the convention of the company decision to measure Orange County as a separate major class A market. Under a major market,

### Routt Named KLIF GM

DALLAS — Edd Routt has been appointed general manager of KLIF, a 50,000 watt Fairchild AM station.

This is the fourth time Routt has been associated with KLIF. He worked as a reporter and record librarian in 1947. In his second stint in the mid-'50s, he was a reporter, news director, then salesman. He returned again in 1970 as an account executive, leaving in 1974 to become general manager of WRR AM/FM, Dallas.

### Aircheck Cassette Of W. Va. Jocks Available

PARKERSBURG, W. VA. — A one hour cassette featuring telescoped airchecks of a number of West Virginia disk jockeys is now available through M.R. Productions, Box 2041, Parkersburg, West Virginia 26101, according to M.R. president Roger Hoover. "People who have never heard West Virginia radio may be surprised at the talent now working in our state," Hoover noted to **Cash Box**.

Arbitron's policy is to cover the area with a minimum of 1,200 opinion samplings.

Arbitron will first measure Orange County as a separate market in its upcoming October/November book.

### Plough To Change FM Station's Formats

LOS ANGELES — Plough Broadcasting Company's FM stations in Atlanta, Boston and Memphis will undergo changes in call letters and formats, according to H. Wayne Hudson, Plough president. WPLQ-FM in Atlanta will become WVEE, WCOP-FM in Boston will become WTTK, WMPS-FM in Memphis will become WHRK on October 4.

Plough Broadcasting is developing syn-

*continued on pg. 55*

### Pittsburgh Jocks Strike

PITTSBURGH — At press time, **Cash Box** learned that disk jockeys at KQV-AM and WDVE-FM, Pittsburgh, had set up picket lines Thursday (23) after negotiations between the station's owner, Taft Broadcasting Company, and the announcers' union, AFTRA, had broken off. According to WDVE-FM pd Jim Roach, Taft was utilizing its personnel from outside of the city in order to keep the stations operating and on the air.

### Vamps Defeat KIIS For M.D. Cause

LOS ANGELES — The ongoing battle to defeat muscular dystrophy continued in earnest last Sunday (19) when Alice Cooper's softball team, The Vampires, encountered the team from KIIS radio, Los Angeles, for a charity game in San Pedro. The game was perhaps less interesting than the participants. Celebrities and deejays bumbled through an eight-inning affair that the Vamps won 19-9. Though Alice Cooper and Bernie Taupin were too exhausted from the previous evening's Rock Awards show to make the game, Beach Boy Brian Wilson saved the day with his third inning entrance.

The KIIS squad was led by Charlie Tuna, Jerry Bishop, Billy and Danny Martinez, Casey Casem, actress Kay Lenz, Judy Norton Taylor of the Waitons and Cyndi Greco, singer of the Laverne and Shirley theme. Aside from Wilson, the Vamps squad included former Monkee Peter Tork, United Artists' Bob Brown, Chrysalis' Bill Taylor, and **Cash Box's** own David Budge. The game was organized by the Vamp's captain Norm Jacobovitz.

## NEW FM ACTION LPs

### MOST ADDED LPs

1. Long Misty Days — Robin Trower — Chrysalis
2. Hard Rain — Bob Dylan — Columbia
3. Modern Music — Be Bop Deluxe — Capitol
4. Year Of The Cat — Al Stewart — Janus
5. Long May You Run — Stills/Young — WB
6. New Nation — Roderick Falconer — UA
7. Private Eyes — Tommy Bolin — Columbia
8. Goodnight Mrs. Calabash — Ian Thomas Band — Chrysalis
9. One More From The Road — Lynyrd Skynyrd — MCA
10. Animal Notes — Crack The Sky — Lifesong
11. Troubadour — J.J. Cale — Shelter/ABC
12. Deep Cuts — Strawbs — Polydor
13. Beginning Of The End — Richie Havens — A&M
14. Free For All — Ted Nugent — Epic
15. Men From Earth — Ozark Mtn. Daredevils — A&M

### MOST REQUESTED CUTS

1. More Than A Feeling/Long Time/Peace Of Mind/Rock 'N' Roll Band — Boston — Epic
2. Free Bird — Lynyrd Skynyrd — MCA
3. Maggie's Farm — Bob Dylan — Columbia

### PREDICTIONS

1. Year Of The Cat (entire LP)/On The Border — Al Stewart — Janus
2. Boston (entire LP)/More Than A Feeling — Boston — Epic
3. Long Misty Days (entire LP)/Caledonia — Robin Trower — Chrysalis
4. Modern Music (entire LP) — Be Bop Deluxe — Capitol

## STATION BREAKS

**John Lund** named program manager for **WISE** and **WISN-FM**, Milwaukee. Lund comes to the stations from **WNBC-AM**, where he also served as program manager. **Tom Lambert**, program director of **WISN-AM**, appointed operations director of **WISN-AM/FM**... a new position.

**Jim Ballard**, formerly pd at **WKQQ**, Lexington, Kentucky now assumes same position at **WROQ**, Charlotte, North Carolina.

**Dave Laird** has been promoted to PD at **WNDR**, Syracuse. **Steve Andrews** has left the station.

**Mike St. John** leaves **WERC**, Birmingham to become PD of **WMPS**, Memphis.

**Joe Kraus** promoted to PD at **KROI-FM**, Sacramento. Kraus comes to **KROI-FM** from **KROY-AM**, where no replacement has been named yet.

**Y-102**, Montgomery has undergone a format change, from automated oldies to AOR. **Lanny West** is the new PD and will continue to direct music for **WHYY**, Montgomery. **Dan Plouffe** joins **Rogers Radio Broadcasting, Ltd.** as assistant PD at **CFTR**, Toronto, Ontario, effective immediately.

**Rob Sherwood** new PD at **KSTP**, Minneapolis.

**Joe Persek** named MD of **99X/WXLO**, New York. Persek had been assistant MD at the station.

**Eric Rhodes** is new MD at **96X**, Miami. **Stuart Slotnick**, who had been doing station research, is now doing 2-6 a.m.

**Shana** joins **KHJ** radio in 2-6 a.m. slot. Shana is from **KFRC**, San Francisco.

**WLS**, Chicago with recent changes. **Larry Lujack** moves to morning drive from **WCFL**, also Chicago. **Carol Robins** named

retail and new business manager and replaces **Francey Smith**, who has been promoted to Chicago sales office of **ABC** radio. **Terrence Rodda** named an account executive with sales department at the station. Rodda joined the station in 1972 as research director.

**Bob Hathaway**, **Bob Meadows** and **Paul Sanchez** are new at **KLIF**, Dallas. **Don Berns** and **Charley Harrigan** exit the station.

**Bob Lawrence** now 9-noon at **KLEO**, Wichita. Lawrence had been doing the 2-6 a.m. shift, which is being taken over by **Lenny Baxter** from **KNOR**. **Gary Mack** has left the station.

**Bill Stevens** from **KISN**, Portland, now doing afternoon drive at **KPAM**, Portland.

**Gary Walker** moves into air slot at **98Q**, Vidalia, from **WGIG**, Bridgeport. Walker was known as **Mark Rogers** at **WGIG**.

**John Anthony** leaves **WOKY**, Milwaukee. Anthony has been replaced by **Dave Mann** in 6-10 p.m. slot.

**Randy Robins** now in noon-3 p.m. slot at **WFIL**, Philly, from **WIXY**, Cleveland. **Banana Joe** has departed station.

**Jim Herron** changes shifts at **KIMN**, Denver. Herron moves from 10-2 nights to midday slot.

**Glenn Richards** now doing mornings at **Z96**, Grand Rapids. Richards was at **WOOD**, Grand Rapids.

**Bill Stevens** replaces **Jack Morgan** in morning drive on **WDRG**, Hartford.

**Scott McKay** added to air lineup at **KTAC**, Tacoma. McKay comes from Spokane.

**Jim St. John** joins airstaff at **KVOX**, Moorhead. St. John will work 6-10 p.m. and is from **KOMA**, Oklahoma City.

*continued on pg. 55*

**WNEW-FM — NEW YORK — Vin Scelsa**

- Hard Rain — Bob Dylan — Columbia
- Modern Music — Be Bop Deluxe — Capitol
- Year Of The Cat — Al Stewart — Janus
- Corky Siegel — Dharma Records
- Dark Blonde — Tom Jans — Columbia
- Night Man — Dirty Tricks — Polydor
- Animal Notes — Crack The Sky — Lifesong
- Deep Cuts — Strawbs — Polydor
- Trouble Maker — Willie Nelson — Columbia
- Long Misty Days — Robin Trower — Chrysalis
- Goodnight Mrs. Calabash — Ian Thomas Band — Chrysalis

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

- Hard Rain — Bob Dylan — Columbia
- Modern Music — Be Bop Deluxe — Capitol
- New Nation — Roderick Falconer — UA
- Deep Cuts — Strawbs — Polydor
- Long Misty Days — Robin Trower — Chrysalis
- We Can't Go On Meeting Like This — Hummingbird — A&M
- Free For All — Ted Nugent — Epic
- Razor Sharp — Earl Slick — Capitol
- Night Man — Dirty Tricks — Polydor
- No Reason To Cry — Eric Clapton — RSO (IMP)
- Year Of The Cat (entire LP) — Al Stewart — Janus

**WLIR-FM — LONG ISLAND, N.Y. — Denis McNamara**

- Deep Cuts — Strawbs — Polydor
- Modern Music — Be Bop Deluxe — Capitol
- Long Misty Days — Robin Trower — Chrysalis
- Good Night Mrs. Calabash — Ian Thomas Band — Chrysalis
- Year Of The Cat — Al Stewart — Janus
- Bob Melghan — Capitol
- Chicken Skin Music — Ry Cooder
- Animal Notes — Crack The Sky — Lifesong
- Morning Comes — Buckacre — MCA
- Jump On It — Montrose — WB
- Trapeze — WB
- Long May You Run — Stills/Young — WB
- Troubadour — J.J. Cale — Shelter/ABC
- Fly Like An Eagle — Steve Miller — Capitol
- Private Eyes — Tommy Bolin — Columbia
- Waking And Dreaming — Orleans — Asylum
- Year Of The Cat — Al Stewart (entire LP) — Janus

**WRNW-FM — WESTCHESTER COUNTY, N.Y. — Bob Marrone**

- Goodnight Mrs. Calabash — Ian Thomas Band — Chrysalis
- Live At Last! — Tim Weisberg — A&M
- Chicken Skin Music — Ry Cooder — WB
- Solo — Don McLean — UA
- Private Eyes — Tommy Bolin — Columbia
- Free For All — Ted Nugent — Epic
- Animal Notes — Crack The Sky — Lifesong
- New Nation — Roderick Falconer — UA
- Livin' For Lovin' — Jackie Lomax — Capitol
- Modern Music — Be Bop Deluxe — Capitol
- Cocaine — J.J. Cale — Shelter/ABC
- Dreaming As One — Richie Havens — A&M
- Long May You Run — Stills/Young — WB
- Hard Rain — Bob Dylan — Columbia
- Ready To Roll — Tom Jans — Columbia

**WPLJ-FM — NEW YORK — Corinne Baldassano**

- Hard Rain — Bob Dylan — Columbia
- A Dose Of Rock 'N' Roll — Ringo Starr — Atlantic
- Beth — Kiss — Casablanca
- Agents Of Fortune — Blue Oyster Cult — Columbia
- Boston — Epic
- Silk Degrees — Boz Scaggs — Columbia
- Frampton Comes Alive — Peter Frampton — A&M
- Fleetwood Mac — WB
- Spitfire — Jefferson Starship — Grunt/RCA

**KLOS-FM — LOS ANGELES — Dabar Hoorelbeke**

- Good Night Mrs. Calabash — Ian Thomas — Chrysalis
- Long Misty Days — Robin Trower — Chrysalis

**KMET-FM — LOS ANGELES — Billy Jugs**

- Hard Rain — Bob Dylan — Columbia
- One More From The Road — Lynyrd Skynyrd — MCA
- Wiggly Bits — Polydor
- Starz — Capitol
- Year Of The Cat — Al Stewart — Janus
- Moving Targets — Flo & Eddie — Columbia
- Free For All — Ted Nugent — Epic
- Private Eyes — Tommy Bolin — Columbia
- Troubadour — J.J. Cale — Shelter/ABC
- Boston — Epic
- Rocks — Aerosmith — Columbia

**KWST-FM — LOS ANGELES — Mark Cooper**

- Hard Rain — Bob Dylan — Columbia
- New Nation — Roderick Falconer — UA
- Marcus — UA
- Long Misty Days — Robin Trower — Chrysalis
- Motion — KGB — MCA
- Modern Music — Be Bop Deluxe — Capitol
- Razor Sharp — Earl Slick — Capitol
- Goodnight Mrs. Calabash — Ian Thomas — Chrysalis
- Private Eyes — Tommy Bolin — Columbia
- Free For All — Ted Nugent — Epic
- Somewhere I've Never Travelled — Ambrosia — 20th Century
- Starz — Capitol
- One More From The Road — Lynyrd Skynyrd — MCA
- Caledonia — Robin Trower — Chrysalis
- New Nation (entire LP) — Roderick Falconer — UA

**WXRT-FM — CHICAGO — Bob Shulman**

- Man From Earth — Ozark Mountain Daredevils — A&M
- Modern Music — Be Bop Deluxe — Capitol
- Automatic Man — Island
- Private Eyes — Tommy Bolin — Columbia
- Hard Rain — Bob Dylan — Columbia
- One More From The Road — Lynyrd Skynyrd — MCA
- Tales Of Kid Funkadelic — Funkadelic — 20th Century
- Long May You Run — Stills/Young Band — WB
- Chicken Skin Music — Ry Cooder — WB
- Solo — Don McLean — UA
- Not A Word On It — Pete Carr — Big Tree/Atlantic
- Fly Like An Eagle — Steve Miller — Capitol
- School Days — Stanley Clarke — Nemperor/Atlantic
- Boston — Epic
- Barefoot Ballet — John Klemmer — ABC
- Modern Music (entire LP) — Be Bop Deluxe — Capitol
- Long May You Run (entire LP) — Stills/Young — WB
- Post Toastie — Tommy Bolin — Columbia

**WABX-FM — DETROIT — Ken Calvert**

- New Nation — Roderick Falconer — UA
- Motion — KGB — MCA
- Long Misty Days — Robin Trower — Chrysalis
- Modern Music — Be Bop Deluxe — Capitol
- Razor Sharp — Earl Slick — Capitol
- Marcus — UA
- Goodnight Mrs. Calabash — Ian Thomas — Chrysalis
- Hard Rain — Bob Dylan — Columbia
- Boston — Epic
- Starz — Capitol
- Free For All — Ted Nugent — Epic
- The Whole World's Goin' Crazy — April Wine — London
- Caledonia — Robin Trower — Chrysalis

**WWWW-FM — DETROIT — Karan Savelly**

- New Nation — Roderick Falconer — UA
- Long May You Run — Stills/Young — WB
- Sammy Walker — WB
- Long Misty Days — Robin Trower — Chrysalis
- Little River Band — Harvest/Capitol
- Private Eyes — Tommy Bolin — Columbia
- Living' For Lovin'/Our Love — Jackie Lomax — Capitol

**KSAN-FM — SAN FRANCISCO — Don Potoczak**

- Year Of The Cat — Al Stewart — Janus
- Deep Cuts — Strawbs — Polydor
- Black Heart Man — Bunny Wailer — Island
- Goodnight Mrs. Calabash — Ian Thomas — Chrysalis
- Together — Avin Jones — Vanguard
- Tattoo — Prodigal/Motown
- Long Misty Days — Robin Trower — Chrysalis
- Live 'N Concert — Chambers Bros. — Roxbury
- Razor Sharp — Earl Slick — Capitol
- Let's Stick Together — Bryan Ferry — Atlantic
- Funky Kings — Arista
- Private Eyes — Tommy Bolin — Columbia
- Bigger Than Both Of Us — Hall & Oates — RCA
- Livin' For Lovin' — Jackie Lomax — Capitol
- Chameleon — Labelle — Epic
- Troubadour — J.J. Cale — Shelter/ABC
- Free For All — Ted Nugent — Epic
- One More From The Road — Lynyrd Skynyrd — MCA
- Night Man — Dirty Tricks — Polydor
- Mother's Finest — Epic
- How Late'll Ya Play 'Til — David Bromberg — Fantasy
- Long May You Run — Stills/Young — WB
- Modern Music — Be Bop Deluxe — Capitol

**WFHS-FM — WASHINGTON, D.C. — David Einstein**

- Dark Blonde — Tom Jans — Columbia
- Razor's Edge — John Payne — Arista
- Animal Notes — Crack The Sky — Lifesong
- David Foreman — Arista
- Long Misty Days — Robin Trower — Chrysalis
- Elementary — Wah Wah Watson — Columbia
- New Nation — Roderick Falconer — UA
- The Troublemaker — Willie Nelson — Columbia
- Concerto Retitled — Joe Zawinul — Atlantic
- Your Mind Is On Vacation — Mose Allison — Atlantic
- How Late'll Ya Play 'Til — Sid Selwidge — Peabody
- How Late'll Ya Play 'Til — David Bromberg — Fantasy
- Elementary — Wah Wah Watson — Columbia
- Dark Blonde (Side 1) — Tom Jans — Columbia

**WBCN-FM — BOSTON — Ellen Darst**

- My Name Is Jermaine — Jermaine Jackson — Motown
- Southwest — Herb Pedersen — Epic
- Street Corner Stuff — Peddler — UA
- Long May You Run — Stills/Young — WB
- Long Misty Days — Robin Trower — Chrysalis
- Black Heart Man — Bunny Wailer — Island
- Rock 'N' Roll Band — Boston — Epic
- Lowdown — Boz Scaggs — Columbia
- Maggie's Farm — Bob Dylan — Columbia
- Caledonia — Robin Trower — Chrysalis

**WCOZ-FM — BOSTON — Beverly Mire**

- Long May You Run — Stills/Young — WB
- Hard Rain — Bob Dylan — Columbia
- Livin' For Lovin' — Jackie Lomax — Capitol
- Go — Island
- Love & Affection — Joan Armatrading — A&M
- I'm Losing My Mind — Geoff Muldaur & Bonnie Raitt — Reprise/WB
- Boston — Epic
- Lowdown — Boz Scaggs — Columbia
- Living' For Lovin' (entire LP) — Jackie Lomax — Capitol

**WMMR-FM — PHILADELPHIA — Paul Fuhr**

- Year Of The Cat — Al Stewart — Janus
- Long May You Run — Stills/Young — WB
- No Reason To Cry — Eric Clapton — RSO (IMP)
- One More From The Road — Lynyrd Skynyrd — MCA
- Private Eyes — Tommy Bolin — Columbia
- Hard Rain — Bob Dylan — Columbia
- It's So Easy — Hot Tuna — RCA
- I'm Losing My Mind — Geoff Muldaur & Bonnie Raitt — Reprise/WB
- Liars — Ian Thomas — Chrysalis
- Sweet Delight — Dark Star — Lifesong
- Long Misty Days — Robin Trower — Chrysalis
- Joan Armatrading — A&M

**WYSP-FM — PHILADELPHIA — Sonny Fox**

- Troubadour — J.J. Cale — Shelter/ABC
- Private Eyes — Tommy Bolin — Columbia
- Roaring Silence — Manfred Mann — WB
- End Of The Beginning — Richie Havens — A&M
- Modern Music — Be Bop Deluxe — Capitol
- Year Of The Cat — Al Stewart — Janus
- Hard Rain — Bob Dylan — Columbia
- Animal Notes — Crack The Sky — Lifesong
- No Reason To Cry — Eric Clapton — RSO (IMP)
- One More From The Road — Lynyrd Skynyrd — MCA
- Long May You Run — Stills/Young — WB
- Long Misty Days — Robin Trower — Chrysalis
- Deep Cuts — Strawbs — Polydor
- Dr. Buzzard's Savannah Band — RCA
- Free Bird — Lynyrd Skynyrd — MCA
- I'm Not In Love — Richie Havens — A&M

**WKTK-FM — BALTIMORE — Steve Cochran**

- Year Of The Cat — Al Stewart — Janus
- Animal Notes — Crack The Sky — Lifesong
- Solid — Michael Henderson — Buddah
- Troubadour — J.J. Cale — Shelter/ABC
- Night Man — Dirty Tricks — Polydor
- Man From Earth — Ozark Mtn. Daredevils — A&M
- Livin' For Lovin' — Jackie Lomax — Capitol
- Private Eyes — Tommy Bolin — Columbia
- Free For All — Ted Nugent — Epic
- End Of The Beginning — Richie Havens — A&M

- Long Time/More Than A Feeling/Peace Of Mind — Boston — Epic
- Somewhere I've Never/I Wanna Know — Ambrosia — 20th Century
- Animal Notes — Crack The Sky — Lifesong
- The Wreck Of The Edmund Fitzgerald — Gordon Lightfoot — Reprise/WB

**KSHE-FM — ST. LOUIS — Ron Stavans**

- New Nation — Roderick Falconer — UA
- Motion — KGB — MCA
- Long Misty Days — Robin Trower — Chrysalis
- Modern Music — Be Bop Deluxe — Capitol
- Razor Sharp — Earl Slick — Capitol
- Marcus — UA
- Goodnight Mrs. Calabash — Ian Thomas — Chrysalis
- Boston — Epic
- Starz — Capitol
- Free For All — Ted Nugent — Epic
- Play It Again — Roderick Falconer — UA

**KADI-FM — ST. LOUIS — Pete Parisi**

- New Nation — Roderick Falconer — UA
- Year Of The Cat — Al Stewart — Janus
- i/You — Brian Protheroe — Chrysalis
- Animal Notes — Crack The Sky — Lifesong
- Long Misty Days — Robin Trower — Chrysalis
- Night Man — Dirty Tricks — Polydor
- Long May You Run — Stills/Young — WB
- Private Eyes — Tommy Bolin — Columbia
- Hard Rain — Bob Dylan — Columbia
- Hasten Down The Wind — Linda Ronstadt — Asylum
- Two For The Show — Trooper — MCA

**M105-FM — CLEVELAND — Eric Stevens**

- End Of The Beginning — Richie Havens — A&M
- Free For All — Ted Nugent — Epic
- A Dose Of Rock 'N' Roll — Ringo Starr — Atlantic
- Stand Tall — Burton Cummings — Portrait/Columbia
- More Than A Feeling — Boston — Epic
- One More From The Road — Lynyrd Skynyrd — MCA

**WMSM-FM — CLEVELAND — Shelly Stille**

- Long Misty Days — Robin Trower — Chrysalis
- Animal Notes — Crack The Sky — Lifesong
- New Nation — Roderick Falconer — UA
- Night Man — Dirty Tricks — Polydor
- The Sanford-Townsend Band — WB
- Deep Cuts — Strawbs — Polydor
- Year Of The Cat — Al Stewart — Janus
- Tattoo — Prodigal
- Honor Among Thieves — Artful Dodger — Columbia
- Agents Of Fortune — Blue Oyster Cult — Columbia
- Somewhere I've Never — Ambrosia — 20th Century
- Deep Cuts — Strawbs (entire LP) — Polydor

**WYDD-FM — PITTSBURGH — Steve Downes**

- Let's Stick Together — Bryan Ferry — Atlantic
- Funky Kings — Arista
- Silver — Arista
- Modern Music — Be Bop Deluxe — Capitol
- Long Misty Days — Robin Trower — Chrysalis
- Albert — Albert King — RCA
- Mother's Finest — Epic
- Long May You Run — Stills/Young Band — WB
- Private Eyes — Tommy Bolin — Columbia
- Hard Rain — Bob Dylan — Columbia
- Bread & Roses — Judy Collins — Elektra
- My Pearl/Automatic Man — Automatic Man — Island
- More Than A Feeling — Boston — Epic
- End Of The Beginning — Richie Havens — A&M
- Let The Rough Side Drag/It Takes More Than — Jesse Winchester — Bearsville/WB

**KPFT-FM — HOUSTON — Larry Foster**

- Year Of The Cat — Al Stewart — Janus
- New Nation — Roderick Falconer — UA
- Goodnight Mrs. Calabash — Ian Thomas — Chrysalis
- Animal Notes — Crack The Sky — Lifesong
- Deep Cuts — Strawbs — Polydor
- 500 Miles High — Flora Purim — Milestone
- Men From Earth — Ozark Mtn. Daredevils — A&M
- Free For All — Ted Nugent — Epic
- Live At Last! — Tim Weisberg — A&M
- Long Misty Days — Robin Trower — Chrysalis
- Year Of The Cat (entire LP) — Al Stewart — Janus

**KZEW-FM — DALLAS — Loretta Angellina**

- Long Misty Days — Robin Trower — Chrysalis
- Hard Rain — Bob Dylan — Columbia
- Modern Music — Be Bop Deluxe — Capitol
- Men From Earth — Ozark Mtn. Daredevils — A&M
- Live At Last! — Tim Weisberg — A&M
- Stay — Andrew Gold — Asylum
- Volume 2 — Calico — UA
- How Late'll Ya Play 'Til — David Bromberg — Fantasy
- Dose Of Rock 'N' Roll — Ringo Starr — Atlantic
- One More From The Road — Lynyrd Skynyrd — MCA
- Tonight's The Night — Rod Stewart — WB
- Boston (entire LP) — Boston — Epic
- Dreamboat Annie (entire LP) — Heart — Mushroom

**KEYZ-FM — ANAHEIM — Jack Snyder**

- Modern Music — Be Bop Deluxe — Capitol
- Year Of The Cat — Al Stewart — Janus
- Private Eyes — Tommy Bolin — Columbia
- Long Misty Days — Robin Trower — Chrysalis
- New Nation — Roderick Falconer — UA
- Troubadour — J.J. Cale — Shelter/ABC
- Viva! Roxy Music — Roxy Music — Atco
- Cie Elo — Electric Light Orchestra — UA
- Spitfire — Jefferson Starship — Grunt/RCA
- Moonmadness — Camel — Janus
- On The Border — Al Stewart — Janus
- Modern Music — Be Bop Deluxe — Capitol

**KOME-FM — SAN JOSE — Dana Jang**

- Long Misty Days — Robin Trower — Chrysalis
- Hard Rain — Bob Dylan — Columbia
- Long May You Run — Stills/Young — WB
- Amigo — Arlo Guthrie — Reprise/WB
- Let The Rough Side Drag — Jesse Winchester — Bearsville/WB
- Children Of The World — Bee Gees — RSO/Polydor
- Silver — Arista
- Modern Music — Be Bop Deluxe — Harvest/Capitol
- Livin' For Lovin' — Jackie Lomax — Capitol
- More Than A Feeling — Boston — Epic
- Year Of The Cat — Al Stewart — Janus
- Free Bird — Lynyrd Skynyrd — MCA
- Hard Rain — Bob Dylan — Columbia
- Modern Music (entire LP) — Be Bop Deluxe — Capitol
- Year Of The Cat (entire LP) — Al Stewart — Janus

**KSJO-FM — SAN JOSE — Paul Wells**

- Long Misty Days — Robin Trower — Chrysalis
- Honor Among Thieves — Artful Dodger — Columbia
- Year Of The Cat — Al Stewart — Janus
- New Nation — Roderick Falconer — UA
- Animal Notes — Crack The Sky — Lifesong
- Live In Concert — Chambers Bros. — Roxbury
- Deep Cuts — Strawbs — Polydor
- Goodnight Mrs. Calabash — Ian Thomas Band — Chrysalis
- Modern Music — Be Bop Deluxe — Capitol
- Night Never Ending — Mingo Lewis — Columbia
- Free Bird — Lynyrd Skynyrd — MCA
- Keep It Warm — Flo & Eddie — Columbia
- Cocaine — J.J. Cale — Shelter/ABC
- Long Misty Days (entire LP) — Robin Trower — Chrysalis

**WBLM-FM — PORTLAND, ME — Joas Diaz**

- Children Of The World — Bee Gees — RSO/Polydor
- How Late'll Ya Play 'Til — David Bromberg — Fantasy
- One More From The Road — Lynyrd Skynyrd — MCA
- Men From Earth — Ozark Mtn. Daredevils — A&M
- Long May You Run — Stills/Young Band — WB
- Let's Stick Together — Bryan Ferry — Atlantic
- Chicken Skin Music — Ry Cooder — WB
- Hard Rain — Bob Dylan — Columbia
- Private Eyes — Tommy Bolin — Columbia
- Troubadour — J.J. Cale — Atlantic
- Secrets — Herbie Hancock — Columbia
- Yellow & Green — Ron Cotter — CTI
- Funky Kings — Arista
- Beginning Of The End — Richie Havens — A&M
- Blind Dog At St. Dunstons — Caravan — Arista
- Ain't Nothin' Stoppin' Us Now — Tower Of Power — Columbia
- Roaring Silence — Manfred Mann — WB
- (Don't Fear) The Reaper — Blue Oyster Cult — Columbia
- Boston (entire LP) — Boston — Epic
- School Days (entire LP) — Stanley Clarke — Nemperor/Atlantic

**WBUS-FM — MIAMI BEACH — Dean Goodman**

- How Late'll Ya Play 'Til — David Bromberg — Fantasy
- Beginning Of The End — Richie Havens — A&M
- School Days — Stanley Clarke — Nemperor/Atlantic
- Live At Last! — Tim Weisberg — A&M
- Barefoot Ballet — John Klemmer — ABC
- Secrets — Herbie Hancock — Columbia
- River High, River Low — Les McCann — Atlantic
- Barefoot Ballet — John Klemmer — ABC
- Barefoot Ballet (entire LP) — John Klemmer — ABC
- Secrets (entire LP) — Herbie Hancock — Columbia

**KZOK-FM — SEATTLE, WA. — Lori Holder**

- Troubadour — J.J. Cale — Shelter/ABC
- Boston — Epic
- Ain't Nothin' Stoppin' Us Now — Tower Of Power — Columbia
- Roaring Silence — Manfred Mann — WB
- Go For It — Montrose — WB
- Midnight Mirage — Mike Greene — Mercury
- Long May You Run — Stills/Young Band — WB
- Hard Rain — Bob Dylan — Columbia
- Wreck Of Edmund Fitzgerald — Gordon Lightfoot — WB
- (Don't Fear) The Reaper — Blue Oyster Cult — Columbia
- This Masquerade — George Benson — WB
- Silver Bullets — Michael Dinner — Fantasy
- My Pearl — Automatic Man — Island
- Love & Affection — Joan Armatrading — A&M

**WGRO-FM — BUFFALO, N.Y. — Tom Teuber**

- One More From The Road — Lynyrd Skynyrd — MCA
- Free For All — Ted Nugent — Epic
- Somewhere I've Never Travelled — Ambrosia — 20th Century
- Honor Among Thieves — Artful Dodger — Columbia
- Boston — Epic
- Bread & Roses — Judy Collins — Elektra
- Funky Kings — Arista
- Moving Targets — Flo & Eddie — Columbia
- Midnight Mirage — Mike Greene — Mercury
- End Of The Beginning — Richie Havens — A&M
- Men From Earth — Ozark Mtn. Daredevils — A&M
- Hard Rain — Bob Dylan — Columbia
- (Don't Fear) The Reaper — Blue Oyster Cult — Columbia
- Do You Feel — Peter Frampton — A&M
- Boston — Epic
- Noah — Ozark Mtn. Daredevils — A&M

**WHCN-FM — HARTFORD — Paul Payton**

- Long May You Run — Stills/Young — WB
- No Reason To Cry — Eric Clapton — RSO (IMP)
- Year Of The Cat — Al Stewart — Janus
- One More From The Road — Lynyrd Skynyrd — MCA
- Long Misty Days — Robin Trower — Chrysalis
- Modern Music — Be Bop Deluxe — Capitol
- Troubadour — J.J. Cale — Shelter/ABC
- Brownsmith — Capitol
- Roaring Silence — Manfred Mann — WB
- Deep Cuts — Strawbs — Polydor
- Let The Rough Side Drag — Jesse Winchester — Bearsville/WB
- How Late'll Ya Play 'Til — David Bromberg — Fantasy
- The Sanford-Townsend Band — WB
- Hard Rain — Bob Dylan — Columbia
- Bigger Than Both Of Us — Hall & Oates — RCA
- End Of The Beginning — Richie Havens — A&M
- Boston — Epic
- Cordon Bleu — Solution — Rocket
- I Was Educated/Wild Night — Richie Havens — A&M
- Let The Rough Side Drag (entire LP) — Jesse Winchester — Bearsville/WB

**KWKI-FM — KANSAS CITY, MO. — Ron Clay**

- A Tab In The Ocean — Nektar — Passport
- School Days — Stanley Clarke — Nemperor/Atlantic
- Mahoney's Last Stand — Ron Wood & Ronnie Lane — Atco
- Arbour Zena — Keith Jarrett — Polydor
- One More From The Road — Lynyrd Skynyrd — MCA
- Troubadour — J.J. Cale — Shelter/ABC
- I Heard That! — Quincy Jones — A&M
- Boston — Epic
- Somewhere I've Never Travelled — Ambrosia — 20th Century
- Roaring Silence — Manfred Mann — WB
- Blinded By The Light — Manfred Mann — WB
- Cocaine — J.J. Cale — Shelter/ABC
- School Days — Stanley Clarke — Nemperor/Atlantic
- Blinded By The Light — Manfred Mann — WB

# ADDITIONS TO POP PLAYLISTS

**KEZY — ANAHEIM**  
#1 — Wild Cherry  
\*Ringo  
\*Boston  
24 To 18 — Hall & Oates  
26 To 20 — DeVorzon & Botkin  
28 To 23 — Linda Ronstadt  
31 To 26 — Abba  
32 To 27 — Stills/Young  
Ex To 32 — Blue Oyster Cult  
Ex To 33 — Ritchie Family  
Ex To 34 — EW&F  
Ex To 35 — Flash Cadillac  
**Z-93 — ATLANTA**  
#1 — Rick Dees  
Blue Oyster Cult  
Amazing Rhythm Aces  
\*DeVorzon & Botkin  
16 To 12 — Steve Miller  
17 To 13 — Jefferson Starship  
24 To 20 — Heart  
27 To 23 — Capt. & Tennille  
**WQXI — ATLANTA**  
#1 — Rick Dees  
Steve Miller  
Heart  
7 To 3 — Boz Scaggs  
11 To 6 — Orleans  
13 To 8 — Linda Ronstadt  
15 To 10 — Hall & Oates  
20 To 11 — Commodores  
**WBBQ — AUGUSTA**  
#1 — Boz Scaggs  
\*Ringo  
\*Spinners  
\*Barry Manilow  
Ex To 29 — Gordon Lightfoot  
Ex To 30 — Captain & Tennille  
**WAUG — AUGUSTA**  
#1 — Boz Scaggs  
\*Ringo  
\*Commodores  
\*Burton Cummings  
5 To 1 — Boz Scaggs  
13 To 9 — Peter Frampton  
14 To 8 — Jefferson Starship  
16 To 11 — Steve Miller  
19 To 14 — Gordon Lightfoot  
23 To 18 — Firefall  
27 To 23 — Kiss  
Ex To 27 — Linda Ronstadt  
Ex To 29 — Capt. & Tennille  
Ex To 30 — DeVorzon & Botkin

**KERN — BAKERSFIELD**  
#1 — DeVorzon & Botkin  
\*Capt. & Tennille  
7 To 2 — Peter Frampton  
18 To 12 — Bay City Rollers  
22 To 17 — Kiss  
Ex To 25 — Little River Band  
Ex To 27 — Bee Gees  
**WCAO — BALTIMORE**  
#1 — Chicago  
Commodores  
Capt. & Tennille  
\*McCoo & Davis  
\*Blue Oyster Cult  
\*Ringo  
\*Boston  
\*Aerosmith  
21 To 14 — Steve Miller  
23 To 19 — Linda Ronstadt  
25 To 16 — Kiss  
Ex To 20 — Peter Frampton  
Ex To 26 — Bee Gees  
Ex To 27 — Firefall  
Ex To 28 — Barry Manilow  
**WFBR — BALTIMORE**  
#1 — England Dan & John Ford Coley  
Barry Manilow  
Neil Diamond  
Bee Gees  
Flash Cadillac  
Ritchie Family  
27 To 18 — Bay City Rollers  
30 To 25 — Beach Boys  
33 To 29 — Gordon Lightfoot  
34 To 24 — Kiss  
**WERC — BIRMINGHAM**  
#1 — Wild Cherry  
Ringo  
Gladys Knight  
11 To 6 — Kiss  
20 To 13 — Bay City Rollers  
23 To 18 — John Denver  
24 To 16 — Commodores  
29 To 22 — Capt. & Tennille  
**WSGN — BIRMINGHAM**  
#1 — Boz Scaggs  
\*Starbuck  
\*Commodores  
20 To 15 — Kiss  
27 To 17 — Bay City Rollers  
28 To 23 — Gordon Lightfoot  
29 To 22 — Steve Miller  
Ex To 26 — Capt. & Tennille  
Ex To 27 — Bee Gees  
**WRKO — BOSTON**  
#1 — Wild Cherry  
Capt. & Tennille  
Alice Cooper  
Beach Boys  
14 To 10 — Abba  
19 To 13 — Hall & Oates  
23 To 17 — Steve Miller  
27 To 22 — Heart  
**WKBW — BUFFALO**  
#1 — Orleans  
Captain & Tennille  
\*Ringo  
\*Boston  
19 To 12 — Steve Miller  
21 To 16 — Heart  
23 To 11 — Gordon Lightfoot  
26 To 20 — Kiss  
**WYSL — BUFFALO**  
#1 — Wild Cherry  
\*Capt. & Tennille  
14 To 7 — Rick Dees  
23 To 16 — Heart  
28 To 22 — Gino Vannelli  
30 To 23 — Boston

**WBT — CHARLOTTE**  
#1 — Chicago  
Neil Diamond  
Carpenters  
Barry Manilow  
Neil Sedaka  
10 To 4 — Boz Scaggs  
18 To 10 — Orleans  
19 To 6 — Gordon Lightfoot

**WAYS — CHARLOTTE**  
#1 — Chicago  
Capt. & Tennille  
\*Ringo  
15 To 9 — Steve Miller  
20 To 16 — Bay City Rollers  
Ex To 20 — Kiss  
**WLS — CHICAGO**  
#1 — Chicago  
Gordon Lightfoot  
Barry Manilow  
Abba  
5 To 3 — Cliff Richard  
10 To 7 — Boz Scaggs  
11 To 6 — Bay City Rollers  
12 To 8 — Heart  
15 To 12 — Orleans  
17 To 14 — Silver  
19 To 17 — Hall & Oates  
21 To 10 — Rick Dees  
**WDHF — CHICAGO**  
#1 — Chicago  
Barry Manilow  
Steve Miller  
Linda Ronstadt  
Kiss  
Blue Oyster Cult  
Ringo  
10 To 6 — Heart  
11 To 5 — Cliff Richard  
17 To 12 — Gordon Lightfoot  
23 To 13 — Rick Dees  
**Q-102 — CINCINNATI**  
#1 — Rick Dees  
\*Gordon Lightfoot  
\*Bee Gees  
7 To 2 — Chicago  
15 To 11 — Boz Scaggs  
Ex To 21 — Heart  
Ex To 24 — Firefall  
Ex To 26 — Blue Oyster Cult  
**WSAI — CINCINNATI**  
#1 — Wild Cherry  
Boz Scaggs  
Gordon Lightfoot  
Capt. & Tennille  
EW&F  
10 To 3 — Rick Dees  
13 To 6 — Steve Miller  
28 To 20 — Hall & Oates  
30 To 22 — Kiss  
**WGCL — CLEVELAND**  
#1 — KC & Sunshine Band  
Abba  
Bay City Rollers  
Boston  
Captain & Tennille  
Starbuck  
7 To 3 — Chicago  
15 To 11 — Blue Oyster Cult  
18 To 6 — Gordon Lightfoot  
22 To 17 — Steve Miller  
24 To 20 — Firefall  
25 To 21 — Kiss  
26 To 22 — Flash Cadillac  
28 To 23 — Norman Connors  
29 To 24 — Weapons Of Peace  
**WCOL — COLUMBUS**  
#1 — Rick Dees  
Boston  
Spinners  
Barry Manilow  
Ringo  
10 To 6 — Flash Cadillac  
18 To 13 — Blue Oyster Cult  
20 To 16 — Eric Carmen  
22 To 11 — Kiss  
27 To 20 — Olivia Newton-John  
28 To 18 — Beach Boys  
30 To 26 — Bay City Rollers  
33 To 22 — Peter Frampton  
35 To 30 — Firefall  
**WNCL — COLUMBUS**  
#1 — Rick Dees  
Gordon Lightfoot  
Boston  
10 To 5 — Chicago  
18 To 12 — Peter Frampton

**KNUS — DALLAS**  
#1 — Linda Ronstadt  
Capt. & Tennille  
Firefall  
18 To 10 — Jefferson Starship  
20 To 14 — Gino Vannelli  
23 To 19 — James Taylor  
24 To 11 — Steve Miller  
26 To 18 — Peter Frampton  
**KLIF — DALLAS**  
#1 — Chicago  
\*Kiss  
\*Neil Diamond  
\*John Valenti  
\*Capt. & Tennille  
\*McCoo & Davis  
13 To 8 — Abba  
18 To 11 — Rick Dees  
Ex To 21 — Bee Gees  
Ex To 22 — Neil Sedaka  
Ex To 24 — John Denver  
Ex To 25 — DeVorzon & Botkin  
**WING — DAYTON**  
#1 — Wild Cherry  
Commodores  
Capt. & Tennille  
Gino Vannelli  
Neil Sedaka  
John Valenti  
20 To 13 — Bay City Rollers  
26 To 19 — Linda Ronstadt  
32 To 22 — Barry Manilow  
36 To 23 — Peter Frampton  
**KTLL — DENVER**  
#1 — Chicago  
Ringo  
Steely Dan  
Gary Wright  
13 To 7 — Boz Scaggs  
24 To 15 — Dr. Hook  
29 To 24 — Abba  
30 To 25 — Heart  
39 To 16 — Capt. & Tennille  
40 To 30 — Hall & Oates  
**KIMN — DENVER**  
#1 — Chicago  
\*DeVorzon & Botkin  
\*Bee Gees  
\*Eric Carmen  
\*Burton Cummings  
17 To 8 — Heart  
19 To 15 — Bay City Rollers  
26 To 17 — Kiss

**EX TO 23 — Blue Oyster Cult**  
Ex To 27 — Capt. & Tennille  
**KIOA — DES MOINES**  
#1 — Wild Cherry  
David Dundas  
Abba  
18 To 8 — Gordon Lightfoot  
22 To 17 — Jefferson Starship  
26 To 19 — George Benson  
**CKLW — DETROIT**  
#1 — Gordon Lightfoot  
Burton Cummings  
Barry Manilow  
Steve Miller  
LTD  
Blue Oyster Cult  
Black Oak Arkansas  
9 To 4 — Rick Dees  
20 To 16 — Abba  
Ex To 25 — Spinners  
**WXYZ — DETROIT**  
#1 — Elton John & Kiki Dee  
Steve Miller  
**WDRO — DETROIT**  
#1 — Walter Murphy  
Bee Gees  
9 To 5 — Rick Dees  
15 To 6 — Bee Gees — Dancing  
17 To 9 — Gordon Lightfoot  
18 To 11 — Commodores  
19 To 12 — Spinners  
26 To 22 — Dr. Hook  
**WVBF — FRAMINGHAM**  
#1 — Chicago  
\*Bee Gees  
\*Blue Oyster Cult  
\*Capt. & Tennille  
\*Kiss  
\*Andrew Gold  
10 To 2 — Rick Dees  
20 To 13 — Boston  
25 To 18 — Steve Miller  
Ex To 20 — Heart  
Ex To 22 — Diana Ross  
Ex To 23 — Beach Boys  
Ex To 24 — Abba  
**WDRG — HARTFORD**  
#1 — Wild Cherry  
\*Boston  
\*Alice Cooper  
22 To 13 — Hall & Oates  
27 To 20 — Rick Dees  
Ex To 29 — Gordon Lightfoot  
Ex To 30 — Blue Oyster Cult  
**KILT — HOUSTON**  
#1 — Cliff Richard  
\*Abba  
\*Boston  
\*Ringo  
17 To 11 — Rick Dees  
24 To 20 — Blue Oyster Cult  
26 To 18 — Steve Miller  
30 To 26 — Flash Cadillac  
31 To 25 — Amazing Rhythm Aces  
32 To 27 — Silver  
35 To 31 — Peter Frampton  
39 To 32 — Gordon Lightfoot  
Ex To 35 — Bay City Rollers  
Ex To 38 — Rod Stewart  
Ex To 40 — Capt. & Tennille  
**KRBE — HOUSTON**  
#1 — Cliff Richard  
Peter Frampton  
Bee Gees  
\*Capt. & Tennille  
\*Bay City Rollers  
11 To 7 — Orleans  
24 To 19 — Brothers Johnson  
26 To 14 — Rick Dees  
Ex To 23 — Thin Lizzy  
**WNDE — INDIANAPOLIS**  
#1 — Rick Dees  
Linda Ronstadt  
Kiss  
Beach Boys  
Bay City Rollers  
Capt. & Tennille  
\*Ringo  
11 To 6 — Dr. Hook  
13 To 8 — Hall & Oates  
27 To 20 — Firefall  
**WIFE — INDIANAPOLIS**  
#1 — Wild Cherry  
Capt. & Tennille  
Abba  
15 To 10 — Gordon Lightfoot  
22 To 16 — Firefall  
25 To 18 — Linda Ronstadt  
27 To 19 — Nick Gilder  
**WAPE — JACKSONVILLE**  
#1 — Wild Cherry  
\*Capt. & Tennille  
\*Blue Oyster Cult  
\*Heart  
\*David Dundas  
**KBEQ — KANSAS CITY**  
#1 — Cliff Richard  
Firefall  
Bay City Rollers  
8 To 2 — Rick Dees  
19 To 11 — Dr. Hook  
17 To 9 — Orleans  
21 To 12 — Hall & Oates  
26 To 17 — Gordon Lightfoot  
28 To 23 — Linda Ronstadt  
29 To 22 — EW&F  
**KHJ — LOS ANGELES**  
#1 — Wild Cherry  
DeVorzon & Botkin  
Gordon Lightfoot  
Abba  
20 To 16 — Bay City Rollers  
24 To 20 — Silver  
26 To 17 — Linda Ronstadt  
29 To 19 — Hall & Oates  
**WAKY — LOUISVILLE**  
#1 — Dr. Hook  
\*Yvonne Elliman  
\*Starbuck  
\*Abba  
16 To 10 — Firefall

**WKLO — LOUISVILLE**  
#1 — Chicago  
Cliff Richard  
Ringo  
\*Manfred Mann  
\*Bee Gees  
\*American Flyer  
Ex To 22 — Amazing Rhythm Aces  
Ex To 24 — BS&T  
**WISM — MADISON**

#1 — Chicago  
\*Ringo  
\*Blue Oyster Cult  
\*Spinners  
\*BTO  
\*Barry Manilow  
17 To 11 — Heart  
19 To 14 — DeVorzon & Botkin  
23 To 17 — Bay City Rollers  
27 To 20 — Gordon Lightfoot  
30 To 25 — EW&F  
Ex To 28 — Flash Cadillac  
Ex To 29 — Bee Gees  
Ex To 30 — Neil Sedaka  
**WFOM — MARIETTA**  
#1 — Steve Miller  
Ringo  
\*Dan & Coley  
\*Burton Cummings  
\*Heart  
20 To 15 — Flash Cadillac  
21 To 13 — Bay City Rollers  
23 To 16 — Barry Manilow  
26 To 20 — Peter Frampton  
27 To 21 — Capt. & Tennille  
28 To 23 — Bee Gees  
**WMPS — MEMPHIS**  
#1 — Rick Dees  
Capt. & Tennille  
Flash Cadillac  
Norman Connors  
Gordon Lightfoot  
\*Jo Ann Spain  
20 To 13 — Firefall  
23 To 18 — Barry Manilow  
27 To 22 — Blue Oyster Cult  
**WHBQ — MEMPHIS**  
#1 — Wild Cherry  
No new additions  
16 To 4 — Chicago  
18 To 10 — Heart  
19 To 9 — Linda Ronstadt  
21 To 13 — Jefferson Starship  
24 To 18 — EW&F  
Ex To 8 — Rick Dees  
**Y100 — MIAMI**  
#1 — Rick Dees  
John Travolta  
Ringo  
11 To 7 — Bay City Rollers  
20 To 15 — Cliff Richard  
22 To 13 — Capt. & Tennille  
**WQAM — MIAMI**  
#1 — Boz Scaggs  
Linda Ronstadt  
12 To 7 — Orleans  
13 To 9 — Bay City Rollers  
15 To 11 — Dr. Hook  
25 To 20 — Hall & Oates  
**96X — MIAMI**  
#1 — Walter Murphy  
Bay City Rollers  
Dan & Coley  
Bootsy's Rubber Band  
13 To 8 — EW&F  
18 To 9 — Boz Scaggs  
**WOKY — MILWAUKEE**  
#1 — Wild Cherry  
Bee Gees  
16 To 7 — Gordon Lightfoot  
19 To 14 — Rick Dees  
21 To 17 — Boz Scaggs  
22 To 18 — Linda Ronstadt  
24 To 19 — Abba  
26 To 21 — Bay City Rollers  
33 To 25 — Capt. & Tennille  
**WZUU — MILWAUKEE**  
#1 — Wild Cherry  
\*Capt. & Tennille  
\*Bee Gees  
\*Blue Oyster Cult  
17 To 9 — Gordon Lightfoot  
16 To 12 — Dr. Hook  
Ex To 17 — Hall & Oates  
Ex To 18 — Linda Ronstadt  
**KDWB — MINNEAPOLIS**  
#1 — Wild Cherry  
Steve Miller  
17 To 13 — Bay City Rollers  
20 To 10 — Hall & Oates  
22 To 14 — Capt. & Tennille  
23 To 15 — Dr. Hook  
**WDGY — MINNEAPOLIS**  
#1 — Wild Cherry  
Steve Miller  
13 To 9 — Rick Dees  
20 To 16 — Hall & Oates  
**KSTP — MINNEAPOLIS**  
#1 — Chicago  
Ringo  
David Dundas  
10 To 6 — Heart  
13 To 8 — Gordon Lightfoot  
18 To 11 — Steve Miller  
19 To 14 — Kiss  
27 To 21 — Bay City Rollers  
30 To 25 — Bee Gees  
**WHYY — MONTGOMERY**  
#1 — DeVorzon & Botkin  
\*Gordon Lightfoot  
\*Starbuck  
\*Barry Manilow  
12 To 8 — Heart  
13 To 5 — Linda Ronstadt  
15 To 6 — Kiss  
17 To 12 — Steve Miller  
19 To 15 — Bay City Rollers  
21 To 16 — Bee Gees  
Ex To 21 — Capt. & Tennille  
Ex To 22 — Yvonne Elliman  
Ex To 23 — England Dan & Coley  
**WLAC — NASHVILLE**  
#1 — Wild Cherry  
\*Ringo  
\*Bee Gees  
\*Peter Frampton  
12 To 4 — Rick Dees  
21 To 15 — EW&F  
28 To 22 — Commodores  
29 To 23 — Norman Connors  
30 To 20 — Linda Ronstadt  
**WMAK — NASHVILLE**  
#1 — Wild Cherry  
\*Abba  
\*Capt. & Tennille  
10 To 4 — Boz Scaggs  
18 To 11 — Heart  
19 To 13 — Rick Dees  
24 To 17 — Steve Miller  
28 To 24 — Brothers Johnson  
Ex To 18 — Bay City Rollers

Ex To 27 — Kiss  
**WAVZ — NEW HAVEN**  
#1 — Boz Scaggs  
\*John Denver  
\*Commodores  
\*Norman Connors  
\*Ringo  
\*Stills/Young  
\*ZZ Top  
21 To 16 — Heart  
24 To 17 — Ritchie Family  
Ex To 19 — Dr. Hook  
Ex To 20 — Brothers Johnson  
Ex To 25 — Spinners  
**WNOE — NEW ORLEANS**  
#1 — Wild Cherry  
Bay City Rollers  
Capt. & Tennille  
Linda Ronstadt  
5 To 1 — Wild Cherry  
7 To 2 — Walter Murphy  
15 To 7 — Chicago  
22 To 15 — Alice Cooper  
25 To 10 — Cliff Richard  
35 To 12 — Johnny "Guitar" Watson  
**WTIX — NEW ORLEANS**  
#1 — Wild Cherry  
\*Capt. & Tennille  
\*Ritchie Family  
\*Bee Gees  
\*ZZ Top  
17 To 12 — Rick Dees  
21 To 11 — Cliff Richard  
Ex To 25 — Bay City Rollers  
Ex To 29 — Beach Boys  
Ex To 30 — Firefall  
**WABC — NEW YORK**  
#1 — Wild Cherry  
Dr. Hook  
Hall & Oates  
Bay City Rollers  
Steve Miller  
7 To 4 — Boz Scaggs  
14 To 9 — Cliff Richard  
14 To 10 — Chicago  
22 To 12 Rick Dees  
**WPIX — NEW YORK**  
#1 — KC & Sunshine Band  
Abba  
Blue Oyster Cult  
Ringo  
\*Commodores  
11 To 8 — Ritchie Family  
12 To 7 — Rick Dees  
22 To 18 — Hall & Oates  
25 To 20 — Spinners  
28 To 22 — Kiss  
**99X — NEW YORK**  
#1 — Walter Murphy  
Steve Miller  
Barry Manilow  
15 To 11 — Orleans  
23 To 19 — Hall & Oates  
30 To 12 — Rick Dees  
**WGH — NORFOLK**  
#1 — Wild Cherry  
\*Kiss  
\*Bay City Rollers  
\*Heart  
**WKY — OKLAHOMA CITY**  
#1 — Chicago  
\*Abba  
\*Gordon Lightfoot  
\*Ringo  
6 To 2 — Orleans  
10 To 5 — Boz Scaggs  
18 To 11 — Heart  
19 To 13 — Linda Ronstadt  
**KOMA — OKLAHOMA CITY**  
#1 — Wild Cherry  
Peter Frampton  
Bee Gees  
Gordon Lightfoot  
John Denver  
Abba  
Firefall  
Gino Vannelli  
18 To 11 — Steve Miller  
27 To 21 — Silver  
29 To 15 — Heart  
40 To 24 — Kiss  
**WOW — OMAHA**  
#1 — KC & Sunshine Band  
Abba  
Capt. & Tennille  
\*Flash Cadillac  
\*Barry Manilow  
16 To 9 — Gordon Lightfoot  
17 To 10 — Steve Miller  
Ex To 17 — Bay City Rollers  
Ex To 18 — Linda Ronstadt  
**WIRL — PEORIA**  
#1 — Wild Cherry  
Abba  
Rick Dees  
9 To 3 — Chicago  
17 To 11 — Boz Scaggs  
**WFIL — PHILADELPHIA**  
#1 — Wild Cherry  
\*Peter Frampton  
\*Capt. & Tennille  
\*Ringo  
Gordon Lightfoot  
17 To 12 — EW&F  
18 To 14 — Abba  
25 To 20 — Steve Miller  
Ex To 22 — Linda Ronstadt  
Ex To 23 — Heart  
Ex To 24 — Kiss  
**WIFI — PHILADELPHIA**  
#1 — Walter Murphy  
Gordon Lightfoot  
Ringo  
\*Bee Gees  
\*Lynyrd Skynyrd  
\*Salsoul Orchestra  
19 To 12 — Bay City Rollers  
27 To 22 — Ritchie Family  
29 To 20 — Hall & Oates  
**WPEZ — PITTSBURGH**  
#1 — Walter Murphy  
No new additions  
16 To 7 — Chicago  
17 To 11 — Rick Dees  
18 To 14 — Orleans  
24 To 18 — Heart  
**13Q — PITTSBURGH**  
#1 — Walter Murphy  
Steve Miller  
Blue Oyster Cult  
John Travolta  
Ringo

