

CASHBOX

September 18, 1976

NEWSPAPER

\$1.50



BEE GEES/EXCELLENCE IN TRIPLICATE

*Sam Goody Lowers LP Price To \$2.99
As Discount Records Exits NYC Market*

*ABC Regional Meetings
Key On Catalog, New Product*

*Proposed Preticketing Guidelines
Offer Manufacturers, Retailers A Break*

Terry Ellis On Chrysalis Philosophy

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Creative Catalog-ing (Ed)



Jane Olivior: A most extraordinary lady.

"A superstar is emerging right before our eyes."
—**Cue Magazine**

"Possibly the most exciting new femme singer on the pop scene in the last decade."
—**Variety**

"She uses her voice like a cello... what clarity, what beauty... and what an electrifying yet unassuming presence."
—**Chicago Tribune**

"Each of her songs is characterized by a fierce, blissful concentration on the lyrics, a dramatic intensity. Much of the material is not ordinary, and what is familiar she strives to make extraordinary."
—**Chicago Daily News**

"A songwriter's dream... a singer who disdains the accessible surface emotions of a song in order to get at and deliver its essential truth."
—**Record World**

If you haven't heard Jane Olivior yet, all this might sound like hype. If you have heard her, it'll sound conservative. The facts: She's been getting the kind of airplay promotion men only dream about. When she performed on "The Merv Griffin Show," she ran away with the whole evening (and earned herself a repeat engagement, with more TV dates coming up). And her club appearances—in Denver, Dallas, Chicago, every place she plays—have been nothing short of sensational. Her album is called "First Night." An album that's more than a beginning.



than a beginning. "First Night." Jane Olivior. A touch of perfection on Columbia Records and Tapes.

Produced by Jason Darrow.
Musical Director Jeremy Stone.

CASH BOX

VOLUME XXXVIII — NUMBER 18 — September 18, 1976

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JOHN SPIRES

Circulation
THERESA TORTOSA
Manager

PUBLICATION OFFICES

NEW YORK
119 West 57th St., N.Y., N.Y. 10019
Phone: (212) 586-2640
Cable Address: Cash Box N.Y.

CALIFORNIA
6363 Sunset Blvd (Suite 930)
Hollywood, Ca. 90028
Phone: (213) 464-8421

NASHVILLE
JUANITA JONES
BARBARA O'DELL
1511 Sigler St., Nashville Tenn. 37203
Phone: (615) 244-2898

CHICAGO
CAMILLE COMPASIO
29 E. Madison St., Chicago, Ill. 60602
Phone: (312) 346-7272

WASHINGTON, D.C.
REBECCA MOORE
2831 28 St. N.W.
Washington, D.C. 20018
Phone: (202) 483-5533

ENGLAND — KIM THORNE
97 Uxbridge Rd., London W. 12
Phone: 01-749-6724

ARGENTINA — MIGUEL SMIRNOFF
Belgrano 3252, Piso 4 "B"
Buenos Aires, Argentina
Phone: 89-6796

BRAZIL — H. GANDELMAN
Av. Rio Branco, 156 Sala 627
Rio de Janeiro RJ

CANADA — DAVID FARRELL
1946 Bloor St. W. Apt. 14
Toronto, Ontario, Canada M6P 3K9
Phone: (416) 766-5978

HOLLAND — PAUL ACKET
Theresiastraat 59-63, The Hague
Phone: 837700

ITALY — GABRIELE G. ABBATE
Viale A. Doria 10, 20124 Milano

BELGIUM — ETIENNE SMET
Postbus 56, B-2700 Sint-Niklaas
Phone: (03) 76-54-39

AUSTRALIA — PETER SMITH
6 Murrillo Crt, Doncaster
Victoria, Australia 3108
Phone: 848-7878

JAPAN — Adv. Mgr., SACHIO SAITO
1-11-2-Chome Shinbashi, Minato-Ku, Tokyo
Phone: 504-1651
Editorial Mgr., FUMIYO TACHIBANA
1-11-2-Chome Shinbashi, Minato-Ku, Tokyo
Phone: 504-1651

FRANCE — CLAUDE EM MONNET
262 bis Rue des Pyrenees
Paris, France 75020
Phone: 797-4261

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cash box editorial

Creative Catalog—ing

It's a fairly safe bet that retailers around the country will start stocking ample supplies of LPs by today's major superstars once October rolls around and the drive toward another holiday season is underway. But what about marginal acts or artists who have no fall release? What will be the fate of novelty and other specialty items? ABC's Don England made a significant point last week (see page 7) when he told his western branch personnel to think about every item in the ABC catalog.

England and other knowledgeable record company sales people have long been aware of the potential of catalog, especially during the holiday buying season, and the emphasis placed upon it in early September is hardly too early. The idea of sales personnel inventing incentive sales programs to move catalog is not in itself revolutionary, but some of the actual campaigns for the fall of '76 may be every bit as imaginative and well planned as any we've yet witnessed.

The 'think of every record' philosophy is indeed the first step to a successful catalog drive. It is during the holiday season that the demand for obscure or nonessential merchandise reaches its peak, and surveys have indicated that retailers return a significantly smaller percentage of catalog product ordered for this period. The intrepid salesman who organizes a blues, jazz or individual artist program involving multiple catalog titles always seems to do well. And the potential to do better appears to be unlimited.

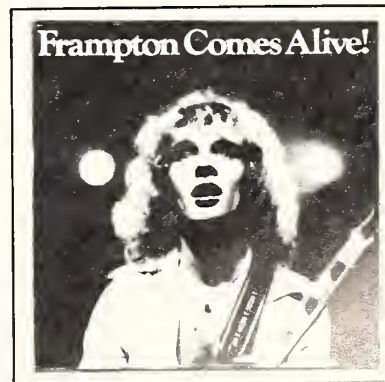
No label ever releases product by every one of its artists at any one time, but that's no excuse for failing to maximize catalog sales of the artists who don't make the September release. For every current piece of product that's a certified hit, there are numerous albums sitting in branch warehouses gathering dust. There may be an occasional temptation to treat them as orphans in need of a good home, but it can be resisted in favor of a creative merchandising program that retailers will find irresistible.

Artist or smere sales work, and they represent, in essence, found money to manufacturers who have already paid the cost of recording and packaging. This is significant because it insures an infusion of fresh cash into the lifeblood of the record industry — cash that can provide a comfortable cushion with which to begin 1977, and, more importantly, cash that can be used to develop new artists. With many retailers looking forward to the best holiday sales in their history, the door is wide open to the creative merchandiser, and it will be the most creative that captures the lion's share of the dollars.



**NUMBER ONE
SINGLE OF THE WEEK**
PLAY THAT FUNKY MUSIC
WILD CHERRY
Epic/Sweet City 8-50225
Writer: R. Parissi
Pub: Bema/Blaze — ASCAP

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



**Barry Manilow
had 18 concert dates
in August.**

**Every one was
sold out.**

BURTON CUMMINGS' "STAND TALL."

WE SAID FROM THE BEGINNING THAT PORTRAIT RECORDS WAS TO BE DEDICATED TO JUST A FEW GOOD ARTISTS. WE'RE PROUD TO ANNOUNCE THAT THE FORMER SONGWRITER AND SINGER BEHIND MOST OF THE GUESS WHO'S NUMEROUS HITS IS THE ARTIST WHOSE SINGLE WILL DEBUT OUR NEW LABEL. PRODUCED BY RICHARD PERRY.

*Portrait*TM

DEDICATED TO A FEW GOOD ARTISTS.

Portrait, "Portrait" are trademarks of CBS Inc.

Record Bar Holds Annual Convention

NEW YORK — The Record Bar, a national record retailing chain based in Durham, North Carolina, held its annual convention from September 2-5 at Hilton Head, South Carolina.

The purpose of the series of conferences was essentially two-fold, according to Barrie Bergman, president and chief executive officer of the chain. "First, we wanted to roll out the fall program, and to tell our people about plans for the upcoming Christmas season. In addition, we wanted to present procedures for our new full-line warehouse which will eventually supply all our stores from a \$2 million inventory, and acquaint our employees with a new computer purchasing system, which we hope to have operational next month."

In attendance were managers from the 79 stores as well as representatives from a number of record companies, who addressed the Record Bar staff during the four days of meetings.

"This was by far the most successful convention we've ever had," explained Bergman. "Our people went away with a good feeling and understanding of what our company is about."

Sam Goody Lowers Album Price To \$2.99 As Discount Records Exits NYC Market

by Ken Terry & Julian Shapiro

NEW YORK — Several new and interesting developments occurred last week in the on-going "price war" among record retailers in the New York metropolitan area. One major retailer, Sam Goody, escalated its position by offering selected sale merchandise at its lowest sale prices ever, and another major national retailer, Discount Records, decided to close its one store in this market, thereby adding its name to the list of retail "casualties" that have succumbed at least partially to the pricing competition.

In New York, as well as in Philadelphia, Goody offered an "album of the day" as part of a week-long all-label sale, and the prices, which were prominently displayed, caused shudders throughout much of the retail community. On Sept. 6, "Frampton Comes Alive," a two-Lp set, was offered for \$3.49. On Sept. 7, "Fleetwood Mac" was offered for \$2.99. The remaining sales, on four consecutive days, were as follows: "The Legendary Christine Perfect Album" for \$2.99, "Renaissance Live" (a two-LP set) for \$3.49, "Spitfire" by Jefferson Starship for \$2.99, and "Beautiful Noise" by

Neil Diamond for \$2.99. Quantities were limited to one per customer.

Levy Acknowledges Precedent

George Levy, president of Sam Goody, acknowledged that these prices are the lowest at which front-line popular records have ever been sold in the chain's 27 stores. (However, Goody's has run a few similar specials in the past on such classical lines as Angel and RCA Red Seal.) Asked for the reasoning behind these unusually low prices, Levy replied, "Everybody's selling goods at that price. We didn't do anything different than Jimmy's or Korvettes are doing, except that we offered the top numbers, whereas Jimmy's mixes a lot of surplus in with the regular goods he sells for below cost."

Levy said he didn't know whether Goody would run any more \$2.99 sales. Regarding the price war in general, he added, "I don't see how anybody could continue it. I mean, you just get creamed out. They're only coming for that stuff. Somebody's going to wake up to the fact that

that's all they're selling."

Is Levy worried about the losses Goody is incurring through these sub-cost sales? "No. You figure you're going to write it off on the five or six records you're putting out at that price, hoping that a customer's going to come into the store and buy other goods. It's the same gimmick that department stores use on loss leaders; they'll give away a toaster at cost, or something, just to get people to come into the store."

Discount Closes

The New York outlet of the 50-store Discount/Viscount chain is scheduled to close Sept. 13. It became a liability to its owner, the Recco division of Pickwick International, at least partly because of the current New York price war. But Bill Schiaffino, the outlet's manager, asserted that the price war was a "minor" factor because his store had always carried a high proportion of classics, imports and other items which are not involved in the area's "cutthroat competition." More important problems from his point of view were the high cost structure (including a rent increase and outlays for store security), the extreme amount of vandalism in the Greenwich Village vicinity, where the store is located, and "the high cost of advertising in New York, which is a minimum of double anywhere else in the country, except for L.A. and Frisco."

Schiaffino also stressed the drawbacks of being a lone store in an area dominated by big chains, which naturally have an advantage in terms of advertising and buying. "One store by itself cannot survive here. You can open the same type of store I have here in Nashville, make the same gross, pay a third of the rent, have zero vandalism, advertising is maybe a third of what it is here, and all these factors add up to a big plus."

Dieter Wilkinson, general manager of Pickwick's Recco division, said that the possibility of closing the store had been considered from the time the Discount chain was purchased from CBS last March 15. "When we negotiated to buy the chain, we knew there would be some losers, and we wanted to have the leeway of first pumping some product into the stores and of making some changes, then seeing how they were going to run and how the sales picture looked." So in order to protect itself, Recco obtained an option in its contract

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ABC Regional Sales Meeting Stresses Catalog, 'Exciting' Fall Music Program

by John Mankiewicz

MARINA DEL REY, CA. — In the first of three regional sales meetings, spokespeople for ABC Records and affiliated labels stressed unity of purpose and emphasized the need for catalog exploitation while unveiling the company's fall marketing and merchandising campaign entitled "At ABC, The Name of The Game Is Music."

The three hour presentation, (which was repeated last week in Chicago and New York), was an all-encompassing view of ABC product and sales machinery.

The show was emceed by sales manager Mel Price. After some preparatory remarks, Price introduced company president Jerry Rubinstein, who addressed some general remarks to the gathering of western branch distributors. Rubinstein focused sharply on the next few months, saying that ABC was releasing some "great new product. I promise that this will be an exciting time for all of us."

ABC Corp. Behind Label

Leonard Goldenson, chairman of the board of the ABC corporation, was next, pledging the corporation's support to its record company. "We are fully behind ABC Records," Goldenson declared, "and we believe that ABC Records will continue to be a major force in the music industry." Goldenson was a convincing speaker, and his convictions set the stage for some enthusiastic remarks from Charlie Minor, recent appointee to the position of ABC national director of promotion. Minor said that he was excited to be working at ABC, and added that the people he was working with were "enthusiastic and professional."

England Focus On Catalog

In a fairly orchestrated talk near the end of the program, ABC vice-president of sales, Don England, urged the salespeople present to think about catalog "all the time." Pointing out what seemed to him to be a strong depth in ABC's catalog, England suggested that the branch managers use their collective imaginations and initiate sales programs on these strong catalog items. "Have you thought about starting a sales program with say B.B. King?" England asked in a series of rhetorical questions. "I sure as hell hope so," he concluded. England's talk was accompanied by a synchronized series of slides that

would present an image that was keyed to a specific thought. He encouraged his listeners to expand their thinking to include all possibilities; nothing, he seemed to say, was crazy if it helped to sell records. He emphasized label support, saying "If you've got an idea that you think will work, bring it to me and I'll do everything I can to help." Speaking in a low, controlled voice, England was most effective — the branch personnel paid close attention. "Just because we have a lot of great new releases on the way," cautioned England, "this does not mean that we should neglect one of our biggest strengths — our catalog."

New Product From Affiliates

Kathy King, spokesperson for ABC's classical lines — Seon and Westminster — explained to sales personnel that the classical market was huge, and virtually untapped. King used Seon artist Beverly Sills as an example, saying that Sills "is the top artist in her field and looks like she will stay

in that position for quite some time." King emphasized the need for an organized push in the classical field. "The market is out there," she continued. "We should use it, and sell these quality records."

"When we're creating product," explained Jim Fogelsong, president of ABC/Dot, "there are no rules. Every time we think we have a lock on what's happening, everything changes." Fogelsong addressed the gathering, and previewed some upcoming country product, as well as playing a medley of top Dot hits from the past. Talking about changing markets, and why salesmen and everyone else connected with the record industry must keep on top of the scene, Fogelsong used New York as an example: "A few years ago," he said, "you couldn't get country music played in New York. Now, WHN is getting excellent ratings, and country sells like crazy. Not just Willie and Waylon, but lots of country artists. It began as an attempt to recapture the lost adult MOR market, and country just

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Proposed Preticketing Guidelines Offer Manufacturers, Retailers A Break

by Rebecca Moore

WASHINGTON, D.C. — New guidelines on preticketing — manufacturers' practice of setting a suggested "list" price — are expected to be out in early November, predict Federal Trade Commission staff. The guidelines will affect all record manufacturers who provide list prices, and all retailers who use those prices in their advertising.

The proposed preticketing revisions are somewhat weaker than the FTC's current guides against deceptive pricing. Present rules state that some articles *must* be sold at the list price. If the list price is "significantly in excess" of the highest retail price, the FTC warns that the consumer could be misled by an advertised reduction from the list.

The new rules, if adopted, should give the record industry a break since they would not require any items to actually be sold at the list price. Instead, the FTC says the list price merely should not "substantially" exceed the highest price at which

sales are generally made.

No Prohibition

"The original intent of the guides is not to prohibit or infringe upon preticketing," said FTC staffer James Angelone, who admitted the proposed rules are weaker. "Only when a manufacturer is printing a price which can be interpreted as an actual selling price is there any problem involved."

"We've always taken a dim view of preticketing when it is used to maintain prices," said another FTCer, Jay Shaffer. Shaffer recently wrote an advisory opinion on preticketing reiterating the FTC's current policy.

Price-fixing

A law passed last year, the Consumer Goods Pricing Act, allows the FTC to scrutinize what it calls "resale price maintenance programs." Price-fixing is another word for price maintenance.

Record manufacturers cannot legally tell

distributors or retailers what price to use. If the manufacturers force retailers to use the list price, or if together manufacturers and retailers conspire to set prices, they would be violating anti-trust law.

"List prices are phony anyway," said one record store manager. "The marketplace determines what price you're going to use."

At one time, however, record list prices were indeed the retail price. Franchise dealers used to handle a single line of records from a single record company.

Multi-line dealerships, and, after World

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Cash Box Has Moved

As of September 13, 1976
Cash Box is located at 6398
Sunset Blvd., L.A., Ca. 90028.
Our new phone number is (213)
464-8421.



SD 18189

America opens its mouth and says "ABBA"

Everytime you think that Abba has made their ultimate No. 1 statement, they surprise you with a greater hit than their last.

And here they all are: the brand new single "Fernando," plus "I Do, I Do, I Do, I Do, I Do," "Mamma Mia,"

"SOS," "Waterloo," "Honey, Honey," plus their merely-number-one-all-over—Europe hits, some heard on these shores for the first time.

Produced by Benny Andersson and Björn Ulvaeus.

ABBA GREATEST HITS ON ATLANTIC RECORDS AND TAPES.



Pickwick First Qtr. Earnings Dip 19.3%

MINNEAPOLIS — The net income of Pickwick International, Inc. for the first quarter ended July 31 declined 19.3% to \$1,002,000 from \$1,242,000 in the comparable period of the previous year. During that period, however, Pickwick's sales climbed 11.5% to \$60,489,000 from \$54,252,000 in the same period last year. Earnings per share for the quarter dipped 17.9% to 23¢ from 28¢ per share for the quarter ended July 31, 1975.

Amos Heilicher, president of Pickwick International, told company shareholders in New York that the first quarter is traditionally the firm's "lowest period." He also attributed part of the net income loss in the first quarter to the acquisition of the Discount Record retail chain from CBS in March 1976. "The costs of integrating these stores into our existing operations were heaviest during this first quarter."

FRONT COVER



The life of most rock 'n' roll bands is fleeting. Each has its traditional "year at the top," and then things usually seem to fall apart. Probably, this is because of rapidly shifting musical tides — most bands just don't have enough ideas to adapt to these currents.

Not so with the Bee Gees. Part of the original "English invasion," the three brothers — Barry, Maurice and Robin Gibb — brought their music to audiences the world over. Ten years ago they were the darlings of the rock set, and now the same thing is happening all over again. The Bee Gees have a lot of gold albums and singles, but that's the effect, not the cause. The reason that the Bee Gees have so many gold and platinum records, and why they have number one pop singles ten years apart, and why they sell out concerts hours after the announcement is because they have been able, as few artists have, to keep up with the times. More than that, they are ahead of the times.

Musical leaders in the record industry make rare appearances and when they show audiences and record buyers voice quick appreciation. That's why the Bee Gees have gold records.

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Chrysalis' Independence Hinges On Artists, Distributors, Professional Team

by J.B. Carmicle

LOS ANGELES — Now that Chrysalis Records is a bona fide independent record company, label president Terry Ellis feels it will not be long before it starts to live up to the "incredible potential" he feels it has always possessed. "What we've done, in effect, is to groom ourselves for the day we'd become a record company," Ellis noted to **Cash Box**. His feelings about the label reflect a certain amount of pride, to be sure, but Ellis is more concerned with Chrysalis' future than its past. According to Ellis, Chrysalis will be able to expose new and established artists more effectively because of two things: the company's total control over its product through its newly begun independent distribution (Heilicher Brothers of Florida and All South of New Orleans were just added to the distribution network), and a team of "professionals," including industry veterans Sal Licata, Marv Helfer, Billy Bass and Jack Ashton, who seem genuinely excited to have the opportunity to work with those distributors. Chrysalis' first major task under independent distribution will be the exposure of the label's familiar artists like Robin Trower, Steeleye Span and Rory Gallagher, whose LPs are part of the fall release. Ellis also expressed confidence that his team of professionals would work closely with the company's distributors in establishing new artists such as Brian Protheroe, Phillip Goodhand-Tait and the Ian Thomas Band, artists whose albums round out the fall release.

'Better Job'

"We've always been quite arrogant," Ellis related. "We've always known that we could do the job better than anyone else." Pointing out that independent distribution will give Chrysalis total control over its product from start to finish, Ellis cited a loss of identity as one of the main weaknesses

A&M Sets Regional Distributor Meetings

LOS ANGELES — A&M Records holds its regional distributor meetings in Chicago on Sept. 11-12, New Orleans on Sept. 13-14, New York on Sept. 16-17 and in Los Angeles on Sept. 27-28.

The meetings are being held in three parts, beginning with A&M field-staff meetings to coordinate structure for the region within the company, followed by individual and then collective distributor meetings with both the national and local A&M representatives. This year the concept of open dialogue and problem solving will replace the traditional approach in which the record company presents its new product and tells its distributors what to expect.

Product presentations will take place at a dinner with the fall promotion "A&M Will Show You the Way" as the theme for the playing and announcing of upcoming product. There will be no film or video presentations and feedback will be encouraged from the distributors regarding the planned merchandising programs.

In addition to the company's regional and local people, who will attend the meetings in their own areas, A&M will be represented at every meeting by vice president of sales Bob Fead, national sales director Arnie Orleans, director of tape sales Bob Elliott, national key accounts manager Marv Dorfman and national singles manager Ernie Campagna, all of the sales department; as well as Gil Friesen, senior vice president; Harold Childs, vice president of promotion; Barry Grieff, vice president of merchandising; Marv Margolis of the financial department and Al Moinet, national promotion director.

the label encountered when it was branch-distributed by Warner Brothers. "Distributors and retailers tagged us as Warner Brothers because Warner Brothers people were essentially doing the distribution," Ellis commented. "No one really thought of us as Chrysalis." The identity problem even affected artists, according to Ellis. "If an artist had come to me and asked why his single or album failed I would have been loath to tell him it was Warner Brothers' fault. If I told him that Warners' worked Warners' artists first, and custom artists second, he'd have every right to suggest that Warners is the place for him instead of Chrysalis. In fact, his argument would have some merit. Since Chrysalis is an independent company now, we'll be able to make our own decisions about the product we service and how we service it. If a record doesn't make it now, all I can say is 'I tried,'" he added.

Professional Relationships

Ellis said that the relationship between Chrysalis and his new distributors will be an exceptional one because "professionals will be dealing with professionals." He claimed that distributors want three things: to sell as many records as possible, to make as much money as possible and to work with people as professional as they are. "They're strong professionals who deal in a tough business," he continued, "it's obviously not something they work only half a day at... they're still there after all these years. But we have professionals too."

Ellis feels that the current Chrysalis staff properly represents the label because they understand the distributors. "To tag our staff as just regional or national promotion and sales people would be wrong. They're field representatives who understand more than just artist relations or promotion. They can deal with accounts and distributors because they have experience and strength in their individual markets. They're self-starters and that makes them the best representatives we could hope for," he noted.

Good Reputation

Ellis called Sal Licata, Chrysalis' vice president of sales and promotion, a man with "ultimate business respect. He knows the independents," he continued, "and they

know him. He seems to have the reputation where people say, 'I better deal straight with Sal Licata.'" Licata joined Chrysalis in early 1976 and hired Marv Helfer as the company's national sales manager. "I've been flattered by the quality of people who've come to work for us," Ellis added. "They're not fly-by-night people and they're not job-hoppers; they're people with experience in all phases of the business. What we don't need is a top 40 man who understands radio and records perfectly, but finds himself unable to grasp the direction a Chrysalis artist is taking."

In addition to working with distributors, Chrysalis' decision to become an independent label means more responsibility to its artists, according to Ellis. "A record company president has to be well-qualified in two areas — business and artist relations," Ellis said. "It's important for our staff to know and work with our distributors, but a successful artist-company relationship is just as important." Reiterating that a record company president and an artist should completely understand each other's aims and goals, Ellis said, "An artist should choose a record company only after getting an overall view of the company by talking

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Musexpo Convention: Reaction Favorable

NEW ORLEANS — Muxexpo '76 is enjoying its second annual convention as **CB** goes to press this week. General comments reflect a favorable attitude towards the necessity of such a yearly affair in the United States. Also, the sight of this historic city seems to be providing a happy balance between the hustle-bustle of America and the more placid nature of Europe.

Festivities began Tuesday evening (7) with a cocktail party welcoming participants from all around the globe. A second night highlight occurred with a CMA-sponsored mini-concert (see country section).

Several negotiations are already pending, however, those involved wish to withhold disclosure until the conclusion of the convention. A full report will appear in **CB** next week.



INDEPENDENCE DAY — Joining Chrysalis Records president Terry Ellis and his staff for the independent label's first national meetings two weeks ago were Chrysalis' promoter people from around the country including (from left, kneeling) Michael Schied, Chicago; Ellis; Suzie Durkee, secretary; national promotion director Billy Bass, and Bill Taylor, Los Angeles. Standing, (from left), are John Belliveau, Boston; Joshua Blardo, New York; Jeff Hackett, Dallas; VP sales/promotion Sal Licata; national singles promotion coordinator Susan Harrington; national albums promotion coordinator Jack Ashton; Jim Seilers, Cincinnati, and John Barbis, San Francisco.

memorabilia

Even Then They Knew

When I joined **Cash Box** in 1951, I thought I knew quite a bit about music. I spent endless hours of my youth listening to Martin Block's "Make Believe Ballroom" on WNEW, Jerry Marshall, Jack Lacey and the late hour Art Ford's "Milkman's Matinee." I thought I was what Ron Alexenburg today refers to as a "record junkie." But it only took a few months to find out how much I didn't know about music. To set the stage for this education, a bit of background is necessary.

The Way We Were

In 1952 or thereabouts, **Cash Box** was still primarily a coin machine publication. Because local governments were outlawing pinball and slot machines almost weekly throughout the U.S., the vast majority of our readers (coin machine operators) were selling off their now "illegal" equipment to foreign countries and buying jukeboxes for their routes. Which posed an immediate problem for operators.

"What the hell do we put in these jukeboxes to attract play?" was the tone of the letters we received almost daily from the ops. "We don't know anything about record popularity."

We answered the call by making a deal with a guy called Jack "One Spot" Tunis out of Oak Park, Illinois, who surveyed retailers all over the U.S. and ran his top 40 in our paper.

This move put **Cash Box** in the record business. And although we were now answering the needs of the jukebox operators, we knew we would have to broaden our readership if we were to attract record company advertising. At that time the pop record industry was almost totally dominated by Decca, RCA and Columbia and a young indie called Capitol that was coming on nicely. But we just couldn't get the recognition from these big three at the time.

Conversely, there were a whole bunch of record companies out there who were not getting much recognition from the other existing trade papers. These were the companies that issued race records, negro records, or as some publications referred to them, sepi records.

Majors & Indies

Since we weren't cutting it with the "majors" (I remember when we broke open a bottle of Canadian Club some years later to celebrate the fact that Capitol Records was the first of the "majors" to sign a contract to run 26 half page ads in **Cash Box** each year, all designed to look like a jukebox with title strips across the front mentioning their hot titles) and no other trade was covering these "indies" (a word which was recited at that time by record people with the same tone one would say "bastard") with the reportage they should have been getting, we greatly increased our coverage of this field, not knowing at the time that this was the single smartest move **Cash Box** was to make in its young history in the record business. This move opened my Bronx eyes and vanilla ears to a whole new area of music I knew nothing about.

In covering what we then chose to call R&B music, I met a whole new breed of record people. White soul brothers called Ahmet Ertegun and Jerry Wexler and their dentist partner Herb Abramson running a little company called Atlantic Records; Leonard Chess of Chess and Checker in Chicago; Lew Chudd of Imperial; Art Rupe of Specialty; Sid Nathan of King/Federal/Deluxe; Don Robey of Duke/Peacock; the Biharis of Modern and RPM; Irv Green, Art Talmadge and accountant Irwin Steinberg of Mercury, Larry Newton, George Goldner and on and on. Who would have ever expected that these companies would change the face of the record industry? All the above *knew* it would happen. That black music, which at that time got almost no play on white stations, would someday be as popular as white music; would change the sound of pop music and would lead to a wave of British soul sounds hitting in the U.S.

Hot Flames

Many of the above people helped us develop a list of R&B retail outlets we could survey each week to develop a 12 city R&B Hot Chart (the word "Hot" had flames coming up from the letters) that we introduced. The charts reported on the 10 hottest R&B titles in N.Y., Chicago, L.A., Dallas, Memphis, Atlanta, etc., which were all totalled into a national top 20 regarded by the industry as the best R&B chart around. It wasn't too many years later, with the aid of the likes of DJ Alan Freed, that R&B became rock 'n' roll and the lowly indies became the solid consistent hitmakers, churning out one black smash after another, eventually signing the likes of Sonny & Cher and broadening their base into Vanilla Fudge, Iron Butterfly, Aretha Franklin, Led Zeppelin and so on.

Compiling the R&B charts, I discovered a whole new world with strange names in the #1 spot: Ruth Brown, Ray Charles, Willie Mabon, Muddy Waters (I remember laughing at his name the first time I saw it), Billy Ward and the Dominoes with Clyde McPhatter as lead vocalist, the Coasters, the Clovers, Bo Diddley and endless others. I also learned more about the sophisticated marketing and merchandising techniques the R&B people employed to sell their wares and stay in business until that big find came along. Like Leonard Chess' method of loading up the truck and back seat of his car with R&B 78s and heading south from his Chicago base selling his record to retailers along the way and stopping at radio stations hopeful of getting play. Stan Lewis' place in Shreveport was usually his last stop.

Playing It Cool

My most educational trip about this music was one I took on an 8 degree winter's evening in the mid-'50s with Ahmet and Jerry in Ahmet's old two-seater MG convertible to present a **Cash Box** trophy to the Clovers, who had won the best R&B vocal group award that year. Ahmet's convertible top was torn on the left rear side and since I had to lie across the narrow space in the back of the two seater, holding my copy of **Cash Box** against the hole in the canvas, I arrived in Philly blue enough to be a soul brother. The two guys spent the entire evening talking about their belief in black music and where it would someday be. Although I was a kid somewhat naive to the hype, I knew these guys weren't hyping but were true believers that someday radio would play black and white music on the white stations and the earthy, real, soul (they even used that word then) sound of the black performer would do its own thing and rank with the best.

Without their "blind faith" or keen sensitivity to the public's tastes, who knows what course black music might have taken? Or if it would have taken at all.



ONE MILLION WAYS TO LEAVE YOUR LOVER — Columbia Records recently presented **Cash Box** with a gold record for Paul Simon's RIAA-certified single, "50 Ways To Leave Your Lover." At the New York office presentation (from l) are Sheila Chlanda, Columbia Records associate director of national promotion for secondary markets; Gary Cohen, east coast editor of **Cash Box**; Marty Ostrow, executive vice president of **Cash Box**; and Bob Sherwood, national promotion director for Columbia Records.

Columbia's W/Coast Strength Aided By Dilbeck Promotion

LOS ANGELES — The appointment of Michael Dilbeck to the post of director of west coast A&R by Columbia Records last week added further emphasis to the label's commitment to California and its burgeoning population of quality artists.

Game Plan

Dilbeck who steps into the newly created job after four years in the Columbia A&R department, told **Cash Box**, "We'll be spending a lot of time outlining new procedures around here, but we'll be concentrating very heavily from now till the end of the year on what we've got. We have Pink Floyd and Santana albums scheduled along with a Loggins & Messina greatest hits package, but our biggest challenge will be to develop the talent we've already got. There are a number of artists we have to take care of and nurture. We feel that Tom Jans, Les Dudek and Ian Matthews have great potential. Hopefully we can repeat with them the success we've had with Boz Scaggs."

Dilbeck's area of responsibility will include both the signing of new talent to Columbia as well as the supervision of the recording activities of the label's west coast artists. In addition he will head the west coast A&R staff and in-house production team. "If we are to continue our success here," Dilbeck informed **CB**, "we'll have to work more closely than ever with marketing. They certainly helped to develop the talent we have and we respect their contribution a great deal. With the help of marketing and all our other departments, we feel confident that we can break acts like Journey, Deneice Williams, The Emotions and Leon Haywood."

Quality

Don Ellis, national A&R vice-president for Columbia, told **Cash Box**, "Mike Dilbeck

is very capable. His track record makes him qualified to be the top man. As Mickey Eichner's (east coast A&R director) counterpart he will continue to be involved in breaking and establishing new artists, The Emotions for example."

Ellis further stated, "The recent expansion in artist activity on the west coast has necessitated the growth of the A&R department and its responsibilities. Mike Dilbeck has been an invaluable asset to our A&R staff, and has been very instrumental in the success of many artists. As director of west coast A&R, he will have an extremely important role in coordinating all artist A&R activities as well as attracting new talent to the label."

The tongue-in-cheek speculation rampant at the time of Columbia's national convention in July—that the label was attempting to sign every able-bodied superstar in the western hemisphere, did not faze Ellis. "We'll be somewhat more selective in our signings, but by no means have we abandoned our original game plan. The net increase of our talent roster in the last fifteen months has been twelve artists, and that includes the Lone Star deal. True, we've had some *major* signings, but we feel they were important for Columbia."

Dilbeck added his own emphasis to Ellis' remarks, commenting, "We're always after the best talent we can find."

Shopping Center Expansion Declines

NEW YORK — While the number of shopping centers nationwide has more than doubled in the past decade to an estimated 18,540, their average sales per square foot between 1965 and 1974 dropped by 29 percent (after adjustment for inflation), according to a report in the Wall Street Journal. Because of this decline, the result not only of inflation but also of overexpansion, the recession and zero population growth, many retail chains are scaling down their building plans. In addition, it is estimated that a record seven percent of all shopping center construction last year went to refurbish older malls.

Casablanca Ends Douglas Records Pact

LOS ANGELES — Casablanca Records has terminated the label's distribution pact with Douglas Records. The split was described as amicable and due to differences in marketing concepts. Upon completion of contractual obligations, all Douglas Records product currently in Casablanca's catalog will revert to Douglas.



Dilbeck

MELLOW FANTASTIC



Troubadour. His fourth album on Shelter Records.
Share a simple understanding with J.J. Cale.

Produced by Audie Ashworth

The Ghost of Electricity; as lonesome as the wind
in the eucalyptus trees. —Melody Maker, 5/76

J. J. Cale has become one of rock's greatest cult
figures. His playing and singing is as low key,
miraculous, tasteful, and sultry as one could hope.
—The Guardian, London 5/76

Cale's songs are love songs and he is fearless in
the face of sentimentality. His lyrics and melodies
often tread the fine line between the loving and the
mawkish, giving his songs a real and rare
tenderness. —Nation Review, Melbourne 4/76

On Tour
Ebbets Field, Denver—Sept. 1-2
Pipeline, Seattle—Sept. 13-14
Roxy, Los Angeles—Sept. 16-18
Boarding House, San Francisco—Sept. 20-21
Fourth & Pine, St. Louis—Sept. 24-25
South East Music Hall, Atlanta—Sept. 27-29
Texas Opera House, Houston—Oct. 1-2

Dates soon will be added in:
Washington, D.C. Boston
Philadelphia Cleveland
New York City



DISTRIBUTED BY ABC RECORDS INC.

EXECUTIVES ON THE MOVE



Grieff Bogos Smith Landis

Grieff Named VP — Barry Grieff has been named vice president of advertising, merchandising and special projects for A&M Records, where he will coordinate all aspects of the label's advertising and merchandising campaigns and will also supervise the label's expanded college department.

RCA Ups Bogos — Gil Bogos has been named field marketing manager for custom labels at RCA Records, where he has served as field sales representative in Los Angeles for the past six years.

Rodden Joins Monument — Tom Rodden has been appointed to the post of vice president, marketing at Monument Records and will be based with Monument headquarters in Nashville.

Arista Promotion Department Restructured — Richard Palmese has been named director of national promotion and will move to the New York office upon leaving his present position as mid-west regional promotion manager. Perry Cooper, formerly national album promotion manager, has been named associate director of album promotion. Sam Karanamos, previously national singles promotion manager, has been appointed associate director of singles promotion. Marty Goldrod, formerly west coast regional promotion manager, has been named associate director of west coast promotion. Bill Scull, former local promotion representative, has been named mid-east regional promotion manager, with an expanded territory to include Detroit, Cleveland, Pittsburgh, Cincinnati and Columbus. Gary Diamond, who comes to Arista from Heilicher Bros., where he was director of promotion, has been named mid-west regional promotion manager, with territory encompassing St. Louis, Kansas City, Minneapolis, Chicago and Milwaukee. June Colbert, previously local promotion representative, has been named southern regional promotion manager with territory including Memphis, Nashville, Shreveport and New Orleans. In addition, Julie Strittmatter has just joined Arista as Detroit promotion manager.