17 To 10 — Orleans  
21 To 16 — Kiss  
23 To 18 — Dr. Hook  
24 To 21 — Norman Connors  
25 To 20 — Capt. & Tennille  
**KGW — PORTLAND**  
#1 — Rick Dees  
\*John Valenti  
\*Abba  
\*Bee Gees  
13 To 6 — DeVorzon & Botkin  
24 To 11 — Michael Franks  
28 To 19 — Beach Boys  
30 To 25 — Bay City Rollers  
Ex To 23 — Capt. & Tennille  
Ex To 26 — Gordon Lightfoot  
Ex To 30 — Kiss  
**KPAM — PORTLAND**  
#1 — Chicago  
Capt. & Tennille  
Burton Cummings  
\*John Valenti  
14 To 6 — Steve Miller  
15 To 7 — Hall & Oates  
16 To 8 — Rick Dees  
18 To 10 — EW&F  
20 To 15 — Linda Ronstadt  
23 To 17 — Gordon Lightfoot  
26 To 20 — Eric Carmen  
27 To 19 — Abba  
28 To 18 — Kiss  
29 To 16 — Bay City Rollers  
Ex To 27 — Peter Frampton  
Ex To 28 — Bee Gees  
**WPRO — PROVIDENCE**  
#1 — Wild Cherry  
Flash Cadillac  
Gordon Lightfoot  
\*Alice Cooper  
19 To 14 — Abba  
23 To 16 — Bay City Rollers  
25 To 17 — Steve Miller  
Ex To 18 — DeVorzon & Botkin  
**WNGV — PROVIDENCE**  
#1 — Wild Cherry  
Chicago  
Steve Miller  
Firefall  
Heart  
Gordon Lightfoot  
\*England Dan & Coley  
\*Capt. & Tennille  
\*David Dundas  
\*Eric Carmen  
\*Rowan Brothers  
12 To 7 — Linda Ronstadt  
13 To 9 — Beach Boys  
15 To 10 — DeVorzon & Botkin  
17 To 4 — Michael Franks  
19 To 11 — England Dan & Coley  
**WLEE — RICHMOND**  
#1 — Hall & Oates  
\*Ringo  
\*Capt. & Tennille  
25 To 16 — Olivia Newton-John  
28 To 20 — Bay City Rollers  
Ex To 28 — Kiss  
**WRVQ — RICHMOND**  
#1 — Chicago  
\*Ringo  
\*Commodores  
5 To 1 — Chicago  
13 To 7 — Gordon Lightfoot  
14 To 9 — Steve Miller  
16 To 11 — Heart  
19 To 14 — Kiss  
Ex To 20 — Capt. & Tennille  
Ex To 26 — Peter Frampton  
Ex To 29 — Bee Gees  
Ex To 30 — Spinners  
**WBBF — ROCHESTER**  
#1 — Fleetwood Mac  
Ringo  
Capt. & Tennille  
Sean Elliott Santiago  
Dion  
24 To 19 — Jigsaw  
26 To 21 — David Dundas  
20 To 10 — Gordon Lightfoot  
**KNDE — SACRAMENTO**  
#1 — Walter Murphy  
John Valenti  
John Denver  
21 To 17 — Hall & Oates  
24 To 20 — Cliff Richard  
**KROY — SACRAMENTO**  
#1 — Wild Cherry  
Capt. & Tennille  
California  
17 To 12 — Peter Frampton  
24 To 14 — Heart  
27 To 15 — Cliff Richard  
28 To 24 — Orleans  
**KCPX — SALT LAKE CITY**  
#1 — Bay City Rollers  
\*Burton Cummings  
14 To 10 — DeVorzon & Botkin  
19 To 14 — Abba  
20 To 16 — Hall & Oates  
23 To 17 — Barry Manilow  
25 To 21 — Linda Ronstadt  
26 To 18 — Steve Miller  
28 To 22 — Flash Cadillac  
29 To 24 — Bee Gees  
30 To 26 — Keane Brothers  
Ex To 25 — Peter Frampton  
Ex To 28 — Starbuck  
Ex To 29 — Ronnie & Dirt Riders  
Ex To 30 — John Valenti  
**KRSP — SALT LAKE CITY**  
#1 — Capt. & Tennille  
\*Ringo  
\*Starbuck  
\*John Valenti  
8 To 2 — Heart  
17 To 3 — DeVorzon & Botkin  
24 To 14 — Frampton  
Ex To 29 — Boston  
**B100 — SAN DIEGO**  
#1 — Rick Dees  
\*Gordon Lightfoot  
\*Little River Band  
\*Starland Vocal Band  
19 To 12 — Steve Miller  
20 To 15 — EW&F  
29 To 23 — Brothers Johnson  
Ex To 27 — Hall & Oates  
Ex To 29 — Boston  
Ex To 30 — Ohio Players  
**KCBQ — SAN DIEGO**  
#1 — Walter Murphy

continued on pg. 53



# STRAWBS

# DEAD END



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8T-1-1603  
CT-1-1603

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# THE SINGLES BULLETS

- #1 BOZ SCAGGS** — Top 5 rotation at 35% of our reporting stations including #1 at WSGN-1, WQAM-1, WBBQ-1, WAVZ-1. Top 5 at WMAK-4, WERC-2, KLIF-5, WHHY-3, WQAM-1, WQXI-3, WPRO-2, WLEE-3, WCAO-3, WDGY-5, KIMN-5, WDRC-2, WABC-4, WKY-5, WRVQ-2, B-100-5, WVBF-3, WGCL-4, KXOK-5, WFOM-2, WAYS-3, WMPS-2, CKLW-5, WHBQ-2, 99X-4. Added at WSAI. Prime movers at WKY 10-5, WABC 7-4, WIRL 17-11, WSGA 14-10, Z-96 10-5, WLS 10-7, Q-102 15-11, KJR 11-7, WQXI 7-3, WMAK 10-4, WOKY 21-17, KTLK 13-7, WBT 10-4. Top 5 selling single at Music Street/Seattle, Peaches/Delwood/Denver, Rec. & Tape/Balt., New England Music & City/Boston, Aravox/N.Y., Double B/L.I., Interstate/Miami, Poplar Tunes/Memphis, Prospect/Cleve., Consolidated/Det., Southern/Miami, Central Sales/Houston, Music Scene/Atl., Central South/Nash. (#1 bullet on **CB** R&B singles chart).
- #3 WALTER MURPHY** — Top 5 rotation at 32% of our reporters including Z-93-5, WMAK-3, WLAC-2, WQAM-2, WQXI-5, 13Q-1, WORC-3, WFIL-2, KTAC-5, WDFH-4, WLS-4, WNDE-2, WIF1-1, WLEE-2, Y-100-2, WDGY-3, WABC-1, WOW-4, WPIX-2, KXOK-1, CKLW-2, KNDE-1, WDRQ-1, KYA-1, KFRC-2. Top 5 in sales at Tower/S.F./S.D., Music Plus, Cassells, Record Rack/L.A., Peaches/Denver/Delwood/L.A./Ft. Laud./Atl., Richman Bros./Phila., Bee Gee/Albany, Rec. & Tape/Balt., Win/N.Y., Peters/Boston, Moreys/Balt., Aravox/N.Y., Double B/L.I., Potomac/Wash., Norman Cooper/Phila., Interstate/Miami, Toshs/Seattle, Soul City/L.A., Natl. Rec. Mart/Pitt., Poplar Tunes/Memphis, Prospect/Cleve., Galgano/Chi., Consolidated/Det., Southern/Miami, Music Scene/Atl. (#6 bullet on **CB** R&B singles chart).
- #4 RICK DEES** — #7 most active single with 18 prime movers including WLS 21-10, WDFH 23-13, WPEZ 17-11, WVBF 10-2, WSAI 10-3, WPIX 12-7, KFRC 18-7, WHBQ ex-8, WOKY 19-14, CKLW 9-4, WDRC 27-20, WABC 22-12, KAKC 18-6, WDGY 13-9, KTAC 7-1, WLAC 12-4, KLIF 18-11, WMAK 19-13, KSLQ 28-20, KXOK 10-6, KLEO 11-1, KYA 7-3, WTIK 17-12, KILT 17-11, WDRQ 9-5. Added at KGW, WIRL. Power rotation at Z-93-1, WLAC-4, WQXI-1, WCOL-1, Q-102-1, WFIL-3, KTAC-1, WNDE-1, WPRO-3, WIF1-3, Y-100-1, WCAO-2, WSGA-1, WNCI-1, B-100-1, WVBF-2, WSAI-3, WPGC-5, WMPS-1, CKLW-4, KBEQ-2, KCBQ-5, WDRQ-5, KLEO-1, KING-2, KYA-3. Top 5 selling single at Tower/S.F./S.D., Toshs/Seattle, Music Street/Seattle, Mile High/Denver, Peaches/Denver/Delwood/Ft. Laud./Atl., Richman Bros./Phila., Win/N.Y., Peters/Boston, Aravox/N.Y., New England Music City/Boston, Double B/L.I., Potomac/Wash., Music Plus/L.A., Interstate/Miami, Natl. Rec. Mart/Pitt., Poplar Tunes/Memphis, Northern/Cleve., Harmony House/Det., West. Merch/Amarillo, Franklin/Atl.
- #5 CLIFF RICARD** — Prime movers at WABC 11-9, Y-100 20-15, WIRL 17-11, WSGA 14-10, Z-96 10-5, WLS 10-7, Q-102 15-11, KJR 11-7, WQXI 7-3, WMAK 10-4, WOKY 21-17. Added at WKLO. Top 5 rotation at WSGN-2, WMAK-2, KEEL-4, WQAM-5, 13Q-2, KJRB-1, WDFH-5, WLS-3, WNDE-3, WSGA-5, WNCI-2, KIMN-2, KIOA-2, WOW-3, WRVQ-4, WPIX-5, WKBW-4, WSAI-4, KSTP-5, KXOK-4, WAYS-2, WMPS-3, KCBQ-2, WZUU-3, WKLO-1, WOKY-2, KPAM-5, KGW-4. Top 5 in sales at Tower/S.F., Mile High/Denver, Peaches/Delwood/Denver, Bee Gee/Albany, Potomac/Wash., Interstate/Miami, Poplar Tunes/Memphis, Galgano/Chi., Franklin/Atl.
- #6 CHICAGO** — Key jumps at WABC 14-10, WRVQ 5-1, WNCI 10-5, WIRL 9-3, Q-102 7-2, KJR 16-7, WGCL 7-3, WHBQ 16-4, WNOE 15-7. Top 5 rotation at WSGN-3, WMAK-5, KLIF-1, KEEL-1, WQAM-3, WCOL-3, KERN-3, WDFH-1, WLS-1, Y-100-3, WCAO-1, WNCI-5, KIMN-1, WISM-1, WKY-1, WOW-2, WIRL-3, WPIX-4, WKBW-5, WGCL-3, WSAI-2, KSTP-1, WBGW-1, WAYS-1, KNDE-4. Top 10 sales out of Tower/S.F./S.D., Cassells/L.A., Peaches/Cleve./Delwood/Denver/L.A./Ft. Laud., Win/N.Y., Peters/Boston, Aravox/N.Y., Dicks/Boston, Double B/L.I., Potomac/Wash., Music Plus/L.A., Interstate/Miami, Toshs/Seattle, Natl. Rec. Mart/Pitt., Prospect/Cleve., Galgano/Chi., Harmony House/Det., West. Merch./Amarillo, Singer/Chi.
- #7 ORLEANS** — Prime movers at WORC 13-6, WJET 12-6, WKY 6-2, WLS 15-12, KJR 20-16, WPEZ 18-14, 13Q 17-10, WQXI 11-6, WQAM 12-7, 99X 15-11, WBT 18-10, KRBE 11-7. Power rotation at WERC-3, WLAC-5, WAKY-3, WPRO-5, WIF1-5, WCAO-4, WBBF-3, KAKC-5, KIMN-3, WKY-2, WOW-5, WIRL-4, WKBW-1, WGCL-2, WPGC-3, KSTP-2, KSLQ-2, WAYS-4, WMPS-4, KCBQ-3, WKLO-2, KJOY-5, KLEO-5, KPAM-2. Top 10 sales at Music Plus/L.A., Peaches/Cleve., Mile High/Denver, Cassells/L.A., Richman Bros./Phila., Rec. & Tape/Balt., Peters/Boston, Aravox/N.Y., Double B/L.I., Potomac/Wash., Interstate/Miami, Toshs/Seattle, Soul City/L.A., Natl. Rec. Mart/Pitt., Prospect/Cleve., Galgano/Chi., Southern/Miami, Central South/Nash.
- #10 EARTH WIND AND FIRE** — Added at WSAI. Big jumps at WISM 30-25, B-100 20-15, WFIL 17-12, KJR 24-20, KJRB 28-23, WLAC 21-15, WHBQ 24-18, KFRC 23-18, KPAM 18-10, KEZY ex-34. Top 5 airplay at WHHY-4, WQXI-4, WDRC-3. Top 10 sales at Music Street/Seattle, New England Music City/Boston, Aravox/N.Y., Double B/L.I., Potomac/Wash., Peaches/L.A./Ft. Laud./Atl., Interstate/Miami, Galgano/Chi., Southern/Miami, Franklin/Atl. (#7 on **CB** R&B singles chart).
- #11 HALL AND OATES** — Heavy add at WABC. #5 most active single with 22 big jumps including WLS 19-17, WSAI 28-20, WPIX 22-18, WQXI 15-10, WQAM 25-20, KPAM 15-7, KHJ 29-19, WRKO 19-13, 99X 23-19, WDRC 22-13, WDGY 20-16, WIF1 29-20, WBGW ex-27, KLEO 25-19, KNDE 21-17, WZUU ex-17, KTLK 40-30, KCPX 20-16, KEZY 24-18. Top 5 airplay at WPRO-4, WLEE-1, WRVQ-5, KSTP-3, KNUS-3, WAVZ-3. Strong sales at Tower/S.F., Peaches/Denver/Cleve./Ft. Laud., Bee Gee/Albany, Rec. & Tape/Balt., Win/N.Y., Peters/Boston, New England Music City/Boston, Double B/L.I., Potomac/Wash., Interstate/Miami, Natl. Rec. Mart/Pitt., Poplar Tunes/Memphis, Prospect/Cleve., Singer/Chi., Harmony House/Det., West. Merch./Amarillo, Consolidated/Det., Southern/Miami, Music Scene, Franklin/Atl., Central South/Nash.
- #12 BAY CITY ROLLERS** — #1 most active single with 33 big jumps including Y-100 11-7, WLS 11-6, WIF1 19-12, KHJ 20-16, KXOK 23-17, WAYS 20-16, KLEO 30-25, WING 20-13, WOKY 26-21, KGW 30-25, WTIK ex-25, WFOM 21-12, KILT ex-35, KPAM 29-16, KERN 18-12, WOW ex-17, KIMN 19-15, WISM 23-17, KAKC 20-15, WLEE 28-20, WPRO 23-16, WSGN 27-17, KJR 18-14, WCOL 30-26, KJRB 22-16, WQAM 13-9, WHHY 19-15, WERC 23-13, WMAK ex-18, WSGN 27-17, KSTP 27-21. #10 most added single with 8 new stations including WABC, 13Q, WGCL, KRBE, WNOE, KBEQ, WNDE, WGH. Top 5 at WORC-1, KCPX-1. Strong sales at Tower/S.F., Cassells/L.A., Richman Bros./Phila., Win/N.Y., Double B/L.I., Interstate/Miami, Natl. Rec. Mart/Pitt., Northern/Cleve., Singer/Chi., Franklin/Atl., Central South/Nash.
- #13 HEART** — #4 most active single with 24 big jumps including WKBW 21-16, KTLK 30-25, WDFH 10-6, WLS 12-8, WFIL ex-23, KJR 19-13, WPEZ 24-18, WPGC 7-1, WHHY 12-8, WMAK 18-11, Z-93 24-20, KSTP 10-6, WBGW 15-10, WAVZ 21-16, WRKO 27-22, WHBQ 18-10, KFRC 26-23, KYA ex-20, WVBF ex-20, WKY 18-11, KIMN 17-8, WRVQ 16-11, WISM 17-11. Added at WQXI, WFOM, WGH. Top 5 airplay at KJRB-4, WCOL-2, WCAO-5, WBBF-4, KAKC-2, WNCI-3, WPGC-1, KSLQ-3, WZUU-5, WOKY-5, KLEO-5, KGW-5. Strong sales at Tower/S.F., Toshs/Seattle, Music Street/Seattle, Peaches/Delwood/Denver/Cleve., Richman Bros./Phila., Bee Gee/Albany, Rec. & Tape/Balt., Win/N.Y., New England Music City/Boston, Aravox/N.Y., Dicks/Boston, Double B/L.I., Potomac/Wash., Interstate/Miami, Natl. Rec. Mart/Pitt., Prospect/Cleve., Singer/Chi., West. Merch./Amarillo, Southern/Miami, Franklin/Atl., Central South/Nash.
- #14 STEVE MILLER** — #2 most active single with 29 big jumps including WFIL 25-20, WCAO 21-14, WAYS 15-9, KNUS 24-11, Z-93 16-12, WPGC 23-13, WGCL 22-17, WSAI 13-6, WKBW 19-12, KJR 13-9, KLEO 22-11, WRKO 23-17, KCPX 26-18, KILT 26-18, KPAM 14-6, WORC 10-5, WRVQ 14-9, B-100 19-12, WSGA 10-6, KAKC 30-20, WPRO 25-17, WBGW 25-11, KSTP 18-11, WSGN 29-22, WMAK 24-17, WHHY 17-12, WVBF 25-18. #9 most added single with 9 new stations including WABC, WDFH, 13Q, WQXI, CKLW, 99X, WXYZ, WDGY. Strong sales at Toshs/Seattle, Mile High/Denver, Peaches/Delwood/Denver, Rec. & Tape/Balt., Peters/Boston, Jerrys/Phila., Aravox/N.Y., Dicks/Boston, Double B/L.I., Music Plus/L.A., Interstate/Miami, Toshs/Seattle, Natl. Rec. Mart/Pitt., Poplar Tunes/Memphis, Northern/Cleve., Southern/Miami, Franklin/Atl.
- #15 LINDA RONSTADT** — #8 most active single with 18 prime movers including WCAO 23-19, WFIL ex-22, KJR ex-24, WQXI 13-8, WLAC 30-20, KLEO 27-22, WING 26-19, WOW ex-18, WOKY 22-18, KHJ 26-17, KGW 19-9, KCPX 25-21, KEZY 28-23. Added at WQAM, WDFH, WNOE, KXOK, WNDE. Top 5 airplay at WSGN-5, KLIF-4, WHHY-5, WORC-4, WLEE-5, KNUS-1, WFOM-3, KJOY-2. Strong sales at Music Plus/L.A., Richman Bros./Phila., Rec. & Tape/Balt., Peters/Boston, Aravox/N.Y., Double B/L.I., Interstate/Miami, Natl. Rec. Mart/Pitt., Prospect, Northern/Cleve., West. Merch./Amarillo, Southern/Miami, Music Scene/Atl., Central South/Nash.
- #20 KISS** — #3 most active single with 25 big jumps including WCOL 22-11, WSAI 30-22, WGCL 25-21, WPIX 28-22, 13Q 21-16, WHHY 15-6, WMAK ex-27, WSGN 20-15, KSTP 19-14, WAYS ex-20, KPAM 28-18, WCAO 25-16, WFIL ex-24, KJR ex-21, WKBW 26-20, WSGN 20-15, WLEE ex-28, KIMN 26-17, WJET 27-21, KERN 22-17. Added at KLIF, KLEO, WVBF, WNDE, WDFH, Z-96, WGH. Strong sales at Richman Bros./Phila., Peters, New England Music City/Boston, Double B/L.I., Potomac/Wash., Interstate/Miami, Natl. Rec. Mart/Pitt., Consolidated/Det., Music Scene/Atl., Central South/Nash.
- #22 ABBA** — #5 most added single with 14 new stations including WLS, WPIX, WGCL, KILT, KHJ, KSTP, WMAK, WIRL, KIMN, WOW, WAKY. Jumps at WPRO 19-14, WFIL 18-14, KJRB 27-21, KLIF 13-8, WBGW ex-22, CKLW 20-16, WOKY 24-19, WRKO 14-10, KTLK 19-24, KPAM 27-19, KEZY 31-26. Strong sales at Tower/S.F., Cassells/L.A., Richman Bros./Phila., Peters/Boston, Double B/L.I., Norman Cooper/Phila., Interstate/Miami, Natl. Rec. Mart/Pitt., Poplar Tunes/Memphis, Northern/Cleve., Singer/Chi., Southern/Miami, Music Scene/Atl., Central South/Nash.
- #24 BLUE OYSTER CULT** — #8 most added single with 10 new stations including CKLW, WPIX, Z-93, WDFH, WCAO, WISM, WORC. Jumped at WJET 14-7, WDRC ex-30, KIMN ex-23, Z-96 ex-28, Q-102 ex-26, WCOL 18-13, WGCL 15-11, WMPS 27-22, KILT 24-20, KEZY ex-32. Sales at Toshs/Seattle, Peaches/Cleve., Poplar Tunes/Memphis, Prospect/Cleve., Music Scene/Atl.
- #25 GORDON LIGHTFOOT** — #3 most added single with 17 new stations including KHJ, WMPS, WHHY, WSAI, KJR, WFIL, WLS, WPRO, Q-102, KTAC, WIF1, B-100, WKY, WJET, KING, KFRC. #6 most active single with 22 big jumps including WDFH 17-12, WSGN 28-23, WKBW 23-11, WDRC ex-29, WOW 16-9, WRVQ 13-7, WISM 27-20, KIOA 18-8, WBBQ ex-29, WGCL 18-6, WPGC 29-20, WSGN 28-23, KSTP 13-8, WOKY 16-7, WZUU 17-9, WBT 19-6, KILT 39-32, KPAM 23-17. #1 at CKLW. Strong sales at Tower/S.F., Peaches/Cleve., Rec. & Tape/Balt., New England Music City/Boston, Double B/L.I., Potomac/Wash., Interstate/Miami, Natl. Rec. Mart/Pitt., Prospect, Northern/Cleve., Singer/Chi., Consolidated/Det., Franklin/Atl.
- #31 CAPTAIN AND TENNILLE** — #2 most added single with 29 new stations including WRKO, WMPS, KNUS, KSLQ, WZUU, WING, WMAK, KLIF, WPGC, WGCL, WSAI, WKBW, KJR, WFIL, WLEE, WCAO, WBBF, WOW, KERN, KJRB. Prime movers at WJET 22-15, KIMN ex-27, WRVQ ex-20, WBBQ ex-30, Y-100 22-13, 13Q 25-20, KEEL 30-23, WSGN ex-26, Z-96 27-23, KTLK 39-26, WFOM 27-21, KILT ex-40. Sales at Double B/L.I., Knox/Knoxville, Natl. Rec. Mart/Pitt., Poplar Tunes/Memphis, Franklin/Atl., Central South/Nash.
- #33 FLASH CADILLAC** — Added at WMPS, WPRO, WOW. Jumped at WJET 26-22, WISM ex-28, WCOL 10-6, WGCL 26-22, KSLQ 32-25, KXOK 22-12, WFOM 20-15, KCPX 28-22, KILT 30-26. Top 5 airplay at KEEL-3, KJOY-4, KELI-1. Best sales at Peaches/Delwood, Peters/Boston, Interstate/Miami, Toshs/Seattle, Natl. Rec. Mart/Pitt., Northern/Cleve.
- #35 FIREFALL** — Added at KNUS, KBEQ, WBGW, WJET. Jumped at WAKY 16-10, KAKC 24-14, WCAO ex-27, WNDE 27-20, Q-102 ex-24, WCOL 35-30, WGCL 24-20, WMPS 20-13, WTIK ex-30. Sales at Peaches/Delwood, Double B/L.I., Interstate/Miami, Poplar Tunes/Memphis, Prospect/Cleve., Galgano/Chi., Central South/Nash.
- #36 BROTHERS JOHNSON** — Jumps at B-100 29-23, KLIF ex-25, WMAK 28-24, KSLQ 36-30, WAVZ ex-20. Last week added at KSLQ. #2 at WHHY. Sales at Tower/S.D., Music Street/Seattle, Jerrys/Phila., Double B/L.I., Music Plus/L.A., Peaches/Ft. Laud., Interstate/Miami, Soul City/L.A., Natl. Rec. Mart/Pitt., Poplar Tunes/Memphis, Galgano/Chi., Southern/Miami, Central South/Nash., Franklin/Atl.
- #39 BEE GEES** — #4 most added single with 15 new stations including KIMN, KAKC, WIF1, KJR, WLAC, KEEL, WOKY, WZUU, WTIK, WKLO, WDRQ, KRBE. Jumped at KERN ex-27, WRVQ ex-29, WISM ex-29, WCAO ex-26, KJRB ex-25, WHHY 21-16, WLIF ex-21, WSGN ex-27, KSTP 30-25, 99X 30-12, KING ex-25, WFOM 28-23, KCPX 29-24, KPAM ex-28. Sales at Peaches/Ft. Laud., Rec. Theater/Cleve., Central South/Nash.
- #41 BARRY MANILOW** — #6 most added single with 12 new stations including 99X, CKLW, WHHY, WCOL, WLS, WDFH, KAKC, WBBQ, WISM, WOW. Jumps at WCAO ex-28, KJRB ex-28, WMPS 23-18, WING 32-22, WFOM 23-16, KCPX 23-17. Sales at Bee Gee/Albany, Double B/L.I., Potomac/Wash., Poplar Tunes/Memphis, Galgano, Singer/Chi., Consolidated/Det., Central South/Nash.
- #42 COMMODORES** — Added at KFRC, WAVZ, WING, WSGN, WPIX, WCAO, WSGA, WRVQ. Jumped at WQXI 20-11, WLAC 28-22, WERC 24-16, KSLQ 39-34, WDRQ 18-11. Strong sales at Richman Bros./Phila., Rec. & Tape/Balt., Double B/L.I., Potomac/Wash., Peaches/L.A., Interstate/Miami, Natl. Rec. Mart/Pitt., Poplar Tunes/Memphis, Galgano/Chi., Consolidated/Det., Franklin/Atl. (#9 bullet on **CB** R&B singles chart).
- #43 RITCHIE FAMILY** — Added at WTIK. Last week added at WIF1, WCAO, WQAM, WGCL, WRKO. Jumps at WIF1 27-22, WPIX 11-8, WAVZ 24-17, KEZY ex-33. Strong sales at Tower/S.F., Record Rack/L.A., Richman Bros./Phila., Jerrys/Phila., New England Music City, Dicks/Boston, Double B/L.I., Norman Cooper/Phila., Peaches/L.A./Ft. Laud., Interstate/Miami, Galgano/Chi., Southern/Miami, Central Sales/Houston, Franklin/Atl., Central South/Nash. (#17 bullet on **CB** R&B singles chart).
- #45 STARBUCK** — Added at WAKY, WJET, WSGN, WGCL, WHHY. Last week added at WTIK, KCBQ, KCPX. Jumps at KEEL ex-25, KCPX ex-28. Sales at Interstate/Miami, Northern/Cleve.

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**THE BIGGEST  
DOUBLE ALBUM IN  
HISTORY.**

**THE BIGGEST  
"LIVE" ALBUM IN  
HISTORY.**

**THE BIGGEST**



**PETER FRAMPTON  
"FRAMPTON COMES ALIVE!"  
ON A&M RECORDS & TAPES**



**Produced by Peter Frampton**

**Includes the singles "Show Me The Way," "Baby, I Love Your Way,"  
and "Do You Feel Like We Do!"**

Direction: Dee Anthony/Bandana Enterprises Ltd./654 Madison Avenue/NYC 10021  
Agency: Frank Barsalona/Premier Talent/888 7th Avenue/NYC 10019

# ADDITIONS TO SECONDARY MARKET PLAYLISTS

## WCUE — AKRON, OHIO

#1 — Rick Dees  
\*Rubberband Man — Spinners — Atlantic  
\*Long Way There — Little River Band — Harvest  
\*Dose Of Rock 'N' Roll — Ringo — Atlantic  
\*It's O.K. — Beach Boys  
13 To 8 — Rock'n Me — Steve Miller  
16 To 10 — Get The Funk — Brothers Johnson  
25 To 13 — Edmund Fitzgerald — Gordon Lightfoot  
19 To 14 — Sunrise — Eric Carmen  
23 To 18 — This One's For You — Barry Manilow  
31 To 23 — You Are The Woman — Firefall  
33 To 25 — Do You Feel — Peter Frampton  
34 To 29 — I Only Want — Bay City Rollers  
36 To 30 — One Love — Diana Ross  
38 To 32 — Beth — Kiss  
39 To 33 — Muskrat Love — Captain & Tennille  
40 To 34 — Fernando — Abba

## WPTK — ALBANY, N.Y.

#1 — KC & Sunshine Band  
\*More Than A Feeling — Boston — Epic  
\*Did You Boogie — Flash Cadillac — Private Stock  
\*Love So Right — Bee Gees — RSO  
33 To 25 — This One's For You — Barry Manilow  
20 To 13 — I Only Want — Bay City Rollers  
29 To 23 — Beth — Kiss  
32 To 24 — The Reaper — Blue Oyster Cult  
33 To 26 — Best Disco — Ritchie Family  
Ex To 34 — You Are The Woman — Firefall  
Ex To 33 — Edmund Fitzgerald — Gordon Lightfoot  
Ex To 19 — Fernando — Abba

## KRKE — ALBUQUERQUE, N.M.

#1 — Rick Dees  
\*Dose Of Rock 'N' Roll — Ringo — Atlantic  
\*Do You Feel — Peter Frampton — A&M  
9 To 2 — You'll Never Find — Lou Rawls  
10 To 3 — Lowdown — Boz Scaggs  
15 To 6 — Getaway — EW&F  
18 To 7 — That'll Be The Day — Linda Ronstadt  
13 To 8 — Summer — War  
16 To 10 — Still The One — Orleans  
Ex To 18 — It's O.K. — Beach Boys  
Ex To 19 — Love So Right — Bee Gees

## WAEB — ALLENTOWN, PENN.

#1 — Chicago  
Dose Of Rock 'N' Roll — Ringo — Atlantic  
Nadia's Theme — DeVorzon & Botkin — A&M  
Long Distance Love Affair — Cher — WB  
21 To 10 — Muskrat Love — Captain & Tennille  
20 To 12 — You Don't Have — McCoo & Davis  
10 To 5 — Fernando — Abba

## WRFC — ATHENS, GA.

#1 — Elton John & Kiki Dee  
Best Disco — Ritchie Family — Marlin  
Message — O'Jays — Phila. Int'l.  
End Is Not — Amazing Rhythm Aces — ABC/Dot  
The Reaper — Blue Oyster Cult — Columbia  
19 To 5 — Just To Be — Commodores  
27 To 23 — Satin Sheets — Bellamy Brothers  
32 To 24 — Muskrat Love — Captain & Tennille  
31 To 27 — Love So Right — Bee Gees  
33 To 29 — I Only Want — Bay City Rollers  
34 To 30 — I Got To Know — Starbuck

## KFYR — BISMARCK, N.D.

#1 — Cliff Richard  
\*Dose Of Rock 'N' Roll — Ringo — Atlantic  
\*Stand Tall — Burton Cummings — Portrait  
\*Jeans On — David Dundas — Chrysalis  
16 To 8 — Disco Duck — Rick Dees  
17 To 13 — Nadia's Theme — DeVorzon & Botkin  
Ex To 18 — Beth — Kiss  
Ex To 20 — Muskrat Love — Captain & Tennille

## WHNN — BAY CITY, MICH.

#1 — Walter Murphy  
Nadia's Theme — DeVorzon & Botkin — A&M  
Just To Be — Commodores — Motown  
I Never Cry — Alice Cooper — WB  
\*California Day — Starland Vocal — Windsong  
\*You Don't Have — McCoo & Davis — ABC  
\*I'll Play The Fool — Savannah Band — RCA  
13 To 6 — You Are The Woman — Firefall  
17 To 7 — Rock'n Me — Steve Miller  
30 To 18 — Rubberband Man — Spinners  
29 To 21 — This One's For You — Barry Manilow  
Ex To 29 — Changin' — Brass Construction  
Ex To 30 — You Are My Love — Liverpool Express

## WBGN — BOWLING GREEN, KENT.

#1 — Chicago  
\*Love So Right — Bee Gees — RSO  
\*The Reaper — Blue Oyster Cult — Columbia  
\*It's O.K. — Beach Boys — Reprise  
\*You Are The Woman — Firefall — Atlantic  
25 To 11 — Rock'n Me — Steve Miller  
18 To 13 — Did You Boogie — Flash Cadillac  
12 To 7 — Long Way There — Little River Band  
15 To 10 — Magic Man — Heart  
Ex To 20 — Rubberband Man — Spinners  
Ex To 22 — Fernando — Abba  
Ex To 25 — Take A Hand — Rick Springfield  
Ex To 27 — She's Gone — Hall & Oates

## WICC — BRIDGEPORT, CONN.

#1 — England Dan & John Ford Coley  
\*Dose Of Rock 'N' Roll — Ringo — Atlantic  
\*Muskrat Love — Captain & Tennille — A&M  
\*Did You Boogie — Flash Cadillac — Private Stock  
26 To 20 — It's O.K. — Beach Boys  
27 To 23 — Fernando — Abba  
28 To 24 — This One's For You — Barry Manilow  
31 To 27 — The Reaper — Blue Oyster Cult  
35 To 28 — Beth — Kiss  
Ex To 30 — I Only Want — Bay City Rollers  
Ex To 31 — You Are The Woman — Firefall  
Ex To 32 — Love So Right — Bee Gees  
Ex To 33 — Don't Think . . . Feel — Neil Diamond  
Ex To 34 — One Love — Diana Ross  
Ex To 35 — Best Disco — Ritchie Family

## WFLI — CHATTANOOGA, TENN.

#1 — Orleans  
\*Edmund Fitzgerald — Gordon Lightfoot — Reprise  
\*Love Me — Yvonne Ellimon — RSO  
\*Just To Be — Commodores — Motown  
15 To 7 — Beth — Kiss  
20 To 11 — Nadia's Theme — DeVorzon & Botkin  
30 To 21 — I Never Cry — Alice Cooper  
Ex To 26 — Do You Feel — Peter Frampton  
Ex To 28 — I Only Want — Bay City Rollers  
Ex To 29 — Muskrat Love — Captain & Tennille  
Ex To 30 — Love So Right — Bee Gees

## WGOW — CHATTANOOGA, TENN.

#1 — Orleans  
\*Edmund Fitzgerald — Gordon Lightfoot — Reprise  
\*I Only Want — Bay City Rollers — Arista  
\*Stand Tall — Burton Cummings — Portrait  
9 To 5 — That'll Be The Day — Linda Ronstadt  
15 To 8 — Getaway — EW&F  
14 To 9 — Long Way There — Little River Band  
24 To 17 — Fernando — Abba  
27 To 19 — Love So Right — Bee Gees  
27 To 21 — Can't You See — Waylon Jennings

## WTMA — CHARLESTON, S.C.

#1 — Rick Dees  
\*Edmund Fitzgerald — Gordon Lightfoot — Reprise  
\*Fernando — Abba — Atlantic  
\*Message — O'Jays — Phila. Int'l.  
25 To 14 — Just To Be — Commodores  
24 To 16 — Rock'n Me — Steve Miller  
12 To 8 — Give It Up — Tyrone Davis  
16 To 9 — Still The One — Orleans  
22 To 17 — Get The Funk — Brothers Johnson  
23 To 18 — That'll Be The Day — Linda Ronstadt  
Ex To 24 — Wham Bam — Silver  
Ex To 25 — Muskrat Love — Captain & Tennille

## WMFJ — DAYTONA BEACH, FLA.

#1 — Wild Cherry  
\*Muskrat Love — Captain & Tennille — A&M  
\*Just To Be — Commodores — Motown  
\*This One's For You — Barry Manilow — Arista  
\*I Got To Know — Starbuck — Private Stock  
\*You Are My Starship — Norman Connors — Buddah  
\*The Fez — Steely Dan — ABC  
22 To 16 — I Only Want — Bay City Rollers  
27 To 21 — Don't Think . . . Feel — Neil Diamond  
Ex To 27 — Love So Right — Bee Gees  
Ex To 28 — Mr. Melody — Natalie Cole  
Ex To 29 — End Is Not — Amazing Rhythm Aces  
Ex To 30 — It's O.K. — Beach Boys  
Ex To 31 — Anything You Want — John Valenti

## WDBO — DUBUQUE, IOWA

#1 — Cliff Richard  
\*Boomerang — Frankie Valli — Private Stock  
\*Rubberband Man — Spinners — Atlantic  
\*Love So Right — Bee Gees — RSO  
\*Things — Anne Murray — Capitol  
13 To 3 — Disco Duck — Rick Dees  
9 To 4 — Still The One — Orleans  
26 To 13 — Rock'n Me — Steve Miller  
22 To 17 — That'll Be The Day — Linda Ronstadt  
24 To 18 — Nadia's Theme — DeVorzon & Botkin  
29 To 21 — I Only Want — Bay City Rollers  
27 To 22 — Take A Hand — Rick Springfield  
28 To 23 — Fernando — Abba  
30 To 25 — Muskrat Love — Captain & Tennille  
Ex To 26 — It's O.K. — Beach Boys  
Ex To 27 — Beth — Kiss  
Ex To 28 — Sunrise — Eric Carmen  
Ex To 29 — This One's For You — Barry Manilow  
Ex To 30 — Like A Sad Song — John Denver

## WEAQ — EAU CLAIRE, WIS.

#1 — Chicago  
Love So Right — Bee Gees — RSO  
I Never Cry — Alice Cooper — WB  
Fernando — Abba — Atlantic  
29 To 15 — Muskrat Love — Captain & Tennille  
26 To 20 — Beth — Kiss  
22 To 13 — That'll Be The Day — Linda Ronstadt  
19 To 11 — Wham Bam — Silver

## KINT — EL PASO, TEX.

#1 — Wild Cherry  
\*Fernando — Abba — Atlantic  
\*Edmund Fitzgerald — Gordon Lightfoot — Reprise  
\*Muskrat Love — Captain & Tennille — A&M  
\*Made To Love You — Gary Wright — WB  
14 To 10 — Getaway — EW&F  
18 To 13 — Do You Feel — Peter Frampton  
Ex To 16 — That'll Be The Day — Linda Ronstadt  
Ex To 20 — Beth — Kiss

## WJET — ERIE, PA.

#1 — Boz Scaggs  
Edmund Fitzgerald — Gordon Lightfoot — Reprise  
You Are The Woman — Firefall — Atlantic  
More Than A Feeling — Boston — Epic  
I Got To Know — Starbuck — Private Stock  
12 To 6 — Still The One — Orleans  
14 To 7 — The Reaper — Blue Oyster Cult  
22 To 15 — Muskrat Love — Captain & Tennille  
27 To 21 — Beth — Kiss  
28 To 22 — Did You Boogie — Flash Cadillac

## KRKO — EVERETT, WASH.

#1 — Orleans  
\*Best Disco — Ritchie Family — Marlin  
\*Love So Right — Bee Gees — RSO  
\*California Day — Starland Vocal — Windsong  
\*End Is Not — Amazing Rhythm Aces — ABC  
\*This One's For You — Barry Manilow — Arista  
7 To 1 — Still The One — Orleans  
12 To 6 — Edmund Fitzgerald — Gordon Lightfoot  
11 To 3 — Rock'n Me — Steve Miller  
23 To 15 — Getaway — EW&F  
28 To 21 — Do You Feel — Peter Frampton  
30 To 20 — That'll Be The Day — Linda Ronstadt  
Ex To 26 — I Only Want — Bay City Rollers  
Ex To 28 — Beth — Kiss  
Ex To 30 — Muskrat Love — Captain & Tennille

## KQWB — FARGO, N.D.

#1 — Gordon Lightfoot  
This One's For You — Barry Manilow — Arista  
I Got To Know — Starbuck — Private Stock  
Howzat — Sherbet — MCA  
30 To 15 — You Are The Woman — Firefall  
22 To 16 — Rose Of Cimarron — Poco

## WFLB — FAYETTEVILLE, N.C.

#1 — Walter Murphy  
\*Just To Be — Commodores — Motown  
\*Dose Of Rock 'N' Roll — Ringo — Atlantic  
\*Rubberband Man — Spinners — Atlantic  
\*You Are My Starship — Norman Connors — Buddah  
\*If I Could Be With You — Rowans — Asylum  
\*More Than A Feeling — Boston — Epic  
\*Skateboardin' — Sneakers & Lace — PIP  
14 To 10 — Do You Feel — Peter Frampton  
23 To 16 — Did You Boogie — Flash Cadillac  
25 To 19 — This One's For You — Barry Manilow  
27 To 20 — Fire — Mother's Finest  
29 To 24 — Love So Right — Bee Gees  
30 To 25 — Nadia's Theme — DeVorzon & Botkin  
Ex To 27 — Muskrat Love — Captain & Tennille  
Ex To 28 — Best Disco — Ritchie Family  
Ex To 29 — You Are The Woman — Firefall  
Ex To 30 — I Never Cry — Alice Cooper

## KFJZ — FORT WORTH, TEX.

#1 — Wild Cherry  
\*You Are The Woman — Firefall — Atlantic  
\*Do You Feel — Peter Frampton — A&M  
Nadia's Theme — DeVorzon & Botkin — A&M  
\*Get The Funk — Brothers Johnson — A&M  
17 To 9 — Rock'n Me — Steve Miller  
28 To 16 — Disco Duck — Rick Dees  
22 To 17 — Muskrat Love — Captain & Tennille  
30 To 25 — Love Of My Life — Gino Vannelli

## KYNO — FRESNO, CALIF.

#1 — Wild Cherry  
\*More Than A Feeling — Boston — Epic  
\*You Are The Woman — Firefall — Atlantic  
7 To 2 — Disco Duck — Rick Dees  
16 To 12 — Getaway — EW&F  
18 To 14 — I'd Really Love — Dan & Coley  
24 To 20 — Sunrise — Eric Carmen  
29 To 25 — I Only Want — Bay City Rollers  
Ex To 29 — Muskrat Love — Captain & Tennille  
Ex To 28 — Do You Feel — Peter Frampton  
Ex To 30 — Love So Right — Bee Gees

## WLAV — GRAND RAPIDS, MICH.

#1 — Cliff Richard  
\*Best Disco — Ritchie Family — Marlin  
\*Love So Right — Bee Gees — RSO  
\*Like A Sad Song — John Denver — RCA  
\*I Only Want — Bay City Rollers — Arista  
\*Rubberband Man — Spinners — Atlantic  
\*I Never Cry — Alice Cooper — WB  
\*Love Of My Life — Gino Vannelli — A&M  
25 To 21 — One Love — Diana Ross  
21 To 14 — It's O.K. — Beach Boys  
12 To 7 — Lowdown — Boz Scaggs  
Ex To 15 — You Are The Woman — Firefall  
Ex To 19 — Don't Think . . . Feel — Neil Diamond  
Ex To 20 — Fernando — Abba  
Ex To 25 — Goolius — Carpenters

## Z96 — GRAND RAPIDS, MICH.

#1 — Wild Cherry  
\*It's Only Love — ZZ Top — London  
\*More Than A Feeling — Boston — Epic  
\*Beth — Kiss — Casablanca  
\*I Never Cry — Alice Cooper — WB  
\*Touch Of Lightning — Gloria Gaynor — Polydor  
10 To 5 — Lowdown — Boz Scaggs  
Ex To 28 — The Reaper — Blue Oyster Cult

## KEIN — GREAT FALLS, MONT.

#1 — Boz Scaggs  
\*Love So Right — Bee Gees — RSO  
\*Roxy Roller — Nick Gilder — Chrysalis  
\*I Got To Know — Starbuck — Private Stock  
\*Love Me — Yvonne Ellimon — RSO  
\*Muskrat Love — Captain & Tennille — A&M  
7 To 1 — Lowdown — Boz Scaggs  
9 To 3 — If You Leave — Chicago  
10 To 5 — She's Gone — Hall & Oates  
11 To 7 — Rock'n Me — Steve Miller  
14 To 9 — Magic Man — Heart  
19 To 12 — Nadia's Theme — DeVorzon & Botkin  
24 To 17 — Edmund Fitzgerald — Gordon Lightfoot  
20 To 15 — Sunrise — Eric Carmen  
23 To 18 — Fernando — Abba  
28 To 19 — Beth — Kiss  
25 To 20 — I Only Want — Bay City Rollers  
29 To 23 — That'll Be The Day — Linda Ronstadt  
Ex To 25 — You Are The Woman — Firefall  
Ex To 27 — Anything You Want — John Valenti

## WJDX — JACKSON, MISS.

#1 — Wild Cherry  
The Reaper — Blue Oyster Cult — Columbia  
Best Disco — Ritchie Family — Marlin  
Did You Boogie — Flash Cadillac — Private Stock  
14 To 6 — Magic Man — Heart  
12 To 8 — She's Gone — Hall & Oates  
15 To 10 — Still The One — Orleans  
17 To 12 — Edmund Fitzgerald — Gordon Lightfoot  
19 To 14 — Fernando — Abba  
21 To 16 — Beth — Kiss  
25 To 17 — Muskrat Love — Captain & Tennille  
28 To 21 — Love So Right — Bee Gees

## WOPD — LAKELAND, FLA.

#1 — Chicago  
Dose Of Rock 'N' Roll — Ringo — Atlantic  
Do You Feel — Peter Frampton — A&M  
10 To 5 — Still The One — Orleans  
21 To 15 — Best Disco — Ritchie Family  
30 To 21 — Beth — Kiss  
32 To 22 — Gimme Your Money — BTO  
36 To 23 — I'll Play The Fool — Savannah Band  
37 To 30 — Love Of My Life — Gino Vannelli  
40 To 32 — Love So Right — Bee Gees  
Ex To 34 — You Are The Woman — Firefall  
Ex To 35 — Don't Think . . . Feel — Neil Diamond  
Ex To 36 — Come Flick My Bic — Sun  
Ex To 37 — Nadia's Theme — DeVorzon & Botkin  
Ex To 38 — Roxanna — Peter Dinklage

## WVIC — LANSING, MICH.

#1 — Orleans  
\*Beth — Kiss — Casablanca  
\*Like A Sad Song — John Denver — RCA  
\*California Sun — Starland Vocal — Windsong  
\*Queen — AWB — Atlantic  
\*Sunrise — Eric Carmen — Arista  
\*You Gotta Make — Neil Sedaka — Rocket  
20 To 12 — It's O.K. — Beach Boys  
15 To 11 — I Only Want — Bay City Rollers  
30 To 18 — Love So Right — Bee Gees  
24 To 19 — Fernando — Abba  
28 To 21 — I Got To Know — Starbuck  
Ex To 17 — The Reaper — Blue Oyster Cult

## KENO — LAS VEGAS, NEV.

#1 — Chicago  
Muskrat Love — Captain & Tennille — A&M  
The Fez — Steely Dan — ABC  
\*You Gotta Make — Neil Sedaka — Rocket  
Stand Tall — Burton Cummings — Portrait  
19 To 12 — Rock'n Me — Steve Miller  
6 To 1 — If You Leave — Chicago  
15 To 9 — Lowdown — Boz Scaggs  
20 To 22 — Magic Man — Heart

## WBLI — LONG ISLAND, N.Y.

#1 — Wild Cherry  
\*It's O.K. — Beach Boys — Reprise  
\*Get The Funk — Brothers Johnson — A&M  
\*You Are My Starship — Norman Connors — Buddah  
10 To 5 — If You Leave — Chicago  
6 To 1 — Play That Funky Music — Wild Cherry  
Ex To 9 — Still The One — Orleans  
Ex To 10 — Little Bit More — Dr. Hook

## KRIB — MASON CITY, IOWA

#1 — Hall & Oates  
\*More Than A Feeling — Boston — Epic  
\*Jeans On — David Dundas — Chrysalis  
\*The Fez — Steely Dan — ABC  
\*Stand Tall — Burton Cummings — Portrait  
\*Daydream Believer — Monkees — Arista  
#1 — Wild Cherry  
\*Muskrat Love — Captain & Tennille — A&M  
\*It's Only Love — ZZ Top — London  
\*Brand New Love Affair — Jigsaw — Chelsea  
\*Like A Sad Song — John Denver — RCA  
Ex To 33 — Long Way There — Little River Band

## KVOX — MOORHEAD, MINN.

#1 — Gordon Lightfoot  
\*Dose Of Rock 'N' Roll — Ringo — Atlantic  
\*Tonight's The Night — Rod Stewart — WB  
12 To 8 — Rose Of Cimarron — Poco  
13 To 7 — You Are The Woman — Firefall  
Ex To 16 — Muskrat Love — Captain & Tennille  
Ex To 17 — Nadia's Theme — DeVorzon & Botkin

## WLOF — ORLANDO, FLA.

#1 — Chicago  
\*Dose Of Rock 'N' Roll — Ringo — Atlantic  
\*Love So Right — Bee Gees — RSO  
15 To 8 — Magic Man — Heart  
14 To 9 — Still The One — Orleans  
12 To 6 — Devil Woman — Cliff Richard  
Ex To 24 — Rock'n Me — Steve Miller  
Ex To 27 — Edmund Fitzgerald — Gordon Lightfoot

## KACY — OXNARD, CALIF.

#1 — Boz Scaggs  
Nights Are Forever — Dan & Coley — Big Tree  
More Than A Feeling — Boston — Epic  
The Reaper — Blue Oyster Cult — Columbia  
13 To 7 — I Only Want — Bay City Rollers  
18 To 11 — Did You Boogie — Flash Cadillac  
21 To 16 — Rock'n Me — Steve Miller

## WBSR — PENSACOLA, FLA.

#1 — EW&F  
\*You Gotta Make — Neil Sedaka — Rocket  
\*Dose Of Rock 'N' Roll — Ringo — Atlantic  
\*Just To Be — Commodores — Motown  
\*Rubberband Man — Spinners — Atlantic  
\*Stand Tall — Burton Cummings — Portrait  
32 To 26 — Edmund Fitzgerald — Gordon Lightfoot  
33 To 25 — I Only Want — Bay City Rollers  
25 To 18 — That'll Be The Day — Linda Ronstadt  
22 To 16 — Magic Man — Heart  
21 To 15 — Rock'n Me — Steve Miller  
15 To 11 — If You Leave — Chicago  
11 To 5 — Disco Duck — Rick Dees  
Ex To 40 — Long Way There — Little River Band  
Ex To 39 — More Than A Feeling — Boston  
Ex To 35 — This One's For You — Barry Manilow  
Ex To 34 — Muskrat Love — Captain & Tennille

## WKIX — RALEIGH, N.C.

#1 — Walter Murphy  
\*Just To Be — Commodores — Motown  
\*Magic Man — Heart — Mushroom  
\*I Got To Know — Starbuck — Private Stock  
23 To 19 — This One's For You — Barry Manilow  
26 To 20 — The Reaper — Blue Oyster Cult  
28 To 24 — Rock'n Me — Steve Miller  
29 To 25 — I Only Want — Bay City Rollers  
Ex To 26 — Muskrat Love — Captain & Tennille  
Ex To 27 — Edmund Fitzgerald — Gordon Lightfoot  
Ex To 28 — Love So Right — Bee Gees

## KKLS — RAPID CITY, S.D.

#1 — Wild Cherry  
Love So Right — Bee Gees — RSO  
Jeans On — David Dundas — Chrysalis  
More Than A Feeling — Boston — Epic  
I Never Cry — Alice Cooper — WB  
32 To 25 — Muskrat Love — Captain & Tennille  
29 To 23 — Nadia's Theme — DeVorzon & Botkin  
34 To 29 — Love Of My Life — Gino Vannelli

## WJON — SAINT CLOUD, MINN.

#1 — Cliff Richard  
\*Jeans On — David Dundas — Chrysalis  
\*I Never Cry — Alice Cooper — WB  
\*Dose Of Rock 'N' Roll — Ringo — Atlantic  
\*I Got To Know — Starbuck — Private Stock  
Ex To 17 — You Are The Woman — Firefall  
Ex To 18 — That'll Be The Day — Linda Ronstadt  
Ex To 19 — Fernando — Abba  
Ex To 20 — Muskrat Love — Captain & Tennille

## KLIV — SAN JOSE, CALIF.

#1 — Rick Dees  
\*Dose Of Rock 'N' Roll — Ringo — Atlantic  
\*More Than A Feeling — Boston — Epic  
\*You Are My Starship — Norman Connors — Buddah  
\*Free Bird — Lynyrd Skynyrd — MCA  
\*Long Way There — Little River Band — Harvest  
15 To 10 — Rock'n Me — Steve Miller  
16 To 9 — Getaway — EW&F  
19 To 13 — Magic Man — Heart  
Ex To 15 — Anything You Want — John Valenti  
Ex To 18 — Still The One — Orleans  
Ex To 20 — I Only Want — Bay City Rollers

## KSLS — SAN LUIS OBISPO, CALIF.

#1 — Chicago  
\*Stand Tall — Burton Cummings — Portrait  
\*Rubberband Man — Spinners — Atlantic  
\*More Than A Feeling — Boston — Epic  
\*I Only Want — Bay City Rollers — Arista  
21 To 12 — Tonight's The Night — Rod Stewart  
27 To 17 — Edmund Fitzgerald — Gordon Lightfoot  
30 To 25 — Beth — Kiss  
Ex To 21 — Fernando — Abba  
Ex To 27 — Love So Right — Bee Gees  
Ex To 28 — Anything You Want — John Valenti  
Ex To 29 — Love And Affection — Joan Armatrading  
Ex To 30 — California Day — Starland Vocal

## WORD — SPARTANBURG, N.C.

#1 — Tyrone Davis  
\*Dose Of Rock 'N' Roll — Ringo — Atlantic  
\*So Sad The Song — Gladys Knight — Buddah  
\*Get The Funk — Brothers Johnson — A&M  
\*Flick My Bic — Sun — Capitol  
\*Can't You See — Waylon Jennings — RCA  
\*You Gotta Make — Neil Sedaka — Rocket  
13 To 4 — Heart On My Sleeve — Gallagher & Lyle  
21 To 16 — I Got To Know — Starbuck  
22 To 17 — Beth — Kiss  
Ex To 3 — Muskrat Love — Captain & Tennille  
Ex To 22 — Edmund Fitzgerald — Gordon Lightfoot  
Ex To 23 — Mr. Melody — Natalie Cole  
Ex To 24 — Rock'n Me — Steve Miller  
Ex To 25 — Magic Man — Heart

## WSPT — STEVENS POINT, WIS.

#1 — Chicago  
\*It's Only Love — ZZ Top — London  
\*Dose Of Rock 'N' Roll — Ringo — Atlantic  
\*Getaway — EW&F — Columbia  
\*The Reaper — Blue Oyster Cult — Columbia  
5 To 1 — If You Leave — Chicago  
9 To 4 — Roxy Roller — Nick Gilder  
14 To 9 — I Only Want — Bay City Rollers  
19 To 14 — You Are The Woman — Firefall  
22 To 16 — Rock'n Me — Steve Miller  
21 To 17 — Fernando — Abba  
26 To 20 — Did You Boogie — Flash Cadillac  
29 To 22 — Beth — Kiss  
Ex To 27 — That'll Be The Day — Linda Ronstadt  
Ex To 28 — Jeans On — David Dundas

## WNDR — SYRACUSE, N.Y.

#1 — Wild Cherry  
After The Lovin' — Englebert Humperdinck — Epic  
Goolius — Carpenters — A&M  
Edmund Fitzgerald — Gordon Lightfoot — Reprise  
27 To 13 — It's O.K. — Beach Boys  
Ex To 15 — I Only Want — Bay City Rollers  
Ex To 34 — If You Leave — Chicago

## WOLF — SYRACUSE, N.Y.

#1 — Wild Cherry  
Beth — Kiss — Casablanca  
Did You Boogie — Flash Cadillac — Private Stock  
\*Brand New Love Affair — Jigsaw — Chelsea  
17 To 11 — Magic Man — Heart  
20 To 12 — I Only Want — Bay City Rollers  
23 To 17 — Disco Duck — Rick Dees  
11 To 7 — Lowdown — Boz Scaggs

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**Prediction:  
The Over 2 Million Buyers of "Boogie Fever"  
Are Going To Be Calling On The...**

***HOT LINE!*** (4336)  
***THE SYLVERS***

**Sensational New Single From Their  
Forthcoming Album *Something Special***

(ST-11580)



Direction & Management: Al Ross  
1900 Avenue Of The Stars  
Los Angeles, California 90067

Produced by Freddie Perren  
for Syro Enterprises, Inc.