Smith Joins RSO — Appointment of Bob Smith as west coast promotion manager for RSO Records has been announced. He will headquarter in RSO's Los Angeles office and report to Rich Fitzgerald, RSO national promotion director.

Landis Named At Capitol — Richard Landis has been appointed as director, east coast talent acquisition at Capitol Records A&R. The appointment marks the reopening of an east coast A&R department for Capitol after a period of years. Landis will work out of



Frymire Sekuler DiNoble Munao

Capitol's New York offices, 1370 Avenue of the Americas, (212) 757-7470.

Frymire Promoted At A&M — Bob Frymire has been named to the post of head of A&M Records college department. Frymire, a former A&M college rep for two years at the University of Colorado, will add ten new representatives to his staff to bring the total number to twenty-five. He will headquarter at A&M's Los Angeles office and report directly to Barry Grieff.

Casablanca Sets Expansion — Casablanca has announced an expansion of the company's staff beginning with the promotion of Susan Munao to the post of vice president, press and artist relations, Al DiNoble to director of singles sales and the appointment of Eliot Sekuler to the post of director of creative services. Munao will supervise a completely restructured publicity and creative services department.

Fleischer To UA Country — Debi Fleischer has been named to the position of director of country publicity and artist relations. She comes to this newly-created position after a four-year stint with United Artists in Los Angeles and will be based out of UA's country headquarters in Nashville.

Moran Appointed At Atlantic — Linda Moran has been appointed executive assistant to Sheldon Vogel, executive vice president of Atlantic Records. Prior to joining Atlantic in 1970, Ms. Moran worked in the A&R department of RCA Records.

Walker Named VP At Marsel — Robert Walker has been appointed vice president of operations for Marsel Records Inc., where he will oversee all aspects of the company's various business operations and will report directly to Gavin Murrell.

Salem To WEA — Fred Salem has been appointed as special projects manager of the Warner-Elektra-Atlantic Corp. He will be headquartered at WEA's Burbank offices and



Fleischer Moran Walker Salem

report directly to Vic Faraci, vice president, director of marketing.

Second 'Rock Music Awards' Honors Rock On Television

by Phil DiMauro

NEW YORK — Live Los Angeles Palladium appearances by Peter Frampton, Jefferson Starship, Diana Ross, Rod Stewart, Alice Cooper, Labelle and Jermaine Jackson will be featured in the second annual "Rock Music Awards" show, to air on CBS television September 18. Celebrities presenting awards will include George Benson, the Beach Boys, Phoebe Snow, The Captain & Tennille, Harry Chapin, and Tony Orlando, with Mae West making a rare guest appearance.

Grammy Awards

Executive producer Don Kirshner conceived the event in its first year after attending the Grammy Awards, where he found that "artists like Bob Dylan, the Rolling Stones and Led Zeppelin, who had done much to shape the foundations of our multi-billion dollar music industry, were not fairly represented. I'm proud of the business, the artists, and the people behind the scenes, and I felt it was time they received the recognition they were due."

Use Of Television

Kirshner has long believed in exposing rock through the often conservative medium of nationwide television. He conceived "In Concert" five years ago, when he found that rock acts appearing on normal television variety shows were handled in a ridiculous manner from a production point of view. "You'd be hearing a guitar solo while the cameraman was focusing on the keyboard player's hands." With the "Rock Music Awards," Kirshner hopes to further the "healthy trend of bringing these acts, who are touring the nation and playing the

biggest houses, to a prime-time television audience."

Cross Section

Kirshner expressed satisfaction with the list of nominees, chosen by a panel of rock journalists and disk jockeys, in that the names and music represented a cross section of "rock" (as a generic term encompassing facets of soul, jazz, folk as well as rock), that simply are not often found in the categories of an annual awards presentation such as the Grammys. Nominees for "personality of the year" are Bob Dylan, Peter Frampton, Elton John, Bob Marley, Paul McCartney and Bruce Springsteen. The "best new female vocalist" nominees are Natalie Cole, Maxine Nightingale, Mary Russell, Patti Smith and Donna Summer; the "best new male vocalist" will be chosen from nominees George Benson, Keith Carradine, Bob Seger, Bruce Springsteen and Gary Wright. "Best group will be chosen from among Fleetwood Mac, Jefferson Starship, Led Zeppelin, the Rolling Stones, and The Who.

Future of the Awards

Asked if he felt the "Rock Music Awards" would find a longevity beyond its association with his name, Kirshner said, "Even if I'm not picked up next year, I feel I have accomplished what I set out to do, which is the matter of exposing these acts to millions of people who may be only slightly aware of them." He was adamant in his conviction that the music and musicians honored by the "Rock Music Awards" have much more to gain themselves than he will gain as executive producer of the event.

Renovation Nearly Complete For NY Palladium's Opening Night

by Phil DiMauro

NEW YORK — A clean, attractive atmosphere and a return to three-act bills are among the goals set by promoter Ron Delsener in his renovation and reopening to rock concerts of the Academy of Music in lower Manhattan, renamed the Palladium. The first concert scheduled for the revamped facility will feature The Band and Chris Hillman, for Saturday September 18.

"We should be about 80% ready by opening night," stated Delsener, surveying a busy scene of painters and upholsterers along with a work crew employed in scraping accumulated matter from the floor. "It used to be the big joke that your feet stuck to the floor here," he grinned, "but the sad fact is that this theater has suffered from a complete lack of maintenance for years." All seats will be reupholstered in red, with white walls and gold trim throughout, for an effect Delsener hopes will approximate the Carnegie Hall interior. The floors will be steam-cleaned and repainted, and maintained in similar fashion by a full-time cleaning crew that he will put on. An additional expense involved replacement of plumbing in the theater's deteriorated bathroom facilities, which Delsener says will require full-time custodians for their maintenance as well.

Dollars From UA

In his plans to "create a separate environment inside," Delsener claims full support of UA Eastern Theaters, owners of the facility, whom he credits with "heavy financial support" to the project, which has run up at least \$46,000 in bills already. United Artists has agreed to change the theater's film policy from \$1.00 reruns to \$2.00 showings of films which Delsener feels will be more appropriate to the facility's identity as a contemporary music hall, including Bowie's "The Man Who Fell To Earth," rock concert films, and youth-oriented cult cinema. In addition, U.A. will advertise coming attractions at the Palladium with film trailers in their theaters around the city, as well as providing four theater windows exclusively devoted to Palladium concert announcements.

Delays Big Problem

Delsener called "the interminable delays between acts" one of the biggest problems in current rock concert presentation, and expressed hopes to smooth the operation as much as possible, with the ultimate goal to return to three-act bills. He has had a difficult time convincing artists that the theater's aspect will be changed. In the past, the dressing room and backstage facilities were so abominable that acts are still reluctant to venture inside, to the point that Delsener actually had to fly The Band in to convince them that they would be quartered decently. At this time, definite commitments to play the new Palladium have been made by The Outlaws, Ozark Mountain Daredevils, Billy Cobham and George Duke, Hot Tuna, Jackson Browne, Orleans, Charlie Daniels, and the Earl Scruggs Revue. Jeff Beck, Labelle and Todd Rundgren are still weighing their decisions.

With the expenses involved in continuing renovation, as well as the extra advertising and promotion needed to re-acquaint the public with a new concert location, Delsener expects the 3,400 seat Palladium to be a financial loss for many months to come. He is proceeding in spite of a legal challenge by Beacon Theater owners Steve Singer and Steve Metz, who claim to have the exclusive right to present live entertainment at the theater. In the future, he hopes to sublet the theater from UA and run the entire operation himself, but for the present he is taking one step at a time.

Introducing FUNKY KINGS



he Beginning Of A New Rock 'N Roll Reign!

FUNKY KINGS emerge with the brilliant writing and performance power of Jack Tempchin, Richard Stekol and Jules Shear plus the remarkable instrumental versatility of Frank Cotinola, Bill Bodine and Greg Leisz. They

play incisive, literate and compelling rock—the kind of music that instantly puts them in a class by themselves. Get ready for the new reign of the Funky Kings.

On Arista Records



AL 4078

picks of the week

STEELY DAN (ABC 12222)

The Fez (3:59) (ABC/Dunhill/E.L.D.G. — BMI) (D. Fagen, W. Becker, P.L. Griffin)

Steely Dan has come up with a single that will help maintain its position as the darling of the FM progressive outlets. The tune is, as always, artfully constructed, and holds much of the attractiveness that has sustained sales through many years of non-touring. The vocals are rich, the arrangement complicated yet accessible. Play it now!

THE BEACH BOYS (Capitol P-4334)

Be True To Your School (2:07) (Irving — BMI) (B. Wilson)

This Beach Boys classic has been revived just in time for the first day of school. Complete with cheerleader yells, this mellow opus to academia is just right for AM radio and imaginative FM programmers. One of those famous Brian Wilson productions, this has a good shot all over again.

HERBIE HANCOCK (Columbia 3-10408)

Doin' It (3:21) (Wah Wah Watson/Hancock — BMI) (M. Ragin, R. Parker, Jr., H. Hancock)

From the recent LP "Secrets," Hancock busts loose with this driving funk single. Ever since Hancock (one of the first) turned his eyes toward progressive music he has been one of the best practitioners of the genre. Should get heavy disco play, and should get considerable jazz spins. The guitar work is outstanding.

JEFF BECK (Epic 8-50276)

Come Dancing (3:28) (Gratitude Sky — BMI) (M. Walden)

Guitarist extraordinaire Beck has put out an eminent danceable and musically sophisticated funk cut. The synthesized guitar spits forth some unorthodox, yet charming, melody lines, and the entire arrangement sparkles with class and sensibility. A must add for any progressive programmer.

THE CHARLIE DANIELS BAND (Epic 8-50278)

Sweet Louisiana (3:28) (Hat Band/Radadara — BMI) (C. Daniels)

From the hot-selling "Saddle Tramp" album, this is a rocking and rolling southern boogie number. Daniels sings the tune with ultimate conviction, and the arrangement includes a rhythm section that just won't quit. More than just a regional seller, this might break Daniels on a national basis.

STEVE HARLEY AND COCKNEY REBEL (EMI/Capitol P-4335)

Here Comes The Sun (2:40) (Harrison Limited — BMI) (G. Harrison)

Steve Harley was playing this one on his recent American tour, and we think it's a winner. He takes the Beatles' standard and really rocks it up, getting progressively tougher with each verse. By emphasizing the rhythm of the well-known riff, he accentuates a part of the song that has, until now, been well-hidden. For progressive FM's and wise AM programmers.

JON ANDERSON (Atlantic 45, 3356)

Flight Of The Moorglade (3:22) (Topographic/WB Music — ASCAP) (J. Anderson)

Yes lead vocalist Anderson steps out with this first single from his first solo LP. It's a good one, aimed at the FM progressive market, and is heavily textured. Should pick up immediate airplay on the strength of his reputation, and get more play because of the record's high quality.

JOAN ARMTRADING (A&M 1865-S)

Love And Affection (4:28) (Almo — ASCAP) (J. Armtrading)

On this first single, Armtrading proves herself to be a powerful female pop force, a force to be reckoned with. Her voice is terrifically emotive, and her arrangements are better than the artist with whom she will doubtless be compared Joni Mitchell. A must add for FM progressive outlets.

THE SUPER DISCO BAND (Pi Kappa/Buddah PKA 801)

Hot Grease (4:11) (Kama Sutra/Wanderik — BMI) (P. Kyser)

This band just about lives up to its name. The tune is paced well, has some slick string work, good use of chords, and a hypnotic rhythm. The absence of any voice track only serves to point out the musical attributes. A definite disco spin.



BEE GEES (RSO/Polydor RS 859)

Love So Right (3:19) (Casserole/Unichappell) (B. Gibb, R. Gibb, M. Gibb)

Coming off a number one single, "You Should Be Dancin'," the Bee Gees have delivered what sounds like at least a candidate for the top 10. The R&B flavor is still there, so the appeal is across the board. Those famous harmonies are in full force. This ballad is headed straight up.

BACHMAN-TURNER OVERDRIVE (Mercury 468)

Gimme Your Money Please (3:24) (Ranbach — BMI) (C.F. Turner)

No surprises from BTO this time around, but the hard rocker is done up with integrity. The lead vocal is growled out in syncopated time to the hard driving rhythm, and the result is a class A progressive single.

ARETHA FRANKLIN (Atlantic 45-3358)

Jump (2:18) (Warner-Tamerlane — BMI) (C. Mayfield)

Produced by Curtis Mayfield, the tune is aptly named. This is a little over two minutes from the soundtrack LP of "Sparkle," and it shows off Aretha's voice in a spectacular light. The melody is basically composed of a couple of interesting riffs, and Franklin wraps her voice around them with her usual high style.

CAPTAIN AND TENNILLE (A&M 1870)

Muskrat Love (3:28) (Wishbone — ASCAP) (W. A. Ramsey)

From the consistently charting "Song Of Joy" LP, this is the tune that created so much fuss when played recently for the Queen of England. Actually, the lyrics are quite harmless, and, since it's already getting a lot of play as an album cut, we don't see why this shouldn't get to be a top 10 pop single.

GENERAL JOHNSON (Arista AS 0203)

Don't Walk Away (3:33) (Music in General — BMI) (G. Johnson)

General Johnson, because of his last few releases and his longstanding writing prowess, has evolved into one of the best contemporary R&B artists. This is no exception, having a funky rhythm track and a driving lead vocal. Should get immediate R&B play, and tons of it.

JERRY JEFF WALKER (MCA-40622)

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

Normally Jerry Jeff Walker would be considered to be in the progressive country mold, but this single has a great pop shot. He speeds up Tom Waits' original arrangement throughout, and only returns at the fade. A brisk treatment of a modern classic, AM and FM programmers will want to jump on this one.

JAY FERGUSON (Asylum E-45345-A)

Medicated Goo (3:24) (Irving — ASCAP) (S. Winwood, J. Miller)

In his first single from the successful "All Alone In The End Zone" LP, Ferguson takes this Traffic tune and gives it a uniquely full treatment. The production by Bill Szymczyk is, of course, top-notch, and permits Ferguson to let loose while maintaining exquisite control. A definite must for FM progressive programmers. (Ferguson established a great reputation when he was with Spirit, and this should only spread the word.)

THE BOB CREWE GENERATION (Elektra E-45346-A)

Time For You And Me (3:55) (Hearts Delight — BMI)

A lilting introduction, based around a swinging flute, gives this MOR-styled ballad an extra punch. Crewe's vocal is OK, and plays off well against the woodwind phrases. Adult FM's and soft jazz outlets should check this one out. It builds to a certain intensity that's pleasing to the ear.

KRIS KRISTOFFERSON (Monument/CBS ZS8 8707)

It's Never Gonna Be The Same Again (3:54) (Resaca — BMI) (K. Kristofferson)

The first single from the recent "Surreal Thing" LP, this is an OK offering from Kristofferson. Although it's not equal to some of his past work, the tune has a certain charm that should push it onto many FM lists. The melody construction reminds one, surprisingly, of Gordon Lightfoot.

BILLY JOEL (Columbia 3-10412)

James (3:53) (Home Grown/Tin Pan — BMI) (B. Joel)

This beautiful tune kicks off with some sensitive playing on the Fender Rhodes, accompanied solely by bass. Gradually, as the song builds, so does the instrumentation. A song to an old friend, wondering what he's doing now, this should get immediate FM progressive play. On a par with some of the best pop stuff these days.

DWIGHT TWILLEY BAND (Shelter/ABC SR-62003)

Could It Be Love (2:35) (Tarka — ASCAP) (D. Twilley)

The first single from its debut LP "Sincerely," Dwight Twilley Band has come up with an effective rocker, with a chunky chorus beat. The lead singer's voice seems to cut through the arrangement like a sharp knife, and he makes every phrase count. The stop-and-go arrangement has a lot of class, and should push this song onto virtually every pop playlist.

LEON HAYWOOD (Columbia 3-10413)

The Streets Will Love You To Death (Pt. 1) (3:06) (Jim-Edd/Song-Pen — BMI) (L. Haywood, M. McQueen, Jr., B. Williams, Jr.)

Starting off with some realistic street shouts, Haywood leans into this one with funk grace. The tune is mixed hot, and contains some terrific lyrics. Should get immediate R&B play, and might, with the proper push, cross to the pop side. Discos will want a taste of this too.

JIMMY CHAPEL (ADA 077)

Now I Feel The Power (3:15) (ADA — ASCAP) (P. Mitchell, R. Loring)

This song begins with some majestic piano chording, and then Chapel's rich voice steps in and delivers the hook. A good love song, this should be immediately added to every MOR list. It's got a good melody line, and powerful lyrics. Could find a place in many pop markets.

DAVID DUNDAS (Chrysalis CHS 2094)

Jeans On (2:37) (Moth/Dick James — BMI) (Dundas, Greenaway)

Each verse builds, adding a little instrumentation as the tune progresses. A pleasant pop tune, reminding one of some of McCartney's ditties, this should get some AM adds, and would be a welcome addition to many progressive lists. A nice love song with a catchy melody.

LITTLE MILTON (Chess/All Platinum ACH-30002A)

Many Rivers To Cross (3:01) (Irving — BMI) (J. Cliff)

Little Milton takes this lovely ballad and turns it into an excellent vehicle for his R&B styled voice. The arrangement is refreshingly innovative; it doesn't borrow too heavily from other covers. His phrasing is completely different, and it's ultimately well-constructed, serving to highlight the nuance of melody. Some great R&B guitar fills throughout.

SONOMA (MCA-40606)

Way Of A Clown (3:15) (Bam Bam/Punch Shop — BMI) (C. Merriam)

A rocking little tune from a restructured Sonoma. It's got an attractive melody, and a rollicking arrangement. The vocals are handled well, with a good accent on harmony. The well-arranged tune would be perfect for the pop programmer who's looking for something new and good.

FOOLS GOLD (Morning Sky/Arista MS 701)

One By One (3:50) (Frank Snare/Big Shorty — ASCAP) (T. Kelly, D. Henson)

Fools Gold has come up with another pleasant country rocker that evokes the memory of the Eagles' best work. Should hit strong in progressive markets, and might well pop up on more than a few AM stations. The vocals are superb, the backing more than adequate. Nice steel playing on the break.

DIRTY ANGELS (Private Stock 45,112)

Radio (3:36) (Jiru — ASCAP) (Gottentre, Karp, Hull)

A nice rocker from Dirty Angel. The chorus is a great hook; you can immediately hear it on the AM box. The instrumentation is right on the mark. This is an energized cut that borrows intelligently from some early Beatles harmony work and yet manages to come out original. Should get fast pop play.

Now Available

CAR WASH

Original Motion Picture Soundtrack
Music Composed and Produced
by Norman Whitfield

Special Priced
2-Record Set

ALBUM REVIEWS

CHILDREN OF THE WORLD — Bee Gees — RSO RS-1-3003 — Producers: Bee Gees — Co-producers: Albhy Galuten, Karl Richardson — List: 6.98

Having proven themselves to be more than competent in the disco genre with their hits, "Jive Talkin'" and "Nights On Broadway," the Bee Gees now carry that expertise one step further on "Children Of The World." The feel is characteristically smooth and mellow, with the emphasis on the group's high energy, ditto octave vocal qualities. Many hot shots for various radio markets here — pop, R&B and FM progressive. Pick up on "You Should Be Dancin'" and "You Stepped Into My Life," they're dynamite cuts. Particular mention should be made of the ultra-clean production and arranging on this LP — really nice!

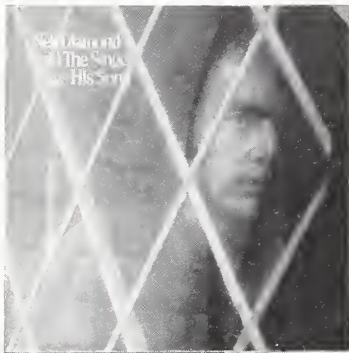


MOTION — KGB — MCA 2221 — Producers: Ken-ny Kerner, Richie Wise — List: 6.98

Though KGB is no longer with us, they've left an excellent album in their wake. "Motion" is an excellent showcase of the lightly funk-flavored rock that bears the trademark of KGB — tasteful power. The band has chosen to add some interesting instrumental touches, like banjo and acoustic piano, that augur well with the over-all rock approach of the material. KGB is quite capable of turning in a moving ballad, like "My Serene Coleen." Programmers of both pop and FM progressive stations will find this LP to be a natural for a considerable amount of play, while several R&B programmers are likely to be attracted to a couple of the tunes as well. "Woman, Stop Whatcha Doin'" is hot.

AND THE SINGER SINGS HIS SONG — Neil Diamond — MCA 2227 — Producers: Various — List: 6.98

This LP is a very nice collection of the older Neil Diamond material. The feel is as smooth as anything the master tuneweaver is doing at the present. This package will surely be a great seller — retailers display it right up front! Included are several of Diamond's hits like "Walk On Water" and "Stones" and a good selection of tunes that round out the Diamond character — an excellent contribution to the growing catalog of Diamond classics.



LOVE AND TOUCH — Tyrone Davis — Columbia PC 34268 — Producer: Leo Graham — List: 6.98

A tight soul offering from the man that brought us such notable R&B hits as "Turn Back The Hands Of Time" and "Can I Change My Mind." Davis lends his rich vocal capabilities to a collection of tunes that guide the listener through many emotional levels, the transitions are always smooth as glass. The runaway "best" cut of the LP is the great "Give It Up (Turn It Loose)." A natural for the R&B programmer, the pop programmer would be a fool to ignore this one.

LET'S STICK TOGETHER — Bryan Ferry — Atlantic SD 18187 — Producers: Chris Thomas, Bryan Ferry — List: 6.98

The hero and creator of camp-rock has done it again. With the aid of his Roxy Music pals and some additional side musicians, Ferry manages to come across slicker and cooler than ever — if that's possible. He's even included a few cuts that are sure to find their place right alongside "Love Is The Drug" as commercially viable pop product. Among these are "Shame, Shame, Shame" and "The Price Of Love." It goes without saying that this album will be an instant success in the FM progressive market — after all, that's Ferry's regime.



HOW LATE'LL YA PLAY 'TIL? — David Bromberg Band — Fantasy F-79007 — Producers: Steve Burgh, David Bromberg — List: 7.98

Bromberg has long been categorized as a sort of eccentric, or at least eclectic, musician. This album will only serve to strengthen that reputation. "Danger Man II" gives the listener a glimpse of Bromberg's funkier side while "Get Up And Go/Fiddle Tunes" is a Bromberg ode to the life that John Denver croons of. Some great tongue-in-cheek witticisms find themselves interlaced with flawless diplomacy throughout the LP. Two disks of this nonsense should attract any listener! By the way, the broad range of musical styles covered herein will also make this two-record set a likely candidate for considerable airplay in many markets.

VERY TOGETHER — Deodato — MCA 2219 — Producer: Eumir Deodato — List: 6.98

Deodato lends his progressive touch to a collection of tunes that range from the funkified rhythms of "Peter Gunn" to the Latin feel of "Spanish Boogie." Deodato's capabilities as a master song craftsman have never been more effectively displayed than on this effort. Much radio play will arise from the far-reaching appeal of this ingenious artist — across the board.



TALES OF KIDD FUNKADELIC — Funkadelic — Westbound W-227 — List: 6.98

A very strange offering, to be sure. The cover alone is enough to keep you guessing for quite some time, with its bizarre graphics and obtuse liner notes — but fear not, within this strange cover is an album full of some of the finest "progressive R&B" we've ever heard, if, indeed, such a thing exists. Driving rhythms combine with spacey synthesizer and guitar riffs that together comprise some of the most elemental material this side of Mars. FM progressive programmers are sure to give this one some attention, while a few innovative R&B programmers will catch on, too.

LIVE BETTER ELECTRICALLY — Nitzinger — 20th Century T-518 — Producer: Bob Pickering — List: 6.98

A very impressive offering from this group that revolves around its namesake, John Nitzinger. The tunes are a combination of straight-ahead rock 'n' roll and rockin' funk — and a fine combination it is. The more funk-oriented tunes, like "Are You With Me," feature some clean horns and tight clavinet lines, while the rockers just sizzle with energy. This is an album that will find some instant converts in the FM progressive markets, with a strong shot at the AM listener as well.



DEE DEE BRIDGEWATER — Dee Dee Bridgewater — Atlantic SD 18188 — Producers: Jerry Wexler, Gene Page — List: 6.98

Dee Dee Bridgewater's high-level vocal energy really shines through on this offering. Strong and confident, her treatments of some very fine material are well defined by the heavy-weight production team of Wexler/Page. Gene Page's incredibly clean strings are, of course, the telling counterpoint to Dee Dee's triumphant vocal style. Some fine examples of the extremely professional technique that is Dee Dee Bridgewater include "My Lonely Room" and her cover of Allen Toussaint's "It Ain't Easy." A great offering for both the R&B and pop markets.

SOLID — Michael Henderson — Buddah 5662 — Producer: Michael Henderson — List: 6.98

Michael Henderson is an extremely talented musician — he's been featured vocalist with Norman Connors and is currently playing bass with Miles Davis — not a bad recommendation, eh? Aside from all of that, Henderson has taken this LP under his wing in more ways than one — he not only played on and wrote all of the selections, he also produced the LP, and a clean job it is. The feel is quite diverse, ranging from the funky strains of "Make Me Feel Better," to the progressive licks of "Time" and the Latin touches of "Treat Me Like A Man." Label support is heavy, so retailers should take note of this exceptional effort.



NUMBER TWO — Cotton, Lloyd and Christian 20th Century T-519 — Producers: Michael Lloyd, Mike Curb — List: 6.98

These three pop tastemakers have proven time and time again that they are not only superb musicians, but magicians when it comes to wielding the pop hook with a finesse that's nearly unbelievable. On this outing, the trio gets into a very slick pop bag that features their pure, clean vocals and some very fine arranging. Tunes like "Good Things Don't Last Forever" and the beautiful ballad "Crying In The Rain" show Cotton, Lloyd and Christian at their very best — and that's saying something!

EXOR

motion

Their New Album!

Their Second Album!



*Produced by Kenny Kerner & Richie Wise
for The Kerner-Wise Organization*

MCA RECORDS

MCA-2221



HELEN REDDY RECEIVES AWARD WHILE FILMING — Helen Reddy is presented with an R.I.A.A. gold record award for her "Music, Music" album by Capitol Records executives on the set of "Pete's Dragon" where she is filming the Disney musical. The artist now has eight gold albums and three platinum albums. Pictured (l-r) are Bruce Wendell, vice president, promotion; Bob Young, vice president, business affairs; Jim Mazza, vice president, marketing; Don Zimmermann, executive vice president and chief operating officer; Ms. Reddy; Jerome Courtland, producer of the film; Dan Davis, vice president, creative services/merchandising & advertising/press & artist relations; and Dennis White, vice president, sales.

Harrison Loses Plagiarism Case

NEW YORK — George Harrison has been judged responsible for unintentional infringement of copyright in the suit brought against his publishing company, Harrisongs, Ltd., by Bright Tunes Music Corp., publisher of the Chiffons, 1962 hit, "He's So Fine." The original complaint charged that Harrison's "My Sweet Lord" was a melody plagiarized from Ronald Mack's composition, "He's So Fine."

The opinion released by District Judge Richard Owen of the federal court here maintained that the repetition of two distinct musical phrases in "He's So Fine" constituted a unique idea, and that the two songs are "virtually identical except for one phrase." In describing the steps through which Harrison and Billy Preston worked out the song, however, Judge Owen felt it was clear from the evidence that "neither Harrison nor Preston was conscious of the fact that they were utilizing the 'He's So Fine' theme." Nonetheless, the fact that "My Sweet Lord" is the very same song as "He's So Fine" with different words" constitutes infringement of copyright, and the issue of damages and other relief to which the plaintiff may be entitled will be decided beginning November 8, 1976.

CBS To Buy Fawcett

LOS ANGELES — CBS Publishing Group has come to an agreement in principle with Fawcett Publications, Inc. for its acquisition.

The proposed acquisition is subject to execution of a definitive contract and approval by the boards of directors of both companies and by Fawcett shareholders.

RAWOOD RECORDS

Presents

GARY UNGER

singing his new single

"Goodnight Jackie"

#RR-101 b/w

"Girl Where Are You?"

Breaking & logging up
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Clinton, Iowa 52732

National distribution by
American Communications Inc., Ltd.
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Preticketing

War II, multi-line distributors both changed the purpose of the list price. Mass merchandising and the discount revolution probably put the final nail in the list price coffin.

Only a Guideline

Today a record's list price is only a guideline. "That's all it can possibly be," said one recording industry executive. Although he claimed some stores sell records at list, he admitted they were "few and far between."

Another local retail manager thought some suburban stores sold records at the list price. But, she added, "Nobody uses the list price."

List The Thing

Still another manager agreed that the list was a guideline "from them to us. The retailer doesn't always know what a record cost," he continued, "since the manufacturers' cost varies."

List prices seem to be used primarily by consumers to compare prices and discounts. "The consumer can relate to it," said one retailer. "Customers realize it's just a suggestion," said an industry exec.

Discounts or Deception

Retailers use the list price to show sales and discounts. One claimed his store was a discount store. When asked if it were really a discount place if no one sold at the list price, he said, "That's pretty arbitrary, I guess."

Using the list price to give consumers the idea they are getting a bargain could become a target of FTC investigation. Present FTC guides explicitly state that "a retailer who advertises a manufacturer's or distributor's suggested retail price should be careful to avoid creating a false impression that he is offering a reduction from the price at which the product is generally sold in his trade area."

Relief

The new rules, if they go through, will relieve the retailers of some of this responsibility. They only require a retailer to "believe" the list price does not "substantially exceed the highest prices" in his region.

Is the FTC likely to go after the record industry? "There's no answer to that," said Shaffer. He said there were a number of factors involved in any FTC investigation. He noted that preticketing practices of the entire women's outerwear (clothing) industry are currently under investigation.

"Cases where consumers are actually harmed," are likely targets of examination. However, the fact that most consumers know list prices are not actual record prices could well forestall any study soon, Shaffer felt.

EAST COASTINGS — Last week was proclaimed "Buddy Holly Week," with festivities held in London, an occasion which called for the attendance of Norman Petty, who produced all of Holly's records, as well as managing his career from beginning to untimely end. Stopping in New York along the way, Petty expressed satisfaction that the Buddy Holly catalog is under the supervision of its purchaser Paul McCartney, whose "personal interest" in the music goes beyond the financial priorities of the large companies that more often make such purchases. The week's events in London included screenings of Holly footage from the Ed Sullivan Show, Arthur Murray's Dance Studio and American Bandstand, although Petty was dismayed that interested persons' plans to gather all film memorabilia into a single movie for general release had so far been thwarted by licensing and financial difficulties. Wings member Denny Laine will shortly release a yet-to-be announced Holly title on a single for England produced by Paul, with an entire album of Holly material by Laine to be produced by Ray Stevens at a later date. A continuing effort to call attention to the Buddy Holly catalog, currently represented by covers by John Denver and Linda Ronstadt, will be made, and "The Buddy Holly Story" will be reissued in the U.S. by MCA. As to reissues of fifties material, Petty stated his preference for the original monaural mode, explaining that "electronically enhanced stereo might do something to spread the sound from left to right while destroying the depth or three-dimensional effect of a good monaural recording. An excellent mono recording," he continued, "is quite a technical achievement, probably much more difficult to produce than a stereo recording."

HOW OLD ARE YOU NOW? — Harry Chapin seems to have some unexplained trouble dealing with state highway authorities. He was stopped for speeding on a Long Island highway last week, and police checking their records found that his license had been suspended last year for falsifying his age on the registration application for a Chevrolet van. In fact, he had done the same on three other occasions. Chapin said he was on his way to Kennedy Airport to catch a plane for a recording session in Los Angeles — and the arresting policeman testified that Chapin acted "a perfect gentleman" as he was handcuffed and arraigned at a Mineola court, then released pending a later appearance. . . . Caught in the act in Lenox, Mass., Hot Tuna's Jack Cassidy was described by one observer as "the height of Bloomingdale's fashion," from haircut to boot-tips. . . . Lola Falana has been signed to the Atlantic-distributed WMOT label. . . . Gus Dudgeon will produce Eric Carmen's next album at the Marquee Studio in London. . . . Roy Cicala will produce the next J. Geils album at the Record Plant. . . . Jefferson Starship bassist Pete Sears injured himself skateboarding in Virginia, with arising complications resulting in his hospitalization in Pontiac, Michigan, and subsequent cancellation of nearby dates. At presstime, Sears was scheduled to play Sept. 10 and 11 Philadelphia dates in a full cast. . . . Jimmy Carter's rock connections explored in the cover story of Sept. 3 "New Times" . . . The Dick Tracy record piracy case has come to an end. The Gallstones' corrupt manager Bolo's flight was terminated when Tracy grabbed him by the symbol of his degeneracy — a pony tail — and later spilled the beans on all his bootlegging accomplices.

FORECAST DISK — If you haven't heard from Virgin Records lately, be assured that much is soon to surface in the U.S. Boxer's promotional tour was interrupted when Mike Patto took ill and had to return to England, but the group's next album, "Bloodletting," is ready and will be backed by a concert tour. The newly reformed Gong will be recording an album by January, and will be performing in the states shortly after. . . . Chrysalis Records' September release includes albums by Rory Gallagher, Ian Thomas, Brian Protheroe, Steeleye Span and Phillip Goodhand-Tait. Canadian Nick Gilder's next single for Canada will be a song penned by fellow countryman Philip Rambow, "Star In Her Own Right." . . . Beach Boys' keyboardist Billy Hinsche said to be considered as producer for Andy and Jonathan Paley. . . . Eric Idle of Monty Python fame will soon be in New York to do some advance promotion for the album based on the British television comedy, "Rutland TV Weekend," which features Idle and Neil Innes. . . . Will the easy to construct pyramid attached to the jacket of Ambrosia's new album actually prevent the grooves from wearing down? . . . Drummer Michael Walden has just finished his first solo album for Atlantic Records, produced by Tom Dowd, with guest artists Jeff Beck, Carlos Santana, David Sancious, and guitarist Ray Gomez, who also has been signed to Atlantic. Former Return To Forever percussionist Lenny White is finishing his second Nempereor LP in L.A.

KIDNAPPED — It has been revealed that Lou Adler was kidnapped from his Malibu home last week and released after eight hours for \$25,000 ransom. Police had kept the incident quiet pending the apprehension of suspects. The Ode Records president reportedly came through the deal unharmed. . . . Tavares rumored to be switching label affiliation.