Capitol

# CASH BOX POP RADIO ANALYSIS

## MOST ADDED RECORDS

This Week To Date

## STATION ADDS THIS WEEK

Rank	Record	This Week	To Date	Stations
1.	A Dose Of Rock 'N' Roll — Ringo Starr — Atlantic	31%	31%	WFIL, KJR, WKBW, WCOL, WPIX, KJRB, 13Q, WLAC, WERC, KSTP, WAYS KCBQ, WAVZ, WNDE, WDFH, WIFI, WLEE, Y-100, WCAO, WBBF, KAKC, WSGA, WBBQ, WISM, WRVQ, WKY, WORC, KTLK, WFOM, KILT, WKLO, KEZY.
2.	Muskrat Love — Captain & Tennille — A&M	29%	50%	WRKO, WMPS, KNUS, KXOK, KLSQ, WZUU, WING, WAYS, WMAK, KLIF, WPGC, WGCL, WSAI, WKBW, WVBF, KJR, WFIL, WNDE, WLEE, WCAO, WBBF, WOW, KERN, KJRB.
3.	The Wreck Of The Edmund Fitzgerald — Gordon Lightfoot — Reprise	17%	70%	KFRC, KING, WJET, WKY, WNCI, B-100, WIFI, KTAC, Q-102, WLS, WFIL, WPRO, KJR, WSAI, WHHY, WMPS, KHJ.
4.	Love So Right — Bee Gees — RSO	15%	43%	KRBE, KIMN, KAKC, WIFI, Q-102, KJR, WVBF, WLAC, KEEL, WBG, WOKY, WZUU, WTI, WKLO, WDRQ.
5.	Fernando — Abba — Atlantic	14%	60%	WLS, WGCL, WPIX, WMAK, KSTP, KHJ, KGW, KILT, WAKY, WOW, WKY, KIMN, KIOA, WIRL.
6.	This One's For You — Barry Manilow — Arista	12%	30%	WLS, WDFH, WCOL, WHHY, CKLW, 99X, KING, WBT, KAKC, WBBQ, WISM, WOW.
7.	More Than A Feeling — Boston — Epic	12%	27%	WKBW, WCOL, WGCL, KJRB, KING, KILT, KEZY, Z-96, WCAO, WNCI, WDR, WJET.
8.	(Don't Fear) The Reaper — Blue Oyster Cult — Columbia	10%	49%	CKLW, WBG, Z-93, WPIX, WVBF, WDFH, WCAO, WISM, WORC, WZUU.
9.	Rock'n Me — Steve Miller Band — Capitol	9%	89%	WABC, WDG, WDFH, 13Q, WQXI, CKLW, 99X, WXYZ, KNUS
10.	I Only Wanna Be With You — Bay City Rollers	8%	84%	WABC, WGH, WNDE, WGCL, 13Q, KBQ, KRBE, WNOE.
11.	Beth — Kiss — Casablanca	7%	71%	KLEO, KLIF, WVBF, WNDE, WDFH, Z-96, WGH.
12.	That'll Be The Day — Linda Ronstadt — Asylum	6%	75%	KXOK, WQAM, WNDE, WDFH, WNOE.
13.	I Got To Know — Starbuck — Private Stock	6%	21%	WGCL, WHHY, WSGN, WJET, WAKY.
14.	Do You Feel — Peter Frampton — A&M	5%	61%	WFL, WLAC, KXOK, KLEO, KRBE.
15.	Nadla's Theme — DeVorzon & Botkins — A&M	5%	25%	KHJ, KLEO, Z-93, WSGA, KIMN.
16.	Rubberband Man — Spinners — Atlantic	5%	18%	KSLQ, WPGC, WCOL, WBBQ, WISM.
17.	You Are My Starship — Norman Connors — Buddah	5%	17%	WPGC, KSLQ, WMPS, WAVZ, KYA.

## RADIO ACTIVE SINGLES

- Nadla's Theme — DeVorzon & Botkin — A&M  
Adds: WAEB, KFJZ, WHNN, WHOT KEWI, KELI, 98Q; Jumps: KRSP 17-3, WGNG 15-10, WFLI 21-11, KEIN 19-12, KFJR 17-13, KREM 21-16, WDBQ 24-18, KKLS 29-23, WFLB 30-25, KVOX Ex-17, WAUG ex-30, WTRY ex-35, WQPD ex-37, WCUE ex-38.
- A Dose Of Rock 'N' Roll — Ringo Starr — Atlantic  
Adds: WTRY, WORD, WICC, KVOX, WLOF, KRKE, WCUE, WQPD, WSPT, WFLB, WJON, WAUG, WBSR, KRSP, KAFY, WAEB, KFJR, KLIV.
- More Than A Feeling — Boston — Epic  
Adds: KACY, KRIB, KYNO, WFLB, KKLS, WPTR, KSLY, KLIV; Jumps: WYSL 30-23, KRSP Ex-29, WBSR ex-39, WCUE ex-39.
- Stand Tall — Burton Cummings — Portrait  
Adds: WAUG, WBSR, KSLY, KFJR, KCPX, KRIB, KENO, WGOW.
- It's A Long Way There — Little River Band — Harvest  
Adds: KELI, WLCY, WCUE ÷ KLIV; Jumps: WGOW 14-9, WNOE ex-33, WBSR ex-40.
- I Never Cry — Alice Cooper — WB  
Adds: WLAV, WJON, KKLS, WHNN, WEAQ; Jumps: WFLI 30-21, WFLB ex-30.
- Like A Sad Song — John Denver — RCA  
Adds: KNOE, WVIC, WLAV, KOMA; Jumps: WDBQ ex-30, WTRY ex-40.
- Love Of My Life — Gino Vannelli — A&M  
Adds: WLAV, KOMA; Jumps: WYSL 28-22, KFJZ 30-25, KKLS 34-29, WQPD 37-30.
- Jeans On — David Dundas — Chrysalis  
Adds: KRIB, KKLS, WKWK, KFJR, WJON; Jumps: WSPT ex-28.
- You Are My Starship — Norman Connors — Buddah  
Adds: WMFJ, WFLB, WBLI, KLIV; Jumps: 98Q ex-37.

## SECONDARY RADIO ACTIVE

- I Only Wanna Be With You — Bay City Rollers — Arista  
Y-100 11-7, WLS 11-6, WIFI 19-12, KHJ 20-16, KXOK 23-17, WAYS 20-16, KLEO 30-25, WING 20-13, KCBQ 28-22, WOKY 26-21, KGW 30-25, WTI, ex-25, WFOM 21-12, KILT ex-35, KPAM 29-16, KERN 18-12, WOW ex-17, KIMN 19-15, WISM 23-17, KAKC 20-15, WLEE 28-20, WPRO 23-16, WSGN 27-17, KJR 18-14, WCOL 30-26, KJRB 22-16, WQAM 13-9, WHHY 19-15, WERC 23-13, WMAK ex-18, WSGN 27-17, KSTP 27-21.
- Rock'n Me — Steve Miller — Capitol  
WFIL 25-20, WCAO 21-14, WAYS 15-9, KNUS 24-11, Z-93 16-12, WPGC 23-13, WGCL 22-17, WSAI 13-6, WKBW 19-12, KJR 13-9, KLEO 22-11, WRKO 23-17, KCPX 26-18, KILT 26-18, KPAM 14-6, WGR 10-5, WOW 17-10, WRVQ 14-9, B-100 19-12, WSGA 10-6, KAKC 30-20, WPRO 25-17, WSGN 29-22, WBG 25-11, KSTP 18-11, WSGN 29-22, WMAK 24-17, WHHY 17-12, WVBF 25-18.
- Beth — Kiss — Casablanca  
WCOL 22-11, WSAI 30-22, WGCL 25-21, WPIX 28-22, KJRB 23-15, 13Q 21-16, WHHY 15-6, WERC 11-6, WMAK ex-27, WSGN 20-15, KSTP 19-14, WAYS ex-20, KCBQ 30-26, KGW ex-30, KPAM 28-18, WCAO 25-16, WFIL ex-24, KJR ex-21, WKBW 26-20, WSGN 20-15, WLEE ex-28, WRVQ 19-14, KIMN 26-17, WJET 27-21, KERN 22-17.
- Magic Man — Heart — Mushroom  
WKBW 21-16, KTLK 30-25, WDFH 10-6, WLS 12-8, WFIL ex-23, KJR 19-13, WPEZ 24-18, WPGC 7-1, WHHY 12-8, WMAK 18-11, Z-93 24-20, KSTP 10-6, WBG 15-10, WAVZ 21-16, WRKO 27-22, WBBQ 18-10, KFRC 26-23, KYA ex-20, WVBF ex-20, WKY 18-11, KIMN 17-8, WRVQ 16-11, WISM 17-11.
- She's Gone — Hall & Oates — Atlantic  
WLS 19-17, WSAI 28-20, WPIX 22-18, WQXI 15-10, WQAM 25-20, KPAM 15-7, KHJ 29-19, WRKO 19-13, 99X 23-19, WDR 22-13, B-100 ex-27, WDG 20-16, WIFI 29-20, WNDE 13-8, WBG ex-27, KLEO 25-19, KBQ 21-12, KNDE 21-17, WZUU ex-17, KTLK 40-30, KCPX 20-16, KEZY 24-18.
- The Wreck Of The Edmund Fitzgerald — Gordon Lightfoot — Reprise  
WDFH 17-12, WSGN 28-23, WKBW 23-11, WDR ex-29, WOW 16-9, WRVQ 13-7, WISM 27-20, KIOA 18-8, WBBQ ex-29, WBBF 20-10, WGCL 18-6, WPGC 29-20, WSGN 28-23, KSTP 13-8, KBQ 26-17, WOKY 16-7, WZUU 17-9, KGW ex-26, WBT 19-6, KILT 39-32, KPAM 23-17.
- Disco Duck — Rick Dees — RSO  
WLS 21-10, WDFH 23-13, WPEZ 17-11, WVBF 10-2, WSAI 10-3, WPIX 12-7, KFRC 18-7, WBBQ ex-8, WOKY 19-14, KBQ 8-2, CKLW 9-4, WDR 27-20, WABC 22-12, KAKC 18-6, WDG 13-9, KTAC 7-1, WLAC 12-4, KLIF 18-11, WMAK 19-13, KSLQ 28-20, KXOK 10-6, KLEO 11-1, KYA 7-3, WTI, 17-12, KILT 17-11, KPAM 16-8, KRBE 26-14, WDRQ 9-5.

# JOEY GEORGE & LEWIS McGEHEE



LS6904

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October 7 Baton Rouge, Louisiana

October 8-9 Nashville, Tennessee

October 11-12 Atlanta, Georgia

October 13-14 New Orleans, Louisiana

October 15-16 Houston, Texas

October 19 Tuscaloosa, Alabama

October 27-28 New York, New York

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Records and Tapes

# REGIONAL ALBUM ACTION

## NORTH CENTRAL

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

- |                                   |                       |
|-----------------------------------|-----------------------|
| 1. CAPTAIN & TENNILLE (SONG)      | 6. TED NUGENT (1ST)   |
| 2. BEACH BOYS (ENDLESS SUMMER)    | 7. MONKEES (GREATEST) |
| 3. CAPTAIN & TENNILLE (LOVE WILL) | 8. OSMONDS            |
| 4. BACHMAN-TURNER-OVERDRIVE       | 9. HALL & OATES       |
| 5. GORDON LIGHTFOOT               | 10. ABBA              |

## MIDWEST

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

- BLUE OYSTER CULT
- GINO VANNELLI
- MONTRÖSE
- BAND
- BEACH BOYS (ENDLESS SUMMER)
- GORDON LIGHTFOOT
- TED NUGENT (1ST)
- NORMAN CONNORS
- AMERICAN FLYER
- AUTOMATIC MAN
- LEON REDBONE
- FIREFALL
- AMBROSIA
- PARIS
- STARZ

## NORTHEAST

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

- SAVANNAH BAND
- BAND
- NORMAN CONNORS
- JOHNNY GUITAR WATSON
- HERBIE HANCOCK
- BLUE OYSTER CULT
- LABELLE
- JOHN KLEMMER
- AUTOMATIC MAN
- RICHARD PRYOR
- TOMMY BOLIN
- SALSOUL ORCHESTRA
- RY CODDER
- DAVID BROMBERG
- CLIFF RICHARD

## WEST

(California, Seattle, Portland)

- GORDON LIGHTFOOT
- J.J. CALE
- JOHN KLEMMER
- MANHATTAN TRANSFER
- SAVANNAH BAND
- TOWER OF POWER
- RITCHIE FAMILY
- YAMASHTA/WINWOOD/SHRIEVE
- TOMMY BOLIN
- DEODATO
- PARIS
- STAPLES
- AMBROSIA
- MONTRÖSE
- QUINCY JONES

## NATIONAL BREAKOUTS

- |                             |                       |
|-----------------------------|-----------------------|
| 1. HALL & OATES (RCA)       | 8. TED NUGENT         |
| 2. WALTER MURPHY BAND       | 9. O'JAYS             |
| 3. BEE GEES                 | 10. BOB DYLAN         |
| 4. ORLEANS                  | 11. STANLEY CLARKE    |
| 5. BOSTON                   | 12. TEMPTATIONS       |
| 6. ENGLAND DAN & J.F. COLEY | 13. BAY CITY ROLLERS  |
| 7. JUDY COLLINS             | 14. LYNRYD SKYNYRD    |
|                             | 15. STILLS-YOUNG BAND |

## BALTIMORE/WASHINGTON

- SAVANNAH BAND
- NORMAN CONNORS
- MICHAEL HENDERSON
- JIMMY CASTOR BUNCH
- FUNKADELIC
- ROY AYERS
- AMBROSIA
- WALTER JACKSON
- QUINCY JONES
- LABELLE
- RICHIE HAVENS
- DENISE WILLIAMS
- CAR WASH SOUNDTRACK
- McCOO & DAVIS, JR.
- RICHARD PRYOR

## DENVER/PHOENIX

- OZARK MOUNTAIN DAREDEVILS
- FIREFALL
- TOMMY BOLIN
- MONTRÖSE
- BLUE OYSTER CULT
- YAMASHTA/WINWOOD/SHRIEVE
- J.J. CALE
- MANHATTAN TRANSFER
- AMBROSIA
- AUTOMATIC MAN

## SOUTH CENTRAL

(Dallas, Houston, New Orleans,  
Little Rock)

- GINO VANNELLI
- JOHN KLEMMER
- YAMASHTA/WINWOOD/SHRIEVE
- FIREFALL
- HALL & OATES
- WAYLON JENNINGS
- AMERICAN FLYER
- STAPLES
- RICHARD PRYOR
- HUMMINGBIRD

## SOUTHEAST

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

- |                   |                      |
|-------------------|----------------------|
| 1. GINO VANNELLI  | 8. MOTHER'S FINEST   |
| 2. FIREFALL       | 9. CLIFF RICHARD     |
| 3. HERBIE HANCOCK | 10. QUINCY JONES     |
| 4. BAND           | 11. FUNKADELIC       |
| 5. TOWER OF POWER | 12. GORDON LIGHTFOOT |
| 6. HALL & OATES   | 13. SAVANNAH BAND    |
| 7. MIKE GREENE    | 14. NORMAN CONNORS   |
|                   | 15. SILVER           |

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

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

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

## Survey fr 20

Simon, "but print certainly has its place too." The ratio of radio to print advertising for Polydor, Inc. will vary in any given 30-day marketing period, according to Simon, because different artists are released at different times. But he went on to say that "it's a safe bet that radio gets 60-70% of our total ad budget."

Atlantic Records' senior vice president of marketing Dave Glew told **CB** that timing is a crucial element in an ad campaign, whether it be radio or print. According to Glew, Atlantic spends dollars on product ads if there is action in retail stores or if something is getting heavy airplay. Glew also commented that regionalized sales action makes time buying a must, but warned against placing a time buy too early, saying that in most cases if timing is not right, the ad won't help.

One of radio advertising's strongest points, Glew pointed out, is that record companies create their own radio spots

utilizing exactly the cuts and information they consider to be most effective to sell the product. "Capitalizing on the sound of a top 40 single in a radio spot is smart," Glew noted, "and companies will always include other songs they feel will clinch an album sale."

Jules Abramson, Mercury Records' senior vice president of marketing, stressed that media advertising is a broad category, but noted Mercury felt radio was the most important advertising medium. Because it's a sound medium, a medium people can hear, potential buyers can decide if they want to buy the particular sound they like or not, according to Abramson.

Herb Helman, RCA's division vice president of public affairs, said that RCA is finding "radio is the way to go." Helman checked RCA's advertising figures from January through August of 1976 and related, "it looks to be about 50-50 at this point, but we're starting to lean more towards radio." Helman did say, however,

that it's impossible to say one medium pays off better than the others because different media is used to advertise different artists for different reasons.

Bruce Harris, director of product management at Epic and associated labels, agreed with Helman saying, "we use different media to speak to different people." According to Harris, Epic spends the greatest share of ad dollars on radio, but insists that the label always looks for the best possible media mix to advertise any artist. Almost always, for instance, Epic will always run radio in coordination with a print ad or vice versa. And he added that television has not been proven, at least not to Epic, as a valuable incentive in getting the customer into retail stores. "Television has one unique purpose," Harris noted, "it serves as a turn-on for our own accounts (retailers-distributors), and generates excitement about an artist or his product." Harris said he looks upon radio ads as "reminders" and "shots in the arm" to potential buyers who have generally

decided if they're going to purchase or not based upon the airplay they've heard, and not the commercial itself. Again reiterating that all media is important, Harris concluded, "The more you vacuumize your effort, the less effective it's gonna be."

Of all the marketing executives' comments, perhaps those of Skid Weiss most accurately summed up the future role radio will play in record company advertising. The WEA hiatus on print advertising and the pressure that other record companies are exerting on retailers to channel their cop dollars into radio is giving the electronic medium even more leverage than it has enjoyed to date. It is not so much a question of radio's power over record companies as it is radio's influence on its audience. Exactly how much this influence will pay off in sales cannot yet be calculated but record company executives, to a man, have decided to cast their lot with primary, secondary and even tertiary stations around the country. It is their overwhelming belief that the gamble will pay off handsomely.



# The Greatest Name In Jazz Records Is Now The Greatest Name In Jazz Cassettes.



**The Trio** Oscar Peterson;  
Niels Pedersen; Joe Pass  
K10 701

**Take Love Easy**  
Ella Fitzgerald; Joe Pass  
K10 702

**Duke's Big 4**  
K10 703

**Sirius**  
Coleman Hawkins  
K10 707

**Joe Pass:  
Virtuoso**  
K10 708

**The Bosses**  
Count Basie; Joe Turner  
K10 709

**Ella in London**  
Ella Fitzgerald  
K10 711

**For the First Time**  
The Count Basie Trio  
K10 712

**The Exciting Battle  
J.A.T.P. Stockholm '55**  
K10 713

**Two for the Road**  
Herb Ellis; Joe Pass  
K10 714

**Portraits of Duke  
Ellington** Joe Pass  
K10 716

**The Trumpet Kings  
Meet Joe Turner**  
K10 717

**Basie Jam**  
Count Basie Orch.  
K10 718

**Dizzy Gillespie's Big 4  
Spec. Coll.**  
K10 719

**The Tatum Group  
Masterpieces** Tatum;  
Hampton; Rich  
K10 720

**This One's for Blanton**  
Duke Ellington and Ray Brown  
K10 721

**"Satch" and "Josh"  
Basie Encounters Peterson**  
K10 722

**The Tatum Solo  
Masterpieces, Vol. 1** Art Tatum  
K10 723

**The Tommy Flanagan  
Tokyo Recital**  
K10 724

**The Tatum Solo  
Masterpieces, Vol. 2**  
K10 729

**The Tatum Solo  
Masterpieces, Vol. 3**  
K10 730

**The Tatum  
Group Masterpieces**  
Tatum; Hampton; Edison  
Rich; Callender; Kessel  
K10 731

**The Tatum Group  
Masterpieces, Vol. 1**  
Tatum; Carter; Bellson  
K10 732

**The Tatum Group  
Masterpieces, Vol. 2**  
Tatum; Carter; Bellson  
K10 733

**The Tatum Group  
Masterpieces** Tatum; Eldridge;  
Simmons; Stoller  
K10 734

**The Tatum Group  
Masterpieces**  
Tatum; Callender; Jones  
K10 735

**The Tatum Group  
Masterpieces** Tatum; DeFranco;  
Callender; Douglass  
K10 736

**The Tatum Group  
Masterpieces** Tatum; Webster;  
Callender; Douglass  
K10 737

**Oscar Peterson  
and Roy Eldridge**  
K10 739

**Oscar Peterson  
and Dizzy Gillespie**  
K10 740

**Oscar Peterson  
and Harry Edison**  
K10 741

**Oscar Peterson  
and Clark Terry**  
K10 742

**Oscar Peterson  
and Jon Faddis**  
K10 743

**Zoot Sims and The  
Gershwin Brothers**  
K10 744

**Basie & Zoot**  
Count Basie; Zoot Sims  
K10 745

**Happy Time** Eldridge;  
Peterson; Pass; Brown; Locke  
K10 746

**The Oscar Peterson Big 6  
Montreux Jazz Fest. '75**  
K10 747

**Jazz at The Philharmonic  
Montreux Jazz Fest. '75**  
K10 748

**The Dizzy Gillespie Big 7  
Montreux Jazz Fest. '75**  
K10 749

**Count Basie Jam Session  
Montreux Jazz Fest. '75**  
K10 750

**Ella Fitzgerald  
Montreux Jazz Fest. '75**  
K10 751

**Joe Pass  
Montreux Jazz Fest. '75**  
K10 752

**The Milt Jackson Big 4  
Montreux Jazz Fest. '75**  
K10 753

**The Trumpet Kings  
Montreux Jazz Fest. '75**  
K10 754

**The Louis  
Bellson Explosion**  
K10 755

**The Basie Big Band**  
Count Basie  
K10 756

**The Big 3** Jackson;  
Pass; Brown  
K10 757

**Ella and Oscar**  
Ella Fitzgerald; Oscar Peterson  
K10 759

**Nobody in Mind** Turner;  
Eldridge; Jackson; Crayton  
K10 760

**The Ellington Suites**  
Duke Ellington  
K10 762

**Another Epoch Stride**  
Piano Joe Turner  
K10 763

**Here's  
Ray Bryant**  
K10 764

**Youngblood**  
Jon Faddis  
K10 765

**What It's All About**  
Roy Eldridge  
K10 766

**I Told You So**  
Count Basie & His Orch.  
K10 767

**The King**  
Benny Carter  
K10 768

**Talk with the  
Spirits** Mike Longo  
K10 769

**Zoot Plays Soprano**  
Zoot Sims  
K10 770

**Afro-Cuban Jazz Moods**  
Dizzy Gillespie; Machito  
K10 771

**Fitzgerald & Pass  
...Again** Fitzgerald; Pass  
K10 772

**Feelings** Milt Jackson  
and Strings  
K10 774

**Hotmosphere**  
Dom Um Romao  
K10 777

**Porgy & Bess**  
Oscar Peterson; Joe Pass  
K10 779

**The History of an Artist**  
Oscar Peterson (2 Cassettes)  
K25 702

**Oscar Peterson et Joe  
Pass a Salle Pleyel**  
(2 Cassettes)  
K25 705

**The Montreux Collection**  
Basie; Bellson; Betts; Carter;  
Davis; Durham; Eldridge;  
Flanagan; Fitzgerald; Gillespie;  
Griffin; Jackson; Pedersen;  
Pass; Peterson; Roker; Sims;  
Thielemans; Terry (2 Cassettes)  
K25 707

**Bahiana Dizzy**  
Gillespie (2 Cassettes)  
K25 708

**Oscar Peterson  
in Russia** (2 Cassettes)  
K25 711



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Order  
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RCA Sales  
Representative

## Anthony's Goal: Maintain Frampton's Natural Image

by Paul Simmons

LOS ANGELES — In the hectic, demanding world of personal management, a manager's first goal is to establish his client; equally important, however, is the maintenance and growth of an artist's career. Dee Anthony has been managing for more than a decade, working the full spectrum of acts from Tony Bennett to Steve Marriott and Gary Wright (presently 2 of his clients). Anthony and another client, Peter Frampton, were in town recently for Frampton's appearance on Don Kirshner's Rock Awards TV show. "Sure, we've been getting many offers for Peter to appear in films, TV specials and variety shows. We can be selective in what we do, but at the same time not be prima donnas and letting egos get in the way. We've been to the gate before, we know the pitfalls of success. What's most important now is to keep Peter as the same natural person that his audience knows. Success hasn't changed him, he's basically the same person."

### New Directions

One rather unusual TV offer is for Frampton to appear on Tony Orlando's program. Orlando claims to have shaken up some key CBS TV executives, because he would like to capture Frampton's special performance from a live concert at Madison Square Garden. Anthony is very pleased with this offer. He can move his artists in new directions, because he feels he can depend on the people around them, like Peter's news agent and A&M records. "When the craziness starts to come in we're equipped to handle it professionally. These people know Peter's a real talent who's worked very hard and not just some freaky kid who happened to be lucky."

### Six Years Together

Anthony has been managing Frampton for six years, since the days of Humble Pie. And they've developed a good effective relationship. Since Frampton's stardom is all fairly recent, Anthony is guiding him through every step. "Peter and I have just had an hour-long private discussion, so that we can know each other's feelings on different matters. When I have to make decisions, it won't be a question of my artist feeling like he's in the dark about something. Peter's very responsible. For the Rock Awards show, he was on call to be there at 10 in the morning. Some other celebrity saw him and said, 'You don't have to be here this early, you're a star.' Peter felt that attitude to be very wrong. You have to be disciplined, and respectful to those you're working with."

### Headlining

The three concerts in October at Madison Square Garden sold out quickly. The shows were sold as Frampton concerts only. This will be the first time he's headlining alone. Right now he's in New York practicing material he hasn't used before — songs from his first two LPs. Anthony is keeping clear of any extremely elaborate state setups. "All of Peter's moves on stage have to be natural. He doesn't need any cranes to carry him around. His rapport with his audience is so simple and beautiful that it would be a crime to try and change it." Frampton's onstage spontaneity is surely a factor in his appeal to today's youth. For his entrance at the Garden, a large hologram picture (three-dimensional) will be projected onstage. Frampton will walk through it, the image will disappear and there he'll be, alone onstage. Anthony feels it's simple and effective, without getting involved with any strange and useless equipment.

Frampton recently appeared on the Mike Douglas show and Anthony felt that it came off quite favorably. "I'm hoping that the

Orlando show can be just as successful if not more so. Tony's a wonderful guy, and I respect and admire him. He wants to introduce his audience to this segment of the music industry. I don't feel that TV is a difficult medium for rock music. It might have been in the early days, but not now, considering TV's modernized condition."

### Future Plans

Frampton's future plans include a European tour in mid-October and November, covering countries where he has never played before. The jet, known as the Starship, will be employed for the tour. Gary Wright's group will also be along to perform with Frampton on a double billing. A film was recently made of Frampton's performance in Miami, at JFK Stadium, which holds 105,000. Anthony remarked, "The footage I've seen is quite good. It was originally shot as just a promo, to advance the European tour. We just planned to use maybe five songs. But it was done so well that we're starting to get other ideas, possibly a TV special or a movie documentary. The director was able to capture, in a very unpretentious way, the setting up and some good backstage action. There's some excellent footage using two screens, showing Peter getting off the plane from Savannah, and meanwhile showing the kids slowly filling up Miami stadium. The film will definitely be used for pretour promotion for the Far East and Australia."

Frampton seems positive about undertaking some kind of movie activity. There are possible plans for him to star in the musical film version of "Sergeant Pepper's Lonely Hearts Club Band." Production is scheduled to begin early next year. There's another script that Anthony has been reading. For it, Frampton could play the role of a similiar personality in a dramatic story.

### Content With Music

During this discussion, however, Anthony made it quite clear that Frampton is not using rock as a stepping stone to get into films. He'd be quite content to stay with his music and his present audience. Basically that's how Anthony sees Frampton's future; continuing as an artist in the recording studio and on the concert stage.

Toward the end of **Cashbox's** interview with Anthony, he wished aloud that the upcoming European tour were already past. In a year where both clients, Frampton and Wright, have won numerous music awards, he should have nothing to worry about.

## BNB Adds Three Execs

LOS ANGELES — BNB Management principals Sherwin Bash, Mace Neufeld and Alan Bernard have appointed three new executives in an expansion move to build their firm into a full service company. Those joining BNB are Don Blocker, vice president and general manager of Big Heart Publishing (a division of BNB); Richard Halem, associate; and Richard Steckler, associate. Blocker will be responsible directly to BNB for administrating a full scale publishing operation via Big Heart Music. Since 1970 he had been associated with Snuff Garrett as executive vice president of Garrett Music Enterprises. On an independent level he was responsible for setting up the publishing for the Jackson Five. Halem will be actively involved with the further development of contemporary artists at BNB. Prior to his current position he was an agent at International Creative Management. Steckler will specialize in handling various R&B and jazz artists at BNB. All three will be headquartered at BNB's Beverly Hills offices located at 9454 Wilshire Blvd.



**SOMEONE TO DEPEND ON:** Dee Anthony claims he's able to move his artists in new directions because he feels he can depend on the people around them (see separate story). Pictured in just such a professional lineup are (from left) Jerry Moss, president, A&M Records; A&M recording artist Peter Frampton; Frampton's manager Anthony; and Chuck Kaye, vice president, Irving-Almo Music Publishing.

## Manager's Notes

**Jack Daley**, president of **Company of Artists** has reported that **Pure Prairie League** have completed work on "Dance," their fifth LP for RCA. The title track is being rush released as a single. . . Daley also announced the signing of **Cat and Volunteers** for career management. Cat will record for Warner Brothers and Volunteers will record for Arista. . . **Shepp Gordon**, head of **Allive Management**, which manages such performers as **Raquel Welsh** and **Alice Cooper**, announced the signing of **Burton Cummings** on Portrait Records. . . **Connie De Nave**, personal manager for **Robert Palmer**, reported that Robert's next LP for Island records will be called "Some People Can Do What They Like"; release is set for Sept. 27. And preparations are underway for a major national tour this fall. . . In a conversation with **Lenny Kaye** and **Jane Friedland**, personal manager for **Patti Smith**, future plans for the Patti Smith Group were discussed. A European tour will begin on Sept. 30 and run through Oct.

24. There will be concert dates back in America in Nov., which will include: the Santa Monica Civic Center, Bushnell Auditorium, Hartford, Conn. Nov. 18, and New York at the Bottom Line Nov. 22-28. The new LP "Radio Ethiopia" should be out in the first week of Oct. The tracks will include (A) Ask The Angels, Ain't It Strange, Poppies, Pissing In A River. (B) Pumpin' (My Heart), Distant Fingers, Radio Ethiopia, Abyssinia. . . **Kevin Hunter**, personal manager for **Natalie Cole**, will accompany her on her first European tour. The countries included are England, Sweden and Holland. **Tavares** are also on the bill. . . **Jerry Mercer**, of the management firm **Artists of America**, has announced the signing of **Sean Morton Downey**. . . **Stan Posses**, personal manager of **Eric Carmen**, reports that **Gus Dudgen** will produce Eric's next LP in London, and to be titled "Boats Against The Current."

paul simmons



**WELCOME ABOARD** — From left, BNB Management's Sherwin Bash and Alan Bernard pose for a photo with new associate Richard Halem. At far right is BNB's Mace Neufeld.

## picks of the week

### THE JACKSONS (Epic 8-50289)

**Enjoy Yourself** (3:24) (Mighty Three — BMI) (K. Gamble, L. Huff)

From their next LP entitled "The Jacksons," this song is bouncy and it's a sure item for the discos. The group's vocals come off like a smooth karate chop. Sure enough, a hit that should dance right up the charts.

### FRANKIE VALLI (Private Stock PSR 45,109)

**Boomerang** (3:38) (Razzle-Dazzle/New Seasons — BMI) (V. Pike, T. Randazzo)

New Valli product should get those dancing feet moving again. Watch for definite disco action. It has a catchy title refrain, with special synthesizer effects and tight orchestration. Should get some R&B as well as AM adds.

### LABELLE (Columbia 8-50262)

**Get You Somebody New** (3:15) (Polo Grounds/Snoid — BMI) (J. Crane)

From the group's recent "Chameleon" LP. Look out — Labelle's back again. A number that's hot and bad, guaranteed to take care of business at the discos and on the charts. Has a grind that won't let up.

### AMERICAN FLYER (United Artists UA-XW874-Y)

**Let Me Down Easy** (2:37) (U.A. Music/Glasco — ASCAP/McKensie/Dunbar — BMI) (E. Kaz, C. Fuller)

From the group's recent "American Flyer" LP, this song's a powerful pop rendition that really moves. The expert production is provided by Beatles' producer George Martin. Already on many FM playlists, and there should be some AM adds as well.

### SANTANA (Columbia 3-10421)

**Europa (Earth's Cry Heaven's Smile)** (3:33) (Light Music — BMI) (D.C. Santana, T. Custer)

From the recent "Amigos" LP, this song has a soothing melody. Santana's inventive guitar work spreads evenly throughout the number. The group returns with a driving single that's sure to get action on many playlists.

### AL WILSON (Playboy P 6085-A)

**You Did It For Me** (2:58) (Jasmine/Seven Valleys — ASCAP) (W. Heath, K. Dunham)

From the recent "I've Got A Feeling" LP, Wilson does it again on a tune that's sure to catch fire quickly. R&B adds guaranteed and some top 40 action shouldn't be far off.

### JOHNNY BRISTOL (Atlantic 45-3360)

**Do It To My Mind** (3:12) (Bushka — ASCAP) (J. Bristol)

Bristol sails across the grooves on his latest single. Disco DJs should already have it on their turntables. The backup vocals are straight ahead, laying it down on top of a funky arrangement. For R&B playlists and some adds for AM should be expected.

### JACKIE MOORE (Kayvette/T.K. 5127)

**Disco Body (Shake It To The East, Shake It To The West)** (2:54) (Sherlyn — BMI) (C. Reid)

Already picking up some fast adds at R&B stations across the country, this single features a brittle, funky vocal from Moore. The melody line is sparked by a fine arrangement. This should cover all R&B and disco playlists in no time at all.

**MARY KAY PLACE AS LORETTA HAGGERS** (Columbia 3-10422)

**Baby Boy** (3:04) (Sook Music — ASCAP) (M.K. Place)

From the recent "Tonight! At the Capri Lounge" LP, this song is Place's big number from the TV series Mary Hartman, Mary Hartman! The tune has a clean, down-home feeling. A sure foot stomper. Place uses the Emmylou Harris band effectively. Adds to playlists could come from everywhere — C&W, top 40, and even maybe some from FM.

### JOHN TRAVOLTA (Midland Int'l. JH-10780)

**Whenever I'm Away From You** (3:11) (Midsong — ASCAP) (B. Reno, J. Davis)

A slow pop ballad from the star of TV's Welcome Back Kotter. The song contains smooth backup vocals, along with John's up-front natural delivery. A sure followup to "Let Her In." Should be a definite pick for AM radio. Retail markets stock up.



### ROY AYERS (Polydor PD 14349)

**Hey Uh Wat You Say Come On** (3:30) (Brainfood — BMI) (R. Ayers, W. Alien)

From the recent "Everybody Loves The Sunshine," an exciting, pounding R&B number. Discos will keep this one spinning. A steady rhythmic beat weaves in and out the repeated title refrain. For R&B and top 40.

### BILL WITHERS (Columbia 3-10420)

**If I Didn't Mean You Well** (3:03) (Golden Withers — BMI) (B. Withers)

From the recent "Naked And Warm" LP, Withers returns with another mellow tune with a funk beat. Reminiscent of Sly Stone in style. The vocal has a hard edge that is complemented by a biting bass. R&B chart action and also some top 40.

**THE ALAN PARSONS PROJECT** (20th Century TC-2308)

**The Raven** (3:40) (Fox Fanfare — BMI/Woolfson) (Woolfson, Parsons)

From the recent "Tales Of Mystery And Imagination" LP, here's a song with synthesized lyrics. The refrain repeats "Thus spoke the raven — nevermore," and the song slowly rises to a crescendo. Should get played first on FM outlets, with AM adds sure to follow.

### IAN THOMAS (Chrysalis CHS-2116)

**Llars** (3:41) (Tarana — ASCAP) (I. Thomas)

From the just released LP, "Goodnight Mrs. Calabash," Thomas' first single for Chrysalis. He delivers a hard driving vocal all the way through. The group's had much success in Canada. Its previous hit was a song called "Painted Ladies." A good choice for FM and AM playlists.

### ERIC CLAPTON (RSO RS 861)

**Hello Old Friend** (2:57) (Stigwood/Unichapell — BMI) (E. Clapton)

From the forthcoming "No Reason To Cry" LP, Clapton climbs out of his laidback bag. The song has a fast paced country flavor. Lively female vocalists back up Clapton's lead. The guitar work is fresh and up-front. FM adds will be instant, with some possible from top 40.

**HAMILTON, JOE FRANK & DENNISON** (Playboy P 6088-A)

**Don't Fight The Hands (That Need You)** (2:57) (Eee Gee — BMI) (J. George, R. Caldwell)

From the group's recent LP "Love And Conversation," this song's a mellow pop tune that should quickly move across the charts. Good harmonies and a fluid orchestration carry the tune all the way to the last note. A definite choice for AM playlists.

### GINO CUNICO (Arista AS 0204)

**When I Wanted You** (3:28) (Homegrown — BMI) (G. Cunico)

From a British import LP, which is presently unavailable in the U.S. A sensitive rendition is given by Cunico, who was a member of the original Bee Gees back in Australia. Fine production is provided by Vini Ponica. Should be a certain pick for AM and FM playlists.

### PETER FRAMPTON (A&M 1867)

**Do We Feel Like We Do** (7:19) (Almo/Fram-Dee — ASCAP) (P. Frampton)

This is the third single from the very successful "Frampton Comes Alive" LP. It's an extended track that Frampton fans should really go for. The other two singles were big hits and this should be no exception. Already a classic on FM programming, top 40 chart action should be just around the corner.

### THE SYLVERS (Capitol P-4336)

**Hot Line** (2:59) (Bull Pen/Perren Vibes — BMI/ASCAP) (K. St. Lewis, F. Perren)

From the "Something Special" LP, this song has a consistent rhythm and good snappy harmonies. Already a hot item on R&B radio. The song has a definite ring and sound of success. AM pop action shouldn't be far behind.

### RINGO STARR (Atlantic 45-3361)

**A Dose Of Rock 'N' Roll** (3:17) (Millmerran, Bloomsbury Music — BMI) (C. Grossman)

Starr's first single for Atlantic, from a forthcoming LP. Gone are the Apple days. Starts off slow and bluesy. Before you know it, the song takes off with a spotless production from Arif Mardin. Good rock music, with a beat you can dance to. AM top 40 adds are probable, along with definite activity from FM stations.

### BURTON CUMMINGS (Portrait 6-70001)

**Stand Tall** (3:20) (Shillelagh — BMI) (B. Cummings)

From the forthcoming "Burton Cummings" LP, a slow paced and pleasant ballad. Cummings, formerly with the group Guess Who, delivers a powerful and expressive vocal. Richard Perry produced the excellent arrangement. A good choice for both FM and pop programming.

### HARRIET SCHOCK (20th Century TC-2303)

**Let Me Out! Let Me Go!** (3:33) (Colgems — ASCAP) (H. Schock)

From the recent LP "You Don't Know What You're In For," this song has an appealing top 40 sound. Schock breezes through a tight arrangement. The repeated title refrain contains the hook. Playlist adds should begin right away.

### JEANNIE REYNOLDS (Casablanca NB 866)

**Hit And Run** (3:42) (Groovesville — BMI) (Roach)

From the "Cherries, Bananas and Other Fine Things" LP, Reynolds delivers a strong soul vocal similar in style to Gladys Knight. A fast driving disco mix, with spare orchestration and brass highlights. Reynolds should be someone to watch. A sure selection for R&B programming.

### MARK-ALMOND (ABC 12221)

**New York State Of Mind** (3:24) (April Blackwood — BMI) (B. Joel)

From the recent "To The Heart" LP, the song opens with some jazz oriented organ chords. The song continues in a soft jazz arrangement. A good bet for FM playlists; other outlets could become interested as well.

### EL CHICANO (Shadybrook 45-032)

**Dancin' Mama** (3:12) (El Chicano — ASCAP) (El Chicano)

From the recent "El Chicano" LP, this song is already being played in the discos, but that should be no surprise, the rhythm contained is most infectious. Primarily for R&B playlists.

### IAN LLOYD (Polydor PD 14351)

**Oh Let Me In** (2:55) (Famous — ASCAP) (G. Diamond, M. Millius)

From the recent "Ian Lloyd" LP, here's a song with strong dynamic sound. Hard hitting brass complements right behind Lloyd's tight vocal. With good production, this could make waves on some AM charts.

### THE QUICK (Mercury 2-52982)

(2:37) (Saturday — BMI/Gavaddima — ASCAP) (B. Crewe, B. Gaudio)

From the recent "Mondo Deco" LP, a first single from another new band from Los Angeles. It's a rude rock version of the old Four Season tune. Production was done by Kim Fowley, who also introduced the Runaways. Playlist adds could come from progressive FM and AM radio.

**BRENDA & THE TABULATIONS** (Chocolate City CC004)

**Home To Myself** (3:29) (Rumanian Pickleworks/Little Max/New York Times — BMI) (Manchester, Sager)

This song is a soft moody ballad with a pure soul sound. Delicate backup harmonies ride behind Brenda's flowing vocal. There should be adds for R&B playlists, with possible AM as well.

### CYNDI GRECCO (Private Stock PS 45, 110)

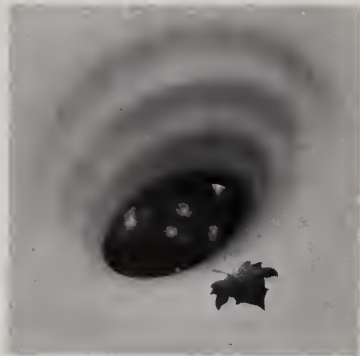
**I Think I Can Make It** (3:17) (J&H — ASCAP) (J. Feliciano, C. Fox)

This song's arrangement is done by Jose Feliciano. It has a catchy refrain; it might make it. Grecco's vocalization is strong and expressive. Watch for adds on AM playlists.

# ALBUM REVIEWS

**LONG MISTY DAYS — Robin Trower — Chrysalis CHR 1107 — Producers: Geoff Emerick, Robin Trower — List: 6.98**

Backed by just bass and drums, Robin Trower's guitar work seems even more fluid than in the past. Bassist James Dewar handles the vocal chores and also co-wrote many of the songs with Trower. The tone is pure rock 'n' roll, with some heavy and well-incorporated blues influences. This should be an immediate favorite with FM progressive programmers. Look for the title track and "Messin' The Blues" to get a lot of airplay. The latter has an infectious melody line that's punctuated by some fine guitar fills.

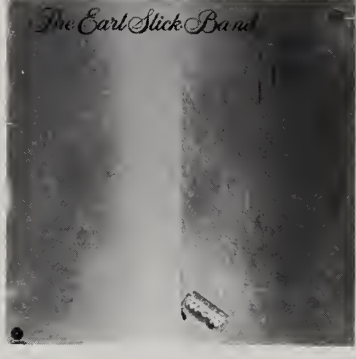


**MODERN MUSIC — Be-Bop Deluxe — Capitol ST 11575 — Producers: Bill Nelson, John Leckie — List: 6.98**

The title of this album is apt; the music is certainly sophisticated, yet completely accessible. Be-Bop is fast becoming more than just a group with a fanatical cult audience; the word is spreading. Programmers should take note of a re-sequenced, specially banded for airplay version of this that's recently been shipped by Capitol. The production by Bill Nelson and John Leckie must be given credit for the cleanness of each cut. Singles possibilities abound, particularly "Kiss Of Light" and the title track.

**YEAR OF THE CAT — Al Stewart — Janus JXS 7022 — Producer: Alan Parsons — List: 6.94**

Englishman Stewart has come up with an LP that should bring him a wider audience in the States. The production by Alan Parsons is expectedly clean and innovative and Stewart wraps his voice around the complicated lyric lines in fine style. A good-looking package; retailers would be wise to display this in the front racks of their stores. There are more than a couple of ambitious cuts — "Year Of The Cat" and "If It Doesn't Come Naturally, Leave It" that should do quite well on AOR outlets. Stewart's vocals are uniformly excellent, although some lack a little needed extra energy. All in all, however, this is a solid LP.



**RAZOR SHARP — The Earl Slick Band — Capitol ST 11570 — Producer: John Alcock — List: 6.98**

Earl Slick, with this effort, will transcend his limited reputation as David Bowie's former guitar player. It's a tight, energetic rock offering, with some soulful vocals from lead singer Jimmie Mack (who also penned most of these). I don't know if you could call the album art attractive, but it's certainly eye-catching and should be an immediate sales boost. FM progressive programmers will grab at this one, and the title track, along with "Dead Man's Ransom," should get a lot of play.

**THE CLONES OF DR. FUNKENSTEIN — Parliament — Casablanca NBLP 7034 — Producer: George Clinton — List: 6.98**

Parliament was one of the first to succeed at psychedelic funk and this is more of the same. The vocals by all the artists (there are eight listed on the credits) are different enough from each other to keep the listener constantly on his best behavior. Rhythm is a crucial factor in a record like this and the arrangements by George Clinton and Bootsy Collins make you feel that the attention was well worth it. The bass lines in particular seem to drive each tune, providing a pleasing tension. Dealers: this group has a wide audience, and it must be made totally aware of this release. It's a good one.

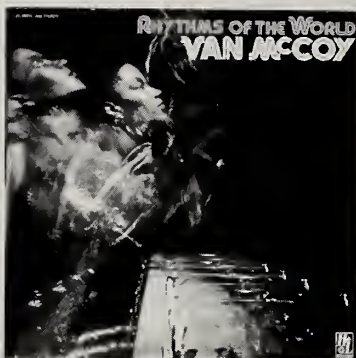


**SOLO — Don McLean — United Artists UA-LA 652-H2 — Producers: Herb Gart, John Peters — List: 7.98**

This is an exceptional two-pocket set, drawn from live performances of tunes that McLean has performed and recorded over the years. The excitement of the live show is captured on vinyl, complete with ecstatic audience reaction to tunes like Dylan's "Masters Of War" (performed with solo banjo accompaniment) and his biggest hit thus far, "American Pie." The breadth and scope of this album display McLean's remarkable versatility; he is by no means a one-shot artist. With the Christmas season on its way, merchandisers will delight in this bargain-priced package that amounts to a greatest hits set.

**DEEP CUTS — Strawbs — Oyster/Polydor OY 1-1603 — Producers: Rupert Holmes, Jeffrey Lesser — List: 6.98**

The Strawbs are back with a fine LP produced with class by Rupert Holmes and Jeffrey Lesser. The tunes all have good melodies and the arrangements are top-notch. (The twin guitar work is not overused; rather, through sparing and sensitive application, it enhances the overall effect.) Some hard rockers like "Turn Me Around" are mixed in with some laidback numbers, creating a musically satisfying album that touches a lot of bases. Look for this to show up on many AOR outlets. All four group members contribute to the vocals, which results in a varied, interesting sound.



**RHYTHMS OF THE WORLD — Van McCoy — H&L HL 69014 — Producer: Van McCoy — Executive Producers: Hugo & Luigi — List: 6.98**

Disco master McCoy has come up with another piece of hot product. The title of this album is apt, the dancing rhythms inherent in every track have a universal appeal that's hard to miss. The song titles are right in line with that worldliness, particularly "Oriental Boogie," "Indian Warpath" and "Swahili Boogie." As always, the McCoy tracks feature some terrific arrangements, particularly the strings. These are all danceable tunes that will doubtless get tons of disco play. John Tropea's distinctive guitar work is featured on more than one cut. A fast seller in R&B markets.

**VICKI SUE ROBINSON — Vicki Sue Robinson — RCA APL 1-1829 — Producer: Warren Schatz — List: 6.98**

Vicki Sue Robinson has had a lot of success with disco-oriented product and this is a step in the same direction. There's a good cover of Bobby Womack's "Daylight," and a medley of "I Should Stay" and "I Won't Let You Go" that should both appeal to disco programmers. Vicki Sue's vocals are more developed than in her previous efforts; it's good to see that she's continuing her musical growth. The arrangements are tight and well-conceived, and should get some pop play as well.



**500 MILES HIGH — Flora Purim — Milestone/Fantasy M9070 — Producer: Orrin Keepnews — List: 6.98**

If you've ever seen a live performance by songstress Flora Purim, either when she was with Chick Corea or her husband Airto, then this record will be quite a treat. It's representative of both periods, including the fine Corea composition "500 Miles High" and a tune she did on her last American tour, "Jive Talk," written by Brazilian flautist and keyboard player Hermeto Pascoal. Backed by such notables as David Amaro on guitar and Ron Carter on bass, Ms. Purim floats through some of her favorite tunes and gives an inspired reading on "Bridge." A must for retail jazz departments.

**THE TROUBLEMAKER — Willie Nelson — Lone Star/Columbia AL 34112 — Producer: Arif Mardin — List: 5.98**

Any album by Willie Nelson is bound to sell heavy in all country markets, and we doubt if this will be any exception. There's a great version of "Will The Circle Be Unbroken," and Willie's voice really grabs all the other tunes with a charming tenacity. The backing band is top-notch, with players like Jeff Gutfreund and Doug Sahm, and there's a beautiful new song "Precious Memories" included in the package. Rack sales will happen in a big way and any retailer who displays this record prominently will be happy with the fast results.



**MY MUSIC — Bunny Sigler — Philly International/CBS PZ 34267 — Producer: Bunny Sigler — List: 6.98**

From the very first cut this album jumps with professionalism and style. Bunny Sigler has mastered that cool Philly sound, and he puts it to good use in this LP. Tunes like the title track and "My Music" are evidence of some solid musical schooling, and all the tracks are infested with that rare sound that seems only available at Sigma Sound studios. R&B programmers will latch onto all of these with a special grip, especially "Ladies' Man" and "Woman, Woman." Horns are used extremely well, mostly as punctuation, but sometimes for that extra melodic touch.

# Gold Triangle Retail Chain Offers Low Beatle LP Price fr 7

these outlets stated that \$4.99 had been their lowest sale price for that album.

## Prices To Stimulate Business

Although Gold Triangle's spokesman referred to a "price war" in the Dadeland location, he conceded that competitors have not been generally undercutting his company's record prices. "But business has been kind of zilch for us, so we had to do something to catch people's attention again." He added that competition is so heavy that "I would almost have to set off an explosion to get anyone to come into my store."

Between Sunday, when Gold Triangle's ad ran in the Miami Herald, and Wednesday, its Dadeland store moved nearly 100 copies of the Frampton album (regularly store-priced at \$6.99) and almost 30 copies of the Beatles album (regularly store-priced at \$9.47). This represented a considerable increase over recent weekly sales of these albums. But when Penney's advertised the Beatles' newest release (regularly store-priced at \$9.17) for \$4.99, "it sold out pretty quick," according to a source at Penney's.

## 'Image Builder'

Therefore, if Gold Triangle's sole intent in running this \$3.99 sale (which also included 22 other "top-charted hits") was to stimulate business, the program does not appear to be fully achieving its objective. In the opinion of one competitor, however, the chain is also trying to "build its image" in preparation for the opening next month of a new store. At press time, no one at Gold Triangle could be reached to either confirm or deny this report.

Gary Kulla, Specs' Dadeland Mall store manager, said that perhaps Gold Triangle was starting talk of a "price war" because "they're hurting." But he emphasized that "competition is not that heavy here. There's enough business to go around, and everybody should be making money. There's no reason to start a price war."

## Free Singles At Lechmere

A sales approach that appeared to be similar to Gold Triangle's was used in Boston by the Lechmere retail chain. Running a full-page ad in the Boston Sunday Globe, Lechmere offered a free "top-ten 45" to the first 100 customers who walked into each of its four area outlets.

According to David Banker, president of Lechmere, this "promotional gimmick" was conceived as an attempt to liven up the "mundane" record retailing scene around Boston. "We like to do some creative things, and this is part of our whole merchandising strategy."

As part of the same "Sound Festival" ad which included the singles giveaway offer,

33 albums by the Beatles and by the group's individual members were advertised at prices ranging from \$3.66 to \$3.90.

Meanwhile, Venture Stores in St. Louis became the third general merchandising/discount operation to advertise 45s (all 45s were sale priced at 77¢ each), since **Cash Box** started its retail pricing survey four months ago.

## Dylan's 'Hard Rain'

Ads for the latest release by Bob Dylan, "Hard Rain," and in some cases for selected Dylan catalog releases appeared in seven markets. The new release was advertised in the following markets: at Record and Tape Collector in Baltimore for \$3.94/\$5.69 tape; at Korvettes in Baltimore for \$3.64/\$5.69 tape (also "Blonde on Blonde," 2-LP set, for \$5.88); at The Wherehouse in Los Angeles for \$3.88/\$4.88 tape ("Blonde on Blonde" for \$5.98/\$6.18 tape and "Blood On The Tracks" and "Desire" for \$3.88/\$4.88 tape); at Korvettes in New York for \$3.97/\$5.69 tape ("Blonde on Blonde" for \$5.88/\$6.99 tape and "Blood On The Tracks" and "Desire" for \$3.97/\$5.69 tape); at Sam Goody in Philadelphia for \$3.99/\$5.49 tape and at Korvettes in Washington for \$3.64/\$5.69 tape ("Blonde on Blonde" for \$5.88).

While Columbia Records plans to continue its use of print advertising in support of the new Dylan release, other media will also be called into play, according to Don Dempsey, vice president of marketing for Columbia. The initial phase of a recently inaugurated television campaign, incorporating footage from Dylan's hour-long TV special, will run through October, with radio and print overlays. "Then we're going to watch what happens," Dempsey said. "So far airplay has been tremendous, and the initial reaction we received from major stores was very favorable."

## New Audience For Dylan

Dempsey pointed out that Dylan, whose albums have sold a total of 14 million units in the US, has now captured the largest audience of his career. In addition to Dylan's fans from the period of his "message" songs in the '60s, a significant portion of the teenage market has also accepted Dylan's music.

"One of the things that happened historically with Dylan is that there was always this huge initial purchase after the release of a new album. I mean, it really exploded for the first 120 days. Then we found that the catalog activity continued, but sales of the new album weren't what we felt they should have been. That all changed with "Blood On The Tracks," which I think happened because of the entrance of this

younger buyer. And his catalog sales now are amazing."

## Manilow Campaign

As Arista Records continued its campaign in support of Barry Manilow, ads for his newest release appeared in seven markets: at Recordmasters in Baltimore for \$3.99/\$5.79 tape; at Lechmere in Boston for \$3.66 (and the rest of Manilow's catalog for \$3.66); at 12 different retailers in Denver for \$3.99; at Budget Tapes & Records in Denver for \$3.94/\$4.99 tape; at Sage in Houston for \$3.99; at Jimmy's Music World in New York for \$2.99; at Odyssey in San Francisco for \$3.77 and at Music Street and Wide World of Music in Seattle for \$3.99/\$4.99 tape.

## New York

In New York's ongoing "price war" among record retailers, Korvettes increased its list of "super special" albums advertised at \$2.99 each to ten. This is the largest number that has been offered at the chain's 30 metropolitan area stores since the feature first appeared over two months ago.

The list of titles advertised in the September 19 edition of the Sunday Times included "Whistling Down The Wire" by Crosby/Nash, "Hard Work" by John Handy, "Go" by Yamashta/Winwood/Shrieve, "To The Heart" by Mark/Almond and "Wild Cherry." Also, "Sky-High" by Tavares, "Ole ELO," "You Are My Starship" by Norman Connors, "Good King Bad" by George Benson, and "Dr. Buzzard's Original 'Savannah' Band." Quantities were, once again, limited to one of each per customer, but no store limitations were posted. The sale remained effective for three days, as in previous weeks, but the display of the ad was much more prominent.

Initially, it was believed that the placement of this feature in a corner of the entire Korvettes ad was done so as not to create friction with the manufacturers who have publicly condemned the practice of selling records at below wholesale cost. For the first time, however, the "super specials" appeared in a much more centralized location on the page.

## Not "Loss Leaders"

This fact, along with the steadily rising number of \$2.99 offerings, lends further credence to the notion that Korvettes is not using these items as simple "loss leaders," as some executives have claimed. Rather, the practice seems to be part of a planned, concerted marketing strategy in reaction to the competition in the area, which is currently the severest of any major metropolitan area in the country.

In an apparently similar reaction, Sam Goody lowered its price for the 10 "picks of

the week" from \$3.69 in recent weeks to \$3.59. However, George Levy, president of the 27-store chain, denied that the current price, which matches the lowest price at which Goody has advertised the "picks," is a response to recent developments. "It (the price for "picks of the week") is not a constant thing," he maintained. "We're moving back and forth; maybe \$3.59 this week, maybe \$3.69 next week. If you don't move them, you run the risk of someone saying it's your regular price."

## Response To Korvettes?

Asked if Goody would respond to the increasing number of front-line albums offered for \$2.99 by Korvettes, Levy responded, "I don't think so. I don't see any sense to expanding this thing. If you want to limit it to a few items, try to keep an image that the other guy is keeping, that's one thing. But it's suicide to expand it."

Recently, however, Goody did offer selected front-line albums at \$2.99, the lowest price ever offered by the chain for \$6.98 list albums (**Cash Box**, September 25). Though the sale remained in effect for only one week, Levy does not discount the possibility of the \$2.99 price recurring. "I can't say that they won't reappear. We may do it again next week or the week after. If we do it, it's purely a merchandising tactic to bring people in."

During the one week that the \$2.99 sales ran, business was "pretty good" at Goodys, according to Levy. "It was on a par with last year at this time," he explained. "Under the conditions, it's encouraging, because last year we didn't have this 'price war.'"

## Jimmy's Advertising Continues

Jimmy's Music World continued its advertising campaign in the Sunday Times with 14 titles for \$2.99 each. Of the 14, seven were recent releases. They were "Spitfire" by Jefferson Starship, "Spirit" by John Denver, "Everybody Come On Out" by Stanley Turrentine, "Children Of The World" by the Bee Gees, "Arabian Nights" by the Ritchie Family, "A Fifth Of Beethoven" by the Walter Murphy Band, and "This One's For You" by Barry Manilow. The sale ran for four days and quantities were limited to one of each per customer.

Four days later, the 10-store chain advertised six albums in the New York Daily News for the same price. They were "Never Gonna Let You Go" by Vicki Sue Robinson, "Message In The Music" by The O'Jays, "Dr. Buzzard's Original 'Savannah' Band," "Hot On The Tracks" by the Commodores, "The Temptations Do" and "Love Trilogy" by Donna Summer. This sale ran for two days, and quantities were again limited to one of each per customer.

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# Bogart's NARM Speech: Rhetoric And Reason Persuasive

Before I begin my speech, I would like to make the following acknowledgements.

I would like to thank Milt Salstone for allowing me to come to Chicago; I would like to acknowledge the fact that without my partners, Cecil Holmes and Larry Harris, Casablanca could not have been; and a very special thanks to Richard Trugman and Arnold Feldman, and my wife, Joyce. Without them all, I never could have made it through the storm.

I would like to extend my special thanks to Dick Sherman, my good friend Lewis Merenstein, to all of you who rooted for me and opened your hearts to me in the early days of Casablanca when I needed it most, and to the people who gave me opportunity to enter our business — Jerry Shiffrin, George Albert and Bill Darnell. It is to Bill that I dedicate this speech.

Do you believe in a life after death? Do you believe there can be many lifetimes within a lifetime? Well, Casablanca is living, undisputable proof that there is life after death.

Our second life began on October 31, 1974, when Casablanca Records was born, delivered by cesarian section, as an independent record company (next month we celebrate our biennial, our second birthday). There had been a brief, but educational period — the better part of a year — which we spent in branch distribution, an institution that has always been like a foreign country to me. When we came home to independent distribution, it was with a great deal of newly acquired knowledge. I am not, incidentally, making any criticism of the majors; it's simply that after testing the waters, I found that independent distribution is what works best for me. It's the optimum means of developing and operating my company in terms

of the goals we hope to achieve.

Many of you may have thought that I attempted suicide in releasing the "Johnny Carson" album as my first venture. You're wrong; I didn't contemplate suicide until after that record failed. Actually, the "Johnny Carson" album did a lot for me. It made me into a superstar! In the "Malamud Book of Records" — our industry's answer to the Guinness list of "goldfish swallows" — I appear all over the place. First, there's "most amount of money lost on one project." A second listing honors me for "most money lost in a two month period" and then, on page 173, under "Malamud's Believe It Or Not," you'll find that Casablanca had the very first album to ship gold and be returned platinum!

By December of 1974, I had already accomplished our primary goal: to become the underdog. It was easy. I briefly fled to Acapulco, and as I swam along in my scuba diving gear, on the bottom of the ocean, the image was indeed clear. I owed out 2½ million dollars and had enough money to make payroll for at least four weeks. I had created for us the awesome task of saving Neil Bogart, and it was a major problem for you, not to mention for me. If Casablanca failed, was it you . . . or us? You were terrific and, together, we began to pull out of a nearly impossible situation. Once you're committed, it's hard to back down, and in the months that followed, with your help, Casablanca reaffirmed its commitment to become a major force in the entertainment industry. But at that time, there's no doubt that we had one hell of a big problem.

Now problems are actually the currency of my trade. As president of Casablanca, my job is really to create and/or to identify problems. Without those problems, our com-

pany would not flourish; it wouldn't even survive. Every time we release a new album, we create the problem of finding the way to make it a hit. No problems — no more records — no more company. But back then in December of 1974, we had to solve that one very big problem before we could go out and happily create many new ones.

A financial genius with whom I'm acquainted once told me a story of a small company located in a remote area of Michigan, far away from Detroit. The company employed a large percentage of the local work-force and nearly the entire city relied upon the factory for survival. The company was engaged in making certain parts for the automotive industry, and one day one of its executives decided that they should move to Detroit in order to lower shipping costs and lessen the delay in getting those parts to their accounts. Word of the impending move spread among the workers, and in a matter of weeks productivity was down over 75%. The idea that the executive had, had turned out to be premature and the company decided, after all, to remain in the small town. The workers, however, didn't believe that there was any truth in the new announcement. Productivity reached its lowest ebb and the company bordered on bankruptcy.

My friend was called and was told that if he could devise a means of bringing productivity back to its former level, he would be paid one million dollars. He spent one day in the town and later that night he met with the board of directors. "My job is done," he told them. "Paint the building." They looked upon him incredulously. "Paint the building?" He replied. "Paint the building. Nobody paints a building if they're going to move." It worked. Days after the paint job was completed, production resumed at a

normal pace. My friend earned that million.

Similarly, in December of 1974, Casablanca in order to survive, first had to convince ourselves of our sincerity and ability. The entire staff was told the paint-job story and was given brushes. We immediately began making announcements. Dick Sherman was promoted from sales manager to sales staff and, in fact, everyone was promoted to something. It worked so well that General Sherman still has the same sales staff that he had back then. He meets with himself every morning and his sales staff of one continues to be one of the most successful in our business.

In NARM's announcement of the fact that I would be addressing you today, I was called "a gambler — the breed of record man who makes our business interesting." More than a gambler, I'm really, as I've said, a problem maker, but before I begin discussing the serious lack of problems facing the industry today and create some new ones, I'd like to tell you a little bit about myself and where I come from: Brooklyn. I was dubbed "the king of bubblegum" by *Time* magazine, for bringing you such classics as "Yummy, Yummy, Yummy," "Chewy, Chewy, Chewy," "1-2-3 Red Light," "Simon Says" and other historical bubblegum records. In fact, everything that I released in the following years was classified as bubblegum. **Melanie and Brewer & Shipley** were folk-bubblegum; **The Isley Bros., Curtis Mayfield and Gladys Knight & The Pips** were R&B-bubblegum; "Oh Happy Day" was gospel-bubblegum and **Charlie Daniels** became country-bubblegum. I thought I had all the bases covered. Then, just recently, *Time* magazine generously bestowed yet another title: they

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# For The Record

**EAST COASTINGS — STEVIE IN WONDERLAND** — "Songs In The Key Of Life," an unprecedented album package comprising two LPs and an added seven-inch, 33 rpm disc (in England termed an EP), will be shipping platinum Sept. 30. The set will list for \$13.98 for the album, and \$15.98 for tape. There are 21 tracks in total, with four on the EP. While the word was out a few months ago that Wonder might be planning to make as much as half the album entirely instrumental, there are only two completely instrumental selections on the finished product, one a hard-driving jazz-rocker entitled "Contusion," the other an acoustical harmonica melody with a slow swing beat, "Easy Goin' Evening." The instruments are played by Wonder, his group **Wonderlove**, and various guests including **Herbie Hancock** (piano on "As"), **George Benson** on guitar and **Bobbi Humphrey** on flute.

**IN THE RIGHT PLACE** — **Loretta Haggars'** television dream of a recording contract has been made a reality, as **Mary Kay Place's** album, "Tonight! At The Capri Lounge — Loretta Haggars," is released on Columbia. The album features guest appearances by country stars including **Dolly Parton**, **Emmylou Harris** and **Anne Murray**. CBS is instituting a full scale program to expose the "Mary Hartman, Mary Hartman" star as a recording artist — meanwhile, Loretta will have a hit on the television show by the end of October. . . . A major push on the **Barry Manilow** catalog has been instituted by his music publishing company, Kamikaze Music, beginning with the recording of "Oh My Lady" (written with **Adreinne Anderson**) by **Hokis Pokis** on TK Records. . . . While our single picks termed the **Sounds of Sunshine's** instrumental and vocal version of "Nadia's Theme" a cover version of the A&M disc, it is in truth the original version, released on PIP Records two and one-half years ago in single and album versions. The theme opens CBS TV's midday soap, "The Young and The Restless. . . . Seen checking out the **Tony Williams Lifetime** at the Bottom Line: **Al DiMeola**, **Lenny White** and **Stomu Yamashta**.

**THOSE THAT RATE** — Somehow, in each of three of the first four album reviews in **Rolling Stone's** Oct. 7 issue, (**David Forman**, **Funky Kings** and **Peter Ivers**) **Warren Zevon** appears as a critical foil. . . . **Average White Band** gave an impromptu, unannounced performance at **Mikell's** last week. . . . **Daryl Hall & John Oates**, whose new single is "Do What You Want, Be What You Are," will open their fall tour Oct. 8 in Portland, Oregon. . . . The **Who** have added an Oct. 6 date for Phoenix, Arizona. . . . **Philip Bailey**, lead singer of **EWF**, will be producing several tracks of **Stephanie Mills'** upcoming Motown album. . . . A **Jan Ackerman/Kaz Lux** album due from Atlantic. . . . **Connie Francis** has been awarded \$2.5 million in damages in her suit against Howard Johnson Motor Lodges, having charged negligence in that the hotel did not provide her with a safe room. Her lawyer argued that as a result of being raped in the room, Ms. Francis had suffered a trauma which would "in all probability prevent her from performing for at least ten years". . . . **Dennis J. Fitzpatrick** of Los Angeles, a composer of folk worship music, has sued **John Cardinal Cody** and five Catholic churches in the Chicago area for including pirated songs in their hymnals. . . . The **Volunteers**, a new band led by **Wayne Berry** and **George Clinton**, have been signed to Arista Records and just completed their first album in Nashville. . . . **Shades of Dick Tracy**: CBS TV's "Switch" finds a disk jockey's wife the victim of murdering record pirates — **Sonny Bono** guest stars. . . . Also on the tube, **Hoyt Axton** participates in the action and intrigue of "McCloud" Oct. 10, playing a country singer touring through Soviet Russia. . . . Word has it that **David Cassidy** and **Mick Ronson** will be teaming up in Los Angeles this week with definite plans to form a band together. This extends Ronson's tandem career to include **David Bowie**, **Ian Hunter**, **Bob Dylan**, **Roger McGuinn**, and now Cassidy, whose recently released single "Gettin' It From The Streets" is co-written and produced by America's **Gerry Beckley**. . . . **Eric Idle** of **Monty Python** fame will host the Oct. 2 NBC "Saturday Night Live". . . . **Ringo Starr** believes that the number 7 is lucky for him; his engagement to **Nancy Andrews** was announced Sept. 7; his single, "A Dose Of Rock 'N' Roll," was shipped on the 17th; and his debut album on the Atlantic label, "Ringo's Rotogravure," ships nationally on Sept 27. . . . **Inner City Jam II**, a benefit to aid voter registration in New York, will be presented by **Steve Singer** and **Steve Metz** at the Beacon Theater on Oct. 2. The entertainment will be provided by several groups including the **Per-suaders**, **Sister Sledge** and **A Touch Of Class**, with several elected officials expected to attend. . . . MCA Records will advertise the "Jesus Christ, Superstar" soundtrack in TV Guide for the week that the film airs over NBC television, in addition to buying TV spots and poster-ing retailers and other music outlets to coincide with the film's national airing. . . . **Morton D. Wax and Associates** have been named public relations counsel to Screen Gems/Colegms EMI's United States operation. The firm, which was recently purchased from Columbia Pictures by EMI, has signed **Frank Wilson** as a writer. The **New York City Opera's** "The Barber of Seville" will be aired Wednesday, Nov. 3 over PBS. . . . Town Hall will celebrate its 55th birthday with a gala benefit concert on Sunday evening, November 14. . . . **Hal C. Davis**, president of the American Federation of Musicians, has been named to a six year term on the National Council of the Arts. . . . **Tomita's** electronic version of **Holst's** suite "The Planets" is due for release by RCA Red Seal in November. Interestingly, engineer/producer **Patrick Gleason** will soon have an electronic version of the same piece out on Mercury Records. . . . **Gil Scott-Heron**, whose new double album is entitled "It's Your World," will appear at the Village Gate Sept 27 - Oct. 3. . . . Buddah artist **Michael Henderson** will be represented by two compositions on **Miles Davis'** next album, on which he of course plays electric bass. . . . **D.J. Rogers** will support his new RCA album "On The Road Again" with a concentrated four day promotional tour of Chicago to coincide with the PUSH-Expo '76, beginning Sept. 29. . . . **Dorothy Scott**, mother of composer **Bobby Scott**, died after a long illness on September 16. . . . At San Francisco's Cow Palace, a combination of ZZ Top's over-zealous fans and uneasy Daly City police turned the ticket sell-out into an unfortunate bottle throwing incident. The **Band** will open for ZZ Top in Nashville. . . . By the way, the ZZ Top album was finished last week. . . . Oct. 1's **Midnight Special** will be hosted by **George Carlin**, with guests **Lou Rawls**, **Helen Reddy**, **Glen Campbell**, **Cliff Richard**, and defunct disk jockey **Rick Dees** attempting a live performance of "Disco Duck". . . . Airing Oct. 2 over NBC-TV, **Don Kirshner's New Rock Concert** features **John Travolta**, **Silver Convention**, the **Manhattans**, **Carol Douglas**, and comedy with **Jimmy Walker** and the **New Untouchables**.

phil dimauro

**POINTS WEST — GAS EXPLOSION** — You've seen the recent series of trade ads placed by **Private Stock** in behalf of their new group **Natural Gas**. Now a second group has appeared, also calling themselves **Natural Gas**. This latter bunch is not a band, but a five-member comedy team signed to appear as regulars on "Don Kirshner's Rock Concert." Although it would appear that **Private Stock** had Uttalized the title first, the situation may prove to be a sticky wicket. **Natural Gas II** (for sake of identification) claims to have been together for three years (they don't say what they've been calling themselves prior to now, however). When told of the comedy group using the name "Natural Gas," **Jan Walner** (of

**Record Merchandisers**, which handles **Private Stock**) quickly responded, "maybe they'd better call themselves 'Un-natural Gas.'" . . . **JUST THE FACTS, MA'AM** — A phone call from a member of the group last week uncovered the answer to a question we never would have thought to ask. We'd guessed that the name change (**Hamilton, Joe Frank and Reynolds/Hamilton, Joe Frank and Dennison**) had been precipitated by **Reynolds'** having left the group. True enough, but through no cruel circumstances and not as recently as the new handle would suggest. Actually, **Tommy Reynolds** parted vocal ways with **H & JF** (ready for this?) about four years ago, **Reynolds** forsaking commercial recording endeavors for the ministry. Anyway, the name was kept intact for the inherent value following a number one **CB** hit (1970) in "Don't Pull Your Love." Since '72 or early '73, however, on tour and in the studio, it's been the new lineup recording ("Fallin' In Love," "Winners & Losers") under the old banner. Only recently, did the printed identification follow suit. All this according to the "Mississippi Mallman," **Joe Frank**. . . . **QUIZ TIME** — And what was the name of the group back in the mid-sixties which recorded a studio instrumental called "No Matter What Shape Your Stomach's In" to accompany a series of creative **Alka-Seltzer** commercials? We'll tell you at the end of this week's column (finish your vegetables first). . . . **REEL TO REEL** — At **Heritage Studios**: **Morgan Cavett** and **John Kay** co-producing **Kay's** first solo album in some time. **CB** heard some basic tracks and they sound like killers, particularly a reggae-tinged "Sound Of The Crowd". . . . At **Rockin' Ronny Welsler's Living Room Studio**: **Gene Sculatti** and **The Motels** producing the first **Motel** single. . . . At **Paramount Recording Studios**: **Hal Davis** completing **Diana Ross'** 6th single at **Paramount**. **Davis** also in on the **Stefanie (Wiz) Mills** session. . . . At the **Record Plant (Sausalito)**: **Nickey Thomas**, lead singer for **Elvin Bishop** ("Fooled Around And Fell In Love") working on his first solo LP for **MCA** under the production eye/ear of **Alan Blazek**. . . . **SIGN HERE, PLEASE** —

**IF YOU GET THE MUNCHIES** in Westwood, you might want to stop in and sniff over **Liz Brooks'** **Butterfly Bakery**. Her cheese cake is said to be comparable to that of the old famous **Lindy's** and **Reuben's** from New York. Who says it? Patrons **Ringo Starr**, **Barbra Streisand**, **Jack Kent Cooke** and countless film people from around Hollywood. It's great, so try it. . . . Which is exactly what several key radio stations have done with **Burton Cummings** initial single on **CBS Records'** new label, **Portrait**. "Stand Tall" is an immediate add at **KLW** in Detroit; **KTLK** and **KIMN** in Denver; **KCPX** in Salt Lake City; and **KSHE** and **KADI** in St. Louis, as well as over 20 other stations nationwide, straight out of the box. . . . **WOODEN STAKE DEPT.** — Look for a new **Gino Cunlco** single on **Arista** shortly, a tune written by Gino himself in order to get around the curse of the cover battle which seems to dog his heels every so often. . . . **Dee Murray** has flown off to England to play bass on **Kiki Dee's** newest album, presently being produced by **Elton John** at the **Manor Studio** outside London. . . . **Earl Slick**, who doesn't do much session work, managed to get in some time in the studio recently in order to play behind **Leo Sayer** on his forthcoming album. . . . The final leg of **Neil Diamond's** phenomenal 1976 "return" tour has been locked in from Oct. 7 to 27, beginning in Ft. Worth and concluding in Oakland, California. At the end of the schedule **Diamond** will concentrate on his NBC television special which will air next spring.

**John David Souther (Asylum)** has pacted with **Frontline Management (Irving Azoff)** for representation in all areas. **Souther** joins a fraternity which includes **The Eagles**, **Dan Fogelberg**, **Joe Walsh**, **Boz Scaggs** and **Minnie Riperton**, all presently with **Frontline**. . . . **Sonoma** (four MC Artists who sing) has added/changed a backup unit. New personnel in the form of **Ron Stocker** (keyboards) and **Dennis Belfield** (bass) — both original members of **Rufus**; **Bobby Ruffino** (drums) and **Jim Benso** (guitar). . . . **INDIAN GIVER** — As reported here last week, one **Alan Amron** — a New York entrepreneur — has been soliciting worldwide contributions (\$1 at a time) from **Beatle** fans in an effort to reunite the **Wandering Wonderfols**. **Amron's** bottom line differs from that of promoter **Bill Sargeant** in that he's not only out to match the \$50 million guarantee, but also to demonstrate a collective love from the hundreds of followers **The Boys** still attract (the people, in other words, will have underwritten the project). But what, we asked, if said allure fails to crack the proverbial nut? Suppose eight arms could hold it but won't? What happens to the Yen then, Ken? Well, we're delighted to pleasure ourselves on you with the announcement that our reader called in with the answer. Former **CB** staffer **Eric Rudolph**, still in the **Big Apple**, lit our lines with the news. Until the **Beatles** once again collide and accept the offer/challenge, all money (less operating expenses) is being held in a fiduciary fund through **Chase Manhattan Bank**. Should the **Living Legends** balk at the bait and refuse to reform, **Chase Manhattan** will (do you believe it?) distribute the dollars to charities around the world, proportionately from whence they came. Maybe **Amron** isn't so dumb. With that prospect as an alternative, the **Beatles** may just heave that heavy sigh and get it over with, freeing us to raise a real band from the dead — **The 1910 Fruitgum Company**. . . . **FLY LIKE AN EAGLE/WATCH LIKE A HAWK** — **Billy Ocean** rolled into the U.S. and turned up at **Musexpo** in New Orleans. British pop star **Ocean** was honest in his admission that while he's here on a promo trip, he's "watching as many acts as possible." We remember the **T.A.M.M.I.E. Show** not too many years ago and one particular segment showing young **Mick Jagger** waiting his turn in the wings, eyes riveted to **James Brown's** dancing feet. According to **Ocean**, his first U.S. tour will be later this year or early next. He'd had an opportunity to play America sooner, but decided to wait until he's ready. Attitudes like that win pennants. . . . In attendance at **J.J. Cale's Roxy** gig: **Peter Frampton**, **Mick Jagger**, **Ronnie Wood**, **Waylon Jennings**, **Heart** (along with manager **Shelly Siegel**), **Joe Cocker**, **Al Coury**, **Jerry Rubenstein**, **Denny Cordell**, **Kenny Passarelli**. . . . Friday Sept. 24 is "Sons of the Pioneers Day" in L.A. During their first four decades of entertaining, the **Sons** have sold in the neighborhood of 20 million records. A few of those hits include "Cool Water," "Pecos Bill," and "Tumbling Tumbleweeds." **Roy** (original member) **Rogers** will be on hand that day as the group gets a star along **Hollywood's Walk of Fame**. . . . **Tom Takayoshi**, exec vp with **Playboy Records**, was the interview guest at the Wed. Sept. 22 **BMI Songwriters Showcase** at **The Improvisation**. **Danny Moses** performed on that bill. . . . **Daryl Hall** and **John Oates (RCA)** kick off leg one of their fall/winter tour Oct. 8 in Portland. Tour will include 60 cities in the U.S. as well as eight weeks of concerts in England, the European continent, the Far East and Australia. . . . **Rock Music Award** winner **Natalie Cole** has begun a European promo tour in support of her recently-released album, "Natalie". . . . The **Los Angeles Bicentennial Committee** presented **Olivia Newton-John** with a "Certificate of Recognition" during her recent appearance at the **Greek Theatre**. . . . **ANSWER TO QUIZ: The T-Bones**, who later went on to become. . . . **Hamilton, Joe Frank & Reynolds!**. . . . **QUOTE OF THE WEEK** — Finally, Hollywood witnessed the climax of a contest of some sort last week. We're not sure of the exact nature, but the payoff was a flight to L.A. and an evening with **Alice Cooper** at the **Rock Awards** and party afterwards. The young winner from Pittsburgh decided to bring his mother as guest. As the evening wore into the wee hours, the matron was asked if she wouldn't like to take the limo back to the hotel, to which she replied, "not on your life. . . . I came to party with **Alice** all night long."

stephen fuchs

# Cash Box Country

## COUNTRY ARTIST OF THE WEEK

### R.W. Blackwood & Singers



R.W. Blackwood has come through 15 years of gospel and still loves and sings it, but his first love has always been country music. In the early part of his career he sold ladies' shoes in Nashville, then furniture, and lived at Nashville's YMCA. This all failed and R.W. returned to Memphis in failure and heartbreak; however, success was just around the corner. First he sang with several gospel groups, then his brother and personal manager Ron Blackwood called him in 1964 and said "Brother, let's sing together," and they did for seven years. In 1971 Ron Blackwood formed a management agency, and with R.W. as his partner, handled R.W. Blackwood's career.

After five years of hard, dedicated work, R.W. Blackwood was signed by Capitol Records' vice president Frank Jones, and his first single, "Sunday Afternoon Boatride in The Park On The Lake," produced by Gary S. Paxton, is currently #24 on the **CB** chart.

Today R.W. carries one of the most dynamic shows traveling anywhere. He has six hot pickin' musicians and a comedian, and audience participation is something that is always a part of his show, plus going out into the audience and shaking hands with his fans.

Not many artists can span both gospel and country, but R.W. Blackwood and his band and show, The Blackwood Singers, are firmly rooted in both.

### Hall Of Fame Board Meets In Chicago

NASHVILLE — The Country Music Foundation board of trustees held its fourth quarterly meeting in Chicago on Sept. 20. The board operates the Country Music Hall of Fame and Museum and the foundation library and media center. The trustees visited Richard Rush Studios, exhibit builder constructing major displays for the 7,000 additional square feet soon to be available in the Hall of Fame and Museum. The new area will contain an exhibit of a country artist's touring bus, displays on the construction of acoustic and electric

guitars and an audio-visual exhibit on the mixing of a multi-track master tape. Progress on these and other exhibits for the new Hall of Fame area were reviewed by the trustees.

The 1.2 million dollar expansion of the Hall of Fame building stands 80% complete in September. Winter months will be occupied with the installation of new exhibits and the furnishing of new library and office areas. The museum will remain open to the public throughout the remodeling period.



**BOOT MEADOW FESTIVAL** — Approximately 20,000 fans of progressive country music gathered near Greenville, Texas for the first Boot Meadow Festival (top photo). Artists performing included Rusty Wier and Jerry Jeff Walker (bottom, l), plus Doug Kershaw, Johnny Duncan, David Allan Coe and others. Dave Coffey of DAC Musical Enterprises, who booked the talent for the festival; artist David Allan Coe and Mel Hamrick of Sunset Sounds Inc. observe the festivities (bottom, r).

### Clark-Halsey Benefit Showcase Is Success

TULSA, OKLA. — The fifth annual Halsey Ranch Party combined with the second Roy Clark Celebrity Golf Classic held in Tulsa, Oklahoma September 10-12, offered work, play and good works.

#### Second Roy Clark Celebrity Golf

Opening the 4-day chain of events was the second Roy Clark Celebrity Golf Classic held at the Cedar Ridge Country Club. It was attended by an estimated 9,000 fans whose enthusiasm, at times, interfered with the celebrities' games. Approximately forty television and recording stars were on hand to enjoy the two-day tourney and lend their services toward the benefit, which climaxed the golfing portion of the event.

#### Star Night Show

The giant Mabee Center, which accommodates 11,500 persons, was filled to capacity on Friday evening. Appearing on the show, along with co-hosts Roy Clark and Norm Crosby, were Jimmy Dean, Freddy Fender, Bob Hope, B.J. Thomas, Mel Tillis, Buck Trent and George Lindsey, plus several surprise guests. A contribution of \$60,000 to the Children's Medical Center of Tulsa will be made from the proceeds of the Golf Classic and Star Night Show.

In the meantime, back at the ranch, festivities started on Saturday for the press and entertainment buyers, which included 18 delegates from foreign countries. The ranch, some distance from downtown Tulsa and high atop a hill, was the scene of a barbeque, followed by entertainment by Mel Tillis and The Statesiders and mentalist "Quinquest."

Sunday's events started early with a brunch, followed by a showcase of talent performing on two giant outdoor stages which was attended by approximately 3500 entertainment buyers. Performers showcased throughout the day included Roy Clark, Mel Tillis, Don Williams, Jody Miller, Jimmy Dean, Minnie Pearl, Freddy Fender, Barbara Fairchild, authentic Indian dancers and an aerialist who incorporated a helicopter into his act.

#### TV Special Set

The talent portion of the show has been sold to Buick for a syndicated television special with no air date set as yet.

Hosting the fifth annual buyers gathering were Jim Halsey, Roy Clark, Hank Thompson, Wayne Creasy and Tulsa radio stations KTOW-AM and KGOW-FM, along with their partner Mack Sanders.



**TRAVELLING IN STYLE** — MCA recording artist Sherry Bryce travels to her concert dates in her own plane, compliments of hubby and broadcasting executive, Mark Sanders. Mack and Sherry flew together to Las Vegas this week from Nashville, where he produced her headlining engagement in the main showroom of the Landmark Hotel with the Proud Country Band, the Plainsmen and comic Pat Buttram. Sherry's upcoming single release, "Everything's Coming Up Love" (her own composition), was produced by Mel Tillis.

### 2nd Soviet Tour Planned For Clark

TULSA, OKLA. — Plans for the second Roy Clark show concert tour of the Soviet Union are currently being formulated between Ivan I. Yeliseyev, deputy director of Gosconcert, Moscow, and Clark's manager Jim Halsey, president of the Jim Halsey Co. of Tulsa.

Gosconcert is the Soviet-owned booking and concert organization. Its Moscow director I. Supagin initiated the return invitation in February when the first Roy Clark show was in the Soviet capital on the last leg of a three-week debut tour of the USSR. Supagin sought out Halsey to praise the show cast of 13 and to inquire about the possibility of a second series of bookings, with July or August of 1977 being the most opportune time. Halsey has been invited to Moscow later this year to complete negotiations.

Yeliseyev also talked with Halsey about the possibility of his Tulsa-based agency bringing a Soviet balalaika band to the U.S. In such an agreement Halsey would book the band for appearances with some of his artists at leading state and county fairs in 1977 and '78.

The Roy Clark show tour of the USSR this

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### CMA Banquet Features Talent, DJ Awards

NASHVILLE — The Country Music Association's 18th annual cocktail, banquet and anniversary show is set for Oct. 14 at the Grand Ole Opry House in Nashville.

Talent for the event includes Red Sovine, C.W. McCall, Ronnie Milsap, Bill Anderson, Faron Young, Mary Lou Turner, Emmylou Harris, Billie Jo Spears, Don Williams, Johnny Duncan, Asleep At The Wheel, Floyd Tillman, Little Jimmy Dickens and Minnie Pearl. CMA will again honor the nation's country music disk jockeys with awards in three market size categories, as presented by Jerry Clower just prior to the show.

Cocktails will be served from 6:00 till 8:45 p.m., with banquet seating set for 7:30. After dinner, those holding show tickets will gather inside the Opry House at 9:00 for the traditional CMA banquet show.

Paul Tannen is the banquet chairman. Gene Nash is producing the anniversary show, and Bill Pursell is the musical director.

### October is Country Music Month



**MARTY GUESTS ON WHN** — WHN radio in New York invited Marty Robbins to sit in as guest disc jockey on Thursday, September 9. Pictured from left to right are: Ed Salamon (left back), WHN program director, WHN general manager Neil Rockoff (right rear), Marty Robbins (left front), and Bob "Wizard" Wayne (right front), WHN disc jockey.

MCA artist **Jerry Clower** is possibly the first entertainer to receive honorary awards from the 4-H Club and the Future Farmers of America in the same year. On Nov. 10 the Honorary American Farmer Award will be given to Clower in Kansas City, and on Dec. 1 the Mississippi-born comedian will be presented the 4-H Club's National Alumni Award in ceremonies in Chicago. Clower, an honest-to-goodness country boy in real life, said winning the awards from the farming organizations "really knocked me out!" . . . **Don Williams** is the proud owner of his first touring bus, an Eagle that he has affectionately named Amanda. There's plenty of space now for Don and his two backup musicians, **Danny Flowers** and **David Williamson**, as they crisscross the country.

**Grandpa Jones, Ramona** and group will be leaving the first of December for a ten-day tour of Japan . . . MCA artist **Jeanne Pruett** holds a special proclamation which declares Oct. 9 as "Jeanne Pruett Day" in the state of Alabama. The proclamation, signed into effect by Gov. **George C. Wallace**, was presented to Jeanne onstage of the Grand Ole Opry by **A.J. Blake**, a member of the city council of Riverside, Alabama (suburb of Pell City, Jeanne's hometown), and **Probate Judge Wallace W. Wyatt** of St. Clair County. The presentation was a complete surprise to Jeanne, who is currently on a 17-day tour of England with ABC recording artist **Don Williams**. Jeanne will appear in Pell City on Oct. 9 for special ceremonies in honor of Jeanne Pruett Day, and will perform in concert that evening . . . There were no injuries when fire recently destroyed the \$150,000 Nashville home of songwriter **Harlan Howard**, but Harlan did lose his vast collection of awards and autographed pictures from such greats as **Tex Ritter**, plus an irreplaceable file of song material.

**Tom T. Hall's** just-released bluegrass LP, titled "The Magnificent Music Machine," was several years in the planning stage. Hall indulges in few eccentricities, but the five-string banjo is the cause of one. He's drawn many a chuckle from industry executives who learn that he insists on having a banjo player in the studio for all his recording sessions, even if the material doesn't call for a banjo part. "I just feel comfortable and secure if **Bobby Thompson** is there and available," Hall confirms . . . MCA recording artist **Nat Stuckey** is especially proud of an honor which was bestowed upon him recently. Nat was named honorary chairman of the Caddo-Bossier Association for Retarded Children, Shreveport, La. Earlier this year, Nat and fellow MCA artist **Cal Smith**, along with **Mickey Gilley**, performed a benefit concert to help raise money for the organization. Nat's latest on MCA Records is an uptempo self-penned tune entitled "That's All She Ever Said Except Good-bye."

Country singer **Lynda Peace** is putting together a new band. Coming up with the name for the group wasn't too hard. The act will be known as **Lynda Peace and Quiet Country** . . . "Country Music Legends" is the title of a new stage show starring **Sherry Bryce**. Sherry is currently appearing at the Landmark Hotel, Las Vegas, Nevada. The show features the



**ABC, HICKORY PACT** — On September 17, ABC Records chairman **Jerald H. Rubinstein** and ABC/Dot Records president **Jim Foglesong** hosted a reception at Nashville's City Club to mark the signing of a pact through which Hickory Records' product in the U.S. and Canada will be distributed by ABC. Pictured, left to right, are **Herb Bolkin**, vice president in charge of marketing and creative services, ABC Records; **Wesley Rose**, president of Hickory Records; **Jerald Rubinstein**; **Jim Foglesong**; and **Don Everly**, Hickory Records recording artist.

music of such notables as the late **Patsy Cline**, **Hank Williams** and **Jimmy Rodgers**, among others, as well as slide projections of these immortal country entertainers. A new single by **Sherry** on MCA Records will be released soon . . . The Australian-born **LeGarde** twins, **Tom** and **Ted**, have decided to settle in the U.S. and have applied for U.S. citizenship, which should come through any day. Their just released single is "The American Dollar."

**Bill Anderson** and his wife **Becky** recently taped the husband and wife game show "Tattle Tales" and Bill also taped the Music Hall America show in August. The MCA recording artist will be seen Nov. 3 on the "Captain Kangaroo Show" over the CBS network. A new album by Bill, entitled "Peanuts And Diamonds," has just been released on MCA Records . . . **Loretta Lynn** will host an NBC "Midnight Special" to be taped Oct. 19 and scheduled for a late November airdate. The show's producers are also planning a special for Loretta as a separate program. Loretta's latest on MCA Records, "Somebody Somewhere," continues to rise steadily on the charts. The song was written by **Lola Jean Dillon**, who also penned "When The Tingle Becomes A Chill."

According to **Arthur Smith** of CMH Records, **The Osborne Brothers** have been signed to an exclusive contract with the label. Considered one of the most popular and commercial of the bluegrass groups, **Bobby** and **Sonny** will have as their first release "Leavin's Heavy On My Mind," with their first LP set for October shipment. The Osborne team join other signed artists **Josh Graves** and **Bobby Smith**, **Second Generation**, **Crossroads** and the **Stonemans**. These, along with the current roster of **Mac Wiseman**, **Lester Flatt**, **Grandpa Jones**, **Don Reno** and **Billy Harrell**, **Benny Martin** and **Carl Story**, make CMH Records one of the largest in the bluegrass field.

**World International Group (WIG)** has signed with **Woodsmoke Records** to nationally distribute their label. The first release under the new agreement is "15 Acres Of Peanut Land" by **Johnny Moore**, produced by **Leon "Doc" Savage** . . . **Tuckahoe Music, Inc.**, a **Jim Reeves Enterprises** affiliate, recently signed well-known songwriter **Mitch Torok** to an exclusive writer's contract. **Mitch** is well remembered as the writer of the **Jim Reeves** 1953 hit "Mexican Joe," as well as his own hit recording of "Caribbean." Also signed was **Ramona Redd**, who co-writes with **Mitch**. Their latest is the hit recording by **Vernon Oxford** on RCA Records entitled "Redneck!" Some other co-written songs are "(Open The Door) And Let The Good Times In" and "Face In A Crowd" by **Dean Martin**, "This One's On The House" by **Jerry Wallace**, "Arkansas," "Got To Have Tenderness" and "Funny Kinda Monday" by **Glen Campbell**, as well as three cuts from the **Glen Campbell** movie "Norwood."

Well-known writer/publisher **Jerry Chestnut** is recuperating in Nashville's Vanderbilt Hospital after a tractor accident while working on his farm . . .

## Top 50 Country Albums

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

## Looking Ahead To Country Top 100

### Showboat Gambler

Joel Sonnier (Mercury)

### The Bad Part Of Me

Jerry Naylor (Hitsville)

### I Come Home To Face The Music

Darrell McCall (Columbia)

### Johnny One-Time

Jessica James (MCA)

### Big Big World

Ronnie Prophet (RCA)

### Drop Kick Me Jesus

Bobby Bare (RCA)

### To A Sleeping Beauty

Jimmy Dean (Casino)

### Thinking Of A Rendezvous

Johnny Duncan (Columbia)

### Crazy Again

Rayburn Anthony (Polydor)

### Love It Away

Mary Lou Turner (MCA)

### Remembering

Jerry Reed (RCA)

### Every Now And Then

Mac Davis (Columbia)

### Laura

Kenny Rogers (UA)

### Whiskey Rye Whiskey

Chuck Price (Playboy)

### Oklahoma Sunshine

Pat Boone (Hitsville)

### High Style Woman

Dixon Steel (Elektra)

### Almost Persuaded

Sheri King (UA)

### Last Call For Alcohol

Roy Drusky (Scorpion)

### Lay Down

Charley McClain (Epic)

### Someday Soon

Kathy Barnes (Republic)

### Room 269

Freddy Weller (Columbia)

### The Worst You Ever Gave Me

Faron Young (Mercury)

### Hillbilly Heart

Johnny Rodriguez (Mercury)

### If It's Your Song You Sing It

Linda Cassidy (Cin-Kay)

### The Way I Loved Her

Rick Smith (Cin-Kay)



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COUNTRY D.J.'S!

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**"IT'S ALL OVER"**  
**BY JOHNNY CASH**  
& THE TENNESSEE THREE  
WAS RECORDED  
WITH YOU IN MIND.

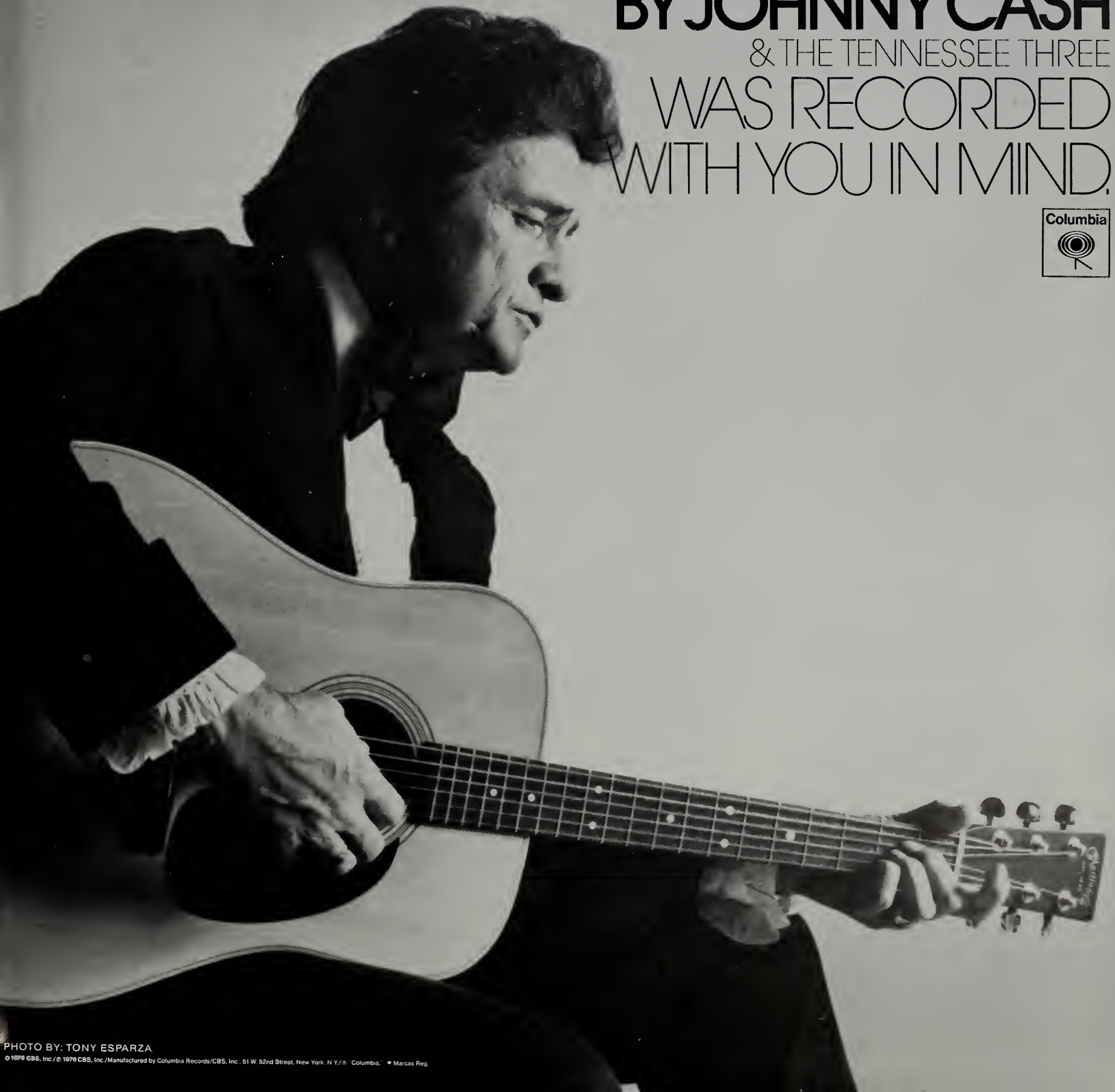
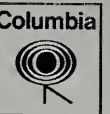


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# CASH BOX TOP 100 COUNTRY

October 2, 1976

	Weeks On 9/25 Chart		Weeks On 9/25 Chart		Weeks On 9/25 Chart
<b>1</b> IF YOU'VE GOT THE MONEY I'VE GOT THE TIME WILLIE NELSON (Columbia 3-10383)	3	11	<b>34</b> SOMEBODY SOMEWHERE (DON'T KNOW WHAT HE'S MISSIN' TONIGHT) LORETTA LYNN (MCA 40607)	47	4
<b>2</b> ALL I CAN DO DOLLY PARTON (RCA JH 10730)	4	10	<b>35</b> TEDDY BEAR'S LAST RIDE DIANA WILLIAMS (Capitol P4317)	39	6
<b>3</b> HERE'S SOME LOVE TANYA TUCKER (MCA 40598)	5	9	<b>36</b> THE NIGHT TIME AND MY BABY JOE STAMFLEY (ABC/Dot DOA 17642)	16	11
<b>4</b> THE GAMES THAT DADDIES PLAY CONWAY TWITTY (MCA 40601)	10	7	<b>37</b> THAT'S WHAT I GET RAY GRIFF (Capitol P4320)	41	6
<b>5</b> CAN'T YOU SEE/I'LL GO BACK TO HER WAYLON JENNINGS (RCA PB 10721)	6	11	<b>38</b> ROAD SONG CHARLIE RICH (Epic 8-50268)	49	5
<b>6</b> LET'S PUT IT BACK TOGETHER AGAIN JERRY LEE LEWIS (Mercury 73822)	12	10	<b>39</b> THAT'LL BE THE DAY LINDA RONSTADT (Asylum 45340)	46	4
<b>7</b> AFTER THE STORM WYNN STEWART (Playboy 6080)	11	9	<b>40</b> I NEVER SAID IT WOULD BE EASY JACKY WARD (Mercury 73826)	45	6
<b>8</b> I WONDER IF I'VE EVER SAID GOODBYE JOHNNY RODRIGUEZ (Mercury 73815)	2	12	<b>41</b> TAKE ME AS I AM (OR LET ME GO) MACK WHITE (Commercial COM 1319)	54	5
<b>9</b> I DON'T WANT TO HAVE TO MARRY YOU JIM ED BROWN & HELEN CORNELIUS (RCA PB 10711)	1	13	<b>42</b> LIVING IT DOWN FREDDY FENDER (ABC/Dot DOA 17652)	56	4
<b>10</b> YOU AND ME TAMMY WYNETTE (Epic 8-50264)	17	7	<b>43</b> I'M GONNA LOVE YOU DAVE & SUGAR (RCA JH 10768)	57	4
<b>11</b> PEANUTS AND DIAMONDS BILL ANDERSON (MCA 40595)	14	8	<b>44</b> KISS AND SAY GOODBYE BILLY LARKIN (Casino/GRT 076)	60	5
<b>12</b> MY PRAYER NARVEL FELTS (ABC/Dot DOA 17643)	13	9	<b>45</b> 9,999,999 TEARS DICKY LEE (RCA JH 10764)	63	5
<b>13</b> DON'T STOP BELIEVIN' OLIVIA NEWTON-JOHN (MCA 40600)	18	13	<b>46</b> THAT'S ALL SHE EVER SAID EXCEPT GOODBYE NAT STUCKEY (MCA 40608)	51	5
<b>14</b> AFTERNOON DELIGHT JOHNNY CARVER (ABC/Dot DOA 17640)	7	12	<b>47</b> I'VE LOVED YOU ALL OF THE WAY DONNA FARGO (Warner Bros. WBS 8227)	9	12
<b>15</b> THE END IS NOT IN SIGHT AMAZING RHYTHM ACES (ABC/Dot ABC 12202)	20	8	<b>48</b> WHAT'LL I DO LA COSTA (Capitol P4327)	58	4
<b>16</b> A WHOLE LOTTA THINGS TO SING ABOUT CHARLEY PRIDE (RCA JH 10757)	25	7	<b>49</b> YOU RUBBED IT IN ALL WRONG BILLY "CRASH" CRADDOCK (ABC/Dot DOA 17635)	15	14
<b>17</b> THAT LOOK IN HER EYES FREDDIE HART & THE HEARTBEATS (Capitol P4313)	24	7	<b>50</b> I THOUGHT I HEARD YOU CALLING MY NAME JESSI COLTER (Capitol P4325)	62	5
<b>18</b> TEARDROPS IN MY HEART REX ALLEN, JR. (Warner Bros. 8236)	19	8	<b>51</b> ROUTE 66 ASLEEP AT THE WHEEL (Capitol P4319)	67	6
<b>19</b> SAD COUNTRY LOVE SONGS TOM BRESH (Farr FR 009)	23	7	<b>52</b> THINGS ANNE MURRAY (Capitol P4329)	64	4
<b>20</b> LOVE IS THIN ICE BARBARA MANDRELL (ABC/Dot DOA 17644)	22	7	<b>53</b> SHOW ME A MAN T.G. SHEPPARD (Hitsville H6040F)	68	3
<b>21</b> HONEY HUNGRY MIKE LUNSFORD (Starday SD 143)	21	9	<b>54</b> ONE NIGHT ROY HEAD (ABC/Dot DOA 17650)	65	4
<b>22</b> WHISKEY TALKIN' JOE STAMPLEY (Epic 8-50259)	28	8	<b>55</b> LITTLE JOE RED SOVINE (Starday SD 144)	76	2
<b>23</b> COME ON IN SONNY JAMES (Columbia 3-10392)	33	6	<b>56</b> LIKE A SAD SONG JOHN DENVER (RCA JH 10774)	71	3
<b>24</b> SUNDAY AFTERNOON BOATRIDE IN THE PARK ON THE LAKE R.W. BLACKWOOD & THE BLACKWOOD SINGERS (Capitol P4302)	26	7	<b>57</b> MISTY BLUE BILLIE JO SPEARS (United Artists UA XW 813Y)	27	15
<b>25</b> AMONG MY SOUVENIRS MARTY ROBBINS (Columbia 3-10396)	34	6	<b>58</b> (I'M JUST POURING OUT) WHAT SHE BOTTLED UP IN ME DAVID WILLS (Epic 8-50260)	61	4
<b>26</b> HONKY TONK WALTZ RAY STEVENS (Warner Bros. WBS 8237)	30	7	<b>59</b> LONELY EYES RANDY BARLOW (Gazelle/IRDA 280)	69	5
<b>27</b> I DON'T WANNA TALK IT OVER ANYMORE CONNIE SMITH (Columbia 3-10393)	37	6	<b>60</b> ROSIE (DO YOU WANNA TALK IT OVER) RED STEAGALL (ABC/Dot DOA 17653)	77	2
<b>28</b> ONE MORE TIME CRYSTAL GAYLE (United Artists UA XW 838Y)	29	8	<b>61</b> I SHOULD HAVE WATCHED THAT FIRST STEP WAYNE KEMP (United Artists UA XW 850Y)	75	3
<b>29</b> THEY DON'T MAKE 'EM LIKE THAT ANYMORE BOBBY BORCHERS (Playboy P6083)	32	6	<b>62</b> BRING IT ON HOME TO ME MICKEY GILLEY (Playboy P6075)	35	15
<b>30</b> RED SAILS IN THE SUNSET JOHNNY LEE (GRT 065)	31	11	<b>63</b> COME ON DOWN (TO OUR FAVORITE FORGET-ABOUT HER-PLACE) DAVID HOUSTON (Epic 8-50275)	83	2
<b>31</b> (I'M A) STAND BY MY WOMAN MAN RONNIE MILSAP (RCA JH 10724)	8	13	<b>64</b> LONG HARD RIDE MARSHALL TUCKER BAND (Capricorn CPS 0258)	74	4
<b>32</b> HER NAME IS GEORGE JONES (Epic 8-50271)	40	5	<b>65</b> SWEET TALKIN' MAN LYNN ANDERSON (Columbia 3-10401)	70	3
<b>33</b> CHEROKEE MAIDEN MERLE HAGGARD (Capitol P4326)	43	5	<b>66</b> HALF WAY IN AND HALF WAY OUT LITTLE DAVID WILKINS (MCA 40579)	73	4
<b>67</b> TEARDROPS WILL KISS THE MORNING DEW DEL REEVES & BILLIE JO SPEARS (United Artists UA XW 832Y)	36	9	<b>68</b> YOU'RE THE ONE BILLY SWAN (Monument ZS 8-8706)	79	3
<b>69</b> SUNDAY SCHOOL TO BROADWAY SAMMI SMITH (Elektra E45334)	38	11	<b>70</b> I'VE BEEN THERE TOO KENNY SERATT (Hitsville H6039)	78	3
<b>71</b> FOR YOUR LOVE BOBBY LEWIS (RPA 7603)	80	2	<b>72</b> I THANK GOD SHE ISN'T MINE MEL McDANIELS (Capitol P4324)	84	2
<b>73</b> TAKE ME TO HEAVEN SAMI JO (Polydor PD 14341)	81	3	<b>74</b> GOOD WOMAN BLUES MEL TILLIS (MCA 40627)	—	1
<b>75</b> THANK GOD I'VE GOT YOU STATLER BROTHERS (Mercury 73846)	—	1	<b>76</b> COWBOY PEYTON PLACE DOUG SAHM & THE TEXAS TORNADOES (ABC/Dot DOA 17656)	85	2
<b>77</b> OL' MAN RIVER (I'VE COME TO TALK AGAIN) SHYLC (Columbia 3-10398)	—	1	<b>78</b> I GUESS YOU NEVER LOVED ME ANYWAY RANDY CORNOR (ABC/Dot DOA 17655)	—	1
<b>79</b> I LOVE US SKEETER DAVIS (Mercury 73818)	87	3	<b>80</b> TE QUIERO COUNTRY CAVALEERS (CSA 171)	86	3
<b>81</b> CALIFORNIA OAKIE BUCK OWENS (WBS 8255)	96	2	<b>82</b> LOVE IS A TWO WAY STREET DOTTSY (RCA JH 10766)	93	2
<b>83</b> CABIN HIGH DON KING (Con Brio CBK 112)	89	3	<b>84</b> HER BODY COULDN'T KEEP YOU GENE WATSON (Capitol P4331)	94	2
<b>85</b> THAT LITTLE DIFFERENCE CARMOL TAYLOR (Elektra E45342)	91	3	<b>86</b> WILLIE, WAYLON AND ME DAVID ALLAN COE (Columbia 3-10395)	97	2
<b>87</b> I'M THINKING TONIGHT OF MY BLUE EYES FLOYD CRAMER (RCA JH 10761)	—	1	<b>88</b> YOUNG GIRL TOMMY OVERSTREET (ABC/Dot DOA 17657)	—	1
<b>89</b> MR. GUITAR CATES SISTERS (Caprice 2024)	98	2	<b>90</b> WALTZ ACROSS TEXAS/OFF AND RUNNING MAURY FINNEY (Soundwaves 4536)	95	2
<b>91</b> IT HURTS TO KNOW THE FEELING'S GONE BILLY MIZE (Zodiac ZS 1011)	—	1	<b>92</b> SWEET LOUISIANA CHARLIE DANIELS BAND (Epic 8-50278)	—	1
<b>93</b> IT'S BAD WHEN YOU'RE CAUGHT (WITH THE GOODS) BILLY PARKER (SCR SC 113)	—	1	<b>94</b> ARE THEY GONNA MAKE US OUTLAWS AGAIN JAMES TALLEY (Capitol P4297)	72	4
<b>95</b> MISSISSIPPI BARBARA FAIRCHILD (Columbia 3-10378)	48	10	<b>96</b> ONE OF THESE DAYS EMMYLOU HARRIS (Reprise/WB RPS 1353)	59	18
<b>97</b> WE'RE GETTING THERE/TO MAKE A LONG STORY SHORT RAY PRICE (ABC/Dot DOA 17637)	66	12	<b>98</b> TRY A LITTLE TENDERNESS BILLY THUNDERCLOUD & THE CHIEFTONES (Polydor PD 14338)	44	10
<b>99</b> HALF AS MUCH SHEILA TILTON (Con Brio CBK 110)	50	13	<b>100</b> 11 MONTHS AND 29 DAYS JOHNNY PAYCHECK (Epic 8-50249)	52	9

## ALPHABETICAL LISTING FOR COUNTRY 100 CHART — PUBLISHERS

Afternoon Delight (Cherry Lane — ASCAP) . . . . . 14	Honky Tonk Waltz (Ahab — BMI) . . . . . 26	Long Hard Ride (No Exit — BMI) . . . . . 64	Take Me To (Screen Gems/Col. — BMI) . . . . . 73
All I Can (Owens — BMI) . . . . . 2	I Don't Wanna (Milene — ASCAP) . . . . . 27	Love Is A Two-Way (Tree — BMI) . . . . . 82	Teardrops In My (TRO/Cromwell — ASCAP) . . . . . 18
Among My (Chappell & Co. — ASCAP) . . . . . 25	I Don't Want To (Blackwood/Inusic — BMI) . . . . . 9	Love Is (Pi-Gem/Cumberland — BMI) . . . . . 20	Teddy Bear's Last (Cedarwood — BMI) . . . . . 35
Are They Gonna (Hardhit — BMI) . . . . . 94	If You've Got (Peer Int'l. — BMI) . . . . . 1	Mississippi (Al Gallico/Algee — BMI) . . . . . 95	Te Quiero (Zarit — BMI) . . . . . 80
A Whole Lotta (Pi-Gem — BMI) . . . . . 16	I Guess You Never (Milene — ASCAP) . . . . . 78	Misty Blue (Talmont — BMI) . . . . . 95	Thank God I've Got (Amer. Cowboy — BMI) . . . . . 75
Bring It On Home (Kags — BMI) . . . . . 62	I Love (Window — BMI) . . . . . 39	Mr. Guitar (Sound Corp. — ASCAP) . . . . . 89	That Little (Algee/Al Gallico — BMI) . . . . . 85
Cabin High (Wiljex — ASCAP) . . . . . 83	(I'm A) Stand By (Pi-Gem — BMI) . . . . . 71	My Prayer (Skidmore — ASCAP) . . . . . 12	That Look (Ben Peters — BMI) . . . . . 17
California Oakie (Blue Book — BMI) . . . . . 81	I'm Gonna (Dunbar/Westgate — BMI) . . . . . 43	9,999,999 Tears (Lowery — BMI) . . . . . 45	That'll Be (MPL Communications — BMI) . . . . . 39
Can't You See (No Exit — BMI) . . . . . 5	I'm Just Pouring (Belinda — BMI) . . . . . 58	O' Man River (Partner/Julep — BMI) . . . . . 77	That's All She Ever Said (Stuckey — BMI) . . . . . 46
Cherokee (Chappell & Co. — ASCAP) . . . . . 33	I'm Thinking Tonight (Peer Int'l. — BMI) . . . . . 87	One More (Morning — ASCAP) . . . . . 28	That's What I Get (Blue Echo — ASCAP) . . . . . 37
Come On Down (Algee — BMI) . . . . . 63	I Never Said (Jack & Bill — ASCAP) . . . . . 40	One Night (Travis/E. Presley — BMI) . . . . . 54	The End Is (Fourth Floor — BMI) . . . . . 15
Come On In (Marson Inc. — BMI) . . . . . 23	I Should Have Watched (Tree — BMI) . . . . . 61	One Of These Days (Altam — BMI) . . . . . 96	The Games That (Twitty Bird — BMI) . . . . . 4
Cowboy Peyton (Crazy Cajun/Doug Sahm — BMI) . . . . . 76	I Thank God She (Music City — ASCAP) . . . . . 72	Peanuts And Diamonds (Tree — BMI) . . . . . 11	The Night Time (Al Gallico/Algee — BMI) . . . . . 36
Don't Stop (John Farrar — BMI) . . . . . 13	I Thought (Golden West Melodies — BMI) . . . . . 50	Red Sails (Shapiro & Bernstein — ASCAP) . . . . . 30	They Don't Make (Chappell — ASCAP) . . . . . 29
11 Months (Algee — BMI) . . . . . 100	It Hurts To Know (Belinda — BMI) . . . . . 91	Road Song (Double R — ASCAP) . . . . . 38	Things (Hudson Bay — BMI) . . . . . 52
For Your Love (Beechwood — BMI) . . . . . 71	It's Bad When (Tommy Overstreet — SESAC) . . . . . 93	Rosie (Alrhond — BMI) . . . . . 60	Try A Little (Robbins — ASCAP) . . . . . 98
Good Woman Blues (Sawgrass — BMI) . . . . . 74	I've Been There Too (Attache — BMI) . . . . . 70	Route 66 (Londontown — ASCAP) . . . . . 51	Waltz Across Texas (Ernest Tubb — BMI) . . . . . 90
Half As Much (Fred Rose — BMI) . . . . . 99	I've Loved You (Prima Donna — BMI) . . . . . 47	Sad Country (Screen Gems/Columbia — BMI) . . . . . 19	We're Getting There (Fulness — BMI) . . . . . 97
Half Way (Ash Valley — BMI/Forrest Hills — ASCAP) . . . . . 66	I Wonder If (Acuff-Rose — BMI) . . . . . 8	Show Me A Man (Tree — BMI) . . . . . 53	What'll I Do (Duchess — BMI) . . . . . 48
Her Body Couldn't (Blue Echo — ASCAP) . . . . . 84	Kiss And (Nattahnam/Blackwood — BMI) . . . . . 44	Somebody Somewhere (Coal Miners — BMI) . . . . . 34	Whiskey Talkin' (Al Gallico/Algee — BMI) . . . . . 82
Here's Some (Screen Gems — BMI) . . . . . 3	Let's Put It Back (Jack & Bill — ASCAP) . . . . . 6	Sunday Afternoon (Gary Paxton/Acoustic — BMI) . . . . . 24	Willie, Waylon (Show For Music — BMI) . . . . . 26
Her Name (Tree — BMI) . . . . . 32	Like A Sad (Cherry Lane — ASCAP) . . . . . 56	Sunday School (Mandy — ASCAP) . . . . . 69	You And Me (Algee — BMI) . . . . . 10
Honey Hungry (Power Play — BMI) . . . . . 21	Little Joe (Power Play — BMI) . . . . . 55	Sweet Louisiana (Hat Band/Radadara — BMI) . . . . . 92	You're The One (Peer Int'l. — BMI) . . . . . 68
	Living It Down (Epic — BMI) . . . . . 42	Swamp Talkin' Man (Starday — ASCAP) . . . . . 65	You Rubbed It (Pick-A-Hit — BMI) . . . . . 49
	Lonely Eyes (Frebar — BMI) . . . . . 59	Take Me As I Am (Acuff-Rose — BMI) . . . . . 41	Young Girl (Warner-Tamberlane — BMI) . . . . . 88

*Don't try to put  
a label on  
**Dave & Sugar...**  
Cause it just  
won't stick.*

Dave & Sugar... an exciting new group with a sound that is genuine and distinct. Their new single **"I'm Gonna Love You"** is the smash follow-up to their two hits – **"Queen of the Silver Dollar"** and **"The Door Is Always Open"**. All three are available on the album **"Dave & Sugar"**.