PRINT THAT FUNKY MUSIC — Chappell Music will handle print publication of all music in the catalog of Sweet City Records' publishing arm, Bema, including sheets and folios of the recorded works of Wild Cherry and Samona Cooke. . . . Phantom Records artists Deadly Nightshade currently on tour backing their album, "F&W" . . . "More, More, More" producer Gregg Diamond is producing George McCrae's next album for T.K. . . . Petula Clark opens the season at the Empire Room, Sept. 28 to Oct. 9. . . . Dave Van Ronk's first album for Philo Records completed and due for release this winter. . . . Mike Lewis and Stuart Wiener Ent. have opened new offices at 1650 Broadway. . . . The Howard Bloom organization has moved to 65 E. 55th St. . . . The work of Carole Jean, whose artworks for figures in the music industry include a portrait of Neil Sedaka, a songbook painting of the Rolling Stones, and a composite illustration of Alice Cooper's snake (with members of the group, song and performance ideas and bits of LP covers arranged on its back) will have a one-woman show, now through Sept. 24, at the Society of Illustrators, 128 E. 63 St. Open to the public. . . . Kicking off the 1976-77 season, Don Kirshner's New Rock Concert will feature Rod Stewart, Elton & Kiki, Maxine Nightingale, and comedy with Gary Muledeer, Richard Lewis and the New Untouchables, airing after NBC-TV's "Saturday Night Live," Sept. 18.

phill dimauro

POINTS WEST — UNFORTUNATE INCIDENT — Gary Rossington, lead guitarist for Lynyrd Skynyrd, was involved in an automobile accident near Jacksonville, Fla. over the Labor Day weekend and is presently in critical condition, though his condition has stabilized. According to Skynyrd's PR firm, Rossington's car collided with a telephone pole, ricocheted into a tree and finally came to rest in a nearby house. The 24-year-old musician is still in a state of shock. Physical damage is extensive. Though the members of the band are understandably stunned, they have announced that they will follow through with their scheduled fall tour which will begin Sept. 21 — with or without Rossington, and don't think that wasn't a difficult decision to make. Ironically, the group's new live album, scheduled for release this week, is entitled "One More From The Road" . . . The Education Committee of NARAS has slated a series of sessions geared toward enlightening the layman on the various aspects of careers in the music/record industry. The five evening sessions will begin Oct. 5 — subjects to be covered include songwriting and publishing, live performing vs. studio work, production and engineering, etc. Info regarding registration can be ob-

continued on pg. 48

MIDWEST

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

1. BACHMAN-TURNER OVERDRIVE
2. BLUE OYSTER CULT
3. BOB SEGER
4. MONKEES
5. BEACH BOYS — ENDLESS SUMMER
6. THE BAND
7. NORMAN CONNORS
8. AMERICAN FLYER
9. ROY AYERS
10. STARZ
11. EMOTIONS
12. LEON REDBONE
13. STANLEY CLARKE
14. MONTROSE
15. MARK-ALMOND

WEST

(California, Seattle, Portland)

1. BOSTON
2. BLUE OYSTER CULT
3. JOHN KLEMMER
4. AMBROSIA
5. GORDON LIGHTFOOT
6. McCOO & DAVIS, JR.
7. FIREFALL
8. JOHNNY GUITAR WATSON
9. MICHAEL FRANKS
10. THE BAND
11. AUTOMATIC MAN
12. FREDDIE HUBBARD
13. CHRISTINE McVIE
14. LABELLE
15. EARTHQUAKE

NORTH CENTRAL

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

1. BEACH BOYS — ENDLESS SUMMER
2. BACHMAN-TURNER OVERDRIVE
3. GORDON LIGHTFOOT
4. RED SOVINE
5. TED NUGENT
6. MONKEES
7. STARBUCK
8. DR. HOOK
9. CLIFF RICHARD
10. JOHNNY GUITAR WATSON

BALTIMORE/WASHINGTON

1. SAVANNAH BAND
2. SPINNERS
3. L.T.D.
4. JIMMY CASTOR
5. NORMAN CONNORS
6. ROY AYERS UBIQUITY
7. TAVARES
8. EMOTIONS
9. LABELLE
10. STANLEY CLARKE
11. MOTHER'S FINEST
12. WALTER JACKSON
13. HUMMINGBIRD
14. WHISPERS
15. MARK RADICE

NORTHEAST

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

1. SAVANNAH BAND
2. BACHMAN-TURNER OVERDRIVE
3. NORMAN CONNORS
4. BOSTON
5. RITCHIE FAMILY
6. AL JARREAU
7. GRANK FUNK RAILROAD
8. AMERICAN FLYER
9. ROY AYERS UBIQUITY
10. TAVARES
11. LABELLE
12. STANLEY CLARKE
13. L.T.D.
14. CHRISTINE McVIE
15. AL JARREAU

NATIONAL BREAKOUTS

- | | |
|------------------------------|-----------------------------|
| 1. HEART | 8. WALKER MURPHY BAND |
| 2. HALL & OATES — RCA. | 9. JUDY COLLINS |
| 3. GINO VANNELLI | 10. HERBIE HANCOCK |
| 4. KISS | 11. HALL & OATES — ATLANTIC |
| 5. YAMASHITA/WINWOOD/SHRIEVE | 12. TEMPTATIONS |
| 6. ORLEANS | 13. MANHATTAN TRANSFER |
| 7. ENGLAND DAN & J.F. COLEY | 14. TOWER OF POWER |
| | 15. BAY CITY ROLLERS |

SOUTH CENTRAL

(Dallas, Houston, New Orleans, Little Rock)

1. FIREFALL
2. THE BAND
3. WAYLON JENNINGS
4. JOHNNY GUITAR WATSON
5. METERS
6. HUMMINGBIRD
7. DWIGHT TWILLEY
8. AL JARREAU
9. CLIFF RICHARD
10. CHOCOLATE MILK

DENVER/PHOENIX

1. AMBROSIA
2. BLUE OYSTER CULT
3. LEON REDBONE
4. J.J. CALE
5. ARLO GUTHRIE
6. JOHN KLEMMER
7. BOSTON
8. MICHAEL DINNER
9. MANFRED MANN
10. JESSE WINCHESTER

SOUTHEAST

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

1. FIREFALL
2. SAVANNAH BAND
3. JOHNNY GUITAR WATSON
4. BOSTON
5. JOHN KLEMMER
6. MOTHER'S FINEST
7. AMBROSIA
8. THE BAND
9. AUTOMATIC MAN
10. BOB SEGER
11. RITCHIE FAMILY
12. LABELLE
13. DR. HOOK
14. MIKE GREENE
15. BRICK

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, Handleman/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 Millennium/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., Pros, ect/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.

Goody Price Fr 7

with CBS to turn back up to 10 stores to their original owner by Sept. 15. The option is being exercised with six stores across the country, and the New York unit is one of them.

Wilkinson pointed out that sales in the New York store "haven't really been bad," but the costs of running the unit have shot sky-high. Asked why the chain hasn't tried the tactic of grouping stores in New York, Wilkinson replied, "When we acquired the store, we looked at the market and it seemed to us it wasn't the right course to go to open up more units in the area. We just established a store in Nashville; it's doing great and (local) prices are reasonable. There's no reason to open up stores where they're advertising for from \$2.99 up on a \$6.98 list. Nobody needs the aggravation of New York."

Korvettes And Jimmy's

Other area retailers essentially maintained their established positions during

the week. Korvettes offered "Music, Music" by Helen Reddy, "You Are My Starship" by Norman Connors, "Good King Bad" by George Benson, "Juicy Fruit" by Isaac Hayes, "Silk Degrees" by Boz Scaggs and "Wild Cherry," each for \$2.99 per LP as part of its recurring "super-specials" feature. Quantities were again limited to one of each per customer, but the offer was only valid for three days, whereas the remainder of sale items, featured over two full pages in the Sunday New York Times and advertised at \$3.64 to \$3.96 per LP, were available for the entire week. Four days later, Korvettes added "Solid" by Michael Henderson to its list of \$2.99 specials in an advertisement appearing in the New York Daily News.

Jimmy's Music World, in that same edition of the Daily News, listed 12 LPs, including latest releases by Natalie Cole, War, the Ritchie Family and the Ohio Players for \$2.99 each. Stipulations were one of each title per customer.

Other National Trends

In other national advertising trends, a

CBS ad offered in conjunction with K-Mart in Atlanta, 148 non-current releases for \$3.88/\$4.99 tape each, as well as 21 double albums for \$5.49/\$6.49 tape. This was the second week in a row that a record ad for the 1000-unit discount merchandising chain appeared in regular newspaper space instead of in advertising supplements, and it was only the second time in the four months since **Cash Box** began monitoring 20 major metropolitan markets, that K-Mart has used Sunday newspaper space in these cities.

According to Ann Wolff, public relations director for K-Mart, "This is not the first time we've advertised tapes and records in regular news space. As long as we've been selling records, I've seen it in the Detroit market, and our advertising program is the same across the country." Ms. Wolff pointed out, however, that these ads rarely appear in Sunday editions. "You'll find that K-Mart's supplements and K-Mart's advertising pages are the heaviest, no matter what

continued on pg. 28

Grammy Entry Forms Now Being Sent Out

LOS ANGELES — Recording companies are now receiving their official entry forms for the 19th Annual Grammy Awards on which they will be asked to list their most outstanding product released during the second half of the awards' eligibility period, April 16 through Sept. 30. The cutoff date, two weeks earlier than the usual Oct. 15 cutoff date, was voted by the academy's national trustees to give the 35 craft nominating committees additional time to judge submitted product. This new cutoff date establishes future Grammy Awards eligibility years on an Oct. 1 to Sept. 30 basis.

The academy's entire membership will receive similar forms on which they will also be asked to enter product they deem worthy of consideration for Grammys. Company forms must be mailed back to the academy's national office in Burbank by Oct. 1; those from the members by Oct. 8.



TEARS IN ST. PETERSBURG — Columbia recording artists American Tears recently appeared at the "World's Largest Family Beach Picnic" promotion sponsored by WLCY, St. Petersburg. The weekend affair included leisure displays and entertainment, highlighted by two Sunday concerts by the group. Pictured in station t-shirts with American Tears are WLCY's Steve Kelly and Jeff Lawrence.

'Soul Control — USA' Newest Syndicated Radio Show by J.B. Carmicle

LOS ANGELES — "Many radio stations do not have any specialty programming that deals exclusively with soul and disco music," Roy Jay told **Cash Box** recently, and he has decided to fill that void. Jay has created a weekly 90 minute radio show called "Soul Control — USA," that will make its debut October 1 on radio stations around the country. According to Jay, who will also host the show, its objectives are to feature a countdown of the top 20 soul records in the country, provide sneak previews of new R&B/disco releases and offer insights on R&B music and artists through taped interviews and actualities.

R&B Music

Commenting that he conceived the idea for the show after hearing Casey Casem's

"American Top 40" (a widely syndicated radio show featuring a more lengthy countdown of pop music) Jay said he decided to do the same thing with R&B music. "Nobody else was doing it," he related, "and I realized that this type of music has shown an upward trend in the last five years. That's the reason behind the show."

'Scheduled Debut'

Jay approached Joe Weber of Underwood-McClain, a promotion/public relations firm in Portland, Oregon. "We are putting our efforts together and trying to contact and secure as many stations as possible before the scheduled debut," Weber explained. He said Underwood-

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Keystone Seeks FCC Ban On Satellite Ownership

LOS ANGELES — The Keystone Broadcasting System has filed a petition with the Federal Communications Commission seeking the adoption of a rule prohibiting commercial TV or radio network companies from owning or controlling communications satellites.

Keystone president Nicholas Gordon pointed out that the radio network's primary purpose in petitioning the FCC is to assure that one or more commercial networks is not permitted to maintain a competitive advantage through the ownership of a communications satellite. "A basic decision was made in 1931," Gordon noted, "to prohibit the American Telephone and Telegraph Co. from owning broadcast stations or networks. That was wise public policy." The Keystone petition would prohibit existing broadcast networks from becoming common carriers filling the function of the telephone company.

The Keystone proposal is contained in two documents filed with the FCC. One document is the "reply comments" of Keystone responding to the commission's present proceeding (docket No. 20721) in which it is reviewing all rules and policies affecting radio networks. The second document is a "petition for rule making," which requests that the commission adopt a rule which would prohibit all radio and TV licenses from affiliating with a national com-

mercial network which owns and/or operates either directly or indirectly any common carrier facility which could be used to interconnect two or more broadcast stations.

Since only one company, the RCA Corp., presently owns and operates both a network company (National Broadcasting Co.) and a domestic satellite company (RCA Americom division of RCA Global Communications), Keystone is requesting expedited treatment of the petition to limit the necessary divestiture orders which would follow on adoption of the Keystone proposal.

Superstar's Special Bows October 2nd

LOS ANGELES — The Robert W. Morgan Special of the Week, a series of 13 superstar special programs for radio, is set to begin airing on stations across the country October 2-3. The Morgan specials, produced by Watermark, an L.A. based syndication firm, will feature hour-long audio portraits of 13 superstars of contemporary music including Barry Manilow, The Captain & Tennille, America, Helen Reddy, Chicago, Glen Campbell, Jefferson Starship, Seals & Crofts, Fleetwood Mac, Olivia Newton-John, Stevie Wonder, Gladys Knight & The Pips, and Neil Sedaka.

NEW FM ACTION LPs

MOST ADDED LPs

1. Roaring Silence — Manfred Mann — WB
2. Let The Rough Side Drag — Jesse Winchester — Bearsville/WB
3. Troubadour — J.J. Cale — Shelter/ABC
4. Jump On It — Montrose — WB
5. (Sampler) — Lynyrd Skynyrd — MCA
6. School Days — Stanley Clarke — Nemperor/Atlantic
7. Beginning Of The End — Richie Havens — A&M
8. Amigo — Arlo Guthrie — Reprise/WB
9. Boston — Epic
10. Children Of The World — Bee Gees — RSO
11. Somewhere I've Never Travelled — Ambrosia — 20th Century
12. Free For All — Ted Nugent — Epic
13. Private Eyes — Tommy Bolin — Columbia
14. Blind Dog At St. Dunstons — Caravan — Arista
15. Funky Kings — Arista
16. Let's Stick Together — Bryan Ferry — Atlantic
17. How Late'll Ya Play 'Til — David Bromberg — Fantasy

MOST REQUESTED CUTS

1. Firebird — Lynyrd Skynyrd — MCA
2. More Than A Feeling/Foreplay/Time — Boston — Epic
3. Magic Man — Heart — Mushroom
4. (Don't Fear) The Reaper — Blue Oyster Cult — Columbia
5. Spitfire (entire LP) — Jefferson Starship — Grunt/RCA

PREDICTIONS

1. Boston (entire LP)/More Than A Feeling/Piece Of Mind/Foreplay/Time — Boston — Epic
2. Somewhere I've Never Travelled (entire LP) — Ambrosia — 20th Century
3. Kerry/Rich Girl — Hall & Oates — RCA

STATION BREAKS

Paul Fuhr, former MD at **WMMR**, Philadelphia, has been upped to program director for the station. Prior to joining **WMMR**, Fuhr served as MD/PD of **WRIF**, Detroit.

Barry Neal, **WBLL**, Long Island MD, moves to **KWKI**, Kansas City, where he'll do afternoon drive. **Chuck Macklin** is new PD at **WBLL**.

New PD at **WGOW**, Chattanooga, is **Jim Pirkle**.

Cleveland Wheeler has left **KUPD**, Phoenix, and will be joining **KROY**, Sacramento. **Jay Stone** is as new PD. Stone last worked at **KRIZ**, Phoenix.

Bob Canada is new PD at **WGH**, Norfolk. Canada was PD at **WWDC**, Washington.

Jim Stewart has resigned from the station and has not announced future plans. Stewart can be reached at (808) 826-8717.

Roy Perry appointed MD of **WCAU-FM**, Philly. Perry has been the station's record librarian since March of this year, and formerly worked at **WMMR**, also Philly.

Former **KNUS**, Dallas, afternoon drive jock **Randy Hames** promoted to music director at the station.

WGCL, Cleveland's new MD is **Dude Walker** from **WHBQ**, Memphis.

Ed Green in as new MD at **KIMN**, Denver. Green was doing full-time FM shift and jocked an AM shift on weekends.

Frank Leoce named vice president-eastern zone manager of **Metromedia's**

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Z.Z. TOP IN SAN FRANCISCO — London recording artists Z.Z. Top recently played to a sell-out crowd at San Francisco's Cow Palace and attended a party afterwards in their honor put together by the group's management firm, promoter Bill Graham and London Records. Pictured (l to r) are group members Frank Beard, Billy Gibbons, San Francisco Chronicle critic Joel Selvin and group member Dusty Hill.

CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS

	This Week	To Date	STATION ADDS THIS WEEK
1. I Only Want To Be With You — Bay City Rollers — Arista	26%	67%	CKLW, WDFH, WAPE, KSLQ, WGH, KGW, KCBQ, WKLO, KSTP, WBT, KPAM, KING, 99X, WMPS, KNDE, WPIX, WSGN, WPEZ, KIOA, WLAC, WRVQ, WLEE, Z-96, WQXI, WAKY, WJET.
2. Beth — Klss — Casablanca	21%	53%	KJR, WPEZ, Q-102, 13Q, KCPX, WKY, WISM, WLAC, WBBQ, WJET, WDRC, KIMN, WIFI, KERN, KPAM, KCBQ, WAPE, WAVZ, B-100, KEZY, WING.
3. Rock'n Me — Steve Miller — Capitol	19%	74%	WTIX, WNCE, WGH, KAKC, WVBF, KNUS, KXCK, WRKO, KBEQ, WSGN, WKBW, WPRO, WIRL, WMAK, WOW, KCPX, KIOA, KLEO, Z-96.
4. The Wreck Of The E. Fitzgerald — Gordon Lightfoot — Reprise	14%	41%	WDFH, KILT, WTIX, WBGW, WBT, KERN, WNDE, KDWB, KBEQ, WSGN, WAKY, WISM, WMAK, WIRL.
5. That'll Be The Day — Linda Ronstadt — Asylum	10%	55%	KHJ, WRKO, WOKY, KAKC, KSLQ, WGH, WZUU, WNCI, WERC, WKY.
6. Magic Man — Heart — Mushroom	9%	77%	KFRC, WHBQ, KLTK, WAVZ, WPIX, WKBW, 13Q, WKY, WDRC.
7. Fernando — Abba — Atlantic	8%	40%	WMPS, WCOL, WISM, WSGA, KERN, WBT, WBGW, KAKC.
8. Do You Feel (LP cut) — Peter Frampton — A&M	8%	48%	WPEZ, WCOL, WLAC, KPAM, KSTP, KILT, KING, KYA.
9. Love So Right — Bee Gees — RSO	8%	8%	KRBE, WPIX, Z-93, WERC, KCPX, WHHY, WBBQ, KEZY.
10. Disco Duck — Rick Dees — RSO	7%	74%	KSLQ, WOKY, WKEW, WPEZ, KLIF, KIOA, KLEO.
11. She's Gone — Hall & Oates — Atlantic	7%	73%	WLS, 99X, KHJ, WRKO, WNOE, WQXI, KLEO.
12. Getaway — EW&F — Columbia	6%	71%	KING, B-100, KCBQ, KTAC, KXOK, WIRL, WMAK.
13. It's OK — Beach Boys — Reprise	6%	35%	KPAM, KJRB, WOW, WBBQ, WLEE, Z-96.
14. This One's For You — Barry Manlow — Arista	6%	11%	KILT, WIFI, WING, KLIF, WDRC, WORC.
15. Still The One — Orleans — Asylum	5%	98%	WLS, 13Q, KDWB, WNOE, Y-100.
16. Just To Be Close To You — Commodores — Motown	4%	7%	WDRQ, WIFI, WPGC, WERC.
17. Like A Sad Song — John Denver — RCA	4%	7%	WAKY, WLEE, WING, WBT.

RADIO ACTIVE SINGLES

- Lowdown — Boz Scaggs — Columbia
WDHG 15-9, KAKC 21-13, WGH 12-6, KING 18-10, KSTP 16-12, WKLO 24-9, KTLK 20-15, WHBQ 15-9, KPAM 21-15, WAYS 15-8, KXOK 9-5, WAKY 19-14, WQXI 14-10, Z-96 18-12, WKY 16-10, KCPX 23-16, WERC 14-7, Q102 26-17, WMAK 18-12, WIRL 30-20, WPRO 14-6, WPEZ 15-11, KJR 18-14, WKBW 25-20, WSGN 14-8, WLS 18-12, KBEQ 19-13, WABC 8-5, WMPS 19-11, WRKO 13-6.
- Magic Man — Heart — Mushroom
KRBE 24-14, B-100 30-24, KEZY 25-20, WNOE 25-18, WJET 20-15, WRVQ 24-20, WSGA 23-19, KLEO 10-3, KIOA 25-11, WCOL 14-6, WQAM 28-21, WHHY 24-17, KCPX 26-19, KJRB 17-8, WIRL 31-21, WNCI 10-6, WPGC 19-11, WLS 17-14, KIMN ex-27, KNDE 28-21, KERN 22-15, KSTP 18-12, KILT 23-12, WDFH 16-11, WBGW ex-24, KAKC 22-12.
- Disco Duck — Rick Dees — RSO
B-100 23-13, KING 25-7, WDRC ex-30, WCAO 22-12, WFIL 14-9, WLAC 26-18, WKY 19-14, KJRB 15-9, Z-93 10-3, Q-102 12-8, KJR 19-9, WPGC 10-2, KBBQ 29-12, WIFI 14-8, WMPS 14-4, 99X ex-20, KHJ 25-19, WNDE 9-1, Y-100 11-7, KCBQ 26-15, CKLW 30-18, WAPE 19-14, KAKC ex-28, KYA ex-12.
- I Only Want To Be With You — Bay City Rollers — Arista
WSAI 29-21, WLS 27-18, WING 42-28, KIMN ex-28, KDWB 29-20, WIFI 27-20, KERN ex-26, Y-100 20-13, WAVZ 26-14, KAKC ex-23, KYA 20-15, KEZY ex-31, KTLK 40-20, WORC 27-4, WCAO ex-25, WBBF 25-20, WQAM 27-19, WHHY ex-24, KCPX 25-10, KJRB ex-30, Z-93 ex-29, WIRL 26-19, KJR ex-25, KJOY 30-19.
- Rock'n Me — Steve Miller — Capitol
KING 24-15, KEZY 24-18, WMPS 29-17, 99X 26-21, WAYS ex-21, WOKY 21-15, KTAC 9-4, WKLO 17-12, KILT ex-28, WAPE 23-17, KSLQ 20-16, KRBE 30-19, B-100 28-23, WLEE ex-29, WLAC 27-19, WKY 17-11, WCOL 25-14, WHHY ex-20, WERC 29-22, KJR 23-18, WSAI 21-16, KIMN 27-17, WIFI 30-23.
- If You Leave Me Now — Chicago — Columbia
KRBE 14-8, WDRQ 28-21, KEZY 18-13, WORC 28-13, WDGW 18-11, WLEE 21-11, WLAC 20-15, WBBF 24-2, KLEO 26-21, WMAK 22-11, WIRL 20-13, WKBW 14-9, WAI 9-5, WBGW 19-10, CKLW 17-11, KEBQ 15-11, KSPT 5-1, KXOK 14-9, KPAM 12-4, 99X 22-15, KIMN 11-5, KBEQ 13-9.
- Getaway — Earth, Wind & Fire — Columbia
WDRQ 16-10, WJET 29-23, WCAO 19-15, WQXI 19-15, WLEE 27-23, WLAC ex-28, WBBF ex-25, KLEO 29-19, WQAM 19-14, WHHY 22-13, WOW ex-20, KJRB ex-29, WSGN ex-20, KIMN 26-20, WHBQ 26-21, WAYS 19-11, KEEL 27-22, WDFH 26-18, WAPE 17-12, KAKC 26-20, KYA ex-20.

SECONDARY RADIO ACTIVE

- It's O.K. — Beach Boys — Reprise
Adds: WPTR, WAIR, WRFC, WOLF, WKWK, KELI, WJON, WDBQ, KRKE, WCUE, KOMA, KFJZ, KSLY; Jumps: KVOX 29-21, WJDX 25-20, 98Q 32-27, WGNG ex-8, KEIN ex-29, WICC ex-30, KEWI ex-38.
- Wreck Of The Edmund Fitzgerald — Gordon Lightfoot — Reprise
Adds: WOLF, KRSP, WKWK, KELI, KYNO, WLCY, WGOW, KEIN; Jumps: WDBQ 15-10, KFJR 17-11, KRKO 22-13, KRIB 22-16, WCRO 24-18, KEWI 36-24, WMFJ 31-24, KSLY ex-34, WCUE ex-35, 98Q ex-36.
- Muskrat Love — Captain & Tennille — A&M
Adds: WAEB, WVIC, WFOM, WDBQ, WEAQ, KRIB, WKWK, WJON, WCUE, WCRO, KQWB, KFJZ; Jumps: KRSP 22-12, KACY 27-19.
- You Are The Woman — Firefall — Atlantic
Adds: WAUG, KRIB, KELI, KLIV, WCRO, KEIN; Jumps: WAEB 9-4, WDBQ 19-12, WRFC 22-17, WIFE 28-19, WMFJ 26-21, WAIR ex-20, WFLI ex-29.
- Nadla's Theme — DeVorzon & Botkin — A&M
Adds: WSPT, WCRO, WFLB, WFLI, KKLS, KOMA, KACY, KRSP, KSLY; Jumps: KEIN ex-26, KREM ex-26, WDBQ ex-30.
- Love So Right — Bee Gees — RSO
Adds: WORD, WVIC, WFOM, WFLB, WAUG, KVOX, KRSP, WBSR, WGOW.
- This One's For You — Barry Manlow — Arista
Adds: WPTR, WFLB, WICC, WBLL, WHNN, KNOE; Jumps: WQPD 39-31, WFOM ex-29.
- Like A Sad Song — John Denver — RCA
Adds: WQPD, KRIB, WFLI, WICC; Jumps: WFOM 26-21, WKIX ex-23.
- It's A Long Way There — Little River Band — Harvest
Adds: WBSR, KKLS, KREM, KNOE; Jumps: WGOW 27-19, WMFJ ex-30.
- Do You Feel Like We Do — Peter Frampton — A&M (LP cut)
Adds: WFOM, KAFY; Jumps: WFLB 20-16, WHNN ex-27, WKWK ex-26, WCUE ex-39.

**More
from
WAR:**

Lonnie Jordan

The voice of "Summer"

WAR's latest million-selling hit single.

now sings

"Grey Rainy Days"

UAXW873-Y

The first single from Lonnie Jordan's solo-album entitled
"The Different Moods Of Me" coming soon.

Produced by Lonnie Jordan for Far Out Productions.
A Far Out Production on United Artists Records.



**Keep
watching
this space
for more
from WAR.**



BOLIN TO COLUMBIA — Tommy Bolin has been signed to Columbia Records. The label has just released his debut effort for the label titled "Private Eyes." Bolin will support his LP with a series of tour dates to be announced shortly throughout the country. Pictured from left to right: Don Ellis, national vice-president, Columbia A&R; Bolin and Mike Dilbeck, newly appointed director of Columbia A&R, west coast.

ABC Meet Carefully Planned fr 7

won't quit."

Fogelson thanked the salesmen present for giving ABC/Dot its "best quarter ever," and strongly suggested that things were going to get even better. "We're the top country label," he declared. Acknowledging the recent loss of Donna Fargo, he almost shrugged it off, saying, "WEA is trying to buy its way into Nashville, but we've been there for a long time. And we're going to continue to expand and develop new talent."

Incentive Contest

A brisk slide presentation outlined what director of creative services Herb Belkin called "the biggest promotion in the history of ABC." The slides were accompanied by a synchronized soundtrack featuring a spoof of the familiar sports announcer "Howard K-Tel." K-Tel's mellifluous voice described the incentive program for branch and sales managers and promotion staffs. Every member of the promotion team will be assigned to one of the nine branches, and the sales score will be closely kept, both on game boards at the individual branches and on the big "master game board" in Rubenstein's office. Prizes are available, according to "K-Tel" and Belkin. The first prize for the leading branch is a trip for two to one of many vacation spots, plus two tickets and airfare to any sports event covered by ABC Sports. The contest runs through the end of October for the

branches, and the end of December for the promotion people. Belkin and advertising director Pete Senoff assured the branch personnel that "every promotion tool — displays, advertising, and anything you can think of — will all be available to you."

New product was previewed by representatives of Sire/Passport and Shelter. Ron Henry, general manager of Shelter, told the gathering that he was happy to be associated with ABC, and emphasized the fact that he was going to deliver some "great product." He seemed excited by the new ABC merchandising plan, and pledged tour support from Shelter artists. "Leon Redbone will be doing a small tour in support of his upcoming 'Best Of' package," Henry revealed, "and there's a good chance J.J. Cale will open the show. We will help you any and every way we can."

The program concluded with some more previews of upcoming product, particularly a new Roy Halee production of an artist called "The Big Wacoo."

Bearsville Goes West

NEW YORK — Bearsville Records has opened west coast offices at 8467 Beverly Blvd., Suite 201, Los Angeles, CA 90048. National AM promotion manager Gary Butchice will be operating out of the new location and may be reached at (213) 655-1177.



LIVINGSTON GREETES 20TH RECORD & MUSIC STAFF — Alan Livingston, newly appointed vice president, entertainment group of 20th Century Fox Film Corp. (responsible for supervision of 20th Century Records, 20th Century Music Corp., 20th Century Television and Marineland), joined another 20th Century appointee, Bill Donnelly, recently named v.p. and controller, entertainment group of 20th Century Fox Film Corp. (NYSE), in greeting everyone at the 20th Century music and record division's headquarters. The two executives promised support for the label and pubbery's operations. 20th Century Records president Russ Regan stressed that he would commence a new "open door" policy throughout the label. Pictured (l. to r.) Livingston, Herb Eiseman, president 20th Music Publishing, Regan and Donnelly.

Chrysalis fr 9

with its president. In the same respect, a record company president can't just do a PR number with the artist either; he's got to really understand the artist and know the direction in which the artist is moving," he added.

'Artist Company'

Ellis stated that one of Chrysalis' primary goals is to bury the misconception that the company only produces albums and album artists. "We're an artist company," he argued, "and artists make albums, but that doesn't prevent them from writing and performing singles." Ellis noted that artists like Robin Trower and Ian Anderson naturally want more hit singles because singles will double their sales and their audiences. Ellis looks for more Chrysalis singles in the future because "there's nothing that generates excitement in a record company like a single. You can always pride yourself on adding a new station or seeing a big jump on the charts."

When **CB** asked about the upcoming fall releases and the marketing campaign behind them, Ellis commented that it was perhaps the most crucial time of the year. "It's a high sales period — a very dangerous period with everybody pushing a lot of product and if we don't do our job properly we may get caught in the mangle." He explained that September is an ideal time to release product because of the great lead-in to Christmas. "A September release gives an established artist plenty of time to get noticed before Christmas, but if we release a new artist any later than September and don't follow that up carefully, we are in trouble," he observed. "When the holidays draw near, radio stations find less room to play newer artists and stores have less stock room available for them. You've got to stay ahead, especially on new acts."

Chrysalis' fall album release is specifically comprised of Robin Trower's "Long Misty Days," Rory Gallagher's "Calling Card," Steeleye Span's "Rocket Cottage" and Brian Protheroe's "I/You," with newly signed artists Phillip Goodhand-Tait's "Oceans Away" and the Ian Thomas Band's "Goodnight Mrs. Calabash" completing the list. The fall release also includes three singles: "Roxy Roller" by Nick Gilder, "Jeans On" by David Dundas and "Liars" by the Ian Thomas Band.

'Incredible Potential'

Now that Chrysalis is distributed independently, Terry Ellis believes that his team of record company professionals working directly with the independent distributors will result in achieving that "incredible potential" he feels Chrysalis possesses. Independent distribution and a successful artist-to-company relationship is imperative for the future success of Chrysalis Records, according to Ellis. "We've got a great artist catalog and a lot of experience," Ellis concluded, "and now we're going to start getting credit for being a record company."

Goody LP Price fr 19

city you're talking about, in the middle of the week for our Thursday-Friday-Saturday sales promotions." She added that to her knowledge the Atlanta CBS ad appeared in "all our advertising markets." However, **Cash Box** noted no further evidence of that campaign in its survey.

Musicland

Musicland offered all \$6.98 list albums for \$5.87 in five major markets: Atlanta, Chicago, Los Angeles, Dallas and Minneapolis. By the terms of a "2-fer" ad, the second album purchased by a customer would cost between \$3.59 and \$3.99 (depending on the particular city where the ad appeared).

However, Ira Heilicher, vice president of purchasing for Musicland, said that the

looking ahead to the top 100

- 101 **THE MORE I SEE YOU**
(Bregman, Vocco and Conn — ASCAP)
PETER ALLEN (A&M 1813)
- 102 **I NEED IT**
(Vir-Jon — BMI)
JOHNNY "GUITAR" WATSON
(DJM/Amherst DJM 1013)
- 103 **I'LL PLAY THE FOOL**
(Pink Pelican — ASCAP)
DR. BUZZARD'S ORIGINAL
"SAVANNAH" BAND
(RCA JH 10762)
- 104 **STRUTTIN' MY STUFF**
(Crabshaw Music — ASCAP)
ELVIN BISHOP (Capricorn/WB CPS 0256)
- 105 **SING YOUR OWN SONG**
(Anheuser — ASCAP)
MARK LINDSAY (Greedy G-106-AS)
- 106 **MY SWEET SUMMER SUITE**
(Sa-Vette/January — BMI)
THE LOVE UNLIMITED ORCHESTRA
(20th Century TC 2301)
- 107 **IF I EVER DO WRONG**
(Sherlyn — BMI)
BETTY WRIGHT (Alston/T. K. 3722)
- 108 **LOVE ON DELIVERY**
(Black Sheep/Heath Levy — BMI)
BILLY OCEAN
(Ariola America/Capitol P-7630)
- 109 **HEART ON MY SLEEVE**
(Irving — BMI)
GALLAGHER & LYLE (A&M 1850)
- 110 **GRASSHOPPER**
(U.S. Arabella — BMI)
SPIN (Ariola America/Capitol P7632)
- 111 **FIRE**
(Tisra-Til — ASCAP)
MOTHER'S FINEST (Epic 8-50269)
- 112 **YOU DON'T HAVE TO BE A STAR**
(Groovesville — BMI)
MARILYN MCCOO & BILLY DAVIS
(ABC 12208)
- 113 **IT'S A LONG WAY THERE**
(Australian Tumbleweed — BMI)
LITTLE RIVER BAND
(Harvest/Capitol P4318)
- 114 **THE FEZ**
(E.L.D.G. Music — BMI)
STEELEY DAN (ABC/Dunhill 12222)
- 115 **ENERGY TO BURN**
(Triple O, Jeffmar, B.T. Express — BMI)
B.T. EXPRESS (Columbia 3-10399)
- 116 **FIND 'EM, FOOL 'EM, FORGET 'EM**
(Fame — BMI)
DOBIE GRAY (Capricorn/WB CPS 0259)
- 117 **COWBOY SONG**
(RSO — ASCAP)
THIN LIZZY (Mercury 73841)
- 118 **GIVE ME YOUR MONEY**
(Ranbach — BMI)
BACHMAN-TURNER OVERDRIVE
(Mercury 73843)
- 119 **SWEET LADY FROM GEORGIA**
(Easy Listening — ASCAP)
BROTHERHOOD OF MAN (Pye 71076)
- 120 **STAYING POWER**
(Don Kirshner — BMI)
BARBI BENTON (Playboy 6078)

continued on pg. 37

Linda Ronstadt/Andrew Gold

UNIVERSAL AMPHITHEATRE, L.A. — Linda Ronstadt turned in an excellent opening night at the Universal Amphitheatre last week, displaying the many wide-ranging talents that have made her in a few short years a legitimate pop superstar.

Backed by a six-piece band that was led by show opener Andrew Gold, Ronstadt ran through a group of songs from recent LPs, startling many listeners with the large number of recognizable hits.

The singer kicked off the well-paced set with a few tracks from her new album (already bulleted in the **CB** top 10), and then put the audience in her hand with a one-two punch of "That'll Be The Day" and "Love Has No Pride."

Perhaps the best measure of an artist's durability is the ability to encompass more than one genre, and Ronstadt sings ballads and rockers equally well. Her reading of Paul Anka's "It Doesn't Matter Anymore" showed her sensitive phrasing in fine style;

her timbre was completely controlled. On "When Will I Be Loved," Ms. Ronstadt was much looser in that she let her voice go right to the edge, but she never lost that same control.

The show was nearly perfect, with the exception of an ill-fated string section on one tune. It was clear to all present that Linda Ronstadt will be around for quite some time if she continues to grow and expand her horizons as an artist.

Andrew Gold's set, although less than inspired, was ultimately satisfying. We remember Gold from his days with Brindyl, a short-lived group that included Gold's schoolmate Wendy Waldman, and he has certainly come into his own since then as an arranger, writer and player. As a performer, however, he still has a few things to learn. His compositions are better when covered by other artists, although he did turn in a fine version of "Endless Flight."

J.m.

Manhattans/Harold Melvin And The Blue Notes

PREMIER THEATRE, TARRYTOWN, N.Y. — Although there were rough spots in their new stage show, the Manhattans harmonized as impeccably as ever in a program that included covers of some unexpected material, plus a sampling of the group's own "doo-wop" ballads.

Coming onstage after an overture by the big band of strings, horns and percussion that backed both of the evening's acts, the sequined, blue-suited Manhattans (mysteriously minus Richard Taylor) led off with "Searching For Love" and two other numbers from their latest (and most successful) album. "Hurt" and "How Could Anything So Good Be So Bad For You" were much more effective in concert than they are on disk. And, while "Blue" Lovett's talking intro to the group's performance of "Kiss And Say Goodbye" seemed more blase than it does on the Manhattans' current single, it was impossible to resist the way tenor Gerald Alston's voice launched the song's infectious hook.

Alston, who usually etches his long, superbly controlled phrases against the background of the group's harmonizing, showed what he could do by himself in a moving version of Barbra Streisand's "The Way We Were." The Manhattans' other covers, however, were flops: neither an upbeat reading of "Somewhere" (from "West Side Story") nor a truncated R&B rendition of Simon & Garfunkel's "Bridge Over Troubled Waters" provided as much stimulation as the original arrangements of these tunes.