*Labels won't stick on  
**Dave & Sugar,**  
but **Dave & Sugar** will  
definitely stick on you.*



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Exclusively On **RCA** Records

# APL/APK/APS1/1818

# Additions To Country Playlists

BIG MAN  
with a  
SMOOTH VOICE

CLYDE  
CREEL

sings

"Dallas  
In  
The  
Rain"

CA 2026

b/w

"IT DON'T FEEL RIGHT"



This touching story  
is NOT about a city.

Written & Produced by:  
JOE HUNTER & ROGER LE BLANC

Published by:  
SOUND CORP MUSIC

CAPRICE  
RECORDS

Nashville, Tennessee

## WITL — LANSING

#1 — Here's Some Love — Tanya Tucker — MCA  
Oklahoma Sunshine — Pat Boone — Hitsville  
Big Big World — Ronnie Prophet — RCA  
Sweet Talkin' Man — Lynn Anderson — Columbia  
Laura — Kenny Rogers — UA  
Woman Don't Try To Sing My Song — Cal Smith — MCA  
Whiskey Rye Whiskey — Chuck Price — Playboy  
36 To 28 — Show Me A Man — T.G. Sheppard  
Ex To 44 — Thank God I've Got You — Statlers  
45 To 37 — That'll Be The Day — Linda Ronstadt

## KLAK — DENVER

#1 — Games Daddies Play — Conway Twitty — MCA  
I'm Gonna Love You — Dave & Sugar — RCA  
That'll Be The Day — Linda Ronstadt — Asylum  
I Never Said It Would Be Easy — Jacky Ward — Mercury  
Show Me A Man — T.G. Sheppard — Hitsville  
35 To 28 — That Look In Her Eyes — Freddie Hart  
28 To 19 — 9,999,999 Tears — Dickey Lee  
33 To 25 — Somebody Somewhere — Loretta Lynn  
29 To 23 — A Whole Lotta Things To Sing About — Charley Pride

## 13 To 8 — Can't See You — Waylon Jennings

## WMC — MEMPHIS

#1 — I Don't Want To Have To — Jim Ed & Helen — RCA  
Road Song — Charlie Rich — RCA  
I'm Gonna Love You — Dave & Sugar — RCA  
O' Man River — Shylo — Columbia  
Thank God I've Got You — Statler Brothers — Mercury  
Good Woman Blues — Mel Tillis — MCA  
Thinkin' Of A Rendezvous — Johnny Duncan — Columbia  
I'm Thinking Tonight Of My Blue Eyes — Floyd Cramer — RCA

## I've Taken — Jeanne Pruett — MCA

24 To 9 — Peanuts And Diamonds — Bill Anderson  
20 To 10 — Games Daddies Play — Conway Twitty  
21 To 13 — All I Can Do — Dolly Parton

## WHN — NEW YORK

#1 — You And Me — Tammy Wynette — Epic  
A Whole Lotta Things To Sing About — Charley Pride — RCA

## Cherokee Maiden — Merle Haggard — Capitol

Red Sails In The Sunset — Johnny Lee — GRT  
Baby Boy — Mary Kay Place — Columbia  
10 To 2 — Among My Souvenirs — Marty Robbins  
22 To 10 — After The Storm — Wynn Stewart  
24 To 14 — Willie, Waylon And Me — David Allan Coe  
34 To 25 — Honey Hungry — Mike Lunsford

## WVOJ — JACKSONVILLE

#1 — Here's Some Love — Tanya Tucker — MCA  
I Never Said It Would Be Easy — Jacky Ward — Mercury  
Good Woman Blues — Mel Tillis — MCA  
Willie, Waylon And Me — David Allan Coe — Columbia  
Thank God She Isn't Mine — Mel Daniels — Capitol  
Room 269 — Freddy Weller — Columbia  
Crazy Again — Rayburn Anthony — Polydor  
29 To 24 — 9,999,999 Tears — Dickey Lee  
Ex To 30 — Show Me A Man — T.G. Sheppard  
20 To 14 — Somebody Somewhere — Loretta Lynn  
27 To 15 — Her Name Is — George Jones

## WBAM — MONTGOMERY

#1 — You And Me — Tammy Wynette — Epic  
Laura — Kenny Rogers — UA  
Thinkin' About A Rendezvous — Johnny Duncan — Columbia  
Every Now And Then — Mac Davis — Columbia  
The Worst You Ever Gave Me — Faron Young — Mercury  
Show Me A Man — T.G. Sheppard — Hitsville  
I Thought I Heard You Calling — Jessi Colter — Capitol  
21 To 11 — Cherokee Maiden — Merle Haggard  
32 To 29 — I'm Gonna Love You — Dave & Sugar  
40 To 30 — Rosie — Sonny Throckmorton

## WAME — CHARLOTTE

#1 — Here's Some Love — Tanya Tucker — MCA  
Among My Souvenirs — Marty Robbins — Columbia  
I Never Said It Would Be Easy — Jacky Ward — Mercury  
Come On In — Sonny James — Columbia  
I Don't Wanna Talk It Over — Connie Smith — Columbia  
Red Sails In The Sunset — Johnny Lee — GRT  
10 To 1 — Tanya Tucker — Here's Some Love  
15 To 10 — The End Is Not In Sight — Amazing Rhythm Aces  
26 To 21 — Teardrops In My Heart — Rex Allen Jr.  
30 To 24 — Sad Country Love Songs — Tom Bresh  
29 To 22 — Whiskey Talkin' — Joe Stampley

## KRAK — SACRAMENTO

#1 — If You've Got The Money — Willie Nelson — Columbia  
Somebody Somewhere — Loretta Lynn — MCA  
Willie, Waylon And Me — David Allan Coe — Columbia  
Like A Sad Song — John Denver — RCA  
California Oakie — Buck Owens — WB  
They Don't Make 'Em Like That — Bobby Borchers — Playboy  
I'm Gonna Love You — Dave & Sugar — RCA  
Rosie — Red Steagall — ABC/Dot  
Sweet Talkin' Man — Lynn Anderson — Columbia  
Big Band Days — Hank Thompson — ABC/Dot

## WIRE — INDIANAPOLIS

#1 — I Met A Friend Of Yours Today — Mel Street — GRT  
Every Now And Then — Mac Davis — Columbia  
Thinkin' Of A Rendezvous — Johnny Duncan — Columbia  
For Your Love — Bobby Lewis — RPA  
California Oakie — Buck Owens — WB  
Ozark Mountain Lullaby — Susan Raye — Capitol  
Remembering — Jerry Reed — RCA  
The Worst You Ever Gave Me — Faron Young — Mercury  
17 To 11 — The End Is Not In Sight — Aces  
29 To 14 — A Whole Lotta Things To Sing About — Charley Pride  
31 To 23 — Among My Souvenirs — Marty Robbins  
43 To 37 — Somebody Somewhere — Loretta Lynn

## Country Radio Active

### most added singles

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

1. Thinking Of A Rendezvous — Johnny Duncan — Columbia
2. I Never Said It Would Be Easy — Jacky Ward — Mercury
3. I'm Gonna Love You — Dave & Sugar — RCA
4. Good Woman Blues — Mel Tillis — MCA
5. California Oakie — Buck Owens — WB
6. Come On Down — David Houston — Epic
7. Every Now And Then — Mac Davis — Columbia
8. Laura — Kenny Rogers — UA
9. Cherokee Maiden — Merle Haggard — Capitol
10. Crazy Again — Rayburn Anthony — Polydor

### most active singles

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

1. Games Daddies Play — Conway Twitty — MCA
2. Here's Some Love — Tanya Tucker — MCA
3. If You've Got The Money — Willie Nelson — Columbia
4. Let's Put It Back Together — Jerry Lee Lewis — Mercury
5. You And Me — Tammy Wynette — Epic
6. A Whole Lotta Things To Sing About — Charley Pride — RCA
7. Among My Souvenirs — Marty Robbins — Columbia
8. Come On In — Sonny James — Columbia
9. Somebody Somewhere — Loretta Lynn — MCA
10. After The Storm — Wynn Stewart — Playboy

## KLAC — LOS ANGELES

#1 — If You've Got The Money — Willie Nelson — Columbia  
Kiss And Say Goodbye — Billy Larkin — Casino  
I Never Said It Would Be Easy — Jacky Ward — Mercury  
Things — Anne Murray — Capitol  
Little Joe — Red Sovine — Starday  
California Oakie — Buck Owens — WB  
Come On Down — David Houston — Epic  
50 To 40 — Take Me As I Am — Mack White  
36 To 26 — Come On In — Sonny James  
53 To 43 — That's What I Get — Ray Griff  
37 To 28 — Cherokee Maiden — Merle Haggard  
27 To 18 — Among My Souvenirs — Marty Robbins

## WJJD — CHICAGO

#1 — Here's Some Love — Tanya Tucker — MCA  
Kiss And Say Goodbye — Billy Larkin — Casino  
I'm Gonna Love You — Dave & Sugar — RCA  
Thinkin' Of A Rendezvous — Johnny Duncan — Columbia  
The End Is Not In Sight — Amazing Rhythm Aces — ABC/Dot  
21 To 16 — Among My Souvenirs — Marty Robbins  
28 To 20 — Red Sails In The Sunset — Johnny Lee  
29 To 22 — Whiskey Talkin' — Joe Stampley  
30 To 21 — Honey Hungry — Mike Lunsford

## WHK — CLEVELAND

#1 — After The Storm — Wynn Stewart — Playboy  
I Thought I Heard You Calling — Jessi Colter — Capitol  
Every Now And Then — Mac Davis — Columbia  
Cherokee Maiden — Merle Haggard — Capitol  
21 To 16 — The Curse Of A Woman — Eddy Raven  
6 To 3 — The End Is Not In Sight — Amazing Rhythm Aces

## WINN — LOUISVILLE

#1 — I'll Go Back To Her — Waylon Jennings — RCA  
Willie, Waylon And Me — David Allan Coe — Columbia  
Why Don't You Love Me — Hank Williams — MGM  
30 To 26 — Show Me A Man — T.G. Sheppard  
24 To 21 — I Thought I Heard You Calling — Jessi Colter  
26 To 17 — I Don't Wanna Talk It Over — Connie Smith  
12 To 7 — You And Me — Tammy Wynette  
10 To 4 — Her Name Is — George Jones

## WHOO — ORLANDO

#1 — Games Daddies Play — Conway Twitty — MCA  
Lay Down — Charley McClain — Epic  
Any Port In A Storm — Jan Freeman — Jan-Mar  
Crazy Again — Rayburn Anthony — Polydor  
Thinking Of A Rendezvous — Johnny Duncan — Columbia

## WWOK — MIAMI

#1 — I Don't Want To Have To — Jim & Helen — RCA  
Peanuts And Diamonds — Bill Anderson — MCA  
Love Is Thin Ice — Barbara Mandrell — ABC/Dot  
Thinkin' About A Rendezvous — Johnny Duncan — Columbia  
Whiskey Talkin' — Joe Stampley — Epic  
11 To 3 — I Never Said It Would Be Easy — Jacky Ward  
23 To 15 — They Don't Make 'Em Like That — Bobby Borchers  
18 To 12 — I'm Gonna Love You — Dave & Sugar

## WSLR — AKRON

#1 — Let's Put It Back Together — Jerry Lee Lewis — Mercury  
Young Girl — Tommy Overstreet — ABC/Dot  
I Never Said It Would Be Easy — Jacky Ward — Mercury  
Crazy Again — Rayburn Anthony — Polydor  
9,999,999 Tears — Dickey Lee — RCA  
I'm Gonna Love You — Dave & Sugar — RCA  
California Oakie — Buck Owens — WB  
21 To 14 — Whole Lotta Things To Sing About — Charley Pride  
27 To 18 — You're The Reason I'm Living — Price Mitchell  
40 To 31 — Morning Glory — Jimmy Gately  
20 To 13 — That'll Be The Day — Linda Ronstadt  
22 To 20 — Love Is Thin Ice — Barbara Mandrell

## WUBE — CINCINNATI

#1 — Games Daddies Play — Conway Twitty — MCA  
Thinkin' Of A Rendezvous — Johnny Duncan — Columbia  
I Never Said It Would Be Easy — Jacky Ward — Mercury  
Good Woman Blues — Mel Tillis — MCA  
29 To 18 — That'll Be The Day — Linda Ronstadt  
19 To 8 — Among My Souvenirs — Marty Robbins  
12 To 4 — They Don't Make 'Em Like That — Bobby Borchers

## WONE — DAYTON

#1 — Here's Some Love — Tanya Tucker — MCA  
Like A Sad Song — John Denver — RCA  
For Your Love — Bobby Lewis — RPA  
That Little Difference — Carmel Taylor — Elektra  
Sweet Talkin' Man — Lynn Anderson — Columbia  
Take Me To Heaven — Sami Jo — Polydor  
Her Body Couldn't Keep You — Gene Watson — Capitol  
3 To 1 — Here's Some Love — Tanya Tucker  
14 To 8 — Honey Hungry — Mike Lunsford  
19 To 11 — Peanuts And Diamonds — Bill Anderson  
25 To 12 — You And Me — Tammy Wynette  
22 To 13 — Teardrops In My Heart — Rex Allen Jr.

## WKDA — NASHVILLE

#1 — Games Daddies Play — Conway Twitty — MCA  
Thinkin' Of A Rendezvous — Johnny Duncan — Columbia  
Drop Kick Me Jesus — Bobby Bare — RCA  
Love It Away — Mary Lou Turner — MCA  
Laura — Kenny Rogers — UA  
O' Man River — Shylo — Columbia  
Good Woman Blues — Mel Tillis — MCA

## WXCL — PEORIA

#1 — Here's Some Love — Tanya Tucker — MCA  
For Your Love — Bobby Lewis — RPA  
One Night — Roy Head — ABC/Dot  
That Little Difference — Carmel Taylor — Elektra  
Come On In — David Houston — Epic  
Love It Away — Mary Lou Turner — MCA  
Ex To 35 — Living It Down — Freddy Fender  
Ex To 33 — I'm Gonna Love You — Dave & Sugar  
31 To 19 — Among My Souvenirs — Marty Robbins  
34 To 29 — Her Name Is — George Jones  
18 To 14 — Honey Hungry — Mike Lunsford

## CMA Talent Buyers Seminar Scheduled

NASHVILLE — Talent buyers from across the nation will once again gather at the Hyatt-Regency Hotel in Music City this Oct. 7-11 for the CMA's 5th Annual Talent Buyers Seminar.

The event will feature numerous workshops, open rap sessions, panel discussions and live country music performances. On Friday, Oct. 8, the talent showcase will feature O.B. McClinton, Margo Smith, Jean Shepard and George Jones. The emcee will be T. Tommy Cutrer. Saturday's showcase will present T.G. Sheppard, Dave & Sugar, Billy Thunderkloud and Ronnie Prophet (emcee).

Sunday's entertainment will be provided by Tom Bresh, Judy Lynn, Grandpa Jones, Ronnie Milsap and Archie Campbell (emcee). Monday, Oct. 11, has been set aside for registrants to visit agencies and suites. Those attending the seminar will then attend the live telecast of the 10th Annual CMA Awards Show set to air at 8:30 p.m. CDT from the Grand Ole Opry House, followed by a post-awards show party.

Invitations to the seminar have been extended to operators of state and county fairs and theme parks, auditorium managers, show promoters, booking agents and music executives. For registration information, contact: CMA, 7 Music Circle North, Nashville, Tenn. 37203; (615) 244-2840.

## Playboy Sets Party

NASHVILLE — The third annual Playboy Records party & show has been scheduled this year for Oct. 15 at Nashville's downtown Sheraton at 10 p.m.

The event will feature continuous entertainment from Playboy's country music roster, while also offering a free flow of "liquid" hospitality throughout the evening.

As in previous years, the Playboy Bunnies will be flown in especially for the affair, which is expected to attract over 5,000 conventioners.

Admittance to the party will be made available upon presentation of an official 1976 DJ convention badge.

# Country Singles Reviews - Album Reviews

**JOHNNY RODRIGUEZ** (Mercury 73855)

**Hillbilly Heart** (2:55) (Dan Penn/Easy Nine — BMI) (D. Penn, J. Christopher)

A violin intro sets the stage for a slow reflective ballad produced by Jerry Kennedy. Johnny delivers out front with a measured rhythm.

**MEL TILLIS** (MCA 40627)

**Good Woman Blues** (2:50) (Sawgrass — BMI) (Ken McDuffie)

Reaching high into progressive country and carrying a heavy rhythmic drum, Mel has a hot charter pulled from the "Love Revival" LP. Produced by Mel and John Virgin.

**HANK WILLIAMS** (MGM MG 14849)

**Why Don't You Love Me** (2:25) (Fred Rose — BMI) (Hank Williams)

This Hank Williams, Sr. classic from 26 years ago should be a hit the second time around. This re-release is pulled from the LP "24 Of Hank Williams' Greatest Hits."

**JIM ED BROWN** (RCA JH 10786)

**I've Rode With The Best** (3:00) (Show Biz — BMI) (Mike Haviland, Bill S. Graham)

Heavy drum, along with interesting bass, steel and fiddle licks, add spice to a progressive western production by Bob Ferguson. Sounds like hot charting.

**FARON YOUNG** (Mercury 73847)

**(The Worst You Ever Game Me Was) The Best I Ever Had** (2:28) (Mandy — ASCAP) (D. Hice, R. Hice)

A smooth country ballad of loneliness, along with a strong lyric with a provocative title, can bring good chart action for Faron and producer Jerry Kennedy.

**BOBBY BARE** (RCA PB 10790)

**Drop Kick Me Jesus** (2:38) (Black Sheep — BMI) (Paul Craft)

Pulled from the LP "The Winner And Other Losers" and the center of much controversy, this "prayer" could go to the top if given a chance. Excellent delivery by Bobby.

**KENNY ROGERS** (United Artists UA-XW 868Y)

**Laura (What's He Got That I Ain't Got)** (2:58) (Al Gallico — BMI) (L. Ashley, M. Singleton)

A hit of the late '50s could do it again second time around with Kenny's delivery. Excellent production by Larry Butler.

**PAT BOONE** (Hitsville H6042F)

**Oklahoma Sunshine** (2:28) (House of Gold — BMI) (M. Settle)

The sun does shine on this uptempo, fast moving tale of happy memories, pulled from the "Texas Woman" LP and produced by Ray Ruff.

**VERNON OXFORD** (RCA JH 10787)

**Clean Your Own Tables** (2:58) (Blackwood/Black Road — BMI) (Chip Taylor)

Redneck country done uptempo style; sounds like a top chart and box action. Produced by Bob Ferguson.

**JEANNE PRUETT** (MCA 40605)

**I've Taken** (Jeanne Pruett/Weeping Willow — BMI) (Jeanne Pruett, Walter Haynes)

The girl with "Satin Pillows" is back with another sure country charter, produced by Walter Haynes, and already receiving airplay.

**CAL SMITH** (MCA 40618)

**Woman Don't Try To Sing My Song** (2:57) (Tree — BMI) (Don Wayne)

The rendezvous turned sour in the lyric, and Cal doesn't pull punches, but the boxes will jingle with play action. A Walter Haynes production.

**CHUCK PRICE** (Playboy P6087)

**Whiskey Rye Whiskey** (2:32) (Singletree — BMI) (Eddie Kilroy, Bobby Dyson)

A raw slice of life set to a busy, busy instrumental track produced by Eddie Kilroy. Sure action.

**MAC DAVIS** (Columbia 3-10418)

**Every Now And Then** (3:15) (Screen Gems-EMI/Song Painter — BMI) (M. Davis)

Smiles of a happy future, given a pop-flavored melody and bright production by Rick Hall. Pulled from the "Forever Lovers" LP, it is already getting extensive play.

**SUSAN RAYE** (United Artists UA-XW 870Y)

**Ozark Mountain Lullaby** (2:44) (Blue Book — BMI) (Robert John Jones)

Mountain music with an uptempo beat making good use of an excellent harmonica. A strong record, predicted to get top chart action. Produced by George Richey.

**ANN J. MORTON** (Prairie Dust PD 7606)

**Poor Wilted Rose** (2:46) (Me & Sam — ASCAP) (Ann J. Morton)

If you're ready for ragtime with bits of country flavor and western swing, this is it. Produced by Larry Morton, it's a strong contender.

**JERRY JEFF WALKER** (MCA 40622)

**(Looking For) The Heart Of Saturday Night** (2:48) (Fifth Floor — ASCAP) (Tom Waits)

Progressive country as done by an expert, pulled from the "It's A Good Night For Singin'" LP produced by Michael Brovsky.

**DELBERT McCLINTON** (ABC/Dot DOA 12218)

**Blue Monday** (2:01) (Travis — BMI) (D. Bartholomew)

The old Fats Domino hit from the '50s with a heavy rock beat, pulled from the "Genuine Cowhide" LP and produced by Chip Young.

**ERSEL HICKEY** (Rameses II RADJ 2003)

**Waltin' For Baby** (1:52) (King Gold — BMI) (E. Hickey, Zorka)

Country disco produced by E. Hickey makes for good FM listening on any music machine.

**COTTON IVY** (Canaan CAS 222)

**Fastest Coon Dog In The World** (2:45) (Promiseland — SESAC) (Cotton Ivy)

A novelty recitation about the adventures of a coon dog vies for good laughs.

**RAZZY BAILEY** (Erastus ER 526)

**Keepin' Rosie Proud Of Me** (2:59) (Danor — BMI) (Troy Seals, Don Goodman)

A slow ballad with a full musical track produced by Razy Bailey beamed at FM listening.

**SONNY JAMES SINGS** — Columbia KC 34309

A package tailored by a craftsman who knows his trade, combining a variety of tempos and songs. Each selection has been honed to the perfection of a single, with a sampling for everyone's taste. Sonny's current hit single "Come On In" is included, along with "I've Been Loving You Too Long," "A Little Bit Of Heaven," "Poor Boy," "When Something Is Wrong With My Baby," "Don't Let Me Die On Prison Land," "I'm All Burned Out Inside," "Big Silver Bird" and "Ain't Nothing Else Can Go Wrong With Me." Produced by George Richey.



**YOU AND ME** — Tammy Wynette — Epic KE 34289

Warm and intimate with a definite sound of easy listening, Tammy delivers a package of familiar favorites, featuring her current hit single "You And Me," and others such as "Funny Face," "The Hawaiian Wedding Song," "Little Things," "One Of These Days," plus "Every Now And Then," "Jesus Send Me A Song," "You Hurt The Love Right Out Of Me," "When Love Was All We Had" and "Dixieland (You Will Never Die)." A new Tammy with a softer sound, produced by Billy Sherrill.



**THE TROUBLEMAKER** — Willie Nelson — Columbia KC 34112

The arrangements are uncluttered and the delivery carries the uniquely honest earthy directness made famous by Willie, while the material comes straight from the church hymnal. No handclapping, uptempo rock gospel — just Willie and his arrangements — with friends like Larry Gatlin, James Clayton Day, Doug Sahm and Sammi Smith to help out on instrumentals and background vocals. Selections included are "Uncloudy Day," "When The Roll Is Called Up Yonder," "Whispering Hope," "There Is A Fountain," "Will The Circle Be Unbroken," "In The Garden," "Where The Soul Never Dies," "Sweet Bye & Bye," "Shall We Gather," "Precious Memories," with "The Troublemaker," a moving, strong allegory of Christ.



**LA COSTA** — Capitol ST 11569

Bubbling effervescence caught in sound, produced by Jerry Crutchfield. Reaching far into a crossover bag, with excellent delivery, LaCosta presents a package of tunes that is a gold mine of singles. Selections are: "What'll I Do," "Paper Airplane," "Take Some Of The Love," "All Night Long," "You Can Close Your Eyes," "Living In Love Ain't Easy," "Lovin' Somebody On A Rainy Night," "Strong, Strong Wind," "Your Love" and "When Love's Just A Contact Game."



**SOLITARY MAN** — T.G. Sheppard — Hitsville H6-404

Country songs with country lyrics produced by Jack Gilmer and Bill Browder, country style. T.G. delivers excellent vocals on a package of familiar favorites, which include "Show Me A Man," "I'll Always Remember That Song," "We Don't Live Here Anymore," "Shame," "Tryin' To Beat The Morning Home," "Solitary Man," "Devil In The Bottle," "Oh, Pretty Woman," "Motels And Memories" and "Another Woman."



**THAT LOOK IN HER EYES** — Freddie Hart & The Heartbeats — Capitol ST 11568

The winning team of Freddie Hart and producer George Richey present a showcase of smooth, easy listening country tunes about love, opening with his current hit single "That Look In Her Eyes." Other selections are "Why Love Turns To Strangers," "Can I Still Come Home," "Paper Sack Full Of Memories," "I Had No Place To Go," "Till I Get My Head On Straight," "Livin' On Lovin'," "Part Of Me," "Lord, Don't She Look Good," "You Turn On The Man In Me."



The New York Jazz Museum is stepping up its activity. According to **Howard Fischer** the museum will resume Sunday concerts in November. Friday noontime concerts and film shows will soon become part of the museum's regular schedule.

**Father Tom Vaughn** has a new album on Concord entitled "Joyful Jazz." Bassist **Monty Budwig** and drummer **Jake Hanna** complete the trio.

A hippopotamus with sunglasses? That is the cover for **Dave Matthews'** new Kudu LP "Shoogie Wanna Boogie." If the hippo is in fact Shoogie it is unlikely she'll be refused.

**Dave Brubeck** jammed with sons **Darlus**, **Chris** and **Danny** at a benefit for Environ, the multi-art performing center in the Soho district of New York.

The **Brecker Brothers** head back into the studio-next month to start work on their third Arista LP.

**Dexter Gordon's** itinerary now includes a date at the Village Vanguard starting October 19.

Joe Fields of Muse reports on some of his latest projects, including an LP by **Sonny Phillips**, organist formerly on Prestige, with **Houston Person** and **Jimmy Ponder** in the band; a duo session featuring reedman **Eric Kloss** and keyboardist **Barry Miles** and **Carlos Garnet's** "Cosmos Nucleus," featuring a 26-piece orchestra and Garnet's arranging.

"Waves Of Dreams" is the title of **Sonny Fortune's** latest Horizon album. Bassist **Buster Williams** and trumpeter **Charles Sullivan** are among the personnel. Also included in the Horizon release are new albums by **Jimmy Owens**, **Jim Hall** and a new fusion group, **Karma**.

Xanadu Records moves to Record People for New York distribution.

A double **Earl Hines** and another volume of Master Jazz piano will be the next releases on Master Jazz Recordings.

**Gus Statiras** reviving his Progressive label that was active during the 1950s. Already in the can is a quartet date featuring New York tenor player **Ray Turner**.

One interesting aspect of the Bethlehem reissue program is the fact that original catalog numbers are being utilized. The label reports excellent airplay on **Boborough's** "Yardbird Suite" LP. The Oct. 1 Bethlehem release will contain six LPs. Among them: "Mel Torme Sings Fred Astaire," **Booker Ervin**, **Jimmy Knepper** and **Duke Ellington** Volume 2.

New from Inner City is **Randy Weston's** "African Nite," a solo piano album.

Two super records have arrived from Jazz Archives. "Ben And The Boys" features **Ben Webster** with the likes of **Hot Lips Page**, **Don Byas**, **Dexter Gordon**, **Flip Phillips** and a host of great mainstream musicians. "Jammin' With Lester Volume Two" features **Lester Young** with trombonist **Earl Swope** and his own band from jams in the early 1950s.

Bluebird's October release will consist of one issue: a six LP boxed set comprising all the Lionel Hampton small band recordings for Victor in the '30s and '40s. Jazz historian **Stanley Dance** did the liner notes. This is a truly significant move by RCA. Now, whatever happened to the Columbia **Lester Young** series?

Fantasy/Milestone/Prestige doings include news of the new **Patrice Rushen** LP currently being recorded in Los Angeles. In the band are **Jimmy Gadsen**, **Bill Summers** and **Al McKay** from **Earth, Wind & Fire**. Ms. Rushen will join **Flora Purim** for an east coast tour in October. She also appeared on **Sonny Rollins'** recent sessions.

**Ron Carter's** first Milestone LP begins next month with **Harvey Mason**, **Hugh McCracken**, **Kenny Barron** and strings arranged by **Don Sebesky**.

**McCoy Tyner's** next LP will be entitled "Focal Point" and will be a November release.

bob porter

## BMI Computer fr 12

reciprocal agreements.

### New Bonus System

Replacing the practice of awarding bonuses on the basis of total catalog performances, the new BMI bonus system, to begin in mid-1977, will make every song in the BMI repertoire eligible for an extra payment.

In a letter sent to BMI writers and publishers, Cramer described this plan in general terms: "A song will receive the base rate described in our payment schedule until it achieves a certain plateau, at which point it will start receiving a higher payment rate. When the cumulative performances of the song reach another level, a still higher bonus will be paid, and so on through a number of specific levels. This will mean that a song, whether its success is measured in terms of initial performances or continued performances over a period of years, can receive substantial multiple payments."

# TOP 40 JAZZ ALBUMS

	Weeks On 9/25 Chart		Weeks On 9/25 Chart
<b>1 BREEZIN'</b> GEORGE BENSON (Warner Bros. BS 2919)	1 13	<b>20 LOOK OUT FOR #1</b> BROTHERS JOHNSON (A&M SP 4567)	17 13
<b>2 SECRETS</b> HERBIE HANCOCK (Columbia PC 34280)	2 4	<b>21 TOUCH</b> JOHN KLEMMER (ABC ABCD 922)	18 13
<b>3 BAREFOOT BALLET</b> JOHN KLEMMER (ABC 950)	5 4	<b>22 NIGHTFLIGHT</b> GABOR SZABO (Mercury SRM 1-1091)	22 8
<b>4 BOB JAMES THREE</b> (CTI 6063)	3 13	<b>23 MILLION DOLLAR LEGS</b> THE NEW TONY WILLIAMS (Lifetime/Columbia PC 34263)	24 3
<b>5 WINDJAMMER</b> FREDDIE HUBBARD (Columbia PC 34166)	7 5	<b>24 ON LOVE</b> DAVID T. WALKER (Ode/A&M SP 77035)	23 7
<b>6 DAVID SANBORN</b> (Warner Bros. BS 2957)	6 8	<b>25 ARBOUR ZENA</b> KEITH JARRETT (ECM/Polydor 1-1070)	21 13
<b>7 SCHOOL DAYS</b> STANLEY CLARKE (Nemperor/Atlantic NE 439)	12 2	<b>26 LIFE ON MARS</b> DEXTER WANSEL (Phila. Int'l./Epic PZ 34079)	28 7
<b>8 EVERYBODY LOVES THE SUNSHINE</b> ROY AYERS UBIQUITY (Polydor PD 1-6070)	4 8	<b>27 YELLOW AND GREEN</b> RON CARTER (CTI 6064)	29 3
<b>9 YOU ARE MY STARSHIP</b> NORMAN CONNORS (Buddah BDS 5655)	9 13	<b>28 VERY TOGETHER</b> DEODATO (MCA 2219)	— 1
<b>10 FEVER</b> RONNIE LAWS (Blue Note/UA BNLA 628G)	8 13	<b>29 FEELS SO GOOD</b> GROVER WASHINGTON (Kudu KU 24S1)	30 13
<b>11 GOOD KING BAD</b> GEORGE BENSON (CTI 6062)	11 13	<b>30 CALIENTE</b> GATO BARBIERI (A&M 4597)	— 1
<b>12 I HEARD THAT</b> QUINCY JONES (A&M SP 3705)	— 1	<b>31 SOUND OF A DRUM</b> RALPH MacDONALD (Merlin/TK 2202)	36 2
<b>13 GLOW</b> AL JARREAU (Warner Bros. MS 2248)	13 10	<b>32 END OF A RAINBOW</b> PATTI AUSTIN (CTI 6001)	— 1
<b>14 THOSE SOUTHERN KNIGHTS</b> CRUSADERS (Blue Thumb/ ABC BTS5D 6024)	10 13	<b>33 ROMANTIC WARRIOR</b> RETURN TO FOREVER (Columbia PC 34076)	25 13
<b>15 HARD WORK</b> JOHN HANDY (ABC/Impulse ASD 9314)	14 13	<b>34 DREAMS SO REAL</b> GARY BURTON QUINTET (ECM/Polydor 1-1072)	26 8
<b>16 FLY WITH THE WIND</b> MCCOY TYNER (Milestone/Fantasy M9067)	16 13	<b>35 SALONGO</b> RAMSEY LEWIS Columbia PC 34173)	27 13
<b>17 THE OTHER SIDE OF ABBEY ROAD</b> GEORGE BENSON (A&M 3028)	19 6	<b>36 THE MAIN ATTRACTION</b> GRANT GREEN (Kudu 29)	32 11
<b>18 THE NEED TO BE</b> ESTHER SATTERFIELD (A&M SP 3411)	20 13	<b>37 AIN'T THAT A BITCH</b> JOHNNY 'GUITAR' WATSON (DJM/Amherst DJBPA-3)	33 5
<b>19 EVERYBODY COMES ON OUT</b> STANLEY TURRENTINE (Fantasy F9508)	15 13	<b>38 RIVER HIGH, RIVER LOW</b> LES McCANN (Atlantic SD 1690)	35 4
		<b>39 EARL KLUGH</b> (Blue Note/UA BNLA 596G)	31 13
		<b>40 BACK TO BACK</b> BRECKER BROTHERS (Arista AL 4061)	37 10

## Jazz Album Picks

**I TOLD YOU SO** — Count Basie — Pablo 2310-767 — Producer: Norman Granz — List: 7.98

This is the best Basie band in nearly ten years and the LP is a vast improvement over the initial Pablo album. It helps to have a top notch arranger (Bill Holman) writing for the band again. It also helps to have soloists such as Al Grey, Jimmy Forrest and the Old Man himself. There are several fine trumpet soloists whom the totally inappropriate notes fail to identify. Basie, alone among big band leaders, sticks to the jazz tradition which he pioneered. But then with a band this great perhaps Buddy, Maynard or Woody would return to the fold!

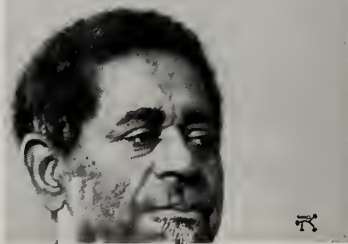


**YOUR MIND IS ON VACATION** — Mose Allison — Atlantic 1691 — Producer: Ilhan Mimaroglu — List: 6.98

Old Man River returns after an absence of some time. Subject matter is ten Mose originals and a couple of thirtyish standards. This is a pure acoustic session in contrast to some of Allison's more recent recordings and he sounds completely at home. Al Cohn adds a nice idiomatic tenor sax on the standards while David Sanborn kicks in some nice solo work on the originals. The voice hasn't changed and Mose Allison is still able to surprise the hell out of everyone with his piano work. A very strong return.



**Dizzy Gillespie y Machito Afro-Cuban Jazz Moods**



**AFRO-CUBAN JAZZ MOODS** — Dizzy Gillespie, Machito—Pablo 2310-771 — Producer: Chico O'Farrill and Marlo Bauza — List: 7.98

Dizzy is virtually unique among jazz musicians in that he was at the center of two totally different musical schools of development: bebop and Afro-Cuban. Arranger/producer O'Farrill has similar roots and the orchestra of Machito has been a continuous phenomenon for more than thirty years. The meeting of the major forces is their first on record in several years and the results are superb from start to finish. Jazzy Afro-Cuban autentico!

**JAZZ GALA CONCERT** — Atlantic SD 1693 — Producer: Peter Herbolzheimer — List: 6.98

The Jazz Gala Concerts were presented in various German cities during January of this year. The basic idea was to present guest soloists in front of an all-star orchestra arranged and conducted by Peter Herbolzheimer. The soloists are many and varied. Stan Getz, Johnny Griffin, Gerry Mulligan, Art Farmer, Nat Adderley, Slide Hampton, Grady Tate, Albert Mangelsdorff and Toots Thielemans all lend their support to the project. As one might expect the music is varied as are the results, but Getz is marvelous (on Chick Corea's "Times Lie") Johnny Griffin still plays good blues and the reunion of Farmer and Mulligan has some special moments. Certainly a unique and interesting album.



## TOP 50 R&B ALBUMS

	Weeks On 9/25 Chart		Weeks On 9/25 Chart
<b>1 HOT ON THE TRACKS</b> COMMODORES (Motown M6-867S1)	1 15	<b>26 AIN'T NOTHIN' STOPPIN' US NOW</b> TOWER OF POWER (Columbia PC 34362)	30 3
<b>2 SOUL SEARCHING</b> AVERAGE WHITE BAND (Atlantic SD 18179)	3 11	<b>27 ARABIAN KNIGHTS</b> RITCHIE FAMILY (Marlin/TK 2201)	12 9
<b>3 WILD CHERRY</b> (Epic/Sweet City 34195)	2 11	<b>28 LOVE AND TOUCH</b> TYRONE DAVIS (Columbia PC 34268)	42 2
<b>4 YOU ARE MY STARSHIP</b> NORMAN CONNORS (Buddah BDS 5655)	5 11	<b>29 SKY HIGH</b> TAVARES (Capitol ST 11533)	16 16
<b>5 ALL THINGS IN TIME</b> LOU RAWLS (Phila. Int'l./ Epic PZ 33957)	4 18	<b>30 PASS IT ON</b> STAPLE SINGERS (BS 2945)	37 2
<b>6 HAPPINESS IS BEING WITH THE SPINNERS</b> SPINNERS (Atlantic SD 18181)	8 10	<b>31 WINDJAMMER</b> FREDDIE HUBBARD (Columbia PC 34166)	35 3
<b>7 HARVEST FOR THE WORLD</b> ISLEY BROTHERS (Epic PZ 33809)	7 18	<b>32 SPARKLE</b> ARETHA FRANKLIN (Atlantic SD 18176)	24 16
<b>8 AIN'T THAT A BITCH</b> JOHNNY 'GUITAR' WATSON (Amherst DJM/Amherst DJLPA-3)	10 10	<b>33 A FIFTH OF BEETHOVEN</b> WALTER MURPHY (Private Stock PS 2015)	38 2
<b>9 BREEZIN'</b> GEORGE BENSON (WB 2919)	6 28	<b>34 SCHOOL DAYS</b> STANLEY CLARKE (Nipper/Antonic NE 439)	41 2
<b>10 LOOK OUT FOR #1</b> BROTHERS JOHNSON (A&M 4567)	11 14	<b>35 LOVE POTION</b> NEW BIRTH (WB BS 2953)	26 11
<b>11 CONTRADICTION</b> OHIO PLAYERS (Mercury SRM 1-1088)	9 17	<b>36 THREE</b> BOB JAMES (CTI 6063)	28 15
<b>12 DIANA ROSS' GREATEST HITS</b> (Motown M6-869S1)	13 8	<b>37 MIRROR</b> GRAHAM CENTRAL STATION (WB BS 2937)	29 13
<b>13 FLOWERS</b> EMOTIONS (Columbia PC 34163)	14 11	<b>38 MARVIN GAYE'S GREATEST HITS</b> (Tamia/Motown T6-348S1)	— 1
<b>14 LOVE TO THE WORLD</b> LTD (A&M 4589)	20 8	<b>39 STRETCHING OUT IN BOOTSY'S RUBBER BAND</b> BOOTSY'S RUBBER BAND (WB BS 2920)	32 17
<b>15 WAR GREATEST HITS</b> (UA LA 648G)	19 5	<b>40 BICENTENNIAL NIGGER</b> RICHARD PRYOR (WB BS 2960)	— 1
<b>16 NATALIE</b> NATALIE COLE (Capitol ST 11517)	17 18	<b>41 SOLID</b> MICHAEL HENDERSON (Buddah BDS 5662)	48 2
<b>17 THE TEMPTATIONS DO THE TEMPTATIONS</b> (Gordy/Motown G6-975S1)	22 4	<b>42 I HEARD THAT!</b> QUINCY JONES (A&M SP 3705)	— 1
<b>18 SECRETS</b> HERBIE HANCOCK (Columbia PC 34280)	21 4	<b>43 MY NAME IS JERMAINE</b> JERMAINE JACKSON (Motown 6-842S-1)	45 2
<b>19 EVERYBODY LOVES THE SUNSHINE</b> ROY AYERS UBIQUITY (Polydor PD 1-6070)	15 8	<b>44 THIS IS NIECY</b> DENISE WILLIAMS (Columbia PC 34242)	46 2
<b>20 SILK DEGREES</b> BOZ SCAGGS (Columbia PC 33920)	25 11	<b>45 GET UP OFFA THAT THING</b> JAMES BROWN (Polydor PD 1-6071)	40 8
<b>21 LIFE ON MARS</b> DEXTER WANSEL (Phila. Int'l./Epic PZ 34079)	18 7	<b>46 HOPE WE GET IN LOVE IN TIME</b> MARILYN McCOO & BILLY DAVIS JR. (ABC ABCD 952)	— 1
<b>22 FEVER</b> RONNIE LAWS (Blue Note/UA BNLA 628G)	23 18	<b>47 TOGETHER AGAIN... LIVE</b> BOBBY BLAND & B.B. KING (ABC ASD 9317)	34 12
<b>23 MESSAGE IN THE MUSIC</b> O'JAYS (Phila. Int'l. PZ 34245)	36 2	<b>48 TOUCH</b> JOHN KLEMMER (ABC ABCD 922)	— 1
<b>24 CHAMELEON</b> LABELLE (Epic PE 34189)	31 3	<b>49 GIVE, GET, TAKE AND HAVE</b> CURTIS MAYFIELD (Curton/WB CU 5007)	34 14
<b>25 DR. BUZZARD'S ORIGINAL SAVANNAH BAND</b> THE SAVANNAH BAND (RCA APL 1-1504)	27 6	<b>50 COMIN'</b> CHOCOLATE MILK (RCA APL 1-1830)	— 1



**LEON HAYWOOD SIGNED** Columbia Records has signed Leon Haywood to a long-term recording contract with the new single being released titled, "The Streets Will Love You To Death," from the forthcoming debut album titled "Intimate." The album is scheduled for an early October re-release. Pictured (l-r) are: Don Ellis, national vice president, Columbia A&R, Leon Haywood, Pete Petersen, manager, Mike Dilbeck, west coast director of A&R, Columbia.

## Sonderling Aids NAACP To Prevent Its Bankruptcy

by Cookie Amerson

aims of the people who instigated the suit.  
**Started Drive**

LOS ANGELES — The Sonderling Broadcasting Corporation has initiated a nationwide radiothon, involving its black stations across the country, to raise money for the threatened NAACP. Several white businessmen in the Mississippi area have taken it upon themselves to sue the NAACP for the sum of 3.2 million dollars, which could drive the organization out of business. Jessie Turner Sr., national treasurer of the NAACP, explained in detail to **CB** the dilemma that the organization faces. "In the mid-sixties, black people in Port Gibson, Mississippi were boycotting and picketing the white business people in the area who denied them jobs, forced them to use separate restroom facilities, charged them higher prices for inferior product, and generally denied them their rights as human beings. As a result of several incidents of boycotting and picketing, some of these white business people lost their businesses, and decided to sue the NAACP; about the same time, the state of Mississippi passed a law against boycotting. These business people held that the NAACP was at fault, because they claim that the organization had formed the boycotts.

During the time the NAACP was in hearings, June 1973 to March 1974, the case was transferred from Port Gibson (in Claiborne County), which has a population approximately 76 percent black, to Hinds County, which is approximately 30 to 40 percent black. Recently when the suit again went to court in Hinds County, with a minimal number of blacks on the jury, a judgment was passed that the NAACP would have to pay the white businessmen 1.2 million dollars in damages or, if they wished to appeal, they would have to put up 125 percent of the judgment to post bond for that appeal — 1.8 million dollars, to be posted in forty days, which ends September 28, 1976." The NAACP naturally has instituted a nationwide fund-raising drive to raise the monies for the appeal, as they simply don't have the money in the treasury. If they should fall short of the 1.8 million dollars for the appeal, hopefully, they would at least have the 1.2 million to pay the judgment. There is the danger that the NAACP could go bankrupt and be forced out of business, of course, which may be one of the

A.C. Williams, the morning man and public service director at WDIA in Memphis, started a fund-raising drive that to date has raised over 22 thousand dollars to assist the NAACP in its plight. The entire staff volunteered its time and donated money. A Saturday was set aside when a staff member manned a desk to accept donations brought to the station. Numerous PSA announcements were aired throughout the day urging people to come in and contribute to the organization. After being informed of the NAACP predicament, and the success WDIA had in their efforts to assist the organization, Egmont Sonderling, owner of the Sonderling chain, suggested that the other stations in the chain follow suit and attempt to raise money in their cities for the NAACP. Sonderling told **CB**, "Our basic approach at our radio stations is community involvement, and anything that promotes self-interest in the black community I feel we should be a part of." Previously, the Sonderling Corporation raised sixty thousand dollars for the Joan Little defense fund, when Little last year was accused of murder while defending herself against an attacker in South Carolina.

**Each Station Helping**

Each black station of the Sonderling chain is doing its part to raise money to help bail the NAACP out of its problem.

WBMX in Chicago started its campaign by having a full discussion on its Sunday morning talk show, complete with people calling in to air their views, and discussing in depth the situation in Mississippi. WBMX is airing public service appeals once an hour to invite people to either stop by their local chapter of the NAACP or contribute via the station. This appeal will run through the 28th of September. At press time the station had raised 30 thousand dollars. KDIA in Oakland laid the groundwork for their radiothon two weeks ago by discussing the NAACP incident on its Sunday talk show two weeks in a row. KDIA is now running two live spots an hour appealing to the public for donations. They have several people who have volunteered to come in and take the calls for the donations, and plan a remote Sunday (26) from 10 a.m. to 8 p.m. at a nearby shopping mall. KDIA also

continued on pg. 48



**WELCOME HOME** Casablanca Records recently hosted a party for Donna Summer, who returned to Los Angeles following the completion of her new album, "The Four Seasons Of Love," due for an early October release. Pictured from left, are: Ms. Summer, her co-manager, Joyce Bogart, Neil Bogart, president of Casablanca Records and painter Peter Muhldorfer, Ms. Summer's husband.

## Reflections 'N Black

**Carol Douglas**, who received the ASCAP award for her international hit "Doctor's Orders," will be doing the theme song for upcoming movie entitled "Glass Cage." Ms. Douglas, who is on a promotional tour in conjunction with the release of her new single "Midnight Love Affair," will soon be preparing for an international tour.

**Merv Griffin** will again this year devote his 90-minute telecast to the Ebony Music Awards. **Filip Wilson** and **Natalie Cole** will host the telecast airing September 30.

Two black-owned companies have opened in the southeast to satisfy the need for a strong black promotions and marketing firm to handle the abundance of talent in that area. **Power, Promotion, Sales & Company** and **World Music Publishing Bank**, both owned by **Allen Orange**, will fill the void left when **Stax Records** closed.

### Radio:

New lineup at **KDAY** in Los Angeles as follows: 5:30-9 a.m. **J.J. Johnson**, 9-noon **Jim Maddox**, noon-4 **Jack Patterson**, 4-8 **Steve Woods**, 8-midnight **Jewel McGowen**, midnight-5:30 **Spanky Lane**.

New lineup at **KGFJ** in Los Angeles as follows: 5-9 **Don Mack**, 9-noon **Gene West**, noon-4 **Larry Joe Williams**, 4-8 **Alvin John Waples**, 8-midnight **Bill McKinney**, midnight-5 **Darcell Howell**. **Don Mack**, who recently joined the station, will have input in music added to station in coordination with music director and operations manager.

**R.J. Patrick** has joined **WAOK** in Atlanta and will be doing weekends. He comes to the station from **WCLK** in Atlanta.

**Booker Jerry** has joined **WTMP** as news director and will also handle community affairs. He was most recently at **WMBM** in Miami.

New lineup at **WUFO** in Buffalo as follows: sign-on-10 a.m. **Dave Wilson**, 10-3 **Robert Moucon**, 3-sign-off **Harold Lewis**, who is also program director and will do the music. Within the next two weeks they will be doing their own music list, and will no longer use the list their corporate office prints.

A misprint in last week's book had **Carl Conner** at **WVKO** in Columbus as operations manager; actually, he is program supervisor.