Besides showcasing lead singer Harold Melvin in several numbers, the Blue Notes' set presented some very slick choreography, professionally smooth though rather bland harmonies, and raw, rough-edged vocals by David Ebo. A towering giant of a man, Ebo seemed to dwarf Melvin with his very physical presence. This contrast formed the basis for a kind of comedy routine in the middle of the set, when Blue Notes regular Sharon Page made her entrance. In her trios with Melvin and Ebo, Ms. Page added not only musical interest, but also an element of backstage intrigue as the two men played up to her through their lines in these songs. By the end of the concert the Blue Notes had the audience eating out of their hands; theirs is a show that's hard to beat.

k.t.

Earth, Wind & Fire Emotions

FORUM, L.A. — The amalgamation that is billed as Earth, Wind & Fire played L.A.'s Forum recently and put together a very carefully calculated show utilizing a number of optical effects which complemented both the stage action and the group's repertoire. EW&F's use of visuals included the strobe, a colored mirror ball, a suspended shining star, and explosive light flashes. All were synchronized with exact precision to the percussive instrumentation and strong vocals of the various songs in the set. Group leader Maurice White, who founded EW&F six years ago, has sought to provide a suitable translation of his idea of universal music by fusing a blend of rock, blues, jazz, and soul entities into one sum total — EW&F sound. When they bring that sound alive on stage, the result, at least last week, was a mesmerized audience from start to finish. The entire stage area is utilized by group members, with each artist continually displaying some sort of funky dance step. Bass guitarist Verdine White (Maurice's brother) is an example of the action — boosting his instrument in an attack-like manner while ripping through a sequence that had him playing in a housed compartment elevated above the stage, only to have him reappear moments later at the stage's edge amid blasts of explosive light flashes. Song highlights included "That's The Way Of The World," with Maurice White claiming "... this song can

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Chuck Mangione/ Esther Satterfield

WOOLMAN MEMORIAL RINK, NYC — With minimal reliance on the rock-funk style that defines most currently successful "cross-over" jazz, Chuck Mangione has made top 100 showings on the **Cash Box** album chart with A&M albums such as "Bellavia." His handling of the concert orchestra has been praised for its departures from the cliches usually associated with big band jazz, yet his composing and orchestrating talents always yield an accessible product.

In this evening's outdoor setting, the full production was a live version of Sagoma/DGM Productions, Mangione's Rochester, New York-based operation designed to give group and individual exposure to the musicians that make up his quartet and orchestra. Spotlit at this concert was Esther Satterfield, whose clear, controlled voice is perfectly complemented by her stately presence. She seems comfortable with the unobtrusive philosophy of lyrics such as Jim Weatherly's "The Need To Be," which titles her latest album for A&M records, produced by Mangione. Perhaps it is her perfect enunciation of every syllable that causes one to concentrate too hard upon the meaning of every word, but pieces such as "Chase The Clouds Away" stand up better as vocal music than as verbal statements. Still, Ms. Satterfield's voice brims

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Managers' Notes

Sources close to the **Rod Stewart** "business organization" suggest that Stewart is contemplating the staging of a free concert at **Pirate Sound**, where Messrs. Stewart & Co. are presently rehearsing. The Pineapple himself told **CB** that the rumor was "a nasty lie" manufactured for the sole purpose of creating total chaos in the vicinity of the unsuspecting rehearsal studios. The tartan wonder did, however, rub his chin and query, "How many people do you 'spose this room would hold, mate?" ... Island's progressive whiz-kid, **Stomu Yamashta**, will be in L.A. this weekend for reasons unknown. The Island act **Automatic Man** has also relocated in the City of Angels. Could it be that Auto Man's **Mike Shrieve** and **Stomu** are planning to collaborate on yet another musical adventure? An unnamed source at Island speculated, "They may get together over tea, but I'm afraid that's about all we can hope for at the present." ... **WHEELIN' AND DEALIN'** — **Neil Reshen**, personal manager for **Waylon Jennings** and **Willie Nelson**, reports that Waylon is presently in L.A. negotiating a deal for the distribution rights of his newly formed **W.G.J. Productions**. The label has already signed two of Waylon's close musical associates, **Ralph Mooney** and **Sherman Hayes**. Also in the works for Waylon ... Reshen hinted that in the near future Jennings will be signing a contract with a new company which will take effect when his current RCA commitment is complete, would you believe — in 1979? ... While we're on the subject of contractual agreements — **Doobie Brothers'** manager, **Bruce Cohen**, announced that the band will re-sign with Warner Brothers. The Doobies are currently working on a forthcoming studio album, while a "best of" LP is due for release in October. The band will hit the road for a sixty-city tour of the U.S. beginning Oct. 14 — a tour of Australia and Japan (co-billed with **Chicago**) is also in the offing. ... **THE LONG AND WINDING ROAD** — **John Williams**, who handles public relations for **Bill Hams' Lone Wolf Productions**, reports that **Z.Z. Top** is currently engaged in an extensive tour. The itinerary includes dates in the midwest, after which the band will blitz their way through Florida and a large portion of the South. And while Z.Z.'s hard at it, Lone

Wolf's **Point Blank** are also leaving a cloud of dust over much of the country. Their schedule includes a broad sweep through Texas, and the boys will also swing through the D.C. area, Tennessee, St. Louis, Chicago and then back to Florida — and from there it's on to Denver! Hard workers, those Texans ... Chrysalis artist **Nick Gilder** is preparing to make a grand promo tour sweep across his native Canada from the westernmost regions to the eastern coast. After having enjoyed considerable success with his single, "Roxy Roller," Gilder will be promoting his new tune, "She's A Star (In Her Own Right)." All this from **Barry Samuels**, Gilder's personal manager ... **Bill Graham** recently returned from the road — Graham's European sojourn was "mostly a vacation" ... **THE SECOND TIME AROUND DEPT.** — Is it true that the **Beach Boys** have parted company with their (ex?) manager, **Jim Fitzgerald**? If so, it will be the second such separation.

nick nichols

Carpenters Tour

LONDON — The Carpenters will tour Europe Nov. 10-27, it was announced today by personal manager Jerry Weintraub and Colin Berlin of MAM, London.

The duo was scheduled for a sold-out European tour in August of '75, but that was cancelled because of illness. A Royal Variety Performance before Queen Elizabeth slated for that tour is not planned for the upcoming trek.

The tour, which will follow the taping of their first American television special (airing Dec. 2 on ABC-TV), begins in Munich on Nov. 10 and will include an eight night run at the London Palladium.

Dinah Shore Garners Award From CPM West

LOS ANGELES — Dinah Shore has been named "Entertainer of the Year" by the Conference of Personal Managers West. The actual award will be presented as a portion of the program of the 20th Annual Awards Banquet to be held in Beverly Hills Oct. 7. Previous winners of the coveted award include personalities such as Herb Alpert and Sammy Davis, Jr.



Tattoo Makes Indelible Mark

LOS ANGELES — Tattoo, a rock group featuring Wally Bryson and Jeff Hutton, both former members of the Raspberries, has been signed to Prodigal Records, according to Jules Hubert, president of Brentana, Ltd., the group's management firm. The group's debut LP is scheduled for a Sept. 16 release. Pictured (from l) are: Ray Ruff, Prodigal's creative director and Tattoo's producer; Jules Hubert, president, Brentana, Ltd.; Suzanne de Passe, vice-president Motown Records creative division; Wally Bryson, lead singer & lead guitar; Jeff Hutton, keyboards; Dave Allen Thomas, lead singer & guitarist; Taffy Rogers, Brentana's general manager; and Danny Klawon, bass guitarist.

CASH BOX COUNTRY

COUNTRY ARTIST OF THE WEEK

Pat Boone



"Boone Country" — The key to success in show business is not so much reaching stardom, but maintaining it. Pat Boone has sold more than 45 million records, been presented with 13 gold disks and two gold albums, and has a platinum record denoting 3 million sales.

Pat now records for Hitsville Records, the first artist signed by this new country division of Motown, and his first release, "Indiana Girl," hit all of the national charts, followed by "Glory Train." His current "Texas Woman" is #26 on the **Cash Box** country charts.

A descendant of Daniel Boone, Pat was born in Jacksonville, Florida, and is one of four children. Local amateur shows and a stint as the master of ceremonies for a high school talent revue on radio eventually led to honors on the Ted Mack Amateur Hour and subsequently the Arthur Godfrey Talent Scout Show.

In the fall of 1954, Randy Wood, founder and president of Dot Records, signed Pat to an exclusive recording contract. Six months later Pat went to Chicago to record "Two Hearts, Two Kisses." This single, which was an immediate success, was followed by his first million seller, "Ain't That A Shame." Subsequent hits were "I Almost Lost My Mind," "Friendly Persuasion," "Don't Forbid Me" and a list of others.

Although his success was meteoric, Pat's desire for learning was fulfilled in 1958 when he graduated magna cum laude from Columbia University.

In 1956, Pat signed a million dollar contract with 20th Century Fox and was to star in fifteen major motion pictures, including such box office hits as "Bernadine," "April Love," "All Hands On Deck," "Mardi Gras," "Yellow Canary" and "Journey To The Center Of The Earth," which is listed as one of Fox's top five grossing pictures.

That same year, 1956, the American Broadcasting Co. signed Pat to his first television series, "The Pat Boone Chevy Showroom," produced by his TV production company Cooga Mooga, Inc., and made him the youngest performer on television with his own network show. His subsequent NBC morning show was followed by a 90 minute syndicated segment for Filmways. Also, one of the family's most successful appearances this past year was on the Perry Como Easter Special. Because of the enormous success of this show, the Boone management is currently in discussion with network and syndicated executives over a possible Pat Boone variety-talk show.

His TV acting credits are numerous and he has been a guest star on virtually every major show and musical special.

Another dimension to his multifaceted career is his successful role as a writer. His first book, "Twixt Twelve and Twenty," a guide to teenagers, has sold more than 800,000 copies and all royalties have gone to the Northeastern Institute of Christian Education. Other books include, "Between You, Me And The Gatepost," "The Real Christmas," "A New Song" (sales over one-million mark and published in five different languages) and "Joy."

Pat recently hosted his own tennis tournament in Santa Barbara for the Cancer Foundation and for the past three years he has been the national entertainment chairman for the March of Dimes and makes appearances over the entire country in their behalf.

This is only a small part of the man Pat Boone. Other credits and other philanthropies are too numerous to mention. Suffice to again say, the key to success in show business is not so much reaching stardom, but maintaining it.

Longtime friend Jack Spina is Pat's personal manager, with exclusive booking by ICM.

CMA Stars Shine At 2nd Musexpo

NEW ORLEANS — A country music show featuring Mickey Gilley, Tammy Wynette and Ronnie Milsap was sponsored by the Country Music Association for the international audience assembled for Musexpo '76. Mickey Gilley and his Red Rose Express provided a rocking opening for the show, while Tammy Wynette brought the tempo down a bit with her sultry vocals. The hit of the evening was Ronnie Milsap, whose diversified choice of material made him the favorite of the Musexpo participants. Moving through rock, country, blues

and pop stylings, Milsap is an entertainer with an appeal that apparently reaches beyond country.

Although much of the assembled audience had very little previous exposure to country music, the three artists received standing ovations. Milsap, especially, was greeted with great enthusiasm by a segment of the music industry not country-oriented. There was a great deal of comment on the universal appeal and potential of country artists such as these three, and the possibility of more international exposure for country artists in the near future.

CMA Announces Awards Finalists

NASHVILLE — The membership of the Country Music Association has selected the finalists for the annual CMA Awards. The winners in each of the ten categories, as well as the newest additions to the Country Music Hall of Fame, will be announced October 11th on the Tenth Annual CMA Awards Presentation from the Grand Ole Opry House. The show will air via CBS at 8:30 p.m. CDT.

Finalists in the categories of achievement include:

Entertainer of the Year

Waylon Jennings
Ronnie Milsap
Willie Nelson
Dolly Parton
Mel Tillis

Single of the Year

"Convoy" — C.W. McCall — Polydor
"Good Hearted Woman" — Waylon Jennings/Willie Nelson — RCA
"Teddy Bear" — Red Sovine — Starday
"The Blind Man In The Bleachers" — Kenny Starr — MCA
"The Door Is Always Open" — Dave & Sugar — RCA

Album of the Year

"Night Things" — Ronnie Milsap — RCA
"Teddy Bear" — Red Sovine — Starday
"The Blind Man In The Bleachers" — Kenny Starr — MCA
"Wanted — The Outlaws" — Waylon Jennings/Jessi Colter/Tompall Glaser/Willie Nelson — RCA
"200 Years Of Country Music" — Sonny James — Columbia

Song of the Year

"I'll Get Over You" — R. Leigh
"Rhinstone Cowboy" — Larry Weiss
"The Blind Man In The Bleachers" —

Sterling Whipple
"The Door Is Always Open" — Bob McDill and Dickey Lee
"I'll Can Make It On My Own" — G. Richey, T. Wynette, and B. Sherrill

Female Vocalist Of The Year

Crystal Gayle
Emmylou Harris
Barbara Mandrell
Dolly Parton
Tammy Wynette

Male Vocalist of the Year

Waylon Jennings
Ronnie Milsap
Willie Nelson
Conway Twitty
Don Williams

Vocal Group of the Year

Amazing Rhythm Aces
Asleep At The Wheel
Dave and Sugar
Eagles
Statler Brothers

Vocal Duo of the Year

Bill Anderson-Mary Lou Turner
Conway Twitty-Loretta Lynn
George Jones-Tammy Wynette
Mel Tillis-Sherry Bryce
Waylon Jennings-Willie Nelson

Instrumental Group of the Year

Asleep At The Wheel
Roy Clark & Buck Trent
Danny Davis and The Nashville Brass
The Charlie Daniels Band
The Waylors

Instrumentalist of the Year

Chet Atkins
Roy Clark
Johnny Gimble
Charlie McCoy
Hargus "Pig" Robbins



ARTISTS COMBINE TALENTS Combine president Bob Beckham (far left) joins singer-songwriters Mickey Newbury ("San Francisco Mabel Joy"), Arthur Alexander ("Everyday I Have To Cry") and Larry Gatlin ("Broken Lady") on stage at the Exit/In for a finale of "Me And Bobby McGee."

Attendance Up For Hall Of Fame

NASHVILLE — Visitor attendance at the Country Music Hall of Fame and Museum through August 1976 indicates a 9% increase over the same period in 1975. Total attendance for 1976 thus far is 288,632 as compared to 262,412 in 1975.

Group tour attendance also indicated a 3% increase during 1976. Group tours for the first eight months of 1976 accounted for 123,366 persons as compared with 118,551 the previous year.

Because of the museum's expansion program, officials expect a substantial increase in attendance in 1977. Completion of the 1.1 million expansion project is set for December of this year, with the installation of new exhibits and the grand opening expected in early spring of 1977.

New Agency Formed

NASHVILLE — Southern Creative Designs, Inc., a new agency, has been formed in Nashville and will use many country music personalities in jingles and commercials for radio and television. Partners in the firm include Bill Haynes, Knoxville executives Jack Hartgrove and Ken Warren, and Chattanooga attorney Frank Seals. Southern Creative Designs is headquartered in the A&M Building, 6408 Papermill Road, Knoxville, Tenn. 37919. Phone: (615) 584-8637. A Nashville office will be announced in the very near future.

Paragon Signs Greene

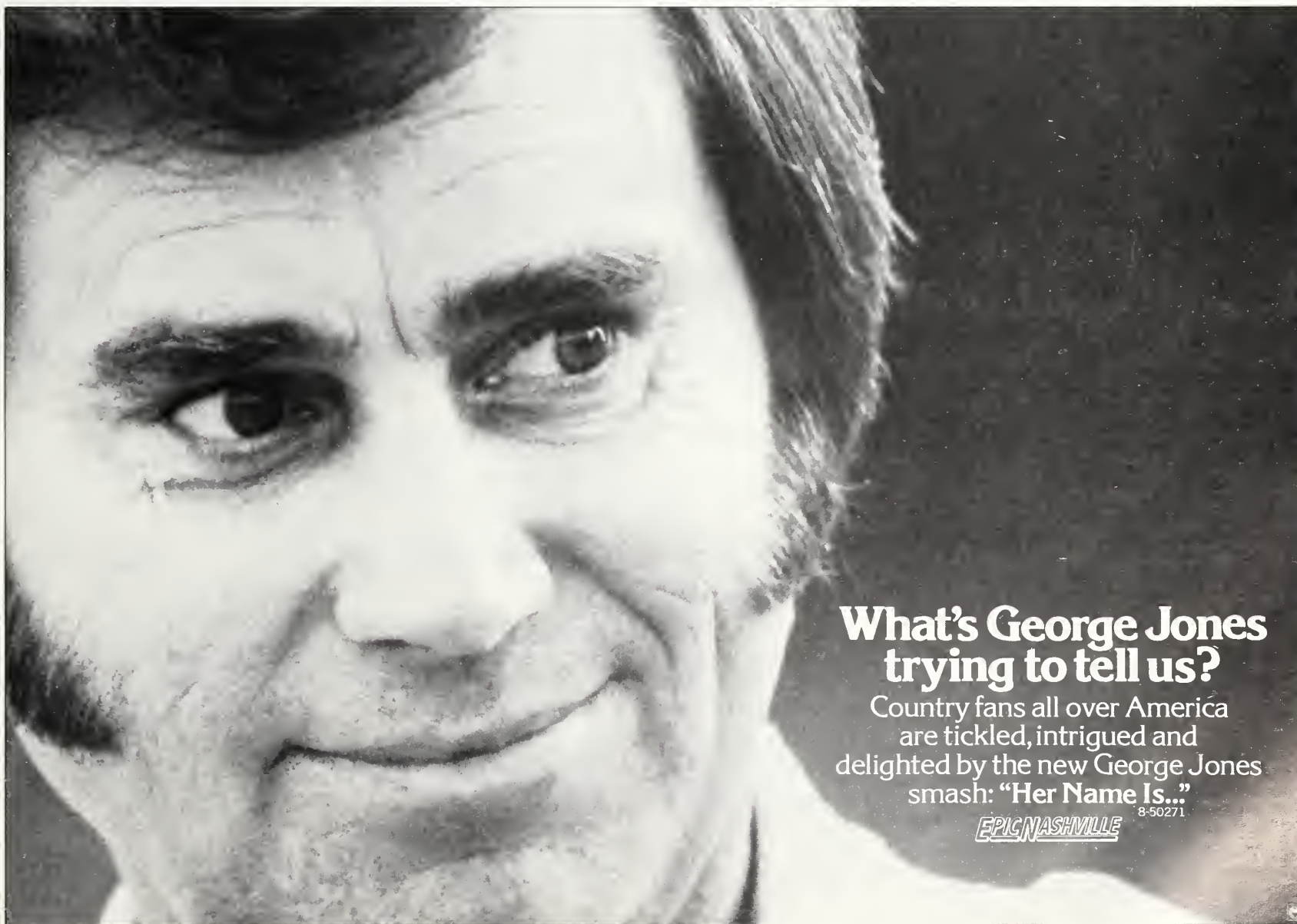
MACON, GA. — Mercury recording artist and former Hampton Grease Band member Mike Greene has been signed by the Paragon Agency.