**WBLU** in Salem, Virginia changed its format in May from country to R&B. **Eddie Jordan** is the program director and he would like to receive R&B product from record companies rather than the country product he continually receives.

**Kelly Carson** has joined **KOKY** in Little Rock, and will be handling the midday shift. Carson comes to them from **WUFO** in Buffalo.

**Eddie Hayes** has joined **WJMO** in Cleveland, and will be doing weekends. Hayes was most recently at **WABQ** in Cleveland.

## NAACP Aid fr 47

plans to run spots continuously until the 28th of September.

**WOL** in Washington, D.C. proclaimed the past weekend (18-19) NAACP weekend, in support of the drive that the local chapter of the organization was having. "We initiated a total effort, complete with constant mentions on the air of the drive, timechecks, and a number to call for more information," stated program director **Cortez Thompson**. The station also had hourly actualities from different spokesmen from the NAACP incorporated in the newscast, to totally infiltrate the station with the NAACP drive and to be sure all listeners were aware of exactly what was happening.

**WWRL** in New York has set aside a day they are calling N double A Day. An appeal will be made for the listeners to support the drive which the local NAACP organization is having, by sending their contributions directly to the organization headquarters in New York. The hourly announcement that will be made at **WWRL** purports to inform each contributor why he should 'dig deep.'

The **Sonderling Corporation's** involvement in helping the NAACP stems from an earnest desire upon the part of the radio chain's management to become totally involved in the black community. Whether the long-standing suit will be resolved in favor of the NAACP or not, the **Sonderling** chain has demonstrated the power and unity of its organization — an indication that the media in this country continue to take stands on important issues confronting our society.

## Coco, Zafiro Pact

**LOS ANGELES** — **Coco Records** and the **Zafiro Record Company** of Spain announce the pacting of a joint venture agreement providing that the U.S.-based **Coco Records** will exclusively distribute and market the entire **Zafiro** catalog throughout the territories of the United States, Puerto Rico and the Dominican Republic. **Coco** immediately released two albums, "Penas" (**Juan Bau**) and "La Otra Espana" (**Mocedades**), and will subsequently release approximately two LPs per month for the first year.

## Wonder's Latest Ships Platinum

**LOS ANGELES** — **Motown Records** claims initial orders of 1.3 million units for **Stevie Wonder's** new album, "Songs In The Key Of Life." It is a two-record package with a special bonus record insert, and a 24-page lyric booklet encompassing all the compositions on the two albums.

The two-record performance was written, produced, and arranged by **Stevie Wonder**. The bonus insert is a special EP, featuring tunes that will never be released as singles by the express wishes of **Wonder**.

## Casablanca Ships Parliament LP Gold

**LOS ANGELES** — **Casablanca Records** has shipped gold the new **Parliament** album, titled "The Clones of Dr. Funkenstein."

## MCA Hires MK Prod.

**LOS ANGELES** — **MCA Records** has hired **MK Productions**, an independent national disco promotion firm, to concentrate on promoting **MCA** disco-oriented product to both discos and radio stations that program disco music.

**MK Productions** will immediately begin a concentrated effort in support of current **MCA** disco-oriented records that include "Car Wash" (single and album), **Deodato's** "Very Together" LP and latest single "Peter Gunn," **Brian and Brenda Russell's** Rocket single "Gonna Do My Best To Love You" and **Delegation's** "The Promise Of Love."

## Al Wilson Set For 'Show Of The World'

**LOS ANGELES** — **Al Wilson** will headline radio station **KMPC's** seventh annual "Show Of The World" October 2 at the **Forum** in **Inglewood, Calif.** Proceeds from the "Show Of The World" will go to the permanent charities of the entertainment industries.



**TAVARES CROWNED WITH GOLD HALOS** Executives of **Capitol Records** recently gathered at **Tavares' Latin Casino** opening to present the group with gold record awards for their million-selling single, "Heaven Must Be Missing An Angel." Shown above (top row from left) are **Jack Wellmon**, regional R&B manager for **Capitol**; **Ralph Tavares**; **Don Zimmermann**, executive vice president and chief operating officer for **Capitol**; **Tiny Tavares**; **Bruce Wendell**, vice president of promotion for **Capitol**; **Arthur Field**, Philadelphia promotion manager for **Capitol**; and **Pooch Tavares**. In the bottom row (from left) are **Brian Panelia**, manager of **Tavares**; **Matt Parsons** of **Capitol's** national R&B promotion staff; **Chubby Tavares**; **Butch Tavares**; and **John Sammartino**, Philadelphia district manager for **Capitol**.

## Cooper Soon GM At Motown Ltd.

**LONDON** — **John Cooper** has been named general manager of **Motown Records Ltd.** starting October 12. **Cooper** will assume all the responsibilities at present carried out by **John McCready** at **Motown**, including the management of **Motown's** international marketing activities, the coordination of **Motown** artist tours throughout Europe and the further development of **Jobete London Music Ltd.**

**Cooper** comes to his new post from **EMI Records**, where he has been licensed label marketing manager. **Motown** international operations vp **Ken East** expressed regret at losing the services of **McCready**, but is confident that **Cooper's** 12 years of experience in most areas of the record and music business will contribute greatly to **Motown's** continuing international expansion.

## Buddah Rejects One Act Tag With Versatile Roster

by **Cookie Amerson**

**LOS ANGELES** — According to **Alan Lott**, vice president of R&B operations at **Buddah Records**, the label is anything but a place for **Gladys Knight & The Pips** to hang their hats. "The lifeline of our company is establishing new acts. Because we are a small company, we are able to give our artists the attention they need to grow."

Though **Buddah** considers itself small, it is nonetheless the second largest independently owned label and is predictably deluged with new artists trying to launch a career. **Lott's** job is to ensure maximum exposure for **Buddah's** R&B acts, but even more importantly, he has the responsibility for the development of their careers. **Lott** informed **Cash Box**, "We are totally involved in our artists' careers, from making sure they are getting good material to handling their choreography." **Lott** is quick to admit that teamwork is as important to the **Buddah** game plan as are his own personal accomplishments. He cited the rapport between artist relations and promotion as vital to the success of any act and recalled as an example the **Andrea True** single, "More, More, More". **True**, primarily considered a top 40 artist at the outset, attained as much R&B airplay with the song as she did with the pop primaries. **Lott** attributes the success to **Buddah's** close working environment and intimate relationship between the label's promotion staff and its distributors. Said **Lott**, "We have promotion and merchandising experts that keep radio people aware of movement of our product and ascertain which stores have our stock available."

### Versatile Artist Roster

Though **Gladys Knight & The Pips** are un-

deniably **Buddah's** biggest stars, it is **Lott's** contention that the artists the label has signed during the past year have the potential to become well-known in their own right. **Lott** pointed to artists such as **Michael Wynne** (brother of the **Spinners'** lead singer), comedian **Jimmy Walker**, and Broadway star **Ben Vereen** as acts capable not only of defying categorization but also of developing significant careers. **Meiba Moore**, though not new to **Buddah**, is none the less being treated like a new artist in light of her recent success with the single "This Is It." Likewise the meteoric rise of **Andrea True's** single gave birth to the contention that **Buddah** is indeed a multi-faceted company.

### No Confines

As far as **Gladys Knight & The Pips** go, **Buddah** will not confine them either. The label plans to release an album featuring the **Pips** without **Gladys** as an experimental concept. Similarly, **Buddah** intends to allow gospel singer **Wynne** to seek his own level, choosing whatever material he feels most suited to his style. **Lott** pointed to the crossover success of **Norman Connors** as the prime example of the label's capability. **Connors**, known primarily as a jazz artist, came into his own as an R&B trend-setter with his "You Are My Starship" LP released last spring. **Lott** feels that flexibility is the key to **Buddah's** future and though he states that it is difficult for a small independent to compete with corporate giants, he is also quick to praise his colleagues for their insight and hard work. It appears to be the feel of the entire **Buddah** staff that this strategy is very near the point of paying off significant dividends.



# CASH BOX TOP 100 R&B

October 2, 1976

		9/25	Weeks On Chart			9/25	Weeks On Chart			9/25	Weeks On Chart
1	<b>LOWDOWN</b> BOZ SCAGGS (Columbia 3-10367)	3	13	37	<b>I NEED IT</b> JOHNNY GUITAR WATSON (Dick James/Amherst DJM 1013)	40	12	69	<b>DISCO BODY (SHAKE IT TO THE EAST, SHAKE IT TO THE WEST)</b> JACKIE MOORE (Kayvette/TK 5127)	81	2
2	<b>PLAY THAT FUNKY MUSIC</b> WILD CHERRY (Epic/Sweet City 8-50225)	1	16	38	<b>NICE 'N' NAASTY</b> SALSOL ORCHESTRA (Salsoul Records)	47	6	70	<b>I'LL PLAY THE FOOL</b> DR. BUZZARD'S ORIGINAL "SAVANNAH" BAND (RCA JH 10762)	71	4
3	<b>GET THE FUNK OUT OF MY FACE</b> BROTHERS JOHNSON (A&M 8379)	4	9	39	<b>FUNNY HOW TIME SLIPS AWAY</b> DOROTHY MOORE (Malaco/TK M1033)	23	11	71	<b>SOUL SEARCHIN' TIME</b> THE TRAMMPS (Atlantic 3345)	76	5
4	<b>GIVE IT UP (TURN IT LOOSE)</b> TYRONE DAVIS (Columbia 3-10388)	6	8	40	<b>MY SWEET SUMMER SUITE</b> THE LOVE UNLIMITED ORCHESTRA (20th Century TC 2301)	48	5	72	<b>CAR WASH</b> ROSE ROYCE (MCA 40615)	86	2
5	<b>(SHAKE, SHAKE, SHAKE) SHAKE YOUR BOOTY</b> K.C. AND THE SUNSHINE BAND (TK 1019)	2	13	41	<b>ENTROW (PART 1)</b> GRAHAM CENTRAL STATION (Warner Bros. WBS 8235)	34	8	73	<b>FUNKY MUSIC (IS A PART OF ME)</b> LUTHER (Cotillion/Atlantic 45-44205)	87	2
6	<b>A FIFTH OF BEETHOVEN</b> WALTER MURPHY AND THE BIG APPLE BAND (Private Stock 45073)	8	22	42	<b>AFTER THE DANCE</b> MARVIN GAYE (Tamlam/Motown 54273)	38	9	74	<b>THE DEVIL IN MRS. JONES</b> JERRY BUTLER (Motown M1403)	88	2
7	<b>GETAWAY</b> EARTH, WIND & FIRE (Columbia 1-10373)	5	13	43	<b>ONE FOR THE MONEY (PART 1)</b> THE WHISPERS (Soultrain/RCA 10700)	42	15	75	<b>MAKING LOVE AIN'T NO FUN (WITHOUT THE ONE YOU LOVE)</b> EBONY (Buddah 537)	78	6
8	<b>WHO'D SHE COO</b> OHIO PLAYERS (Mercury 455)	7	15	44	<b>YOU DON'T HAVE TO BE A STAR</b> MARILYN MCCOO & BILLY DAVIS (ABC 12208)	59	5	76	<b>LOVE TALK</b> JIM GILSTRAP (Roxbury RB 2029)	80	4
9	<b>JUST TO BE CLOSE TO YOU</b> COMMODORES (Motown M1402F)	15	5	45	<b>GIVE A BROKEN HEART A BREAK</b> IMPACT (Atco/WMOT/Atlantic 45-7056)	43	8	77	<b>SO SAD THE SONG</b> GLADYS KNIGHT AND THE PIPS (Buddah BDA 544)	—	1
10	<b>MESSAGE IN OUR MUSIC</b> THE O'JAYS (Phila. Int'l. ZS 8-3601)	13	6	46	<b>ENERGY TO BURN</b> B.T. EXPRESS (Columbia 3-10399)	49	4	78	<b>FALLING IN LOVE</b> NINTH CREATION (Pye 71069)	82	6
11	<b>YOU ARE MY STARSHIP</b> NORMAN CONNORS (Buddah BDA 542)	19	6	47	<b>JUMP</b> ARETHA FRANKLIN (Atlantic 45-3358)	67	2	79	<b>YOU + ME = LOVE</b> UNDISPUTED TRUTH (Whitfield/WB 8231)	75	9
12	<b>THE MORE YOU DO IT (THE MORE I LIKE IT DONE TO ME)</b> RONNIE DYSON (Columbia 3-10356)	9	15	48	<b>SWEET SUMMER MUSIC</b> ATTITUDES (Dark Horse/A&M DH 10011)	56	6	80	<b>BECAUSE I LOVE YOU GIRL</b> STYLISTICS (H&L 4674)	96	2
13	<b>HARVEST FOR THE WORLD</b> ISLEY BROTHERS (T-Neck/Epic 2261)	18	6	49	<b>JIVE TALKIN'</b> RUFUS (ABC 12197)	46	10	81	<b>FIND 'EM, FOOL 'EM, FORGET 'EM</b> DOBIE GRAY (Capricorn/WB CPS 0259)	85	3
14	<b>FLOWERS</b> EMOTIONS (Columbia 3-10347)	12	12	50	<b>CATFISH</b> FOUR TOPS (ABC 12223)	66	3	82	<b>MOVING IN ALL DIRECTIONS</b> PEOPLE'S CHOICE (TSOP ZS 8-4782)	83	6
15	<b>ONLY YOU BABE</b> CURTIS MAYFIELD (Curton/WB CMS 0118)	17	9	51	<b>UNDERGROUND MUSIC</b> PEABO BRYSON (Bullet/Web IV 01)	55	5	83	<b>TEACH ME</b> BLUE MAGIC (Atco/Atl. 7061)	—	1
16	<b>THE RUBBER BAND MAN</b> SPINNERS (Atlantic 3355)	26	3	52	<b>SOMETHING HE CAN FEEL</b> ARETHA FRANKLIN (Atlantic 45-3326)	41	20	84	<b>I DON'T WANT TO BE A LONE RANGER</b> HIDDEN STRENGTH (United Artists XW 847)	—	1
17	<b>THE BEST DISCO IN TOWN</b> THE RITCHIE FAMILY (Marlin/TK 3306)	22	7	53	<b>HARD WORK</b> JOHN HANDY (ABC/Impulse IMP 31005)	44	19	85	<b>NICE AND SLOW</b> SANTIAGO (Amherst AM 715)	89	4
18	<b>YOU SHOULD BE DANCING</b> BEE GEES (RSO/Polydor RS 853)	11	12	54	<b>IT AIN'T THE REAL THING</b> BOBBY BLAND (ABC 12189)	45	20	86	<b>HAPPY BEING LONELY</b> CHI LITES (Mercury 73844)	—	1
19	<b>COME GET TO THIS</b> JOE SIMON (Spring/Polydor SP 166)	20	8	55	<b>SUPER DISCO</b> RIMSHOTS (Stang/All Platinum)	50	16	87	<b>UNDISCO KID</b> FUNKADELIC (Westbound/20th Century 5029)	—	1
20	<b>LEAN ON ME</b> MELBA MOORE (Buddah 535)	21	10	56	<b>PARTY</b> VAN MCCOY (H&L 4670)	52	15	88	<b>FINGER FEVER</b> DRAMATICS (ABC/D 995)	—	1
21	<b>ONE LOVE IN MY LIFETIME</b> DIANA ROSS (Motown M1398F)	16	10	57	<b>KILL THAT ROACH</b> MIAMI (Drive/TK 6251)	57	10	89	<b>DOWN TO LOVE TOWN</b> ORIGINALS (Motown S35119)	—	1
22	<b>ANYTHING YOU WANT</b> JOHN VALENTI (Ariola America/Capitol 7625)	27	9	58	<b>LET THE GOOD TIMES ROLL</b> BOBBY BLAND & B.B. KING (Impulse/ABC IMP 31006)	53	10	90	<b>STAND UP AND SHOUT</b> GARY TOMS (Pip 6524)	92	3
23	<b>LOVE BALLAD</b> LTD (A&M 1847)	31	6	59	<b>DON'T TURN THE LIGHTS OFF</b> MARGIE JOSEPH (Cotillion/Atlantic 44207)	73	3	91	<b>JUST CAN'T BE THAT WAY</b> WEAPONS OF PEACE (Playboy P6082)	—	1
24	<b>I'D RATHER BE WITH YOU</b> BOOTSIE COLLINS (WB S8246)	29	6	60	<b>AIN'T NOTHING WRONG IN MAKING LOVE THE FIRST NIGHT</b> JIMMY JONES (Conchillo/TK CHD 1A)	70	4	92	<b>FALLIN' IN LOVE</b> NEW BIRTH (WB WBS 8256)	93	3
25	<b>MR. MELODY</b> NATALIE COLE (Capitol 4328)	37	4	61	<b>THIS MASQUERADE</b> GEORGE BENSON (WB WBS 8209)	54	19	93	<b>LET MY LIFE SHINE</b> D.J. ROGERS (RCA 10760)	94	2
26	<b>CHANGIN'</b> BRASS CONSTRUCTION (UA XW 837Y)	30	7	62	<b>RUN TO ME</b> CANDI STATON (Warner Bros. 8249)	74	2	94	<b>THAT'S WHEN IT HURTS</b> TERRY HUFF (Mainstream MRL 5585)	95	2
27	<b>IF I EVER DO WRONG</b> BETTY WRIGHT (Alston/TK 3722)	28	10	63	<b>BABY HOLD ON TO ME</b> JOHN EDWARDS (Cotillion/Atlantic 44203)	65	9	95	<b>FULL SPEED AHEAD</b> TATA VEGA (Motown T54271)	—	1
28	<b>STAR CHILD</b> PARLIAMENT (Casablanca NB 864)	33	5	64	<b>BLESS MY SOUL</b> SKIP MAHONEY & THE CASUALS (A&M/Nashboro 9466)	68	5	96	<b>ME AND MY GEMINI</b> FIRST CLASS (All Platinum AP 2365)	97	2
29	<b>LET'S BE YOUNG TONIGHT</b> JERMAINE JACKSON (Motown M1401F)	36	5	65	<b>AIN'T GOOD FOR NOTHING</b> LUTHER INGRAM (Koko KODJ 721)	62	13	97	<b>COMIN'</b> CHOCOLATE MILK (RCA 10758)	99	2
30	<b>SUMMER</b> WAR (UA XW 834Y)	10	13	66	<b>NO NO JOE</b> SILVER CONVENTION (Midland Int'l./RCA 10723)	63	9	98	<b>GHETTOS OF THE MIND</b> PLEASURE (Fantasy 774)	100	2
31	<b>QUEEN OF MY SOUL</b> AVERAGE WHITE BAND (Atlantic 45-3354)	39	5	67	<b>DISCO DUCK</b> RICK DEES & HIS CAST OF IDIOTS (RSO/Polydor 857)	79	3	99	<b>WITH YOU</b> MOMENTS (Stang/All Platinum ST 5068A)	—	1
32	<b>SHAKE YOUR RUMP TO THE FUNK</b> THE BAR KAYS (Mercury 462)	35	7	68	<b>I WANNA SPEND MY WHOLE LIFE WITH YOU</b> STREET PEOPLE (Vigor 1732)	72	3	100	<b>GIVE ME ALL YOUR SWEET LOVIN'</b> CHUCK ARMSTRONG (R&R 15313)	98	3

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

A Fifth Of Beethoven (RFT — BMI) .....	6	Funky Music (Elvee-DeeKay — ASCAP) .....	73	Let My Life Shine (Sunbury/Woogie — ASCAP) ...	93	Something He Can (Warner Tamerlane — BMI) ...	52
After The Dance (Jobete — ASCAP) .....	42	Funny How Time (Tree — BMI) .....	39	Let's Be (Jobete — ASCAP/Stone Diamond — BMI)	29	Soul (Six Strings — BMI) .....	71
Ain't Nothing (Conchillo — BMI) .....	60	Get Away (Kalimba — ASCAP) .....	7	Let The Good (Warock — ASCAP) .....	58	Stand Up (Bambar/Happy Endings — ASCAP) ...	90
Ain't Good (Klondike — BMI) .....	65	Get The Funk (Kidada — BMI) .....	3	Love Ballad (Unichappell — BMI) .....	23	Star Child (Malbiz & Ricks — BMI) .....	28
Anything You Want (Menta — BMI) .....	22	Get Up Offa That (Dynamone/Tub/	34	Love Talk (Pocket Full of Tunes — BMI) .....	76	Summer (Far Out — ASCAP) .....	30
Baby Hold On (Robosac — BMI) .....	63	Belinda/Unichappell — BMI) .....	34	Lowdown (Boz Scaggs/Hudmar — ASCAP) .....	1	Super Disco (Gambi — BMI) .....	55
Because I Love (Boca — ASCAP) .....	80	Ghettos Of The (Funky P.O./At Home) .....	98	Making Love (Kama Sutra/Six Strings — BMI) ...	75	Sweet Summer (Ganga B.V./Jungle City —	—
Bless My (Excellerec/Skipsong — BMI) .....	64	Give A Broken (WIMOT/Friday's Child — BMI) ...	45	Me And My (Canbi — BMI) .....	96	ASCAP/Hardwood — BMI) .....	48
Car Wash (Duchess — BMI) .....	72	Give It (NY Times/Content/Little Bear's — BMI) ...	4	Message In Our (Mighty Three — BMI) .....	10	Teach Me (Miss Thang — BMI) .....	83
Catfish (ABC/Dunhill/Ral — BMI) .....	50	Give Me All (Lerobal/Fifth — BMI) .....	100	Movin' In All (Mighty Three — BMI) .....	82	That's When (Brent — BMI) .....	94
Chance With (Gambi — BMI) .....	35	Happy Being Lonely (Stone Diamond — BMI) .....	86	Mr. Melody (Jay's Ent./Chappell — ASCAP) .....	25	The Best (Can't Stop — BMI) .....	17
Changin' (Desert Moon/Jeffmar — BMI) .....	26	Hard Work (Hard Work — BMI) .....	53	My Sweet (Savette/January — BMI) .....	40	The Devil In Mrs. Jones (Kizzie — ASCAP) .....	74
Come Get To (Pee Wee — BMI) .....	19	Harvest For The (Bovina — ASCAP) .....	13	Nice And Slow (Red Bus — BMI) .....	85	The More You (Jay's Ent./Chappell — ASCAP) ...	12
Comin' (Marsaint — BMI) .....	97	Heaven Must Be (Bull Pen/Perren Vibes —	33	Nice 'N' Naasty (Lucky Three/Anatom — BMI) ...	38	The Rubber Band (Mighty Three — BMI) .....	16
Disco Body (Sherlyn — BMI) .....	69	BMI/ASCAP) .....	33	No No Joe (Midsong — ASCAP) .....	66	This Masquerade (Skyhill — BMI) .....	61
Disco Duck (Shafree — BMI) .....	67	I Don't Want To Be (Jowat — BMI) .....	84	One For The Money (Golden Fleece/Hip Trip	43	Undisco Kid (Bridgeport — BMI) .....	87
Don't Turn The (Dozier — BMI) .....	59	I'd Rather Be (Backstage — BMI) .....	24	Music Writers — BMI) .....	43	Underground (Web IV — BMI) .....	51
Down To Love Town (Jobete — ASCAP/	—	If I Ever (Sherlyn — BMI) .....	27	One Love (Jobete — ASCAP) .....	21	Who'd She Coo (Tight — BMI) .....	8
Stone Diamond — BMI) .....	89	I'll Play (Pink Pelican — ASCAP) .....	70	Only You Babe (Mayfield — BMI) .....	15	With You (Unichappell/Begonia Melodies/	—
Energy (Triple "O"/Jeffmar/BT Express — BMI) ...	46	I Need It (Viv-Jon — BMI) .....	37	Party (V. McCoy/Warner Tamerlane — BMI) .....	56	Aschken — BMI) .....	99
Entrow (Nineteen Eighty Five — BMI) .....	41	It Ain't The Real (Meadow Ridge — ASCAP) .....	54	Play That (Bema/Blaze — ASCAP) .....	2	You + Me (Stone Diamond — BMI) .....	79
Falling In (Ana-Ross/ATV — BMI) .....	92	I Wanna Spend (Vignette — BMI) .....	68	Queen Of (Average — ASCAP) .....	31	You Don't (Groovesville — BMI) .....	44
Falling In Love (Spittire — BMI) .....	78	Jive Talkin' (Casserole/Flamm — BMI) .....	49	Run To Me (DaAnn — ASCAP) .....	62	You'll Never Find (Mighty Three — BMI) .....	36
Find 'Em (Fame — BMI) .....	81	Jump (Warner Tamerlane — BMI) .....	47	Shake, Shake (Sherlyn — BMI) .....	5	You Are My (V. McCoy/	—
Finger Fever (Groovesville — BMI) .....	88	Just Can't Be (After Dark/Ewin — BMI) .....	91	Shake Your Rump (Barkay — BMI) .....	32	Warner-Tamberlane — BMI) .....	11
Flowers (Saggiore — BMI/Kalimba — ASCAP) ...	14	Just To Be (Jobete/Commodores — ASCAP) .....	9	So Sad The Song (Screen Gems — BMI/	77	You Should (Casserole/Unichappell — BMI) ...	18
Full Speed Ahead (Jobete — ASCAP) .....	95	Kill That Roach (Sherlyn — BMI) .....	57	Prince Street — ASCAP) .....	77		
		Lean On Me (Van McCoy/Warner	20				
		Tamerlane — BMI) .....	20				

# ADDITIONS TO R&B PLAYLISTS

**WAOK — ATLANTA — Frank Barrow**  
 #1 — Get The Funk — Brothers Johnson/Dazz — Brick Sweet Summer Suite — Love Unlimited Orch. — 20th Century  
 She's Gone — Hall & Oates — Atlantic  
 UnDisco Kidd — Funkadelics — Westbound  
 The Mofe You Do It — Ronnie Dyson — Columbia  
 #1 LP — Emotions  
 New LPs — Persuaders, Latimore

**WWIN — BALTIMORE — Al Jefferson**  
 #1 — Just To Be Close To You — Commodores  
 Every Man Should Carry — Double Exposure — TK  
 Just Can't Be That Way — Weapons Of Peace — Playboy  
 UnDisco Kidd — Funkadelics — Westbound  
 20 To 12 — Me And My Gemini — First Class  
 22 To 14 — Mr. Melody — Natalie Cole  
 26 To 20 — You Don't Have To Be — McCoo & Davis  
 19 To 11 — I Love Myself — Bill Cosby  
 27 To 23 — Run To Me — Candi Staton  
 #1 LP — Walter Jackson  
 New LPs — Carwash

**WILD — BOSTON**  
 #1 — Getaway — EW&F  
 Energy To Burn — B.T. Express — Columbia  
 Give It Up — Tyrone Davis — Columbia  
 31 To 19 — Love Ballad — LTD  
 32 To 20 — Just To Be Close — Commodores  
 30 To 18 — Let's Be Young Tonight — Jermaine Jackson  
 23 To 17 — If I Ever Do Wrong — Betty Wright  
 13 To 7 — Message In Our Music — O'Jays

**WUFO — BUFFALO — Harold Lewis**  
 #1 — Getaway — EW&F  
 I'll Play The Fool — Savannah Band — RCA  
 Let's Be Young Tonight — Jermaine Jackson — Motown  
 Bless My Soul — Skip Mahoney — Abet  
 Don't Turn The Lights — Margie Joseph — Cotillion  
 Starchild — Parliament — Casablanca  
 Love On Delivery — Billy Ocean — Ariola  
 I'd Rather Be With You — Bootsy Collins — WB  
 You + Me = Love — Undisputed Truth — Whitfield  
 Super Disco — Rimshots — Stang  
 12 To 7 — Flowers — Emotions  
 10 To 2 — Get The Funk — Brothers Johnson  
 #1 LP — Natalie Cole  
 New LPs — Staples, Aquarian Dream, McCoo & Davis, Rhythm, Tower Of Power, Walter Jackson, Peabo Bryson, Fatback Band, Streetpeople, LTD, Al Jarreau

**WGIV — CHARLOTTE — Manny Clark**  
 #1 — Just To Be Close To You — Commodores  
 Bless My Soul — Skip Mahoney — Abet  
 Home To Myself — Brenda & The Tabulations  
 Get Up '76 — Esquires — Jupar  
 Comin' — Chocolate Milk — RCA  
 Because I Love You — Stylistics — Avco  
 UnDisco Kidd — Funkadelics — Westbound  
 So Sad The Song — Gladys Knight — Buddah  
 15 To 6 — Changin' — Brass Construction  
 25 To 10 — Don't Turn The Lights — Margie Joseph — Cotillion  
 29 To 11 — Shake Your Rump — Bar-Kays  
 #1 LP — David Sanborn  
 New LPs — Parliament

**WVON — CHICAGO — E. Rodney Jones**  
 #1 — Shake Your Booty — K.C. & Sunshine Band  
 Keep Smiling — Gabor Szabo — Mercury  
 Underground Music — Peabo Bryson — Bang  
 Catfish — Four Tops — ABC  
 Because I Love You Girl — Stylistics — Avco  
 So Sad The Song — Gladys Knight — Buddah  
 21 To 17 — Message In Our Music — O'Jays  
 #1 LP — Rudy Love  
 New LPs — Willie Tee, Streetpeople, Skip Mahoney

**WBMX — CHICAGO — Ernest James**  
 Making Love The First Night — Jimmy Jones — Conchilla  
 Me & My Gemini — First Class — RCA  
 Soul Searching — Trammps — Atlantic  
 She's Gone — Hall & Oates — Atlantic  
 Keep Smilin' — Gabor Szabo — Mercury  
 Nice & Naasty — Salsoul — Salsoul  
 New LPs — Quincy Jones, Trammps, Emotions

**WJPC — CHICAGO — Richard Steele**  
 #1 — Just To Be Close To You — Commodores  
 Kill That Roach — Miami — Drive  
 Let's Be Young Tonight — Jermaine Jackson — Motown  
 13 To 1 — Just To Be Close To You — Commodores  
 10 To 5 — Only You Babe — Curtis Mayfield  
 #1 LP — Tavares, AWB  
 New LPs — Temptations, Tower Of Power

**WCIN — CINCINNATI — Bob Long**  
 #1 — Lowdown — Boz Scaggs  
 I'll Play The Fool — Savannah Band — RCA  
 Shake Your Rump — Bar-Kays — Mercury  
 Don't Turn The Lights — Margie Joseph — Cotillion  
 9 To 3 — Just To Be Close To You — Commodores  
 10 To 15 — Love Ballad — LTD  
 25 To 13 — Queen Of My Soul — AWB  
 22 To 14 — Fifth Of Beethoven — Walter Murphy  
 26 To 20 — I'd Rather Be With You — Bootsy Collins  
 #1 LP — O'Jays  
 New LPs — Labelle, Al Jarreau

**WJMO — CLEVELAND — Lyn Tolliver**  
 #1 — Get The Funk — Brothers Johnson/Just To Be Close — Commodores  
 Queen Of My Soul — AWB — Atlantic  
 You Don't Have To Be A Star — McCoo & Davis — ABC  
 So Sad The Song — Gladys Knight — Buddah  
 Excedrin Headache #24 — Truth — Sounds Of Cleveland  
 21 To 24 — Rubberband Man — Spinners  
 13 To 8 — You Are My Starship — Norman Connors  
 #1 LP — O'Jays  
 New LPs — Jermaine Jackson, Parliament

**WKVO — COLUMBUS — Bill Moon**  
 #1 — Everybody Loves The Sunshine — Roy Ayers  
 Finger Fever — Dramatics — ABC  
 Falling In Love — New Birth — WB  
 Teach Me — Blue Magic — Atco  
 Just Can't Be That Way — Weapons Of Peace — Playboy  
 Second Time Around — Luther — Cotillion  
 #1 LP — Roy Ayers

**KKDA — DALLAS — Chuck Smith**  
 #1 — Getaway  
 Nothing Ventured — Specialty Of The House — Buddah  
 Summertime — MFSB — Phila. Int'l.  
 Disco Body — Jackie Moore — Kayvette  
 Teach Me — Blue Magic — Atco  
 To Hot To Stop — Five Easy Pieces — Claridge  
 #1 LP — O'Jays

**KNOK — DALLAS/FT. WORTH**  
 #1 — Only You Babe — Curtis Mayfield  
 Come Get To This — Joe Simon — Spring  
 Stand Up And Shout — Gary Toms — Pip  
 Bless My Soul — Skip Mahoney — Abet  
 Best Thing — Billy Eckstine — A&M  
 On & Off — David Ruffin — Motown  
 He Who Laughs Last — Monday After — Buddah  
 23 To 15 — Best Disco In Town — Ritchie Family  
 25 To 21 — Falling In Love — Ninth Creation  
 27 To 23 — Full Speed Ahead — Tata Vega  
 #1 LP — Commodores  
 New LPs — Fantastic Four, Quincy Jones, Persuaders

## R&B Singles To Watch

1. So Sad The Song — Gladys Knight & The Pips — Buddah
2. Disco Body — Jackie Moore — Kayvette
3. Just Can't Be That Way — Weapons Of Peace — Playboy
4. Teach Me — Blue Magic — Atco
5. Bless My Soul — Skip Mahoney — Abet
6. Finger Fever — Dramatics — ABC

**WDAO — DAYTON — Turk Logan**  
 #1 — Give It Up — Tyrone Davis  
 Catfish — Four Tops — ABC  
 Dazz — Brick — Bang  
 Living In Sin — Whispers — RCA  
 You Did It For Me — Al Wilson — Playboy  
 Home To Myself — Brenda & Tabulations — Chocolate City  
 16 To 6 — Funktastic — Function  
 #1 LP — Labelle  
 New LPs — Willie Hutch, Michael Henderson, Eddie Kendricks, Jimmie Castor, Bee Gees, Quincy Jones

**KDKO — DENVER — Bob Moore**  
 #1 — Lowdown — Boz Scaggs  
 Run To Me — Candi Staton  
 Rubberband Man — Spinners — Atlantic  
 So Sad The Song — Gladys — Buddah  
 Everybody Must Pay — Swede — Butterfield  
 I Feel Love — Bo & Ruth — Claridge  
 UnDisco Kidd — Funkadelics — Westbound  
 19 To 13 — Just To Be Close — Commodores  
 18 To 11 — Shake Your Booty — K.C. & Sunshine Band  
 17 To 10 — Baby Hold On — John Edwards  
 #1 LP — Commodores  
 New LPs — Funkadelics, Eddie Kendricks, Walter Jackson, Miracles, Weapons Of Peace

**WTLC — INDIANAPOLIS — Roger Holloway**  
 #1 — Love Ballad — LTD  
 So Sad The Song — Gladys Knight — Buddah  
 Energy To Burn — B.T. Express — Columbia  
 21 To 7 — Fifth Of Beethoven — Walter Murphy  
 24 To 16 — Let My Life Shine — D.J. Rogers  
 27 To 20 — Shake Your Rump — Bar-Kays  
 29 To 23 — Jump/Flip — Aretha  
 34 To 28 — UnDisco Kidd — Funkadelic

**WOKJ — JACKSON — Dick Dawkins**  
 #1 — Give It Up — Tyrone Davis  
 So Sad The Song — Gladys Knight — Buddah  
 I Feel Love — Bo & Ruth — Claridge  
 Just Can't Be That Way — Weapons Of Peace — Playboy  
 You Ought To Be Having Fun — Tower Of Power — Columbia  
 Streets Will Love You — Leon Haywood — Columbia  
 Hotline — Sylvers — Capitol  
 Do It To My Mind — Johnny Bristol — Atlantic  
 Ex To 6 — Disco Duck — Rick Dees  
 18 To 10 — Rubberband Man — Spinners  
 22 To 11 — Lowdown — Boz Scaggs  
 #1 LP — Commodores  
 New LPs — Willie Hutch, Walter Jackson, David Sanborn, Eddie Kendricks

## Most Programmed New LPs

1. Feeling Good — Walter Jackson — UA
2. I Heard That — Quincy Jones — A&M
3. Ain't Nothing Stoppin' Us Now — Tower Of Power — Columbia
4. The Clones Of Dr. Funkenstein — Parliament — Casablanca
5. Goin' Up In Smoke — Eddie Kendricks — Tamla

**WJLB — DETROIT — Al Perkins**  
 #1 — Rubberband Man — Spinners  
 You're My Peace Of Mind — Faith, Hope & Charity  
 Finger Fever — Dramatics — ABC  
 Bone To Pick — Ruby Andrews — ABC  
 Every Man — Double Exposure — TK  
 Mr. Melody — Natalie Cole — Capitol  
 Energy To Burn — B.T. Express  
 Happy Being Lonely — Chi-Lites — Mercury  
 27 To 13 — Give It Up — Tyrone Davis  
 38 To 20 — You Don't Have To Be A Star — McCoo & Davis

**WCKO — FT. LAUDERDALE — Joe Fisher**  
 #1 — Just To Be Close To You — Commodores  
 Dazz — Brick — Bang  
 That's When It Hurts — Terry Huff — Mainstream  
 Ain't Nothing Spooky — Rudy Love — Calla  
 Don't Walk Away — General Johnson — Arista  
 Love Everything About You — Philadelphia Ambassadors — Delite  
 Let My Life Shine — D.J. Rogers — RCA  
 #1 LP — Jimmie Castor  
 New LPs — Mark Radice, Soul Dog, Latimore, Fania All Stars

**WRBD — FT. LAUDERDALE — Joe Fisher**  
 #1 — Give It Up — Tyrone Davis  
 So Sad The Song — Gladys Knight — Buddah  
 Do The Walk — Heart & Soul — Pip  
 Underground Music — Peabo Bryson — Bang  
 Forgetting Someone — Country Boy & City Girl — Happy Fox  
 That's When It Hurts — Terry Huff — Mainstream  
 Dazz — Brick — Bang  
 24 To 14 — Love Ballad — LTD  
 31 To 25 — With You — Moments  
 21 To 10 — Queen Of My Soul — AWB  
 #1 LP — Jimmie Castor  
 New LPs — Rudy Love, Soul Dog, Latimore

**KOKY — LITTLE ROCK — J.D. Black**  
 #1 — Lowdown — Boz Scaggs  
 Chi-Town Hustle — Eddie Floyd — Malaco  
 Shake Your Rump — Bar-Kays — Mercury  
 You're My Peace Of Mind — Faith, Hope & Charity — RCA  
 Underground Music — Peabo Bryson — Bang  
 Ex To 17 — Best Disco In Town — Ritchie Family  
 19 To 15 — Message In Our Music — O'Jays  
 #1 LP — LTD  
 New LPs — Funkadelics, Jimmie Castor, Tower Of Power

**KDAY — LOS ANGELES — Jim Maddox**  
 #1 — Disco Duck — Rick Dees  
 Hotline — Sylvers — Capitol  
 Flowers — Emotions — Columbia  
 Shake Your Rump — Bar-Kays — Mercury  
 So Sad The Song — Gladys Knight — Buddah  
 Just Can't Be That Way — Weapons Of Peace — Playboy  
 5 To 1 — Disco Duck — Rick Dees  
 23 To 16 — Living In Sin — Whispers  
 21 To 15 — Home To Myself — Brenda & The Tabulations  
 #1 LP — Commodores  
 New LPs — Inner Circle, Persuaders, Parliament, Tower Of Power

**KGFJ — LOS ANGELES — Lucky Pierre**  
 #1 — Play That Funky Music — Wild Cherry  
 Hot Line — Sylvers — Capitol  
 Shake Your Rump — Bar-Kays — Mercury  
 Home To Myself — Brenda & The Tabulations — Chocolate City  
 Enjoy Yourself — The Jacksons — Epic  
 15 To 7 — You Should Be — Bee Gees  
 32 To 22 — Disco Duck — Rick Dees  
 33 To 23 — Love Ballad — LTD  
 New LPs — Denise Williams, Labelle

## R&B Crossing To Top 40

1. Just To Be Close To You — Commodores — Motown
2. Rubberband Man — Spinners — Atlantic
3. You Are My Starship — Norman Connors — Buddah
4. Give It Up — Tyrone Davis — Columbia
5. You Don't Have To Be A Star — McCoo & Davis — ABC
6. Anything You Want — John Valenti — Arlola
7. Message In Our Music — O'Jays — Phil. Int'l.
8. Mr. Melody — Natalie Cole — Capitol
9. So Sad The Song — Gladys Knight & The Pips — Buddah
10. Love Ballad — LTD — A&M

## Top 40 Crossing To R&B

1. Disco Duck — Rick Dees — RSO

\*Based On Sales and Radio Activity

**KUTE — LOS ANGELES — Lucky Pierre**  
 #1 LP — Johnny 'Guitar' Watson  
 New LPs — Eddie Kendricks, Ronnie Dyson, Car Wash, Ralph McDonald, Tyrone Davis

**WDIA — MEMPHIS — Max Fortune**  
 #1 — Give It Up — Tyrone Davis  
 You Don't Have To Be A Star — McCoo & Davis — ABC  
 I Wanna Spend My Whole Life — Streetpeople — Vigor  
 Disco Body — Jackie Moore — Kayvette  
 Jump — Aretha Franklin  
 Catfish — Four Tops — ABC  
 21 To 11 — Lean On Me — Melba Moore  
 24 To 17 — Only You Babe — Curtis Mayfield  
 #1 LP — Commodores  
 New LPs — Denise LaSalle

**WWRL — NEW YORK — Sonny Taylor**  
 #1 — Shake Your Booty — K.C. & Sunshine Band  
 Give It Up — Tyrone Davis — Columbia  
 Cherchez La Femme — Savannah Band — RCA  
 Down To Love Town — Originals — Soul  
 People Want Music — Controllers — Juana  
 You Don't Have To Be A Star — McCoo & Davis — ABC  
 So Sad The Song — Gladys Knight — Buddah  
 Disco Body — Jackie Moore — Kayvette  
 If You Can't Beat 'Em — Mark Radice — UA  
 17 To 13 — Just To Be Close To You — Commodores  
 7 To 4 — You Are My Starship — Norman Connors  
 #1 LP — Lou Rawls  
 New LPs — Jimmie Castor, Parliament, Persuaders, Johnny 'Guitar' Watson, Skip Mahoney, Walter Jackson

**WAMO — PITTSBURGH — Mat Leadbetter**  
 #1 — You Are My Starship — Norman Connors  
 Nice & Naasty — Salsoul — Salsoul  
 Sweet Summer Suite — Love Unlimited Orchestra — 20th Century  
 Catfish — Four Tops — ABC  
 #1 LP — Natalie Cole  
 New LPs — Tata Vega, Quincy Jones, Stanley Clarke, Albert King

**WENZ — RICHMOND — Al Scott**  
 #1 — Lean On Me — Melba Moore  
 Disco Duck — Rick Dees — RSO  
 She's Gone — Hall & Oates — Atlantic  
 UnDisco Kidd — Funkadelics — Westbound  
 Carwash — Rose Royce — MCA  
 Finger Fever — Dramatics — ABC  
 Daylight — Vicki Sue Robinson — RCA  
 Bless My Soul — Skip Mahoney — Abet  
 14 To 7 — Rubberband Man — Spinners  
 19 To 9 — Shake Your Rump — Bay-Kays  
 Ex To 11 — Mr. Melody — Natalie Cole  
 #1 LP — Labelle  
 New LPs — Quincy Jones, Staples, Savannah Band, Funkadelics, Aquarian Dream, Jon Lucien, Lloyd Price

**KATZ — ST. LOUIS — Chico Brown**  
 #1 — Lowdown — Boz Scaggs  
 Making Love Ain't No Fun — Ebony — Buddah  
 20 To 15 — Rubberband Man — Spinners  
 29 To 23 — Flowers — Emotions  
 #1 LP — Johnny 'Guitar' Watson  
 New LPs — LTD, Temptations, Staples, Walter Jackson

**XEAX — SAN DIEGO — Bruce Ley**  
 #1 — Play That Funky Music — Wild Cherry  
 You + Me = Love — Undisputed Truth — Whitfield  
 Carwash — Rose Royce — MCA  
 Give It Up — Tyrone Davis — Columbia  
 Hit & Run — Jeannie Reynolds — Casablanca  
 26 To 13 — I'd Rather Be With You — Bootsy Collins  
 13 To 8 — Stand Up And Shout — Gary Toms  
 27 To 20 — Chance With You — Brother To Brother  
 #1 LP — Johnny 'Guitar' Watson  
 New LPs — Walter Jackson, Gato Barbieri, Quincy Jones, Weapons Of Peace

**KSOL — SAN FRANCISCO — J.J. Jeffries**  
 #1 — Play That Funky Music — Wild Cherry  
 Mr. Melody — Natalie Cole — Capitol  
 Queen Of My Soul — AWB — Atlantic  
 Sweet Summer Suite — Love Unlimited Orch. — 20th Century  
 #1 LP — Temptations  
 New LPs — Herbie Hancock, Freddie Hubbard, War

**KYAC — SEATTLE — Robert Scott**  
 #1 — Play That Funky Music — Wild Cherry  
 Comin' — Chocolate Milk — RCA  
 Finger Fever — Dramatics — ABC  
 Shake Your Rump — Bar-Kays — Mercury  
 Best Disco In Town — Ritchie Family — Marlin  
 7 To 3 — Love Ballad — LTD  
 14 To 10 — I'd Rather Be With You — Bootsy Collins  
 18 To 12 — One For The Money — Whispers  
 #1 LP — Chocolate Milk

**WSOK — SAVANNAH — Elliot Nealy**  
 #1 — Just To Be Close To You — Commodores  
 You Don't Have To Be A Star — McCoo & Davis — ABC  
 Sweet Summer Suite — Love Unlimited Orch. — 20th Century  
 Shake Your Rump — Bar-Kays — Mercury  
 Energy To Burn — B.T. Express — Columbia  
 Happy Being Lonely — Chi-Lites — Mercury  
 Nice & Naasty — Salsoul — Salsoul  
 Catfish — Four Tops — ABC  
 Disco Duck — Rick Dees — RSO  
 You Are My Starship — Norman Connors — Buddah  
 Teach Me — Blue Magic — Atco  
 No Way Back — Dells — Mercury  
 13 To 4 — Give It Up — Tyrone Davis  
 16 To 5 — After The Dance — Marvin Gaye  
 22 To 12 — Mr. Melody — Natalie Cole  
 25 To 15 — Hooked — Aretha Franklin  
 #1 LP — O'Jays  
 New LPs — Staples, Eddie Kendricks, Willie Hutch, Weapons Of Peace, Funkadelics

**WTMP — TAMPA — Jerry Walker**  
 #1 — Disco Duck — Rick Dees  
 Disco Body — Jackie Moore — Kayvette  
 I Wanna Spend My Whole Life — Streetpeople — Vigor  
 Underground Music — Peabo Bryson — Bang  
 Teach Me — Blue Magic — Atco  
 Let's Be Young — Jermaine Jackson — Motown  
 No Way Back — Dells — Mercury  
 Just Can't Be That Way — Weapons Of Peace — Playboy  
 That's When It Hurts — Terry Huff — Mainstream  
 Bicentennial Muscle — Washington Jam Band — Leo  
 Shake Your Rump — Bar-Kays  
 Flowers — Emotions  
 Give It Up — Tyrone Davis  
 Jump — Aretha Franklin  
 Baby Hold On — John Edwards  
 #1 LP — AWB  
 New LPs — Tower Of Power, Labelle, Bee Gees, Latimore, Gwen McCrae

**WOL — WASHINGTON, D.C. — Cortez Thompson**  
 #1 — Shake Your Booty — K.C. & Sunshine Band  
 Disco Duck — Rick Dees — RSO  
 Jump — Aretha Franklin — Atlantic  
 Disco Body — Jackie Moore — Kayvette  
 Best Disco In Town — Ritchie Family — Marlin  
 #1 LP — AWB

# CASH BOX COIN MACHINE

## Rowe Hosts Distrib Mtg., Premieres New R-81 Phonos

CHICAGO — Carrying out the theme "The Future Is Now," Rowe International, Inc. held its annual distributor meeting on September 16 and 17 at Marriott's Lincolnshire Resort, which is located near the Chicago area.

A general meeting at 9:30 a.m. Thursday morning (16) got things under way, with Rowe's marketing vice president Jim Newlander at the helm in his familiar role of emcee, his capacity to generate enthusiasm fully intact. After a few words of welcome he acknowledged the presence of two new Rowe distributors, John Trucano of J-Mac Dist. (So. Dakota) and Ken Smith of the new Rowe branch in Southern California.

A very interesting film, recapping the history of America, was presented at this point in the program, following which Rowe president D.J. (Joe) Barton addressed the group, focusing his remarks on the company's very significant progress, both here and abroad over the past several months. Fiscal 1975 reflected a vast improvement over the previous year, he said, and "we are to date running ahead of last year." Barton recently celebrated his second year as president of Rowe.

"The Summit Seeker," a poignant film depicting the zealous efforts of a mountain climber to reach his goal, was presented as a dramatic sales incentive.

Rowe's executive vice president Paul Pellegrino gave a brief talk before Paul Huebsch, general sales manager, presided over the actual unveiling of the new Rowe R-81 phonograph models. The models, concealed up to this point beneath futuristic silver draperies, were dramatically revealed to the accompaniment of the familiar 2001 theme. Shown were the Pulsar Orange, 200-selection, solid state unit, of bright stark design, for the swinging location and the elegantly

subdued Laser Blue, 200-selection solid state, for the more conservative spot.

The R-81 series reflects the "culmination of years of intensive testing," Huebsch said. Several months back Rowe released its first solid state models in limited quantity with resounding success.

The new line met with the enthusiastic approval of attending distributors and guests, which included numerous foreign representatives and a good number of amusement machine factory executives as well as a full turnout of Rowe's U.S. distributors.

Prominent in attendance was Ed Shaffer, president of Shaffer Distributing Co. (Columbus, Ohio), who was called upon to reiterate the high points of his very notable discussion of the phonograph industry. Shaffer has been in the coin machine business for 48 years. "The most stable piece of equipment over the years has been the jukebox," he contends. "Its resale value is far better than anything else in the industry." Addressing himself to the current popularity of game rooms, he said, "I remember 25 years ago when arcades were very popular. Today, with the exception of those located in summer resorts, most have gone out of business. I wonder what the future holds for the game room. I know the jukebox will sustain itself, as it has through the years," he concluded, "since music is the grandfather of them all."

This year's Rowe meeting was a departure in format from previous sessions, as Joe Barton stressed in his opening remarks. The newly premiered phonograph models dominated the proceedings on the first day of the program, which was climaxed by two special workshop sessions. In addition, Rowe premiered new vending product which was the highlight of the Friday morning program.

## 'Juke Box' 4-Pl. Pin. New From Chi. Coin

CHICAGO — Robert Sherwood, director of marketing for Chicago Dynamic Industries, Inc., announced the release of "Juke Box," Chicago Coin's new 4-player flipper game, which is currently available through the company's network of distributors.

"The play incentives that made our Sound Stage 2-player game a real standout have been incorporated into Juke Box," Sherwood said, "and earnings reports from test locations are highly encouraging. One of the many contributing features to the strong appeal of the playfield action and the high score potential is the built-in Pinwheel Spinner. When Spin Targets are hit, the player scores 100 or 1000 points with each revolution of the Spinner. Advance and Change rollover buttons advance bonus to a possible 19,000 points.

"Six Hit Targets, designated A through F serve to further enhance the excitement of play," Sherwood added. "Hitting target A lights the Special button which lights the Special Lane, enabling players to score a replay. Targets A and B in combination light the Extra Lane, awarding the player an extra ball. Targets C and D together change Spinner scoring from 100 to 1000 points and Targets E and F light the Double Bonus Hole which in turn, lights the Double Bonus Indicator."

One hundred point power bumpers and action kickers are also featured on Juke Box, according to Sherwood. Flipper action has been improved, he said, and technical advances now assure a high degree of performance reliability and servicing ease.



A 3-ball game, Juke Box is convertible to 5-ball and available in replay and extra ball models. Play pricing is two plays for a quarter, adjustable to a quarter a play or 3 plays for 2 quarters.

## New Appointments At Philip Moss & Co.

DES MOINES — Phil Moss, president of Philip Moss & Company, announced the appointment of John Nix to the post of vice president of sales for the firm, which is headquartered in Des Moines, with branch offices in Kansas City, Missouri and Omaha, Nebraska.

In making the announcement, Moss acknowledged the impressive background of John Nix who has served in the coin machine industry for more than twenty years on numerous levels, including service and sales as well as independent route operation and managerial factory branch representation.

"We are pleased to welcome John Nix to our executive staff," Moss said, "and feel his broad experience will be a great asset not only to Philip Moss & Company but to all of our customers as well."

Nix and his wife will make their home in Urbandale, Iowa.

Simultaneously announced was the appointment of another prominent coin machine industry veteran, Joe Blend, who was named vice president of branch offices.

"Joe Blend has been a member of the coin machine industry since 1939 and has experience in every phase of the business," Moss said. "He is very well known and highly regarded throughout the area of our present four-state coverage for his expertise with Seeburg products and other lines of coin-operated equipment. We are proud to have him on the Philip Moss & Company team."

Blend and his wife will continue to reside in Omaha, Nebraska where they have maintained their home since 1954.

## New York Tilting Pinball

by Roger C. Sharpe

Maybe it was too much to ask of mature adults, who chose to be motivated by greed and stupidity. In less than three months they have jeopardized what had taken over thirty years to ratify. Indeed, the death knell is sounding for pinball machines in New York City, and it stands as a tragic precedent for the rest of the world. This cultural center of humanity has shown its true colors by flaunting the law unceremoniously. The jury is still out on these actions, but the verdict seems to be apparent.

Operators have managed to play into the legislators' hands by not heeding the decisions handed down in late spring and early summer. How else can one explain the presence of a pinball machine in an unlicensed dime store, or one prominently displayed in an X-rated adult book store? Porn and pinball? Yes, New York has gone beyond the grasp of rational understanding and reason.

The item in *The New York Times* on August 24 was simple enough — 129 Summonses for Pinball Games. The penalties described were clear to even the retarded: \$500 and 15 days in jail for a first offense. But of course, this deterrent proved to be inadequate at best.

By September 10 the facts were made known in the *New York Post*. Irving Holzman, president of the Music and Amusement Association, admitted that 10,000 machines were already in operation. Seemingly, the operators "jumped the gun" just a little bit. The fact that the city had

collected only \$1,150 in license fees for the 23 approved games makes Holzman's figures that much more shocking and ludicrous.

New York was in the process of cutting off its nose to spite its face. Why? Because some people were just a bit too zealous. This was the same argument we heard during the Watergate fiasco, and with pinball it was disappointing to hear it again.

The city's authorities admit that their energies have been wasted trying to curtail the illegal machines, so new action was planned allowing for the possibility of sealing and confiscating unlicensed machines. Also suggested was a crackdown on operators and distributors who sell or rent machines to businesses that haven't obtained their licenses. (La Guardia must have a smile on his face a mile long!)

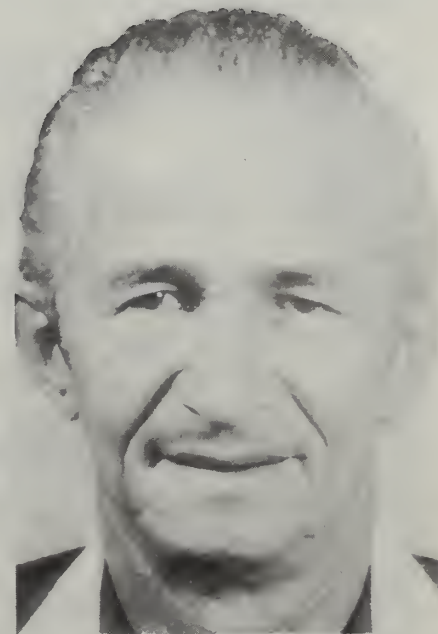
Obviously, I am singularly dismayed by all of this. After working so hard to change the laws and open up New York, I now see the potential of games slipping away right

*continued on pg. 52*

**Newly established Congressional Royalty Commission to review jukebox rate to be set by proposed Copyright Revision Bill but California Representative Danielson notes that bill will require Commission to consider only economic data subsequent to date of bill's enactment. Story on page 7.**



John Nix



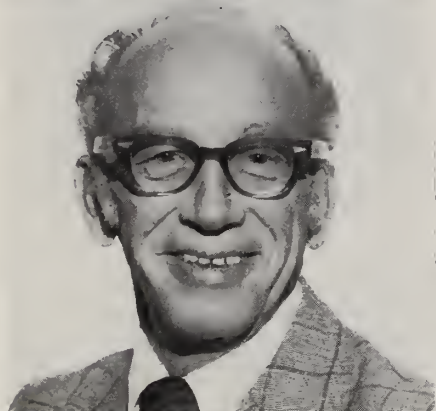
Joe Blend

## Leas New Games Div. Gen'l. Mgr. At Mirco

PHOENIX — Vernon Leas has been named general manager of the Games Division of Mirco Incorporated replacing Richard Raymond who was recently made General manager of Mirco Games GmbH, Neu Isenburg, West Germany.

In his position, Leas will be responsible for the marketing and production of all domestic coin-operated and home amusement products and will work closely with Thomas J. Connors, president of Mirco, Inc.

Leas has several years' experience in the games business, having at one time owned and operated a company which marketed products and services to the coin amusement industry. He also founded a corporation which was established to design, manufacture and market his own patented beverage-dispensing system, which was widely sold to restaurants, clubs and lounges.



Earlier in his career he was associated with Sperry Univac for a period of 18 years during which time he held a number of key positions in the computer area including manager of production engineering, program manager, systems and applications vice president and vice president and general manager of the information services division.

A native of Minnesota, Leas resides in Glendale, Arizona. He is married and has three children.

## State Association Calendar 1976

- October 2-3; Coin Operated Industries of Nebraska, mtg., Ramada Inn, Omaha.
- October 2-3; Wisconsin Music Merchants Assn., annual conv., Holiday Inn, Wausau.
- October 14-16; West Virginia Music & Vending Assn., annual conv., Sheraton Inn, Clarksburg.

## Service Hint: Video Probe

by Fred McCord  
Field Service Engineer, Atari, Inc.

The easiest and also one of the handiest tools used in troubleshooting video games is the video probe. It is with this in mind that I would like to clear up some confusion that exists as to its construction and use.

To build a video probe you need the following:

1. 4.7K (4700 ohms) resistor (1/4 watt)
2. Approximately 30 inches of 24 gauge standard wire
3. A clip such as a small alligator clip or a "Mouser" type such as the POMONA "Grabber" model #3925. These are generally available at electronic supply houses like Radio Shack.

Connect these parts as illustrated in FIG. #1.

You can, of course, hide the resistor in a probe as shown in FIG. #2. These probes (\$1.00) are also usually available at electronic supply houses. There are many documents that tell you to connect this probe to the negative side of the video output capacitor. This is fine except some games do not have video caps on the printed circuit board. What then? On ATARI schematics, edge connector (where PCB is plugged to wiring harness) pins are indicated by a small square with a letter or number inside. For example [K], [20], etc.

NOTE: Very important fact — the letters G, I, O, and Q do not exist in the edge connector alphabet. Remember to skip these letters when counting pins or any edge connector that uses letters.

Now then, on the schematic you will find a signal called VIDEO, VIDEO OUT, or composite VIDEO. Go to the appropriate pin on the edge connector and follow the trace until you come to either a capacitor or a resistor network. If you come to a capacitor, connect your video probe to the other side of it (FIG. #3). If you come to resistors, connect the probe as shown in FIG. #4.

The video probe can be used to look at any video type signals. To generate a picture of a car for example there are many parts that have to be put together logically so a correct car image can appear on the screen at the right location. Detailed troubleshooting with this probe will be a future topic, but remember one point. When looking at video signals you will be displaying information on the monitor of your game. It is helpful to remember that a logic 1 (Hi or 5V) will be a white display and a logic 0 (lo or 0V) will be a dark grey or black display. An excellent reference to be used in conjunction with your video probe is found on pages 2-18 through 2-21 of the Video Game Operator's Handbook (TM-043) available at your local ATARI distributor.

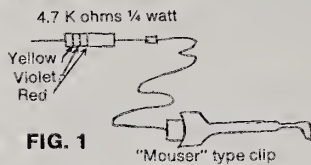


FIG. 1  
"Mouser" type clip

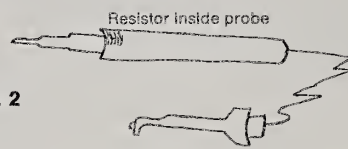


FIG. 2

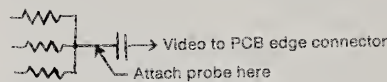


FIG. 3

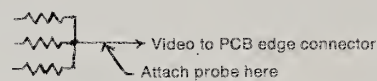


FIG. 4

## Clark Soviet Tour fr 39

past winter was hosted by the Bureau of Education and Cultural Affairs of the U.S. Department of State and the Soviet government. The all-country music troupe toured Riga, Leningrad and Moscow, performing 14 concerts and also taping an unprecedented hour-long special for the Soviet television network.

Roy Clark became the first country music artist ever to headline his own show in the Soviet Union. Clark's show there kicked off the bicentennial year of arts and entertainment for the state department.

Members of the first tour also included the Oak Ridge Boys, an eight-member Grammy Award-winning musical group; Buck Trent, banjoist; and Sugah, a trio of female singers.

A cast lineup to be featured with Clark on the proposed second tour has not yet been announced.

## Harvard Professor fr 12

because it likes records." The third alternative, he feels, is "a combination of the two. Continue with that age group, but follow it up the line."

### Population Changing

The key problem facing the record industry, according to Rebstein, is the previously documented population shift. "The 25-40 group will experience the greatest growth over the 10 year period from 1975-1985."

The question the industry has to answer, he feels, is whether the lifestyle of the current record buyer will change over the next few years, and buyers become non-buyers. "If it does," he believes, "the record industry will have major problems. But it's possible those lifestyles will not change and continue the way they had been."



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## New York Pinball fr 51

before my eyes. It was bad enough that many games were being operated at three-ball for one quarter play, with high score add-a-ball limits; but even this I could accept because it was pinball. However, the taste in my mouth has soured.

The road ahead is painfully clear as a story in the September 14 *New York Post* reported.

"In the wake of disclosures that the city's new pinball law has been widely disregarded, three city councilmen today announced new pinball bills — one punishing violators more severely, one giving the city a piece of the action and one making pinball illegal again."

Now I ask you, which of these alternatives do you think the city will adopt? The first seems too unrealistic to even consider; the second still poses the problem of checking all existing machines; and the last seems the most feasible. Get rid of them! Cleanse the city of the 'unscrupulous purveyors.' So thinks Angelo J. Arculeo, the council minority leader and a Republican from Brooklyn. "There's just no way to enforce licensing of machines and an army of inspectors would be needed to sniff out the many illegalities." He is now calling for repeal of the June 1 law licensing pinball.

An election year does strange things to politicians who see newsworthy stories and issues as building blocks for successful careers. Yes, pinball has chosen a bad time to be put under the magnifying glass. Even councilman Eugene Mastropieri is having second thoughts about what he has unleashed. The disenchanting grow in numbers as many others feel that they have been used and abused.

The Big Apple incident adds fuel to the fire of pinball skeptics and critics all over the world. Alas, it is not the first nor the last time that the operation of pinball machines will be put under scrutiny. And this is not to say that the New York battle is lost. In fact, it is just beginning. Something must be done to right the wrongs that are occurring.

I call on the manufacturers to take out advertisements in New York newspapers deploring and condemning the actions of unlicensed pinball operators. Clear your names in public. Do what you didn't do in the dark days of the late '30s and early '40s. Make your views public, show the populace that you care what happens to your products, and that you're willing to play a role in the regulation of the games. Don't turn your back on New York during this crucial time, for the nation and the world will watch the results of this city and act accordingly in the future. Pinball today is on a precarious precipice, with millions supporting its continuation and many calling for its rapid demise.

You, the industry, hold the balance in your hands controlling which way the pendulum will swing. I implore you not to set a domino theory into operation, where other cities and municipalities follow suit to outlaw pinball. Come out in the open and take the fight to your detractors. The price of advertisements is small compared to the good will you can impart. The forum is ready. The action is in your court. Don't ignore the writing on the wall — change it!!

I make this fervent plea to you, more than willing to aid any endeavor that will prevent the ruination of pinball. I stand ready to serve you in any way that can benefit the cause. I have thrown down the gauntlet to you, please don't turn your backs on it. Rise up! Band together if you must, but do *something*. Save pinball for my adopted city, help weed out the corruptive and destructive element. Ask for stiffer penalties. Guide your games tenderly into this island metropolis; warn your distributors of the impending doom. Mollify the city fathers and legislators. Keep pinball alive! Don't let them pull out the plug . . . ever!

**Gottlieb flipper  
pinballs are worth  
more money now,  
next month and  
for years to come.**

**D. GOTTLIEB & CO.**

## CHICAGO CHATTER

See the new "Juke Box" 4-player flipper just released by Chicago Dynamic Industries!

THE GOOD PEOPLE from Rowe International were in this neck of the woods September 16-17 for the firm's annual distrib. meeting and new product showing in the Marriott Lincolnshire. Affair attracted excellent U.S., as well as foreign, distributor representation plus a good number of reps from the various game factories whose lines are distributed by the Rowe network. The big event certainly put the little known town of Half Day, Illinois, locale of the Lincolnshire, on the map even for some of the local people attending and the resort atmosphere lent itself well to various of the social functions hosted by Rowe during the two-day meet — like an outdoor picnic luncheon on opening day. A poolside cocktail party, however, had to be switched indoors as the evening chill set in — but a good time was had by all, nevertheless. Dinner followed, and afterwards, an entertaining evening at Drury Lane Theater, on premises, to see **Edle Adams** in "Bus Stop." Although this annual Rowe function notably includes much fun and entertainment each year, this one, while abundant in such activities and the customary Rowe hospitality, focused considerably on serious business discussions and some very informative workshops, scheduled alternately so that everyone could benefit.

AT PRESS TIME LAST WEEK, the Williams Electronics Inc. factory was on strike. The situation occurred at 3 p.m. on Wed., Sept. 15 and word of it quickly spread among coin people in attendance at the Rowe meeting. Negotiations began immediately at Williams and **Cash Box** is hopeful that a settlement will be reached by the time this column is in print.

STEVE HECKMYER OF Brunswick's Briarwood Division said the firm's coin-operated line is going great guns in Europe. Among the specific products in demand over there are the "Air Handball," "Air Hockey" and, with the increasing interest in U.S. pocket tables as Steve pointed out, the coin-operated billiard table. He said Brunswick's international representative **Otto Steinharter** will be in Chicago to attend the MOA convention. Steinharter, who covers the entire European market for the firm, was recently honored with a special award for 15 years of service.

BELATED BUT SINCERE birthday wishes to **Gus Tartol** of Singer One Stop For Ops, who celebrated on September 17. The Singer staff threw a big party for him and, since he is one of the most likeable guys in the industry, everyone showed up to help him blow out the candles!

MIDWAY MFG. CO.'s service manager **Andy Ducay**, fresh from a most successful service school sponsored by Betson Enterprises in North Bergen, New Jersey, is finalizing arrangements with **Mark Blum** of United Dist. in Wichita for a 2-day school to be held out there October 15-16. The Betson session, originally arranged for a 50 person limit, drew 67 — so United Dist. is planning ahead for a big turnout!

## EASTERN FLASHES

The recent open house/Seeburg phonograph showing, hosted by **Ron Gold** at the new Cleveland Coin premises in Cleveland, was termed a huge success — and expectedly so! Affair was catered and the guest list ran the gamut from coinbiz customers and friends (many from out of town) to city officials. In addition to premiering the new Seeburg phonograph Ron also showed Automatic Products' new "Snackshop II" vending machine. A day prior to the Cleveland function, Ron held a similarly successful showing, out of his Columbus branch, at the Imperial House North. In the aftermath of the socializing, he told **Cash Box** that Cleveland Coin is enjoying a decided seasonal upswing in business and is currently concentrating on expanding its present leasing program. . . . Appears we have a new TV star in our midst since **Pat Bilotta** (Newark) was approached by Channel 8 in Rochester for an interview. The station's **Wyatt Doremus** and a camera crew shot some good footage at Bilotta's Newark quarters and centered the entire interview on the controversial "Death Race" game from Exidy, which has been the subject of extensive national media coverage. Pat was asked if he thought the game was morbid and he said no, commenting that the objects on the screen are "gremlins and not people" and that he didn't consider the game to be a bad influence. He said that when the segment was actually telecast, Doremus (sporting a Death Race t-shirt) and some Channel 8 staffers were pictured playing the game themselves. Also learned from Pat that he is planning to attend the Wurlitzer showing in Rome — and currently doing well with the CDI "Sound Stage" 2-player pin, Meadows' "Cobra Gunship" and the Ebsco "Vulcan" table. . . . **Jack Shawcross** of Robert Jones Int'l. (Syracuse) happily reports that the latest in a string of successful **Irving Kaye** "Hurricane" foosball tournaments took place a couple of weekends back in Waterloo, N.Y. On the planning board at present is a real biggie to be held in Syracuse sometime in November. Details later. Bally's "Capt. Fantastic" 4-player, Atari's "LeMans" and Midway's "Tornado Baseball" and "Sea Wolf" are among the top sellers at RJI, as Jack indicated.

## MILWAUKEE MENTIONS

THE MILWAUKEE COIN MACHINE OPERATORS ASSOCIATION was scheduled to meet on 9/21/76, according to **Erv Beck**, Mitchell Novelty, Milwaukee. Erv, who is president of the local organization, also informed us that Breakout has been his best money making game lately. Erv will be attending the Wisconsin Music Merchants Association Annual Convention on October 2-3, accompanied by his lovely wife, **Gerl**. Adding to his already busy schedule, he serves on the board of directors of the state association and will be arriving at the convention early to participate at a board meeting and luncheon.

THINGS ARE GOING SMOOTHLY at Pioneer Distributing, Menomonie Falls, these days, according to **Joel Kleiman**, Pioneer's president. The names mentioned by a large number of operators as currently being the best games are the same names Joel cited. . . . LeMans, Breakout, Hit Me. Guess the cash boxes are really clinking on these items.

MR. AND MRS. JIM STANSFIELD (Stansfield Vending, La Crosse) recently hosted **Mr. and Mrs. Erv Beck** (Mitchell Novelty, Milwaukee), **Mr. and Mrs. Red Jacomet** (Red's Novelty, Milwaukee) and **Mr. and Mrs. Clayton Norberg** (C&N Sales, Mankato, Minnesota) for a weekend jaunt on the "Muddy River" in their beautiful houseboat.

LEN ROULIER, the Wisconsin Music Merchants Association executive director, tells us that their annual convention this month at the Holiday Inn, Wausau, will be centered around the "Big Sound" theme. Sessions will place emphasis on sound and the demand for "super" speakers and larger, more sophisticated sound systems. Also scheduled is **Rufus King**, noted Washington attorney and expert on "free play" legislation. There will be a shirtsleeve discussion session which will feature some extremely controversial subject areas, and of course the annual business meeting will be held with election of officers and directors for the coming year. A banquet, entertainment, and a special Disney movie for the kids will top off this year's event.

A COUPLE OF OUR MINNESOTA NEIGHBORS dropped in on Milwaukee recently. **Mr. and Mrs. Hy Sandler**, Sandler Vending, Minneapolis, did the honors. No, Hy wasn't scouting the competition. "Suds City" is the home of a large contingent of Mrs. Sandler's relatives, so a social call is in order several times a year.

## MINNESOTA MUSINGS

SPOKE WITH HY SANDLER, Sandler Vending, Minneapolis. Hy indicates Bally's "Captain Fantastic" is the hottest pin game with their operators right now. Agrees that the weak summer was caused in large part by the heat and the lack of moisture. The fall push has started, though, with a dramatic upturn in business recently.

THE BUDGET COMMITTEE for the Music Operators of Minnesota is busy with 1977 projections and fund raising suggestions. Among the ideas reportedly under preliminary consideration are a magazine, new membership categories, service schools, and adjustment of current revenue producing activities.

CONGRATULATIONS TO the **Norm Pink** family, Advance Music, Minneapolis. Son **David** was Bar Mitzvahed on September 4 in Minneapolis. Word is out that this major event in their lives was a successful and wonderful affair.

ASIDE FROM BUSINESS, WHAT DO OPERATORS AND DISTRIBUTORS IN THE Twin Cities area have in common with each other? They are all within shouting distance of the little suburb of Edina, and that's where the new Miss America hails from. **Dorothy Kathleen Benham**, 20, a five foot 7½ inch, 120 pound blond beauty took the crown at the 9/11/76 pageant in Atlantic City. Very impressive, all you folks from the "Land Of Sky Blue Waters!"

SEA WOLF and pingames are accounting for Martin Music's (Worthington) best action these days, **Martin Kallsen** echoes other operators' sentiments about the slow summer. The primary causes are the heat and the dryness. He indicates that his eastern Iowa locations have been holding up well, though, while western Iowa and Minnesota have succumbed to the lull in activity.

GET YOUR GUN. . . it's time to go ahuntin'! **Dick Hawkins**, D&R novelty, Rochester, is enjoying a 9/29 — 10/20 hunting expedition to Canada and Wyoming. Then it's back to Minnesota just in time to preside over the 10/26/76 M.O.M. board of directors meeting. This will be his second major such meeting since taking over the presidency of the Minnesota Association at the June annual convention. Also heard that **Clayton and Harlow Norberg**, C&N Sales, Mankato, were off to Canada for ducks and geese. Harlow has to make it back for the board meeting, too, since he is the past president and executive officer.

## CALIFORNIA CLIPPINGS

Even with the rain that swept over Miami, the attendance at this year's FAMA convention "was just fantastic" according to Exidy's marketing director **Paul Jacobs**. While speaking with Paul upon his return, we find that "Death Race" and "Basketball" are still hot selling items. **Cash Box** would like to welcome **Phil Brooks** to Exidy's engineering staff.

**Ted Olson**, president of Time Zone Game Center, took time from his busy schedule to talk with **CB**, and we find the success with "Le Mans" and "Break Out" have been phenomenal. Now, with the addition of the new "Captain Fantastic," business couldn't be better.

Upon their return from Miami, Meadows rep **Lila Zinter** and president **Harry Kurek** took time to stop over in the windy city (aka Chicago), and meet with Empire's president **Joe Robbins**. Again, we would like to throw out the welcome mat to **Peter Ullman** for joining Meadows engineering staff. . . . **Pat Karns** of Fun Games informs us that "Race" is "off the ground and doing very well. We also anticipate the release of a new game in the coming month" . . . **Don Edwards** of Circle International has been away from his desk and the California overcast to sunny Phoenix. We expect his return soon.

C.A. Robinson's open house was more than expected for those attending. Among the new and upcoming games shown were Bally's "Captain Fantastic," Atari's "Le Mans" and Meadow's "Cobra Gunship," to name just a few. **Al Bettelman** of C.A. Robinson is in Chicago to help in the preparation for the State of Israel Bond Amusement Machine Industry Dinner, honoring **Bill O'Donnell** on Oct. 25.

Stepping into the limelight with a new "Captain Fantastic" is **Elton John's** writer and composer **Bernie Taupin**. C.A. Robinson also made delivery to **John Reid**, who is Elton's personal manager.

ON THE SINGLES SCENE. Top ten information is provided by **Brad Bramy** of Musical Isle in Emeryville. In the number one position is Elton's "Don't Go Breaking My Heart," followed by "Summer." In the number three position is "Muskrat Love," with "I Only Wanna Be With You" sitting in the number four. "Changin'" number five, "Roxy Roller" number six, "Underground" at number seven, "This One's For You" at number eight, "Disco Duck" at number nine and "Wham Bam" in the tenth position.

## New Adds To Pop Playlist fr 24

Ringo	Gordon Lightfoot	20 To 13 — Bay City Rollers
28 To 22 — Bay City Rollers	*Barry Manilow	21 To 16 — DeVorzon & Botkin
30 To 26 — Kiss	*Boston	25 To 18 — Kiss
<b>FRFC — SAN FRANCISCO</b>	16 To 9 — Bay City Rollers	28 To 17 — Gordon Lightfoot
#1 — Wild Cherry	27 To 18 — Linda Ronstadt	29 To 25 — Linda Ronstadt
Gordon Lightfoot	Ex To 21 — DeVorzon & Botkin	Ex To 24 — Bee Gees
Capt. & Tennille	Ex To 25 — Bee Gees	<b>KSLO — ST. LOUIS</b>
Commodores	<b>KEEL — SHREVEPORT</b>	#1 — Wild Cherry
18 To 7 — Rick Dees	#1 — Chicago	Alice Cooper
23 To 18 — EW&F	Bee Gees	Spinners
26 To 23 — Heart	Little River Band	Capt. & Tennille
27 To 24 — John Valenti	*Jigsaw	Norman Connors
<b>KYA — SAN FRANCISCO</b>	10 To 5 — DeVorzon & Botkin	21 To 16 — John Denver
#1 — Walter Murphy	30 To 23 — Capt. & Tennille	28 To 20 — Rick Dees
*Norman Connors	Ex To 25 — Starbuck	32 To 25 — Flash Cadillac
7 To 3 — Rick Dees	Ex To 26 — Neil Sedaka	36 To 30 — Brothers Johnson
18 To 14 — Peter Frampton	Ex To 27 — Michael Rabin	39 To 34 — Commodores
Ex To 20 — Heart	<b>KJRB — SPOKANE</b>	<b>KXOK — ST. LOUIS</b>
<b>WGA — SAVANNAH</b>	#1 — Cliff Richard	#1 — Walter Murphy
#1 — Rick Dees	*Capt. & Tennille	Linda Ronstadt
Commodores	*Ringo	Capt. & Tennille
DeVorzon & Botkin	*Ambrosia	*Peter Frampton
Ringo	*Boston	10 To 6 — Rick Dees
10 To 6 — Steve Miller	*Little River Band	22 To 12 — Flash Cadillac
14 To 10 — Boz Scaggs	*Stills/Young	23 To 17 — Bay City Rollers
<b>KJR — SEATTLE</b>	*Ted Nugent	<b>KJOY — STOCKTON</b>
#1 — Rick Dees	16 To 11 — Boz Scaggs	#1 — Spinners
*Capt. & Tennille	18 To 13 — Steve Miller	*Gino Vannelli
*Gordon Lightfoot	20 To 14 — DeVorzon & Botkin	*John Valenti
*Ringo	23 To 15 — Kiss	*Steely Dan
*Bee Gees	22 To 16 — Bay City Rollers	*Billy Joel
11 To 7 — Boz Scaggs	27 To 21 — Abba	*Manfred Mann
13 To 9 — Steve Miller	28 To 23 — EW&F	<b>KTAC — TACOMA</b>
17 To 11 — Frampton	Ex To 25 — Bee Gees	#1 — Rick Dees
19 To 13 — Heart	Ex To 28 — Barry Manilow	*Gordon Lightfoot
18 To 14 — Bay City Rollers	Ex To 29 — Peter Frampton	7 To 1 — Rick Dees
20 To 16 — Orleans	<b>KREM — SPOKANE</b>	10 To 4 — Silver
23 To 19 — DeVorzon & Botkin	#1 — Orleans	<b>KAKC — TULSA</b>
24 To 20 — EW&F	*Beach Boys	#1 — Frampton
Ex To 21 — Kiss	*Capt. & Tennille	*Bee Gees
Ex To 24 — Linda Ronstadt	*England Dan & Coley	*Barry Manilow
<b>KING — SEATTLE</b>	*Ted Nugent	
#1 — Chicago	15 To 7 — EW&F	

continued on pg. 55

## COIN MACHINES WANTED

WANT — all makes new and used phonographs, wall boxes, TV games, Air Hockey, pool tables, bumper pool tables, electronic baseball games, electronic games, Kee games, floor models, ST THOMAS COIN SALES INC. 669 Talbot St. St. Thomas Ontario, Canada N5P 1C9. Canada's oldest established distributor since 1927. Phone Vince Barrie. (519) 631-9550. Mail current price list if equipment now available.

WANT — Seeburg AY160, DS160, LPC-1, LPC-480, Electra, Fleetwood, SS160, LS-1, LS-2. We pay cash and pick up our truck unpacked. Pan American Amusements, Inc. 1211 Liberty Ave., Hillside, NJ 07205. (201) 353-5540.

## COIN MACHINES FOR SALE

CONVERSION CARTRIDGES — Play stereo records on Seeburg monaural phonos B thru 201. No adjustments required — just plug in — eliminate sound distortion, needle skidding, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. CA THORP SERVI. 1520 Missouri, Oceanside, Ca 92054.

FOR SALE: Bingos for export only. County Fairs \$800. Roller Derby \$800. Silver Sails \$800. Border Beautys \$800. Can Can \$800. Big Wheels \$700. Magic Rings \$900. Sega Gran National \$600. Chicago Rifle Gallery \$750. Super Shifters \$700. Gran Trak 10s \$900. Sega Moto Champ \$700. Key Twin Racers \$1250. TV Basketball \$700. D&P MUSIC. 1237 Mt Rose Ave. P.O. Box 243. York PA 17403. Phone (717) 848-1846.

50 SEEBURG 100 selection wall boxes \$5.00 each. 50 Seeburg 160 selection wall boxes \$37.50 each. 10,000 used 45 rpm records 15 each. CENTRAL MUSIC CO. P.O. Box 284. 407 E. Ave. D. Killeen, Texas 76541.

FLIPPERS: At all times more than 400 late model Gottlieb, Bally Williams, Chicago, Soanish Mfg. available. Immediate delivery. Call for lists. Pan American Amusements, 1211 Liberty Avenue, Hillside, New Jersey (201) 353-5540.

FOR SALE: COMPLETELY RECONDITIONED — Bally Twin Win (2 pl) \$595, Gottlieb "300" (4 pl) \$845, Midway Ball Park \$695, Playtime \$445, Leader Upright \$445, Leader Lo-Boy \$445, Winner IV \$395, Winner I \$195, Dart Champ \$95. MICKEY ANDERSON, INC., P.O. Box 6369, Erie Pa. 16512. Phone (814) 452-3207.

SEEBURG LPC 150, AMI 200, N 150, Johnson coin sorter & counter 295, Tennis Tourney 200, Electro Dart 100. BROWSER 2009, Mott Ave. Far Rockaway, NY.

NEED EQUIPMENT? We have it. New & used pins, guns, driving games, TVs, shuffles. Over 75 in showroom. COIN MACHINE DISTRIBUTORS INC. 213 Division St. Peekskill, NY 10566 (914) 737-5050.

## 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

## CLASSIFIED AD RATE 25 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$6.25. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$128 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 25¢ per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

## Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

NATIONAL WHITENBURG MODEL 400 FOOD VENDOR I National 21CE candy machine — Vendo Visi-Vend Rowe cigarette machines 20 700 \$175 or 7 for \$1000 — Rowe 20 800 \$295, crating extra Arcade equipment Motor Cycle Funland Pennant Sami, Sea Raider and Dune Buggy, pool tables, pinballs and many other items. VATHIS VENDORS. Call (214) 792-2806, 793-3723 or 792-1810.

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FOR SALE — Silver Sails, Ticker Tapes, Lotta Fans and Stock Markets available. Also Wall Street, Barrel of Fun, Keeney Red Arrows, Sweet Shawnee, Bally Saper Jumbos, and late used Gottlieb flippers. These games are completely shopped. CALL WASSICK NOVELTY (304) 292-3791, Morgantown, W. Va.

FOR SALE: Allied F 114; Speed King; Drag Races; Sport A Balls; Rifle Gallery; Flying Carpet Gun; Hi Lo Ace; Swinger; Odds 'N Evens; Hi Hand; Flying Carpet; Sea Ray; Brunswick Air Hockeys; Pong; Paddle Battle; PMC Aztec Cocktail tables. D&L Distr. Co. Inc. Box 6007, Harrisburg, Pa. 17112. (717) 545-4264.

FOR SALE: Fast Draw \$795, "300's" \$850, Royal Flush \$945, Spirit of '76 \$915, Space Mission \$925, Bow and Arrow \$875, Old Chicago \$845, Wizards \$895, Gold Record \$665, Blue Max \$825, Hollywood \$725, Speed King \$475, Panzer Attack \$595, Chopper (helicopter) \$495, Wheels \$1095, Racer \$1095, Monte Carlo \$325, Super Shifter \$650, Chopper (cycle) \$665, Grand National (Steeplechase game) \$525, Air Attack \$550, Goal 4 \$525, Quiz Show \$995, Anti Aircraft \$725, Flim Flam II \$500, Drop Zone 4 \$475, Ball Park \$625, Winner \$165, Bi Planes \$775, Take Five \$785, Pace Race (unshopped) \$295, Rally \$125, Paddle Ball \$125, Dynamo (rosewood) \$375, Champion \$195, Little Red \$110, Pachinko \$395, Flying Ace (unshopped) \$325, Air Handball \$695, Bumper Pool \$325, Big Shot Rifle \$875, Bio-Rhythm \$550, Fire Chief \$725, Twin Jokers brand new \$465, Bombs Away brand new \$695, Formula K \$690, Tank \$895. NEW ORLEANS NOVELTY CO., 1055 Dryades St., New Orleans, La. 70113. Tel: (504) 529-7321, CABLE NONOVCO.

FOR SALE — One of the largest selections of new & used add-a-balls & arcade machines in the northeast. Call or write for our list. COIN MACHINE DISTRIBUTORS INC. 213 N. Division St. Peekskill, NY 10566 (Westchester Co.) (914) 737-5050.

RECORD BINS FOR SALE: 4 LP wide step-ups \$80 each; 5 LP wide step-ups \$100 each; extra large browser bins \$125 each. Contact: Jack Baker (213) 240-6290.

FOR SALE: MIDWAY Bulls Eye, Golf Champ, ESP, Electro Dart, Wall Games \$150. D&L DISTRIBUTING CO. 6691 Allentown Blvd. Harrisburg, Pa. (717) 545-4264.

FOR SALE: ROCK-OLA 504 WALLBOX \$100; Rock-Ola Receivers, 1725-8-2 1765 1755, 1721 1769 \$65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore. 228-7565.

FOR SALE: We have in stock a great quantity of 5 year old pinball machines. Gottlieb, Write to: SOVODA 51 Rue de Longvic 21300 Chenove, France. telex 350018.

IMMEDIATE DELIVERY — Hollycrane motors, Bally Bingo Control Motors, Bally O.K. Games, Lido Roller Derby, Circus Queen, Bikini, New Sweet Shawnee, New Twin Knight, Used Uprights, New Big Three backlasses. LOWELL ASSOCIATES, P.O. Box 386, Glen Burnie, Md. 21061 (301) 768-3400.

SPECIAL — nostalgic games — collector's items. Make offer for entire lot: Chicago Coin Basketball, Exhibit Mauser Pistol, Bally Big Inning, Chicago Coin Goalee, Scientific Batting Practice, Exhibit Penny Barrels, International Mutoscope Atomic Bomber, International Mutoscope Skill Jump. NEW ORLEANS NOVELTY CO., 1055 Dryades St., New Orleans, La. Tel: (504) 529-7321. Cable: NONOVCO.

FOR SALE — 3,000 weekly records, 100 different 45's \$6.50, foreign \$12; 200, \$16; 25 different EP's \$7.50. AL's, 2249 Cottage Grove, Cleveland Hts., Ohio 44118. Home phone: 321-0175.

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SERVICE SCHOOL FOR GAMES AND MUSIC: Ten week night course teaches practical, theory, schematics. \$575 full price. COMIT 2115 Beverly Blvd. Los Angeles, Ca. 90057. (213) 483-0300.

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 LaGrange, Ga. 30240.

BUSINESS OPPORTUNITY — Sell reconditioned flipper games, guns and arcade equipment, video games and kiddie rides to operators in your area. Weekly list of available equipment and current prices furnished. Call or write for application. CENTRAL DISTRIBUTORS INC. 2315 Olive Street, St. Louis, Missouri 63103/314/3511.

JO-BAR MUSIC PUBLISHING CORPORATION and BAR-JO Records Inc. needs investors and stockholders to re-open music business — Write BAR-JO at 83-45 Vietor Ave., Suite 2B, Elmhurst, NY 11373 or call (212) 898-1628 or 243-5668.

WANTED: ROUTE MECHANIC five years' experience music/games/cigarettes for forty-year-old company, salary open. Send resume to FLORIDA MUSIC COMPANY, 418 Park Place, West Palm Beach, Florida 33401.

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ACE LOCKS KEYS ALIKE. SEND LOCKS AND THE KEY YOU WANT THEM MASTERED TO \$100 each. RANDEL LOCK SERVICE, 61 Rockaway Avenue, Valley Stream, N.Y. 11580. Tel: (516) VA 5-6216. Our 35th year in vending.

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DEEJAYS! Here's top drawer comedy for you! 11,000 one-line gags for radio: only \$10! Unconditionally guaranteed! Catalog of one-liners, funny stories, putdowns, trivia, breaks, and lots more, free on request. Edmund Orrin, 2786-C West Roberts, Fresno, CA 93711.

## RECORDS-MUSIC

FOR SALE — Captain Card \$475; Jungle King \$425; Tropic Fun \$425; Star Action \$495; Sky Lab \$425; Strato Flite (4 pl) \$650; Super Flite (2 pl) \$595; Triple Strike \$575; Big Ben \$695. No crating. Call Ogden Whitbeck (518) 377-2162. MOHAWK SKILL GAMES CO., 67 Swaggertown Road, Scotia, N.Y. 12302.

RARE RECORD SHOPS AND FINDERS: List of 31 United States shops. Up to date list personally compiled. \$2. MACLEAN'S, 312 Belanger St. Houma, La. 70360.

VIDEO TAPING SERVICE — Exclusively serving managers, theatrical agents and entertainers. Why audition in person? Do it on 1/2 video cassette! We tape anywhere in the United States and we can send copies of your tape to agents in New York, Chicago, Miami, Las Vegas, Hollywood, etc. Eastern states call (216) 531-8833; western states call (213) 469-2208. ELECTRONICS CINEMA, Hollywood, Calif.

HOUSE OF OLDIES — We are the world headquarters for out of print LPs and 45s. Also the largest selection 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. NY 10014 (212) 243-0500.

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WANT RECORDS & TAPES: 45s AND LPs surplus returns, overstock cut-outs etc. Call or write Harry Warriner at KNICKERBOCKER MUSIC CO. 453 McLean Ave. Yonkers, New York 10705 (914) GR 6-7778.

INTERNATIONAL COLLECTORS find rare LPs by Byrds, Cher, Everly Brothers, Rick Nelson, Sandy Nelson, Dusty Springfield and others in our special collectors list. \$1.00 incl. airmailing. The fastest and most dependable service in the world. AIRDISC SPECIAL SERVICES, Box 835, Amityville, New York 11701.

OPERATORS — We buy used records not over 1 year old — 10 cents each plus postage. JOHN M. AYLESWORTH & CO. 9701 Central Ave. Garden Grove, Calif. 92644 (714) 537-5939.

KING OF MUSIC RECORDS is looking for masters. Send copies to KING OF MUSIC RECORDS, 806-16th Avenue South, Suite 217, Nashville, Tennessee 37203, or call (615) 242-2023.

FOR SALE: Approx. 20,000 45's from 1966 through 1975. Take all 5 each plus ISC postage. Charles Zierer, P.O. Box 482, Tarpon Springs, Fla. 33589.

OPERATORS — We buy used records right off your jukeboxes on a steady basis. We pay fast. Call Mr. Andrews (516) 822-3733.

## STATION BREAKS fr 22

**Paul Johnson** is new at **WWJO-FM**. Johnson will work 5-9 a.m. shift.

**John Squyres** has been promoted to general sales manager of **K-Earth**, Los Angeles. Squyres will be responsible for both local and national sales.

**Bruce Schwoegler** joins **WBZ**, Boston as regular member of station's afternoon team. Schwoegler will provide weather reports for WBZ weekdays from 4-6 p.m. **Paul Mastrocola** joins WBZ as account executive. Mastrocola comes to the station from *Television Facts*, a weekly television magazine.

**Lee Gray, WKLO**, Louisville PD filling in morning drive for **Bill Love**, who left the station.

**David Carroll**, assistant PD at **WFLI**, Chattanooga, has left to return to school.

**John Long**, former MD at **WAPE**, Jacksonville, has exited that station. No replacement has been named.

**Charlie Coffee** exits **KINT**, El Paso.

**KRKE**, Albuquerque moves to new studios soon with an increase in power to 100,000 watts ERP (effective radiated power) on FM signal.

CBS radio station **WWSW** in Pittsburgh has begun airing CBS Radio Mystery Theatre an hour earlier, at 10:07 p.m., in response to listener requests.

## FM ANALYSIS fr 23

**WRON-FM — NEW ORLEANS — Tom Owens**  
 • Bread & Roses — Judy Collins — Elektra  
 • Joan Armatrading — A&M  
 • Jump On It — Montrose — WB  
 • Boston — Epic  
 • One More From The Road — Lynyrd Skynyrd — MCA  
 • Somewhere I've Never Travelled — Ambrosia — 20th Century  
 • Waking And Dreaming — Orleans — Asylum  
 • Long May You Run — Stills/Young — WB  
 • Hard Rain — Bob Dylan — Columbia  
 • Free Bird — Lynyrd Skynyrd — MCA  
 • The Gist Of The Gemini — Gino Vannelli — A&M

**KREM-FM — SPOKANE, WA. — Jeffrey Peel**  
 • One More From The Road — Lynyrd Skynyrd — MCA  
 • Hard Rain — Bob Dylan — Columbia  
 • Dark Blonde — Torn Jans — Columbia  
 • Troubadour — J.J. Cale — Atlantic  
 • Private Eyes — Tommy Bolin — Nemperor/Atlantic  
 • Let's Stick Together — Bryan Ferry — Atlantic  
 • Men From Earth — Ozark Mtn. Daredevils — A&M  
 • Live At Last! — Tim Weisberg — A&M  
 • Coming Out — Manhattan Transfer — Atlantic  
 • How Late'll Ya Play 'Til — David Bromberg — Fantasy  
 • This is — El Chicano — Shadybrook  
 • Motion — KGB — MCA  
 • End Of The Beginning — Richie Havens — A&M  
 • Hard Rain — Bob Dylan — Columbia  
 • † Hard Rain (entire LP) — Bob Dylan — Columbia  
 • † One More From The Road (entire LP) — Lynyrd Skynyrd — MCA

## Chicago Sets '77 Tour

LOS ANGELES — Chicago's 1977 worldwide tour plans will include Mexico, Puerto Rico, Venezuela, Australia, Philippines, as well as Singapore, Kuala Lumpur, and Europe.

## Sony 3rd Qtr. Sales Reach Record Level

NEW YORK — Sales of Sony Corporation climbed 17 percent to a record \$428.5 million in its fiscal third quarter, ended July 31, from \$365 million in the prior-year period. Earnings for the period leaped 132% to \$37.8 million from \$16.3 million a year earlier. This brought corporate net earnings for the first nine months of the fiscal year compared to \$89 million during the entire 12 months of the preceding fiscal year.

Sony's biggest gains were in audio equipment and video tape recorders. In these product areas, the company's volume increased 25% in the third quarter to \$95.7 million. During the same period, sales of Sony television sets rose 16% to \$167 million, and tape recorder and radio volume surged 9% to \$91.3 million.

## Pop Adds To Radio Station Playlists fr 53

\*Ringo  
 18 To 6 — Rick Dees  
 20 To 15 — Bay City Rollers  
 24 To 14 — Firefall  
 30 To 20 — Steve Miller

**WPGC — WASHINGTON**  
 #1 — Heart  
 Capt. & Tennille  
 Norman Connors  
 \*Spinners  
 7 To 1 — Heart

15 To 8 — Peter Frampton  
 23 To 13 — Steve Miller  
 29 To 20 — Gordon Lightfoot  
**KLEO — WICHITA**  
 #1 — Rick Dees  
 DeVorzon & Botkin

Peter Frampton  
 Kiss  
 11 To 1 — Rick Dees  
 22 To 11 — Steve Miller  
 25 To 19 — Hall & Oates  
 27 To 22 — Linda Ronstadt

30 To 25 — Bay City Rollers  
**WORC — WORCESTER**  
 #1 — Bay City Rollers  
 \*Ringo Starr  
 \*Blue Oyster Cult  
 10 To 5 — Steve Miller  
 13 To 6 — Orleans

## Former WLS Jock Sues Station, 6 Others For \$3 Million fr 22

contract or took an unauthorized vacation." Greenberg was quoted in a September 9 Chicago newspaper article as saying, "He's (Winston) a valuable property, but there was no way I could keep him on the air without worrying about the next time he would disappear."

Attorney Gould told **CB** that his client had suffered "serious repercussions" resulting from that article, which also stated that this was the third time Winston had walked off the air. Gould explained that the articles had led several of Winston's jock acquaintances to believe that he was undependable.

Gould said that Winston's working agreement with WLS and ABC was like an "indentured servitude contract," acknowledging that most of its terminology was "in the form of 'you will do this' or 'you will do that'."

The lawsuit contends that ABC and WLS talked with Lujack prior to Winston's dismissal, conspiring to oust him for the first "slip up" they could pin on him. Winston noted that the "unauthorized vacation" was all WLS needed to make the "conspiracy" a reality. Lujack told **CB**, "The whole thing's ridiculous. You're not really a success in show business until you've had at least one divorce and been sued for at least a million dollars," he laughed.

Hired by WLS only four days after Winston was let go, Lujack had been under contract at WCFL (a station that switched its format from rock to beautiful music several months ago), and it was no secret that WCFL wanted to see Lujack somewhere else since his salary from WCFL's rock days was rumored to have been over a hundred thousand dollars a year.

WCFL GM Lew Witz had been out of town when news of the Winston lawsuit broke in Chicago papers last week but noted, "We're very happy to see Larry get situated with WLS," and called Winston's allegation of civil conspiracy "purely foolish."

When ABC's Rick Sklar was contacted, he indicated that he was totally bewildered by the lawsuit. "I can't imagine what he's talking about," said Sklar, adding that it's his job to consult ABC stations on talent when there is an opening. DeBare could not be reached for comment.

Gould said that papers had been filed with the Circuit Court of Cook County, Illinois as of Tuesday (21), asking for \$1 million dollars for "the way in which Winston was fired," and \$2 million dollars for the alleged "civil conspiracy against Winston by WLS, ABC management, and Larry Lujack." According to Gould, an additional \$250,000 has been asked for "breach of contract" but it is not a part of the

lawsuit he's involved with. "It's a contract dispute that involves the union (American Federation of Television and Radio Artists) and will have to be decided by arbitration," Gould related.

Winston's attorney also said that the case could go to court within six months, depending on the number of other cases before the courts. "We're just going to wait our turn," he noted. Although the main issue to be decided by the courts will be to determine whether Fred Winston was actually conspired against by WLS, ABC management and Lujack, another issue at hand may be whether contracts between WLS-ABC and its employees are fair. In the meantime, defendants wait for legal papers to be served them and Fred Winston waits not only for a decision in the case but another job as well. "I am totally receptive to any and all offers in any market," Winston related to **Cash Box**, adding that he could be reached at (312) 787-0478.

## 3 Plough Stations To Change Format fr 22

dedicated formats for both disco and progressive country. The disco format will be broadcast by WVEE, Atlanta, replacing the former MOR country programming of WPLO-FM. WVEE will use the slogan, "Disco Stereo V-103." WHRK, Memphis will also air the disco format, using the slogan, "Disco Stereo K-97." In Boston, WTTK will be known as TK-101, presenting the progressive country format, replacing the former MOR country programming of WCOP-FM.

The stations will support the October changes with outside media campaigns in their respective markets.

Plough Broadcasting Company, Inc. also operates WPLO-AM, Atlanta; WCAO-AM and WCAO-FM, Baltimore; WCOP-AM, Boston; WJJD-AM and WJJD-FM, Chicago; WMPS-AM, Memphis; WSUN-AM, St. Petersburg; and WQXM-FM, Clearwater, Florida.

## Secondary Adds fr 28

**WLCY — TAMPA, FLA.**  
 #1 — Rick Dees  
 Shower The People — James Taylor — WB  
 Muskrat Love — Captain & Tennille — A&M  
 Long Way There — Little River Band — Harvest  
 Beth — Kiss — Casablanca  
 28 To 22 — Rock'n Me — Steve Miller  
 27 To 21 — Getaway — EW&F  
 22 To 15 — I Only Want — Bay City Rollers  
 20 To 14 — Edmund Fitzgerald — Gordon Lightfoot  
 16 To 12 — She's Gone — Hall & Oates  
 15 To 9 — Lowdown — Boz Scaggs

**KEWI — TOPEKA, KAN.**  
 #1 — Rick Dees  
 \*Muskrat Love — Captain & Tennille — A&M  
 \*Nadia's Theme — Perry Botkin Jr. — A&M  
 \*You Are The Woman — Firefall — Atlantic  
 \*Love So Right — Bee Gees — RSO  
 \*I Got To Know — Starbuck  
 12 To 6 — If You Leave — Chicago  
 23 To 17 — She's Gone — Hall & Oates  
 24 To 18 — I Only Want — Bay City Rollers  
 30 To 22 — Wham Bam — Silver  
 Ex To 29 — Do You Feel — Peter Frampton  
 Ex To 30 — Beth — Kiss

**WTRY — TROY, N.Y.**  
 #1 — Rick Dees  
 \*Edmund Fitzgerald — Gordon Lightfoot — Reprise  
 \*Best Disco — Ritchie Family — Marlin  
 \*Dose Of Rock 'N' Roll — Ringo — Atlantic  
 10 To 1 — Disco Duck — Rick Dees  
 16 To 11 — Magic Man — Heart  
 21 To 17 — It's O.K. — Beach Boys  
 24 To 19 — That'll Be The Day — Linda Ronstadt  
 27 To 22 — Sunrise — Eric Carmen  
 28 To 24 — Beth — Kiss  
 Ex To 23 — Get The Funk — Brothers Johnson  
 Ex To 29 — This One's For You — Barry Manilow  
 Ex To 30 — Love So Right — Bee Gees  
 Ex To 34 — Like A Sad Song — John Denver  
 Ex To 35 — Nadia's Theme — Perry Botkin Jr.

**98Q — VIDALIA, GA.**  
 #1 — Wild Cherry  
 \*Muskrat Love — Captain & Tennille — A&M  
 \*Tonight's The Night — Rod Stewart — WB  
 \*Nadia's Theme — Perry Botkin Jr. — A&M  
 \*Rubberband Man — Spinners — Atlantic  
 12 To 6 — Do You Feel — Peter Frampton  
 14 To 7 — Get The Funk — Brothers Johnson  
 18 To 11 — Did You Boogie — Flash Cadillac  
 21 To 12 — Beth — Kiss  
 23 To 13 — That'll Be The Day — Linda Ronstadt  
 30 To 22 — I Got To Know — Starbuck  
 37 To 31 — I Only Want — Bay City Rollers  
 Ex To 18 — Just To Be — Commodores  
 Ex To 34 — Brand New Love Affair — Jigsaw  
 Ex To 37 — You Are My Starship — Norman Connors  
 Ex To 38 — End Is Not — Amazing Rhythmic Aces  
 Ex To 39 — Love So Right — Bee Gees

**WAIR — WINSTON/SALEM, N.C.**  
 #1 — Boz Scaggs  
 \*Just To Be — Commodores — Motown  
 13 To 9 — Rock'n Me — Steve Miller  
 23 To 17 — Rose Of Cimarron — Poco

**WKWK — WHEELING, W.V.**  
 #1 — Cliff Richard  
 \*Whenever I'm Away — John Travolta — Midland  
 \*Jeans On — David Dundas — Chrysalis  
 \*Rubberband Man — Spinners — Atlantic  
 22 To 13 — Getaway — EW&F  
 20 To 15 — Magic Man — Heart  
 29 To 24 — Muskrat Love — Captain & Tennille  
 30 To 25 — Edmund Fitzgerald — Gordon Lightfoot

**WHOT — YOUNGSTOWN, OHIO**  
 #1 — Chicago  
 That'll Be The Day — Linda Ronstadt — Asylum  
 Sunrise — Eric Carmen — Arista  
 Muskrat Love — Captain & Tennille — A&M  
 Love So Right — Bee Gees — RSO  
 Nadia's Theme — Perry Botkin Jr. — A&M  
 Luigi For President — Paisano Quartet  
 \*This One's For You — Barry Manilow — Arista

# Miami Chain Offers Lowest Price On Beatles fr 37

It is apparent that Jimmy's is becoming an increasingly potent factor in the New York market in light of the fact that the chain has expanded recently to 10 stores and is

now advertising alongside Korvettes and Goody in the Sunday Times. However, Levy at least is not feeling any increased pressure as a result. "We're not feeling

anything from them (Jimmy's) yet. We're not as competitive with them in terms of location, as say, Korvettes and King Karol. Maybe Korvettes (with its increasing num-

ber of specials) is attempting to drive the low-bidders out of business. But that's not my feeling. Let 'em live. I'll run my own business."

## Retail LP Selling Prices

**Atlanta:** At Franklin Music (13 locations), Columbia classical sale with these features: any Columbia Masterworks release for \$4.19/\$5.40 tape; Odyssey LPs (\$3.98 list) for \$2.39; Michael Tilson Thomas' version of Gershwin's "Rhapsody In Blue" (\$5.98 list) for \$2.99/\$3.99 tape; four LPs, including Lazar Berman's recording of Beethoven's "Apostrophata" sonata, for \$3.99; Bernstein recording of Berlioz's "Requiem" (2-LP set) for \$7.98; and "every LP & tape in our entire inventory" (excluding above sale items) for \$4.78/\$5.80 tape. (*Sunday Atlanta Journal and Constitution*).

**Baltimore:** At Record and Tape Collector (5 locations), full-page ad with the following features: 27 releases, including newest releases by Bob Dylan, Diana Ross, BTO, Steve Miller, Bee Gees, Labelle and the Commodores, for \$3.94/\$5.69 tape; "The Originals" by Kiss (3-LP set) for \$7.88; latest release by Quincy Jones (2-LP set) for \$5.19/\$6.49 tape; all DG classical releases for \$5.19/\$5.69 tape (any three LPs for \$15); and London Treasury classical releases (\$3.98 list) for \$2.48 per LP (any three for \$6.). At Korvettes (4), multi-label sale (including CBS, A&M, ABC, Motown, for \$3.97/\$5.69; newest release by Bob Dylan for \$3.64/\$5.69 tape and Dylan's "Blonde On Blonde" (2-LP set) for \$5.88; latest release by Quincy Jones (2-LP set) for \$3.97; and six albums on Motown, including newest LPs by Jermaine Jackson, the Commodores and Diana Ross, for \$3.67. At Recordmasters (3), full-page ad promoting the following releases for \$3.99/\$5.79 tape: 12 releases on Atlantic, Warner Bros. and Nipper, including the most recent releases by Abba, Montrose, the Jimmy Castor Bunch, Manfred Mann and Arlo Guthrie; five Columbia releases, including Boston's debut LP and the newest releases by Bob Dylan and Boz Scaggs; four A&M releases, including the latest releases by Gino Vannelli, Richie Havens and Quincy Jones (2-LP set); four ABC releases, including the latest release by Crosby/Nash and John Handy; newest release by the Bee Gees (Polydor); the newest release by Barry Manilow (Arista); the debut release by Michael Henderson and "Aquarian Dream" by Norman Connors (Buddah); and all Angel classical releases (per LP). Also at Recordmasters, all Seraphim albums (\$3.98 list) for \$2.59 per LP (any six for \$14); and all DG classical releases (\$7.98 list) for \$5.19 per LP (any four for \$20). At Drug Fair, 10 "top" releases, including newest releases by War, Boz Scaggs, Neil Diamond, Helen Reddy and Diana Ross, for \$4.88/\$5.88 tape each. (*Sunday Baltimore Sun*).

**Boston:** At Lechmere (4 locations), full-page ad offering a free "top-ten 45" to "the first 100 customers in each of our stores" and an LP sale with these features: 20 releases on Capitol, including newest releases by The Band, Steve Miller, Helen Reddy and Wings, as well as catalog LPs by Wings, Ringo and John Lennon, for \$3.66 each; eight releases by the Beatles (pre-"Rubber Soul") for \$3.70 each; seven additional releases by the Beatles (from "Rubber Soul" on) for \$3.90 each; the Beatles' "White" album (2-LP set) and George Harrison's "All Things Must Pass" (3 LP set) for \$7.32 each; "The Beatles/1967-1970" (2-LP set) for \$5.76; eight releases on Arista, including Eric Carmen's debut LP, the Bay City Rollers' latest release and Barry Manilow's catalog, for \$3.66 per LP; five RCA releases, including the latest album by John Denver and David Bowie, for \$3.66; Holst's "The Planets" (\$4.98 list on RCA) for \$2.88; and four releases from RCA's "Legendary Performers Series" for \$4.41 each. At Jordan Marsh stores (26), 2-LP sets on MCA, including "The Best Of" the Andrews Sisters, Billy Holiday & Ella Fitzgerald, Lawrence Welk Poikas, Bert Kaempfert and Bing Crosby, for \$4.99 each. (*Boston Sunday Globe*).

**Chicago:** At Korvettes (6 locations), same ad with the identical features and prices that appeared in Baltimore. At Robert Hall, assorted cutouts for \$1.99. Tattoo/RCA Records tie-in of the original soundtrack to the motion picture "The Omen." (*Sunday Chicago Tribune*).

**Cleveland:** At May Co. stores, assorted children's albums for \$1.49 (four LPs for \$5.00). London Phase 4 Stereo tie-in of the original soundtrack to the motion picture "Obsession." (*Cleveland Plain Dealer*, September 17 and 19).

**Dallas:** At Thomas & Hart (4 locations), all RCA releases for \$3.88/\$4.98 tape. London Phase 4 Stereo tie-in of the original soundtrack to the motion picture "Obsession." (*Dallas Morning News*, September 17 and 19, and *Sunday Dallas Times Herald*).

**Denver:** At Budget Tapes & Records (16 locations), Bay City Rollers catalog with no prices listed, and the debut release by Silver (Arista) for \$3.94/\$4.99 tape. Latest LP by Barry Manilow for \$3.99 at The Malt Shop, King Bee, Underground Records, Music Disc, Folk Lore Center, Mayfair Records, Blue Spruce, Rocky Mountain Records, Melodie Records, Music Doctor, Rainbow House and Mushroom Monday. (*Sunday Denver Post*).

**Detroit:** At Korvettes (5 locations), same ad with the identical features and prices that appeared in Baltimore and Chicago. The debut album by Starz (Capitol) advertised as available at Record Mart stores, Record Rack, Stereo City stores, Marty's Records, Discount Records, Livonia Records & Tapes, Plymouth Records & Tapes, Troy Records & Tapes, Records 'R' Us, Detroit Audio, Harmony House stores, Dearborn Music, Music Saloon, Korvettes, Michy Shorr's, Record Breaker, Full Moon Records and Bad Records, with no prices listed, tied to upcoming area concert appearance. (*Sunday Detroit News*).

**Houston:** At Sage (3 locations), the Bay City Rollers' catalog (Arista) and the newest LP by Barry Manilow for \$3.99. (*Sunday Houston Chronicle*).

**Los Angeles:** At The Warehouse (35 locations), the following features over five full page ads promoting the newest release by Bob Dylan for \$3.88/\$4.88 tape; full-page ad promoting two other Dylan releases ("Blood On The Tracks" and "Desire") for \$3.88/\$4.88 tape and "Blonde On Blonde" (2-LP set) for \$5.98/\$6.18 tape; full-page ad promoting six releases by Diana Ross, including her "Greatest Hits," for \$3.88/\$4.88 tape each; all MCA releases for \$3.88/\$4.88 tape; the most recent release by Lynyrd Skynyrd and the soundtrack to the motion picture "Car Wash" (both 2-LP sets) for \$4.88/\$6.18 tape each; "Hot August Night" by Neil Diamond (2-LP set) for \$5.98/\$6.78 tape; and tie-in of 13 Elton John albums (no prices listed) to the "Elton John Fantastic Pinball Contest" (giving away two pinball machines as part of an in-store promotion with a radio station). At J.C. Penney (21), full-page ad promoting the newest release by Neil Diamond for \$4.44/\$5.44 tape tied to current area concert appearance. At Music Plus (14), four War releases on UA, including the group's latest release, for \$3.69/\$4.99 tape, and "War Live!" (2-LP set) for \$5.29. At Sav-on Drug Stores, six releases by John Denver, including his newest release, for \$3.88/\$4.88 tape each. At Licorice Pizza (18), the Bay City Rollers' catalog for \$3.77/\$4.99 tape. Full-page ad promoting upcoming area concert appearance of the Eagles tied to the

Eagles' catalog with no store tie-ins. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." Tattoo/RCA Records tie-in of the original soundtrack to the motion picture "The Omen." MCA Records tie-in of the original soundtrack to the motion picture "Gable and Lombard." London Phase 4 Stereo tie-in of the original soundtrack to the motion picture "Obsession." 20th Century Records tie-in of the original soundtrack to the motion picture "The Pom Pom Girls." *Sunday Los Angeles Times* Calendar section).

**Miami:** At Gold Triangle (5 locations), 24 "top-of-the-chart hits," including "Frampton Comes Alive" (2-LP set), the Beatles' "Rock 'N' Roll Music" (2-LP set), newest releases by Diamond, Linda Ronstadt, John Denver, Rod Stewart and John Handy, for \$3.99/\$4.99 tape each. (*Sunday Miami Herald*).

**Minneapolis:** No ads in the *Sunday Minneapolis Tribune*.

**New Orleans:** At Robert Hall, assorted cutouts for \$1.99. Tattoo/RCA Records tie-in of the original soundtrack to the motion picture "The Omen." (*Sunday New Orleans Times-Picayune*).

**New York:** At Sam Goody (27 locations), multi-label sale (including RCA and CBS) with the following features: any RCA Red Seal release for \$4.24; any RCA Victrola (\$3.98 list) or Gold Seal (\$4.98 list) classical LP for \$2.59, and any CBS release for \$4.24/\$5.99 tape; the newest release by David Bromberg (\$9.98 list for 2-LP set) for \$4.84; "Go" by Yamashita/Winwood/Shrieve and "Automatic Man" for \$4.24 per LP; three Fantasy LPs, including the latest Tommy James LP, for \$4.24 each, 41 2-LP sets (\$7.98 list) on MCA for \$4.84/\$6.99 tape each; "Verdi Opera Choruses" (\$7.98 list) for \$4.84; Verdi's "Macbeth" (\$16.77 list for 3-LP set) for \$14.52; ten "Picks of the Week," including the newest releases by War, BTO, Steve Miller, Fleetwood Mac and Dr. Buzzard's Original Savannah Band, for \$3.59 each; 95 Seraphim classical albums (\$3.98 list) for \$2.59 per LP; "Children of the World" by the Bee Gees for \$3.99; five 3-LP opera sets of RCA, including "Il Trovatore," "Aida," and "Samson & Delilah," for \$12.72 each (\$20.98 list); three 2-LP opera sets on RCA, including "Tosca" and "Pagliacci," for \$8.48 each (\$13.98 list); two one-disc opera releases on RCA for \$4.24 each; recording of Caruso performances (\$7.98 list) for \$4.84; 4-LP set of Verdi's "I Vespri Siciliani" (\$27.98 list) for \$16.96 and Holst's "The Planets" (\$4.98 list) for \$3.99. At Korvettes (30), full-page ad promoting three releases by Bob Dylan, including his latest release, for \$3.97/\$5.69 tape each and "Blonde On Blonde" (2-LP set) for \$5.88/\$6.99 tape; multi-label sale (including CBS, A&M, ABC, Motown for \$3.97/\$4.99 tape); ten "super-specials," including the most recent LPs by Crosby/Nash, John Handy, Wild Cherry, Tavares and Norman Connors, for \$2.99 each; DG & Philips classical imports (\$7.98 list) for \$4.64 per LP; four releases on A&M, including newest releases by Gino Vannelli and Richie Havens, for \$3.69/\$5.69 tape each and a 2-LP set by Quincy Jones (\$7.98 list) for \$3.97; Bay City Rollers catalog, including the group's newest release, for \$3.97; debut release by April Wine (London) for \$3.97/\$5.69 tape; all Columbia Masterworks releases for \$3.97 per LP; 15 2-LP Columbia Masterworks for \$3.97 each; all Odyssey classical releases (\$3.98 list) for \$2.39 each; the Michael Tilson Thomas recording of Gershwin's "Rhapsody In Blue" (\$5.98 list) for \$2.99; Bernstein's version of the Berlioz "Requiem" (\$12.98 list) for \$7.94; four LPs by Joan Baez for \$3.97 each and two 2-LP sets by Baez for \$4.47 each. At Jimmy's Music World (10), 14 LPs, including the most recent albums by Jefferson Starship, John Denver, the Bee Gees, Walter Murphy and Barry Manilow for \$2.99 each. (*Sunday New York Times*).

**Philadelphia:** At Sam Goody (10 locations), the following features: all CBS releases for \$4.24/\$5.99 tape; the newest release by the Bee Gees for \$3.99/\$5.49 tape; "Kiss Alive!" (2-LP set) for \$4.69 and "The Originals" by Kiss (3-LP set) for \$7.99; two Oasis releases, including Donna Summer's "A Love Trilogy," for \$3.99/\$5.49 tape; latest release by Bob Dylan for \$3.99/\$5.49; the Michael Tilson Thomas version of Gershwin's "Rhapsody In Blue" (\$5.98 list on Columbia) for \$2.99/\$4.49; newest releases by Quincy Jones and Peter Frampton (both 2-LP sets) for \$4.69/\$7.69 each, and three other A&M releases, including Gino Vannelli's latest release, for \$3.99/\$5.49 tape each; debut release by Dr. Buzzard's Original Savannah Band for \$3.99/\$5.49; and 95 Seraphim classical releases (\$3.98 list) for \$2.59 per LP. At Korvettes (5), same ad that appeared in Baltimore, Chicago and Detroit, with these exceptions: no Dylan albums are mentioned; the same four A&M releases are for \$3.64 instead of \$3.67; and there are two additional albums (MCA), the newest releases by Cliff Richard and Grand Funk Railroad, for \$3.64 each. At Wee Three (8), 20 releases, including the most recent releases by Boz Scaggs, Judy Collins, Linda Ronstadt, The Band, Helen Reddy, Crosby/Nash, Jefferson Starship and John Denver, for \$3.99/\$5.79 each. (*Sunday Philadelphia Inquirer*).

**Pittsburgh:** At Sears (17 locations), 142 releases on Columbia, including catalog releases by Lynn Anderson, Johnny Cash, Earl Scruggs, Eric Anderson, Firesign Theatre, Boz Scaggs, Tony Bennett, Robert Goulet and Peter Nero, for \$2.88/\$4.88 tape (list \$5.98/\$6.98 tape). (*Sunday Pittsburgh Press*).

**St. Louis:** At Venture (10 locations), "top sellers," including the most recent releases by Judy Collins, Wild Cherry, Lou Rawls, John Denver and The Band, for \$3.98/\$4.98 tape each and all singles for 77¢ each. Announcement of upcoming area concert appearance by Starz (Capitol), with tie-in to the group's debut album. (*Sunday St. Louis Post-Dispatch*).

**San Francisco:** At The Warehouse (24 locations), the following features: all MCA releases for \$3.88/\$4.88 tape; most recent release by Lynyrd Skynyrd and the soundtrack to the motion picture "Car Wash" (both 2-LP sets) for \$4.88/\$6.18 tape each; and "Hot August Night" by Neil Diamond (2-LP set) for \$5.98/\$6.78 tape. At Tower Records (3), Angel recordings of operas and other vocal works, featuring Beverly Sills and Sherrill Milnes, for \$3.88 per LP, tied to upcoming appearance of the two singers at one of Tower's area stores. At Odyssey Records (5), newest release by Barry Manilow for \$3.77. (*San Francisco Examiner & Chronicle*, Datebook/This World.)

**Seattle:** At Music Street (2 locations) and Wide World of Music, newest release by Barry Manilow for \$3.99/\$4.99 tape. (*Sunday Seattle Times*).

**Washington:** At Korvettes (5 locations), same ad that appeared in Chicago, Baltimore and Detroit with the identical features and prices. At Waxie Maxie's (13), the newest release by Quincy Jones (2-LP set) for \$3.99/\$6.49 tape and two other A&M releases for \$3.99/\$5.79 tape each. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Sunday Washington Post*)

*Note: All information in the above list gathered from September 19 editions unless otherwise indicated.*



## Maple Communications Rift

OTTAWA — Communication groups are becoming increasingly aggravated by Canadian Radio and Television Commission and Telecommunication Commission rulings to the point where a new battle is looming on the horizon between TV cable operators and the governmental body.

Canadian Cable Television Association (CCTA) president Michael Hind-Smith is protesting the CRTC's order for removal of U.S. FM broadcasting service carried by domestic cable operators and has announced intentions to fight the association's cause, if necessary, in court.

The CCTA holds that the move would constitute an infringement — unwarranted removal of service to which cable subscribers have become accustomed. According to Smith, the number of people deprived of the service would be small, and their listening to U.S. FM cable could not represent an economic threat to the development of domestic FM broadcasting services.

The CRTC feels that by total removal of the U.S. service, Canadian listeners will be

forced to listen to domestic FM, thus increasing station listenership and ad rates.

At present the CCTA is seeking a legal opinion on the CRTC's order and has endorsed a petition to the federal government issued by four British Columbia cablevision companies urging a review of the CRTC decision and a reinstatement of U.S. stations on cable.

## EMI Budget TV Christmas Promo

LONDON — EMI's budget company Music for Pleasure will be buying TV and radio time as part of its Christmas season selling campaign. TV promotion will begin on October 18 in key regions of the independent TV network and radio spots will be taken in early November.

## A&M Has Canada Stopping, Looking, Listening To Disks

by David Farrell

TORONTO — Since A&M Records opened its doors as an independent operation in Canada in 1970, its sales have skyrocketed. With the increased turnover the company has flourished, literally shattering certain record industry preconceptions about the Canadian domestic record buying market.

According to Gerry Lacoursiere, vice president and general manager for A&M Canada, sales for the eleven months ending September 1976 are up 57.7% compared against an overall industry gain of ten percent. The A&M sales record is nothing short of phenomenal, with 17 gold albums earned, three from Canadian signings Gino Vannelli and Valdy.

### Big Gains

In a **CB** interview with Lacoursiere shortly before the official opening of the newly-renovated A&M head office in Toronto, the vp summarized the past year's success with news that sales for the month of November 1975 exceeded total sales in the first year of operation. Branches in Toronto, Montreal and Calgary have all increased business by a whopping one-million dollars with the most recent expansion in Calgary more than doubling projected sales in the first year to a total of \$3.7 million.

### Hard Line

Since opening its own office in Canada, A&M, under the direction of Lacoursiere, has taken a hard line on a number of controversial issues. Most notably, the sales of deletes and year-end warehouse stock. Presently the only company in Canada flatly rejecting to sell off overruns and deletes, it was this precedent set by A&M in Canada that led A&M Records of the U.S. to adopt the same as company policy. In another precedent, A&M Canada took a hard line on cooperative advertising, refusing to enter into agreements with retailers who wished to advertise A&M product at discount rates. Why they asked should a record company endorse retailers who wish to sell product below wholesale prices? Several other companies have since embraced this as part of their company policy.

Before A&M, the prospect of breaking foreign acts on Canadian soil was practically unheard of. Turning the tide, the label came up with Miguel Rios' "Song Of Joy," Nazareth, Supertramp and more recently Styx — all proving Canada to be hot touring ground with per-capita album sales considerably higher than anywhere else in the world. For Nazareth, the single "Love Hurts" has broken all previous single sales records for the company with total unit sales in the region of 150,000 net, and catalog sales on the brink of one million units.

### Cracking The Market

At present the company is trying to crack Irish folkist Chris de Burgh. The process started in early June when his album, "Spanish Trains" started showing brisk sales in two Montreal retail outlets. Computerized operation recognized the turnover and other Montreal accounts were tipped about the interest. Slowly building a base in order to launch a full-scale promotion, the next step was to persuade CHOM-FM in Montreal that an underground current was tied into the artist. When the station started spinning select cuts in that city, sales more than doubled. Then, de Burgh was brought into Canada for a promotional tour. Toronto was the next city to get excited, then Winnipeg and finally, as the ball started to roll nationally, de Burgh was set for a tour with Canadian heavyweight Gino Vannelli.

At present, A&M is working sales and promo teams on Nazareth and Styx, both of whom are touring, as is Vannelli (his first, nationally). A launching is also in the works for the first LP release by former California musician (now Canadian resident) Timo Laine who is working under the name of Symphonic Slam. A priority release, the label has supported Slam with teaser ads in Canadian trade papers, phone and in-person interviews with major FM and AM/FM oriented stations across the country, in addition to using a flying ad banner over the Canadian National Exhibition grounds.

### Future

As to the future, national sales manager Joe Summers put it to his staffers in a fall campaign paper: "Last year is now history, today is for keep planning, tomorrow is for doing. Let's do it!"

The slogan for the fall campaign is "Stop, Look, Listen: We've stopped and analyzed where we've been . . . We've looked to where we're going . . . We've listened to what we have. Let's go!"

## Crown Reaches Goal; Raises Target By 20%

TOKYO — Crown Record Co. (president Masanori Ito) has held a branch manager's conference at its main-office in Tokyo to confirm the sales results for the first half of the 1976 fiscal year and to set a sales target for the second term.

Crown achieved its sales-target of 3,600,000,000 yen (\$12,000,000) for the first half of its fiscal '76 year (Mar. 21, 1976 to Sept. 20, 1976). A goal for the second term (Sept. 21, 1976 to Mar. 20, 1977) has been set at 20%.

For the first half, records accounted for 80% of sales and tape brought in the remaining 20%. "Sasayakana Konojinseyi" (Kaze), "Koosetsu In Budokan" and other new musics were prime contributors to the increase of sales. During the second term the company will attack its target through full mobilization of famous domestic artists including Saburo Kitajima, Akira Kobayashi, Midori Sasa and Yamada Panda.

## WEA Christens German Pressing & Tape Facility

ALSDORF, GERMANY — WEA International, led by president Nesuhi Ertegun and executive vp Phil Rose, along with managing director of WEA Musik GmbH Siegfried Loch, officially dedicated Warner Communications' first European pressing plant Sept. 3, 1976.

Records Service in Alsdorf, an affiliate of WEA Musik GmbH in Hamburg, is managed by F.C. Coch. The plant, located at the geographic center of the Common Market, is situated near the Dutch, French, Italian and English borders, facilitating the pressing and distribution of WEA product on the European continent.

The Alsdorf facility began operating in February of this year, and the first gold single was awarded in April for the Bellamy Brothers' "Let Your Love Flow" on Warner Bros. The plant is presently pressing 35,000 LPs and 25,000 singles daily, and will soon go into cassette production. Plans for the Alsdorf facility to double pressing capacity are projected for 1977 if the company continues to grow at the present rate. RCA Records in Germany has signed a contract with WEA International to have its records pressed in Alsdorf.

Present at the ceremony were Alsdorf Mayor Kuepper and town councilman Pohlman along with WEA Musik GmbH personnel Klaus Ollman, finance and systems; Juergen Otterstein, director of A&R; and Killy Kumberger, label manager.

## Blyth, Ginty Transatlantic Label Managers

LONDON — Transatlantic Records has named two label managers to coordinate activity in product marketing, press, promotion and sales. They are Barbara Blyth, who rejoins Transatlantic after a stint with Riverside Studios, and Lee Ginty, who was previously with Island Records as distribution manager and production manager.

He will handle the Transatlantic, Xtra, Granada, Improv and Chipping Norton labels, and Barbara Blyth will be responsible for specialist product on Nonesuch, Unicorn, Milestone, Black Lion, Leader and Trailer. Both label execs will report to general manager Jack Boyce.

## Brazil Ferments With New Sound, Tax Incentives

RIO DE JANEIRO — Orquestra Serenata Tropical (Tropical Serenade Orchestra), an internationally-known group, is recording a new LP for release here during the second half of October. A new concept of Latin beat will be presented — modern arrangements including strings, brass, flutes, voices and a cocktail-style rhythm section mixing salsa-soul, hustle, hustle and samba elements — with the main idea of hitting the international market, especially the U.S. and Latin American territories. The "Orquestra" — a CBS exclusive — has sold more than two million albums around the world. Repertoire includes Brazilian evergreens ("Brazil," "Bahia," "The Girl From Ipanema," "Orpheus Song") and new material.

Sales tax deductions are among the incentives the government is offering local production as a solution toward the

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## First In Canada, Sam Adds Nine Chain Outlets

TORONTO — Nine new Sam the Record Man stores are to be operational by late October, bringing the total number of stores to 47 nationally, thus making it the largest retail chain in Canada.

According to franchise owner Sam Sniderman, the chain is presently accountable for 10 percent of all record and tape sales in the country. In announcing the new locations, Sniderman stated that the chain's total tape sales now accounted for close to 50 percent of the chain's total sales.

Of the 47 stores, 43 are franchise operations, while two British Columbia locations and Montreal and the Toronto Yonge Street flagship store are owned by Sam Sniderman outright.

## Owens Named Quality Records Nat'l. Promo. Dir.

TORONTO — Following a series of internal shuffles at Quality Records, Joe Owens has been appointed to the position of national promotions director.

Formerly a partner in the Toronto-based PR firm of Charles-Dunne and Owens, he was instrumental in laying the groundwork for successful marketing campaigns on Moxy and Heart.

Gene Lew, former national promotions director, now moves into the newly-created post of artist relations and will coordinate with Owens all aspects of artist promotions, in addition to handling special projects for the label.

## Compass Music Gets Mackintosh Catalog

LONDON — The Robert Mackintosh Music catalog will be represented on a worldwide basis by Compass Music, whose directors are Henry Mancini and Larry Shayne, following a deal set here between Robert Mackintosh and Compass UK director Lesley Duncan.

Mackintosh has written a musical in collaboration with TV newscaster Gordon Honeycombe which will be produced this Christmas, and is also co-producing a TV series this fall.

# Customs Post 'WEA, The One' English Sales Conference

"Customs Post" is a weekly feature providing a calendar by which the industry may keep abreast of individuals in and out of the U.S. on international business. Deadline for alphabetical listings is noon, Thursday.

**Ken Cooper**, financial controller, WEA Australia — Visiting WEA Int'l. offices in L.A.

**Elaine Corlett**, director, artist relations, ABC Int'l. — To Europe coordinating Poco tour and visiting licensees in Scandinavia, Stockholm, Oslo, Copenhagen, Germany, France and England.

**Charlie Fach**, executive vice president/general manager, Phonogram/Mercury — Returns to Chicago from Phonogram Int'l. meeting in Paris.

**Peter Hebbes** of Gormley Management Ltd. and Festival Records Int'l. — Returns to London from L.A. after negotiations in behalf of clients.

**Peter Ikin**, product and marketing manager, WEA Australia — Return to L.A., visiting WEA Int'l.

**Teddy Meler**, European promotion manager, Chrysalis Records — Returns to London from L.A. visits with Chrysalis.

**Lee Mendell**, international consultant, Lee Mendell Ltd. — To London Oct. 4 for meetings with Transatlantic Records, Heathside Music, etc. (Britannia Hotel, 629-9400).

**Tim Murdoch**, managing director, WEA Records, Auckland — Visiting WEA Int'l. offices in L.A.

**Jan Olofson**, European publisher — To New York (Americana Hotel) Sept. 25-28; returns to London (29) Sept. 29.

**Lou Ragusa**, director, music publishing, CBS Records — To Europe for three weeks visiting April music offices in England, France, Germany.

**Vicente De Rosario**, managing director, Vicor Music, Philippines — Visiting L.A. Contact ABC Int'l.

**Paul Turner**, managing director, WEA Australia — To Los Angeles, visiting WEA Int'l.

**Thomas J. Valentino, Jr.**, vice president, RFT Music Publishing Corp. — To Zurich Sept. 17-24 for subpublishing visit, then to Cannes for VidCom Conference, returning to New York Oct. 2.

## Leuschner Named To German Post

FRANKFURT — Jochen Leuschner has been appointed to the newly created position of assistant to the managing director, CBS Records Germany by the company's managing director Rudolf Wolpert. Leuschner will be responsible for pop a&r both locally and internationally.

Most recently a&r coordinator and staff producer, Leuschner joined CBS Records Germany in 1974 to become a product manager in the company's marketing department. He moved to a&r early in 1976.

## Currency Exchange Rates

This information is applicable to independent trading on a low-volume basis; accelerated volume (over one million dollars) will enjoy decreased rates. These figures compare against the U.S. dollar as quoted by Bank of America, 10 a.m., Sept. 23.

Currency	Value
Pound Sterling (Britain)	\$1.7119
Dollar (Australia)	\$1.2465
Dollar (Canada)	\$1.0275
Mark (Germany)	\$ .4041
Guilder (Holland)	\$ .3870
Franc (France)	\$ .2039
Lira (Italy)	\$ .001180
Yen (Japan)	\$ .003479
Cruzeiro (Brazil)	\$ .0915
Peso (Mexico)	\$ .0513
Peso (Argentina)	140 per dollar

SURREY, ENGLAND — In support of the unified spirit of Warner Bros., Elektra and Atlantic in the U.K., the English WEA company led by deputy managing directors Richard Robinson and Derek Taylor presided over what the alliance claims to have been the most successful English sales conference to date.

Said Robinson, "The overall industry is down due to global recession, but WEA is up by 70% and we are taking a much larger share of the market. With the establishment of our singles sales force, we have broken many singles. It is still our primary objective to sign new acts, and we feel most confident in our last quarter."

Derek Taylor tersely stated, "The future looks really bright for WEA in the U.K., and WEA is more friendly and warm than ever before."

### Conference Theme

The "WEA The One" theme was chosen to exemplify the feeling of WEA England,

because of the reinstatement of Elektra Records into the indomitable trio. WEA U.K. as one part of a collective entity is growing with rising single sales and establishing a relationship with independent retail chains. The primary objective of the conference was long term growth and to take aim at the #1 position in sales and distribution within the United Kingdom.

### WB Presentation

The Warner Bros. presentation led by label manager Nigel Molden focused on eight American acts to be established in the U.K. within the next year. They include Gary Wright, Emmylou Harris, Dion, Leon Redbone, Beach Boys, Candi Staton, Fleetwood Mac and George Benson.

Tom Ruffino, international director for Warner Bros. in the United States, said, "The United Kingdom represents the world outside the U.S. You set the precedent for the rest of the world."

Local U.K. artists currently receiving

push for an international audience include Liverpool Express, Deaf School and Ralph McTell.

### Bearsville

Bearsville label manager Ian Kimmet presented future plans and releases for Foghat, Todd Rundgren and Jesse Winchester, and the signing of ex-Hot Chocolater Tony Wilson.

Elektra/Asylum's U.K. label manager Ian Gurney spoke of the strength of WEA International as a collective entity and the morale which has been cultivated since the reinstatement of Elektra in the U.K. WEA International operation. Jerry Sharell, vice president of international and Robin Loggie of the international department reinforced the feeling of unity among the three-label international operation in the United Kingdom.

### Elektra-Asylum

The Eagles' and Joni Mitchell's success, along with a budding audience for Linda Ronstadt, Jackson Browne, Stevie Goodman, Orleans and the Cate Bros., makes Elektra's target area in the U.K. strong and diversified. Tom Waits, Warren Zevon, J.D. Souther, Andrew Gold and a reunited Bread augment the talent roster of primary concentration of Elektra's product in the U.K.

Tony Muxlow, who runs WEA's distribution operation in the U.K., said, "We should be running our own distribution center aimed at the reinforcement of direct dealer relationships and the delivery of new releases on time. The facility will be operable late this year and April, 1977 is the projected date for WEA U.K. to take over distribution from CBS.

### Atlantic

The Atlantic presentation was led by Dave Dee, Atlantic's label manager in the U.K. Direct concentration in the U.K. of Atlantic product includes Manhattan Transfer, Led Zeppelin's double LP soundtrack from their forthcoming movie, Jimmy Castor, Consumer Rapport, Jean-Luc Ponty, Stanley Clark, Emerson Lake and Palmer, Spinners, Average White Band, England Dan and John Ford Coley, Keith Christmas, Dave Edmunds, Trammps, Ronnie Lane & Ron Wood's "Mahoney's Last Stand" and the promotion of Hall and Oates' back catalog.

Jerry Greenberg, president of Atlantic Records, spoke of the release of a forthcoming Hall and Oates LP of unreleased material, and the tightening of relationships between dealers and salesmen.

Phil Carson director of International operations for Atlantic Records, spoke of the significance of Atlantic product in the U.K.

Nesuhi Ertegun president of WEA International concluded the meeting, "We are committed to the U.K. We are coming up fast and strong. We have the best sales force in the U.K. led by Ray Howarth and Mike Heap. We are all proud of what the English company has accomplished."

## Brazilian Industry Healthy, Growing

development of the industry and to bring more dollars to the country. Inflation is still a problem with increasing costs, but the market is booming and the proof is that many multinational companies are now studying what is going to happen here for the future.

All the studios and producers are busy preparing end-of-the-year releases; sales of LPs and singles are strong; blank tapes are increasing sales each month; phonograph and sound equipment are enjoying sales increases, especially in Rio de Janeiro and Sao Paulo, Sao Paulo and other main cities where many shops are being opened.



**TIME OUT:** Time out from Musexpo, that is, to announce a deal between Gull Songs and Heath-Levy Music, Inc. Gull Songs is the publishing arm of Gull Records Ltd. (England). Heath-Levy will now represent the Gull Song catalog in the U.S. and Canada. Gull Records is currently represented on the CB album charts with the Judas Priest album, "Sad Wings Of Destiny," released through Janus Records. Left to right in a shop somewhere on Bourbon Street in New Orleans' French Quarter are Eddie Levy and Geoffrey Heath, directors of Heath-Levy, and David Howells and Monty Babson, directors of Gull Songs.

## U.K., European Dates For ABC Artists

LOS ANGELES — ABC records International Division has completed plans for European concert tours by Poco, Don Williams and The Four Tops.

Poco embarks upon its first headlining tour of Europe Oct 2 beginning with a live TV special in Amsterdam. Concert dates set for the group include the Netherlands,

Germany, Great Britain, Scandinavia and France including a two-night engagement at London's New Vic Theater. TV appearances will also include a "Slalom" TV appearance in Belgium, and "The Old Grey Whistle Test" in England. Poco's tour is being promoted by Barry Dickins of London's MAM Agency.

Williams' first headlining tour of Great Britain is already in progress, being promoted by English country promoter, Mervyn Conn. This tour follows the artist's performances at the Wembley Stadium Country Music Festival held in April of this year, and a number of single and album chart successes in the United Kingdom. From Great Britain Williams travels to Germany for a guest appearance on "Disco '76", a television show featuring a weekly country spot, then on to Amsterdam for additional press and radio appearances before returning to the U.S. with personal agent John Hitt of the Jim Halsey office.

The Four Tops begin their tour of Great Britain on Oct 4, opening at Manchester's Golden Carter. The group will then tour cabaret and theater venues in the U.K. through November 6.

## Bogart's Speech Captivating fr pg 37

called me "the sex-rock pioneer" for helping to "bring music into the bedroom." Donna Summer's "Love To Love You Baby" caused me many problems in my personal life. As the "sex-rock pioneer," I now have a reputation to keep up, and up I must keep it.

Before coming here today, I read through a number of speeches given at other NARM meetings over the past three years and it occurred to me, as it may well have occurred to many of you, that for years we've continued to talk about the same things. Each year, there's a discussion of insoluble returns problems — tightening playlists; the ongoing war between the retailers and the racks, a feud that's begun to sound like the one between the cattlemen and the sheepmen that you always see in westerns. There's the failure of the racks to aggressively merchandise product and the eagerness with which the indie distributors trans-ship their product. Price wars, drop shipments and the retail explosion: the terms are strangely military sounding. It sounds like there's a blood bath going on out there, and maybe there is.

But maybe, this year, there will be more than just speeches. Maybe we've finally come to agree on what issues really are facing us; maybe we've come, as an industry, to identify our problems. Last May, the RIAA, an organization that Casablanca had, for various reasons, chosen not to become a member of, issued a summary of what was termed "the Recording Industry Market Expansion Project" — a 22-page document that attempted to represent some of the problems that confront our business. We have since joined the RIAA, but rest assured, if next year they are still talking and doing nothing, we will withdraw as quickly as we joined this year.

The basic premise of the document dealt with one of our time-worn bugaboos . . . the supposed exodus of "adult buyers" from the record marketplace. I want to go on record, here and now, as one member of this industry who does not believe in trying to re-capture what has been identified as "the lost adult buyer." Too much time has been spent complaining; too much good money has been thrown after bad in an attempt to reach the people we abused so terribly through our lack of pride and interest in reaching them when we may have had them. But after all, who will be the "adult buyer" ten years from now? The adult buyer will eventually be the kid who's now buying our *Klas*, *Donna Summer* and *Parliament* records — the kid who has invested a large portion of his available funds in stereo equipment and who now spends a good part of whatever money he can earn, beg, borrow or steal on seeing the next concert or club date by his favorite artist. We can, and should, be selling more records to that kid and his peers. We can, and should, keep him as a customer. As for today's "adult buyer" — yes, they'll buy a soundtrack album if you display it — if you cross-promote it when the picture is big in your market. Yes, they'll buy an occasional artist or concept album if you advertise it. But there is no magic that will capture that which we lost. The past is gone; the future may never come. There is only this moment, today, now.

Nevertheless, the RIAA project represents a quantum leap forward, in that, for the first time, whether their program actually results in any decisive action being taken or not, at least the inter-company dialogue that is supposed to be a function of that-and-this organization, has become less restricted. I attended frequent RIAA meetings during my days at Buddha Records and my screams, my exhortations, become about as chronic as Joe Smith's puns. Many of the issues I raised were, to a remarkable extent, the same issues that are discussed in the RIAA's market expansion project. But at the time, some of even the more articulate mouths in our industry appeared to have been gagged by pink slips. I can remember having one very important figure in our industry approach me after one of my more shrill performances and he said, "you know, I agree with you . . . but I still work for my company, even though I'm president. I've been there for a long time; I don't want to lose my job. I can't take a stand here without going back to get corporate approval and it's more of a pain in the ass than it's worth." I told him, "Hey, this is our industry; it's our lives. We spend more time at our jobs than we do in our houses." I said, "We have to stand up for what we believe in," and he said, "Yeah, well, it's a job to me."

A good part of my speech today is directed at the "Young Turks," because it seems obvious that if there is to be a positive change within our industry, it must come from the new breed of record men who are capable of bringing fresh vitality and new aggressiveness to this business. Our ideas must be dealt with; they must be given a forum and it was with a measure of happiness that I read that the "Young Turks Club" had been formed.

It was with an equal measure of dismay that I found myself, along with all manufacturers, excluded from that forum. NARM. What is NARM? I believe it stands for the National Association of Record Merchandisers . . . not distributors, not rack jobbers, not retailers . . . but merchandisers who have all banded together to further the interests of the record industry. I'd like you to think about who it is that's doing the merchandising in this industry . . . who it is that's paying all the bills for advertising — your advertising, our advertising. Who is paying for the records, the displays, the support for artists' tours? Who is it that's busting their balls to get the product that you're selling exposed on the radio? Who's paying for the dinners at all these conventions? The answer, of course, is the manufacturers. You limit our attendance at this meeting to one representative and you even exclude us from the "Young Turks Club" — the one committee that holds out some hope that this organization might, in fact, cease talking and start doing something that will enable this industry to adapt to the changes that are going on in the world around us.

Among the manufacturers, there are people who can add their ideas to your own, give you creative feedback and discuss the problems we'll all face before you create them. Think back to the great slaughter of the winter of 1974 . . . when the business seemed, for that brief period, to be crumbling around us. How did you pay your bills that year? By returning our records to us. We spent vast sums

on advertising those records and expended all of our energies on promoting them and when you couldn't sell them, we took them back and absorbed the loss. The 1975 NARM annual convention was conducted under the banner theme: "Partners in Profits." Obviously, we are partners; we're certainly more than partners when it comes time to take the losses. Our goals are the same, and the institutions of this industry cannot adapt to changes within the economy on a unilateral basis. It would be as futile for any segment of the industry to change the business by itself, as it would be for one retailer to try to single-handedly stop a price war.

For our part — the manufacturer's part — it's time that we, too, began to identify the problems that are facing us, because it's obvious that the ideas that we hear presented and the complaints that are constantly voiced, have not changed all that much. We constantly complain about the lack of promotional efforts and creative ideas coming from our distributors. Isn't it time that we stopped complaining and recognized that our distributors are there to do just what their name implies — to warehouse our product and distribute it to the stores and the racks? We, the record companies, must accept the fact that we must promote our own records, merchandise them and devise the marketing techniques necessary to the selling of our product. We must accept this responsibility; it is what it is, and it probably will never change.

A fact: It is our responsibility to get our product exposed and it does us no good whatsoever to complain about short radio playlists. We must find new ways to reach the record-buying public. 1976, for many of us, was a bonanza year. At Casablanca, we promoted to the discotheques and sold hundreds and hundreds of thousands of records, some without ever getting radio airplay. *Donna Summer* released a 17-minute cut that made her a superstar overnight. She followed it up with another disco album, receiving little airplay on the 18-minute song that sold that album, and yet she had another phenomenal success, selling well over 800,000 units. We have created a new medium for exposing and selling our records.

Recently, in the *New York Sunday News*, it was reported that the discotheques have grown to a \$4 billion dollar industry. They've become bigger than the record business, the motion picture business and the television business. They've become bigger than the radio business.

Next year, someone will get up and deliver a speech complaining that the distributors don't service the discotheques. To those distributors among you that do, we extend our thanks. To those record companies who are going to complain that they don't . . . save your breath; it's your responsibility to promote the discos yourselves.

Compile a list of discos and find out what kind of product they're playing. Find out who's going to the discos; you may be surprised. What was once a predominantly gay audience has become as diverse as the record-buying public itself.

As major industries go, the record industry's market research is remarkably crude and unsophisticated. The cosmetics business, for example, the liquor industry, even the manufacturers of our own hardware, spend fortunes on researching their markets, on pre-determining consumer response to new products and identifying their customers. At Casablanca, we've recently begun to insert questionnaires in the jackets of some of our artists' albums. We hope to further refine our market research in the future. We need to know what makes people buy records, how we can motivate them and broaden their musical environments. It's obvious that radio isn't reaching more than a fraction of our potential audience, and if the discotheque boom has proven anything, it's proven that we needn't rely solely on any one medium to sell our records. How many other possibilities are there? As an industry, let's find out.

A fact: The *Klas* "Alive" album, now approaching double platinum, sold over a million two-record sets — before the group had a hit single. Because their sales pattern warranted it, we invested over a half million dollars in their stage show and there's no doubt that *Klas*' success was due to the effectiveness of their concert appearances. Until this year, hit singles were it — the surest way to break an album. Nowadays, while a top 5 single is certainly not chopped liver, other avenues are opening to us.

It will do us no good to complain about the antiquated research that dictates much of current radio programming; we can do very well without the monotonous litany of complaints about shortening playlists that we've heard throughout the past few years. Radio will be forced to change itself eventually. If they're not playing records that millions of people are buying, then obviously they're out of touch with their audience and mass media can't remain out of touch for too long if they're to survive. By the end of 1977, I predict that you will see radio on TV, be it cable, UHF or independent stations. The format will consist of a disk jockey and 24 hours of music and visuals. Then, flexibility and change will become a more urgent necessity to all radio stations. Some of them will change; the RKO chain, for example, has recently changed their playlist policies for the better. It's obvious that if a station is playing 20 records, perhaps 5 of them might be geared to the housewife; 5 of them to the teeny-bopper and 5 to the young adult. It follows that the 6th record they play at any given time will, in all likelihood, be a tune-out to one segment of their audience. It's not hard to reason why the talk and beautiful music formatted stations have frequently become the top-rated AM stations in their markets, and those stations that change — that adapt to the new TV competition by playing more music — by playing the music that their audiences want to hear — those stations, I believe, will flourish. As for the others, well, it almost happened to us two years ago at Casablanca.

There are other things that we can do together . . . things we can begin doing now. When you go into a book store, a sporting goods store or a stereo equipment store, you expect the clerk to be able to answer questions about the product he's selling. Clothing salespersons are almost always right on top of you; they know the merchandise they're selling, they find out about your tastes, they help you find what you're looking for and they sell you their merchandise. The record business, for the most part, has



**FRIEDMAN GOES WITH LIFESONG:** Dean Friedman has been signed to a recording contract with Lifesong Records. Shown at the signing (from left) are Rob Stevens, Friedman's producer; Phil Kurnit of Lifesong; Tommy West; Terry Cashman; Dean Friedman; and Stanley Snadowsky and Allen Pepper of Bottom Line Management, Friedman's managers.

always been soft-sell, on the retail end. Music is a personal thing, and you can't fast-talk people into liking a particular record. But you can inform them about new happening records and new releases by other major artists . . . you can tell them about other records that that artist has recorded. Tip them off to a winner and you're a winner. To what extent can we expand our business? We can start by training our retail sales personnel. And that's an area, Young Turks, in which manufacturers, retailers and rack jobbers can and should be working together. Perhaps if we have knowledgeable sales clerks, record stores wouldn't be forced into giving away our records. Perhaps then we could raise the prices of our records to what they should be.

I was surprised to see, in NARM's newsletter for August, a statement by Danny Heilicher in which he expressed his fear that record prices would be raised. This may make me somewhat unpopular, but I believe that record prices are too low. Even if our prices were raised, they would still be the best entertainment value available, and perhaps then they would have more prestige . . . something that is seriously lacking at this time. How many of your friends ask you for free records? Do you ask your druggist for free prescriptions? Your dry cleaner for free dry cleaning . . . your doctor for free examinations? But records are different; people think of records as something to be given away. We've got to change the "loss leader" image of our product.

In the past few years, movie tickets have risen as much as 100%; soft-cover book prices have gone from 50¢ or a buck to several dollars; cab fares, even subway fares, have doubled; and yet some of you howled when we raised list prices from \$5.98 to \$6.98. The taxi business, as far as I know, is alive and well and business at the box office has boomed in the past couple of years. We'll sell more records by promoting them, and maybe — if our prices were higher and the prestige of our product increased — then the image of this business would improve.

How many of you record men are happy with your image? I'm referring to the stereotyped image of the record executive . . . the hippy-dippy, far-out, fast-talking, cool cat that we see ourselves portrayed as on television and in the movies. When my grandmother introduces me to a stranger, she never says, "This is my son, Neil Bogart; he's the president of a record company." Instead, she says, "This is my son, Neil Bogart; he's the president of a major concern." I'm sure that many of you take as much pride in this industry as I do. Young Turks, isn't it time that we took the initiative to change the damaging image that's been created for us through the years? Stan Cornyn's speech, which was delivered at the 1975 NARM convention, and which you'll find re-printed verbatim in *Bartlett's Book Of Quotations*, discussed, at length, various proposals for industry campaigns. As an analogy, he made reference to the milk industry, which had banded together to promote the dairy business as a whole and has thereby succeeded in helping to build each individual milk company. I am not saying that we should hire Mark Spitz . . . although I'm told he's available . . . but isn't it time for us to stop talking about it and begin doing something about it? The past and the future do not exist . . . I'll say it again. The past is gone and the future may never come. There is only today — now! Let's affirm our past, say goodbye to it, and get to work on the present. How disappointed I'll be, and how ashamed of yourselves you should be, if next year we're still talking about what we can do.

What can we do? This business of music has been very good to me and to many of you. I think it's time we reciprocated and did something for it. I can remember three or four years ago when there was widespread speculation about indictments being handed down by a grand jury in New Jersey. I remember getting up at an RIAA meeting and pleading for a new direction in public relations. Our image had reached its lowest ebb; some frequently member of the press had coined the term "drugola" and the caricatured image of the pot-bellied guy chomping on a cigar had been switched for the long-haired freak, with flashy clothes and a stream of white powder dripping from his nostrils. We are now 21 indictments later, and only because it's an election year and many people are taking advantage of political and personal gain is there any positive publicity being generated about executives in our industry and our industry in general. The record industry is led by a highly creative group of individuals, and it's time that we were looked upon with the same respect that the leaders of other industries receive, instead of being dealt with as noisy and disreputable executives; stepsons, as associate members in this organization, instead of as members.

There are a few things that I'm tired of. I'm tired of auditing companies twisting the truth in order to look good to artists, mainly so that those companies can earn some money. I'm tired of many attorneys, those whose primary goal in life is litigation, creating problems . . . attorneys who think of themselves as the artists and who can successfully operate only because of our image — or lack of image. I'm tired of artists who take for granted that they can assume an advisory role to record companies; artists who automatically assume that all distributors stink. Some of you do; some of you could care less that we spend into the millions of dollars bringing acts to your town — and then you don't bother to get those artists' product prominently displayed in the stores to take advantage of the millions of dollars that are being spent.

I'm tired, too, of the absurd logic that is applied to the list-pricing and discounting of records, an excellent example of which was provided recently when we shipped the *Klas* "Originals" package — a limited edition of 250,000 three-record sets, that was released with no list price. We asked \$5.77 from our distributors for the package, and they wanted to know how much the album would sell for at the retail level. We told them \$9.95; it was, after all, a three-record, elaborately packaged, set. To our surprise, a few complaints filtered through General Dick Sherman's office almost immediately. They told us: "We can't buy a \$9.95 album for the \$5.77 you're asking; that's impossible."

We thought about the problem for a while and called back these few distributors. "Okay," we told them, "the package will list at \$175; your accounts can discount it to \$9.95, and now please pay us the \$5.77." \$5.77, to their ears, sounded like a real bargain for an album whose list price was \$175! The distributors bought us out in a matter of weeks. Incredibly, the album, which had no problem in selling through, was still sold for under \$9.00 — in some stores, a criminally low price. But we're used to giving away our hits for nothing, aren't we? We offered the album for \$5.77, suggested the actual selling price at \$9.95 and the \$5.77 was too high. We said the selling price was \$175, and the \$5.77 album sold for under \$9.00. Think about that one.

Why should the record industry follow such rigid rules of thumb and thereby limit our dollar return to our precious profit? Why don't we sell our product for what it's worth?

Getting back to all of those speeches that we've heard during the past three or four years, yes . . . some of our distributors don't pay your bills on time and leave a king's ransom's worth of displays still in their cartons in the back rooms of your warehouses. But I'm not complaining; you must take the responsibility for your success or your failure. If you don't pay us and don't utilize our displays and don't get our product in the stores when one of our acts is in town, I won't complain. You just won't distribute Casablanca anymore.

The Chinese tell a story about an old man who was cold and couldn't find a way to light his fire. So he took the lantern that was standing by his door and went off into the night, searching for hours for somebody who would lend him a burning ember. Like the old man in the story, the answer to our problems is in our hands. "There are no secrets . . . only unspoken words."

In closing, I'd like to quote from Paul Williams' book, *Das Energi*:

"A few men realizing the obvious and communicating with each other can create a chain reaction. There is nothing so potent as an idea whose time has come."

"We are on the verge of The New Age, a whole new world. Mankind's consciousness, our mutual awareness, is going to make a quantum leap. Everything will change; you will never be the same. All this will happen as soon as you're ready."

## 1812 Expands

MILWAUKEE — 1812 Overture Records and Tapes, serving the Milwaukee area, will expand to five outlets with the addition of a store planned to open on October 5. The new store will be the largest in the chain, stocking approximately \$100,000 in inventory. Plans for the interior of this latest 1812 include bridges, fountains and trees among the 3,000 square foot space.

# "BETH"

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PRODUCED BY BOB EZRIN



MANAGEMENT: **rock steady**





# INTERNATIONAL BEST SELLERS

## Argentina

1. **Quiero** — Julio Iglesias — CBS
2. **Zamba Para Olvidarte** — Daniel Toro — Microfon
3. **Solo Tu** — Camilo Sesto — RCA
4. **Historia Triste De Una Muchacha** — Quique Villanueva — RCA
5. **Llamada De Amor Indio** — Ray Stevens — Microfon
6. **Dicen Que No Tiene Novio** — Raul Padovani — EMI
7. **Esclavo Y Amo** — Los Mensajeros — CBS
8. **El Jardín Del Vecino** — Roberto Carlos — CBS
9. **Tema De Mahogany** — Diana Ross — Microfon
10. **Fascinación** — Jose Augusto — EMI
11. **Mujer Indecisa** — Joe Dolan — Music Hall
12. **Porque Te Vas** — Jeanette — Microfon
13. **Atraparon Al Ladron** — Cacho Castana — Polydor
14. **Me quede En El Bar** — Los Iracundos — RCA
15. **Otra Mujer** — Trocha Angosta — Music Hall
16. **Speedy Gonzales** — Pat Boone — Music Hall
17. **Vestido Blanco Corazon Negro** — Chevere — TK
18. **Yo Te Amo Yo Te Extranó** — Los Brios — EMI
19. **Yo Vi Llorar A Dios** — Cuarteto Nuestro Tiempo — Polydor
20. **Maricel Mon Amour** — Elio Roca — Polydor

### TOP TEN LPs

1. **El Amor** — Julio Iglesias — CBS
2. **Para Ballar En Jeans** — Selection — EMI
3. **Cronica** — Creedence Clearwater Revival — RCA
4. **Valses Crlollos** — Ariel Ramirez — Philips
5. **Los Mas Grandes Exitos** — Titanic — CBS
6. **En El Hospicio** — Pastoral — Cabal
7. **El Mundo De Calculin** — Calculin — Philips
8. **Ineditos Show 10** — Selection — Music Hall
9. **Por Siempre** — Nino Bravo — Polydor
10. **De Hablarle A La Soledad** — Jose Larralde — RCA

## Australia

1. **Dancing Queen** — Abba — RCA
2. **Don't Go Breaking My Heart** — Elton John & Kiki Dee — Rocket
3. **Tonight's The Night** — Rod Stewart — Warner Bros.
4. **S-S-S-Single Bed** — Fox — GTO
5. **Misty Blue** — Dorothy Moore — RCA
6. **Afternoon Delight** — Starland Vocal Band — RCA
7. **Movlestar** — Harpo — EMI
8. **Young Hearts Run Free** — Candi Staton — Warner Bros.
9. **Howzat** — Sherbet — Infinity
10. **Boogie Fever** — Sylvers — Capitol
11. **Fernando** — Abba — RCA
12. **Devil Woman** — Cliff Richard — EMI
13. **Looking For An Echo** — Ol'55 — Mushroom
14. **Rhiannon** — Fleetwood Mac — Reprise
15. **Jailbreak** — AC/DC — Albert
16. **Foiled Around And Fell In Love** — Elvin Bishop — Capricorn
17. **Kiss And Say Goodbye** — Manhattans — CBS
18. **I Wanna Make You My Lady** — Mark Holden — EMI
19. **I Just Don't Know What To Do With Myself** — Marcia Hines — Wizard
20. **Mississippi** — Pussycat — EMI

### TOP TWENTY LPs

1. **A Night On the Town** — Rod Stewart — Warner Bros.
2. **Beautiful Noise** — Neil Diamond — CBS
3. **Howzat** — Sherbet — Infinity
4. **Take It Greasy** — Ol'55 — Mushroom
6. **Alice Cooper Goes To Hell** — Alice Cooper — Warner Bros.
7. **Rock 'N' Roll Music** — The Beatles — Parlophone
8. **Straight In A Gay Gay World** — Skyhooks — Mushroom
9. **Fleetwood Mac** — Fleetwood Mac — Reprise
10. **Changesonebowle** — David Bowie — RCA
11. **Misty Blue** — Dorothy Moore — RCA
12. **At The Speed Of Sound** — Wings — Capitol
13. **Ripper '76** — Various Artists — Polystar
14. **Their Greatest Hits** — Eagles — Asylum
15. **Viva! Roxy Music** — Roxy Music — Island
16. **Stones** — The Rolling Stones — Decca
17. **A Little Bit More** — Dr. Hook — Capitol
18. **Wired** — Jeff Beck — Epic
19. **Rock Folies** — Island
20. **Hollywood Seven** — Joe English — Polydor

## Brazil

### TOP TEN LPs

1. **Anjo Mau International** — Various — Som Livre
2. **20 Super Hits** — Various — Philips
3. **Dynamite** — Various — K-Tel
4. **Hotissimo Vol. 2** — Various — Top Tape
5. **Saramandala** — Various — Som Livre
6. **O Melhor Da Jovem Guarda** — Various — Som Livre
7. **Val Ficar Na Saudade** — Benito De Paula — Copacabana
8. **Nelson Ate 2001** — Nelson Goncalves — RCA
9. **Alem Do Horizonte** — Roberto Carlos — CBS
10. **Canto De 3 Racas** — Clara Nunes — Odeon

## Great Britain

1. **Dancing Queen** — Abba — Epic
2. **The Killing Of George** — Rod Stewart — Riva
3. **Let 'Em In** — Wings — Parlophone
4. **Can't Get By Without You** — Real Thing — Pye
5. **You Don't Have To Go** — Chi-Lites — Brunswick
6. **(Light Of Experience) Diona De Jalle** — George Zamfir — Epic
7. **Aria** — Acker Bilk — Pye
8. **16 Bars** — Stylistics — H&L
9. **Blinded By The Light** — Manfred Mann Earthband — Bronze
10. **I Only Wanna Be With You** — Bay City Rollers — Bell
11. **Don't Go Breaking My Heart** — Elton John & Kiki Dee — Rocket
12. **I Am A Cider Drinker** — Wurzels — EMI
13. **Mississippi** — Pussycat — Sonet
14. **What I've Got In Mind** — Billie Jo Spears — United Artists
15. **Dance Little Lady Dance** — Tina Charles — CBS
16. **Extended Play** — Bryan Ferry — Island
17. **Baby We Better Try To Get It Together** — Barry White — 20th Century
18. **Loving & Free** — Kiki Dee — Rocket
19. **You'll Never Find Another Love** — Lou Rawls — Philadelphia
20. **I Can't Ask Anymore Than You** — Cliff Richard — EMI

### TOP TWENTY LPs

1. **20 Golden Greats** — Beach Boys — Capitol
2. **Laughter And Tears** — Neil Sedaka — Polydor
3. **A Night On The Town** — Rod Stewart — Riva
4. **Abba's Greatest Hits** — Abba — Epic
5. **At The Speed Of Sound** — Wings — EMI
6. **A Little Bit More** — Dr. Hook — Capitol
7. **Passport** — Nana Mouskouri — Philips
8. **Forever & Ever** — Demis Roussos — Philips
9. **Diana Ross' Greatest Hits II** — Diana Ross — Tamla Motown
10. **Breakaway** — Gallagher & Lyle — A&M
11. **Beautiful Noise** — Neil Diamond — CBS
12. **Spirit** — John Denver — RCA
13. **Frampton Comes Alive** — Peter Frampton — A&M
14. **Viva!** — Roxy Music — Island
15. **Their Greatest Hits** — Eagles — Asylum
16. **Twiggy** — Twiggy — Mercury
17. **Jailbreak** — Thin Lizzy — Vertigo
18. **Best Of Stylistics Vol. II** — Stylistics — Avco
19. **No Reason To Cry** — Eric Clapton — RSO
20. **Atlantic Crossing** — Rod Stewart — Warner Bros.

## Holland

1. **Dancing Queen** — Abba — Polydor
2. **Smile** — Pussycat — EMI
3. **Tango d'Amor** — Vicky Leandros — Philips
4. **Now Is The Time** — Jimmy James & The Vagabonds — Pye
5. **Let's Stick Together** — Bryan Ferry — Island
6. **5:05 P.M. (Another Friday Night)** — Lia Viasco — Negram
7. **My Love** — Rosy & Andres — CNR
8. **Monza** — Ferrari — Negram
9. **Kiss And Say Goodbye** — Manhattans — CBS
10. **In Zalre** — Johnny Waklin — Pye

### TOP TEN LPs

1. **Beautiful Noise** — Neil Diamond — CBS
2. **River Song** — George Baker Selection — Negram
3. **Manhattans** — Manhattans — CBS
4. **Viva** — Roxy Music — Ariola
5. **Spirit** — John Denver — Inelco
6. **Frampton Comes Alive** — Peter Frampton — Ariola
7. **Once Upon A Time In The West** — Ennio Morricone — Inelco
8. **The Gist Of The Gemini** — Gino Vannelli — Ariola
9. **No Reason To Cry** — Eric Clapton — Polydor
10. **Troubadour** — J.J. Cale — Phonogram

## Japan

1. **Anata Dakewo** — Teruhiko Aoyi — Teyichiku
2. **Yokosuka Story** — Momoe Yamaguchi — CBS-Sony
3. **Kita No Yadokara** — Harumi Miyako — Columbia
4. **Yamaguchisanchi No Tsutomukun** — Kozue Sayito — Philips/Phonogram
5. **Soul Dracula** — Hot Blood — Overseas/Teyichiku
6. **Love Is Blind** — Janis Ian — CBS-Sony
7. **Neye Kigatsuyiteyo** — Junko Sakurada — Victor
8. **Kiri No Meguriayl** — Hiromi Iwazaki — Victor
9. **Kawachi No Ossan No Uta** — Miss Hanako — Blow-Up/Columbia
10. **Patapata Mama/Honehono Rock** — Nokoinoko/Masato Shimon — Canyon
11. **Ganpeki No Haha** — Yuriko Futaba — King
12. **Anata Ga Yitakara Bokugayita** — Hiromi Goh — CBS-Sony
13. **La La La** — Naoko Ken — Canyon
14. **Aa Hanano Ohendan** — Ihojin — Minoruphone/Tokuma
15. **Yureru Manazashi** — Keyi Ogura — Kitty/Polydor
16. **Akayi High Heel** — Hiromi Ohta — CBS-Sony
17. **Wakare** — Akira Inaba — Discomate
18. **Yamaguchisanchi No Tsutomukun** — Hiroshi Kawahashi — Columbia
19. **Jolene** — Olivia Newton-John — EMI/Toshiba
20. **Sawayakana Konojinseyi** — Kaze — Panamu/Crown

### TOP TEN LPs

1. **Masatoshi Nakamura** — Omoide No Kakeru — Columbia
2. **Yumin Brand** — Yumi Araya — Toshiba
3. **Nanika Yiywasuretayooode** — Akira Inaba — Discomate
4. **Bay City**
5. **Sannenzaka** — Grape Live — Warner-Pioneer
6. **Yuzo Kayama** — Best 40 — Toshiba
7. **Michikusa** — Keyi Ogura — Polydor
8. **Yokosuka Story** — Momoe Yamaguchi — CBS-Sony
9. **Wired** — Jeff Beck — CBS-Sony
10. **Aftertones** — Janis Ian — CBS-Sony



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San Francisco, Calif.  
**10/8, 9, 10** Roxy,  
Los Angeles, Calif.

**10/15** Berkeley Theatre, Boston, Mass. • **10/16 & 17** Tower Theatre, Philadelphia, Pa.  
**10/18 & 19** Quiet Knight, Chicago, Illinois • **10/22** Convocation Hall, Toronto, Canada  
**10/23** Capitol Theatre, Passaic, N.J. • **10/26** Lissner Auditorium, Washington, D.C.  
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