You and Tammy.

You and Tammy are in the process of giving America a very beautiful #1 country record, "You and Me." Tammy Wynette on Epic Records and Tapes.



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What's George Jones trying to tell us?

Country fans all over America are tickled, intrigued and delighted by the new George Jones smash: "Her Name Is..."

EPIC NASHVILLE

8-50271

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COUNTRY ROUNDUP

...been over fifteen years since Conway Twitty last toured Australia, and then it was as a rock 'n' roll star. But time changes everything and on September 6 the "high priest of country music" embarked on a 21-day tour of the "land down under." Billed as the Conway Twitty Country Convoy, the show stars Conway, the Twitty Birds and Australian country artist Lee Conway and his troupe will return to Nashville on October 1.

A lot of good things have been happening lately for Jessica James (aka Kathy Twitty, Conway's teenage daughter). First, she was signed to a recording contract with MCA Records, and then to add to her accomplishments she was named "World's Ideal Miss" during a pageant in Baton Rouge, Louisiana. Jessica received a four-year scholarship to the college of her choice as one of the pageant's prizes.

Jerry Jeff Walker was just released from a Corpus Christi, Texas hospital where he underwent surgery for removal of cartilage deposits from his nose. Jerry Jeff's nose has been broken a number of times playing football and basketball.

For the fourth consecutive year, a sold-out-solid sign has been placed on Jerry Clower's personal appearances. "The Grand Ole Opry comedian is proving his staying power as one of the most sought-after storytellers of this generation," said Tandy Rice, the MCA recording artist's personal manager. Rice said he is already negotiating bookings for Jerry in 1977. Jerry's latest album of humorous country wit is entitled "The Ambassador Of Goodwill," with the story "Wanna Buy A Possum" pulled as a single.

Loretta Lynn has been busy in Los Angeles with television appearances. Loretta appeared on the Tonight Show recently, and the following day taped both the Dinah Shore show and the Merv Griffin show. Both shows will air in mid-September. The "queen of country music" performed her new single on MCA Records, "Somebody Somewhere," on all TV shows.

Patrick Chamberlain, an artist/songwriter from New York City, has recently signed a personal management agreement with H. Lee Hetherington, an attorney from Jackson, Mississippi. Hetherington was house legal counsel for the Peer Southern Organization in New York prior to entering private practice.

World International Group, Inc. (WIG) has signed with Savage Records to nationally distribute their label. The first release on Savage under the new agreement is "Where Love Goes (When It Dies)" by Savage's new artist Danny Byrd.

Columbia Records' Johnny Cash was recently honored by the National Council of Judges for his industrious work with prison inmates. A spokesman for the judges praised Cash as "a positive example for youngsters in trouble with the law." Additionally, the International Fan Club Organization, sponsored by over 200 fan clubs, has selected Cash as the IFCO's "bicentennial artist."

United Artists' Bobby Lewis has signed a long term recording contract with RPA, Inc. (Record Productions of America). Their first release is a new version of the hit standard "For Your Love."

The next step along Jack "Cowboy" Clement's trail to stardom was the videotaping of his debut performance at Nashville's Old Time Pickin' Parlor Thursday, September 9. Keyboard accompanist Chuck Cochran and ace local band Peace & Quiet will be appearing with Clement. The videotaping serves a double purpose. It will be a visual presentation of Clement the entertainer, and it also serves as a prototype of the videotape production work that Clement feels will become a vital sales and promotion tool in the record industry.

Epic Records has announced the signing of singer/songwriter Harlan Sanders to the CBS family of music. Hailing from Weedpatch, California (due for a "Hee-Haw" population salute), Harlan's kickoff album for Epic, entitled "Off And Running," features a host of self-penned tunes with liner notes by friend Johnny Cash.

For several years at least Tom T. Hall has planned to record a bluegrass album. He did so in June and July, and it's due for shipping September 20. He's calling it "The Magnificent Music Machine."

Gary Paxton has written over a hundred songs which will be released within 120 days by gospel artists; he also has written over 50 songs which will be released soon by country and pop artists.

The Ozark Mountain Daredevils will return to England and Europe in February for their third tour. The country-rock group cut their first album in Great Britain several summers ago, and have become big favorites there. In the meantime, a proposed Canadian concert tour this fall has been held up, pending release of the Daredevils' new A&M album "Men From Earth."

Commercial Distributing Corp. has appointed Albender Donelson as national promotion manager. Albender is known by all the jocks as the happy-go-lucky CDC promotion "chick." But what they don't know is that she is the only black promotion "chick" in country music.

WSLR radio in Akron, Ohio has been running a contest featuring Even Stevens' "Farm Boy" single from Elektra Records. A bit of the song is played at random throughout the day, and listeners call the station when they hear it, thus becoming eligible to win a trip for two to the Ohio State Fair. Even is an Ohio farm boy from Lewiston.

Melva Matthews has been retained to do publicity for the Elektra/Asylum country record division. According to Mike Suttle, marketing director, it's another step forward in building the E/A operation in Nashville.

Capitol recording stars Freddie Hart and Merle Travis, and a surprise guest appearance by Brook Benton highlighted the second annual "Lincoln-Center Out-of-Doors" concert presented by Metropolitan Friends of Country recently.

Leading gospel artists/writers Buck and Dottie Rambo recently sold Rambo Music Company to the John T. Benson Company. The publishing has now joined the recording relationship, as they have long been associated in a recording agreement.

Following a six-week, five-country tour of Europe beginning September 7, Johnny Tillotson will jet to Dahrn, Saudi Arabia, where he will perform for one week for the Aramo Employees Association, November 3-9. Johnny's just released United Artists single is titled "Summertime Lovin'."

Chellman/Twitty Golf Tourney Scheduled

NASHVILLE — Crockett Springs National Golf and Country Club has once again been chosen as the site of the annual Chuck Chellman/Georgia Twitty Radio Golf Invitational, which will be held on Oct. 13, 1976. Foursomes consisting of two radio personalities, one celebrity and one industry executive will participate. The foursomes will be put together by a draw, preceding the event. Trophies and prizes

will be awarded in three categories: radio, celebrity and executive. There will be trophies awarded for the first, second and third place using the Calloway system of scoring. There will also be silver awarded for first place low gross in each category. Over 250 artists, disk jockeys and music industry executives turned out last year for the event which takes place during the annual WSM and Country Music Association celebration.

TOP 50 COUNTRY ALBUMS

	Weeks On 9/11 Chart		Weeks On 9/11 Chart
1		MY LOVE AFFAIR WITH TRAINS MERLE HAGGARD (Capitol ST 11544)	2 8
2		TEDDY BEAR RED SOVINE (Starday SD 968X)	1 10
3		THE BEST OF JOHNNY DUNCAN (Columbia KC 34243)	3 9
4		DIAMOND IN THE ROUGH JESSI COLTER (Capitol ST 11543)	7 5
5		ALL THESE THINGS JOE STAMPLEY (ABC/Dot DOSD 2059)	6 10
6		ARE YOU READY FOR THE COUNTRY WAYLON JENNINGS (RCA APL 1-1816)	4 11
7		UNITED TALENT LORETTA LYNN & CONWAY TWITTY (MCA 2209)	5 12
8		IN CONCERT ROY CLARK (ABC/Dot DOSD 2054)	10 10
9		THE WINNER AND OTHER LOSERS BOBBY BARE (RCA APL 1-1786)	8 11
10		20-20 VISION RONNIE MILSAP (RCA APL 1-1666)	9 17
11		GOLDEN RING GEORGE JONES & TAMMY WYNETTE (Epic KE 34291)	24 4
12		CHARLIE RICH GREATEST HITS (Epic PE 34240)	11 12
13		LONE STAR BEER AND BOB WILLS MUSIC RED STEAGALL (ABC/Dot DOSD 2055)	12 13
14		LIVE AT THE GRAND OLE OPRY HANK WILLIAMS, SR. (MGM MG 1-5019)	13 12
15		CONWAY TWITTY NOW AND THEN (MCA 2206)	14 16
16		WHEELIN' AND DEALIN' ASLEEP AT THE WHEEL (Capitol ST 11546)	17 5
17		ELVIS PRESLEY BOULEVARD, MEMPHIS, TENNESSEE (RCA APL 1-1508)	15 14
18		IT'S A GOOD NIGHT FOR SINGIN' JERRY JEFF WALKER (MCA 2202)	16 9
19		ROCKY MOUNTAIN MUSIC EDDIE RABBITT (Elektra 7E-1065)	19 13
20		SADDLE TRAMP CHARLIE DANIELS BAND (Epic PE 34150)	21 18
21		THE BEST OF MEL TILLIS (MGM 1-5021)	23 7
22		CRYSTAL CRYSTAL GAYLE (United Artists UA LA 614G)	26 4
23		WHAT I'VE GOT IN MIND BILLIE JO SPEARS (United Artists UA LA 608G)	22 11
24		SURREAL THING KRIS KRISTOFFERSON (Monument PZ 34252)	30 3
25		ONE PIECE AT A TIME JOHNNY CASH (Columbia KC 34193)	18 16
26		FOURTEEN GREATEST HITS HANK WILLIAMS, JR. (MGM MG 1-5020)	28 4
27		SONG BIRD MARGO SMITH (WB BS 2955)	27 6
28		HASTEN DOWN THE WIND LINDA RONSTADT (Asylum 7E-1067)	41 2
29		ALL I CAN DO DOLLY PARTON (RCA APL 1-1665)	32 3
30		EL PASO CITY MARTY ROBBINS (Col. KC 34303)	44 2
31		HARMONY DON WILLIAMS (ABC/Dot DOSD 2049)	20 20
32		DAVE & SUGAR (RCA APL 1-1818)	36 3
33		LIQUOR, LOVE AND LIFE FREDDY WELER (Epic KC 34244)	35 3
34		LONG HARD RIDE MARSHALL TUCKER BAND (Capricorn CP 0170)	25 9
35		BECAUSE YOU BELIEVED IN ME GENE WATSON (Capitol P ST 11529)	31 13
36		A BUTTERFLY FOR BUCKY BOBBY GOLDSBORO (United Artists UA LA 639G)	37 6
37		THE SOUND IN YOUR MIND WILLIE NELSON (Lone Star/Columbia KC 34092)	33 25
38		RAJIN' CAJUN DOUG KERSHAW (WB BS 2910)	40 4
39		GILLEY'S GREATEST HITS MICKEY GILLEY (Playboy PB 409)	38 23
40		THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON JESSI COLTER/TOMPALL GLASER (RCA APL 1-1321)	39 34
41		EDDY EDDY ARNOLD (RCA APL 1-1817)	46 2
42		RENEGADE PICKER STEVE YOUNG (RCA APL 1-1759)	42 4
43		LOVE REVIVAL MEL TILLIS (MCA 2204)	34 11
44		RIDIN' HIGH REX ALLEN, JR. (WB BS 2958)	— 1
45		BUCK 'EM BUCK OWENS (Warner Bros. BS 2952)	29 8
46		24 GREATEST HITS HANK WILLIAMS, SR. (MGM SE 4755)	— 1
47		REMEMBERING THE GREATEST HITS OF BOB WILLS (Columbia KC 34108)	43 11
48		ELITE HOTEL EMMYLOU HARRIS (Reprise MS 2236)	48 34
49		MERCY AIN'T LOVE GOOD JEAN SHEPPARD (United Artists UA LA 609G)	45 9
50		TOO STUFFED TO JUMP AMAZING RHYTHM ACES (ABC/Dot DOSD 940)	50 13

LOOKING AHEAD TO COUNTRY TOP 100

- Little Joe**
Red Sovine (Starday)
- Love Is A Two-Way Street**
Dotty (RCA)
- I Thank God She Isn't Mine**
Mel McDaniels (Capitol)
- Come On Down**
David Houston (Epic)
- Ol' Man River**
Shylo (Columbia)
- Rosie**
Red Steagall (ABC/Dot)
- Willie, Waylon And Me**
David Allan Coe (Columbia)
- Her Body Couldn't Keep You**
Gene Watson (Capitol)
- For Love's Own Sake**
Ed Bruce (UA)
- For Your Love**
Bobby Lewis (RPA)
- Satin Sheets**
Bellamy Brothers (WB)
- Shopping**
The Waylors (RCA)
- Someday Soon**
Kathy Barnes (Republic)
- The Way I Loved Her**
Rick Smith (Cin-Kay)
- Forgive Me**
Hank Thompson (ABC/Dot)
- To A Sleeping Beauty**
Jimmy Dean (Casino)
- Mr. Guitar**
The Cates Sisters (Caprice)
- Almost Persuaded**
Sherri King (UA)
- The Bad Part Of Me**
Jerry Naylor (Hitsville)
- High Style Woman**
Dixon Steel (Elektra)
- California Oakie**
Buck Owens (WB)
- If It's Your Song You Sing It**
Linda Cassidy (Cin-Kay)
- Rosie**
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COUNTRY SINGLES REVIEWS / ALBUM REVIEWS

STATLER BROTHERS (Mercury 73846)

Thank God I've Got You (2:17) (American Cowboy — BMI) (Don Reed)

A strong lyric, excellent production and surefire harmonizing total the sound of another top charter for the Statlers. Production by Jerry Kennedy.

DOUG SAHM & THE TEXAS TORNADOS (ABC/Dot DOA 17656)

Cowboy Peyton Place (2:45) (Crazy Cajun/Doug Sahn Music — BMI) (D. Sahn)

That Texas country sound should make for top charting and box action for a fascinating good ole country tale. Production by Huey Meaux.

THE CHARLIE DANIELS BAND (Epic 8-50278)

Sweet Louisiana (3:28) (Hat Band/Radadara — BMI) (C. Daniels)

The musical creativity of the group makes for top country/progressive/rock flavored listening. Pulled from the "Saddle Tramp" LP, produced by Paul Hornsby.

RANDY CORNOR (ABC/Dot DOA 17655)

I Guess You Never Loved Me Anyway (2:55) (Milene — ASCAP) (E. Raven)

Randy delivers this Eddy Raven-penned tune in slow ballad style. Pulled from "My First Album" LP, and produced by A.V. Mettelsledt.

JIMMY GATELY (ABC/Dot DOA 17648)

Morning Glory (3:21) (Goldline — ASCAP) (J. Hinson)

Fresh as morning dew comes this bright love song produced by Bill Anderson and David Byrd. Sounds like good charting.

BOB WILLS AND HIS TEXAS PLAYBOYS (Capitol P4332)

Ida Red (2:46) (Beechwood — BMI) (Trad. arr. Bob Wills)

Texas swing as done by the man who knew it best. Pulled from the LP "Bob Wills And His Texas Playboys In Concert." A collector's item produced by Tommy Allsup.

RONNIE PROPHET (RCA JH 50273)

Big Big World (2:14) (Studio — BMI) (Nelson Burch West)

From the LP "Ronnie Prophet" comes this tune tailor-made for the artist who is looking for his girl. Another charter produced by Harry Hinde.

TENNESSEE ERNIE FORD (Capitol P4333)

Sweet Feelings (3:08) (ATV/Bayshore — ASCAP) (Steve Stone)

A rare release done in lonesome cowboy western style, pulled from the "For The 83rd Time" LP produced by Steve Stone. The lyric's about good, happy times.

HERB RYALS (Atco 45-7057)

Goodbye Marla (3:47) (Music Of The Times/Emily — ASCAP) (Paul Vance, Lee Pockriss)

A poignant lyric, with south of the border instrumentation, given excellent delivery by Herb Ryals. Production by Paul Vance.

BILLY MIZE (Zodiac ZS 1011)

It Hurts To Know The Feelings Gone (2:28) (Belinda — BMI) (Doodles Owens, Warren Robb)

A sad goodbye told in good country ballad style. Pulled from the LP "Love 'N' Stuff."

TURLEY RICHARDS (Epic 8-50279)

West Virginia Superstar (4:03) (Irving/Down In Dixie/Kiongazi — BMI) (T. Richards)

Progressive country, produced by Ron Bledsoe and Troy Seats. A long lyric (4:03) about becoming a superstar, given full treatment by newcomer Turley.

CLARENCE PERRY AND THE MERCY BLUES (Epic 8-50267)

Woman Stealer (3:03) (White Tornado — BMI) (G. Paxton, Gary Paxton Jr., S. Paxton)

Making a strong MOR bid, the title tells the tale on this Gary Paxton production.

CON HUNLEY (Prairie Dust PD 7605)

Loving You Is A Habit I Can't Break (3:19) (Annextra/Four Tay — BMI) (Kelly Bach)

A love ballad with a title that tells the story, given excellent delivery by newcomer Con. Larry Morton produced.

BRENT BURNS (Pantheon Desert BB 1776)

Somewhere Over The Rainbow (2:47) (Leo Feist, Inc. — ASCAP) (E.Y. Harburg, Harold Arlen)

Interwoven with recitation between father and daughter, Brent Burns gives his interpretation of the grand ole Garland standard. A sleeper.

DANNY BYRD (Savage SR 006)

Where Loves Goes (When It Dies) (2:44) (Chess — ASCAP) (Charles Quillen)

Slow beat with strong steel guitar, produced by "Doc" Savage. The lyric asks the sad question of where does a dead love go.

CLYDE CREEL (Caprice CA 2026)

Dallas In The Rain (2:53) (Sound Corp. — ASCAP) (J. Hunter, Roger LeBlanc)

A sad country song given excellent delivery and production. Produced by Joe Hunter and Roger LeBlanc.

DONNIE FARRIS (Cadde L7604)

The Love We Threw Away (Britrison Pub. — BMI) (2:46) (Michael R. Radford)

Very interesting instrumental track plus good delivery. A good bet for charting.

CURTIS POTTER (Zodiac ZS 1009)

Let Me Love In Peace (2:50) (Belinda — BMI) (Doodle Owens, Gene Vowell)

A good bet for much chart and box action. Excellent delivery of a strong lyric. Production by Ray Pennington.

ROBB REDMOND (Scorpion SC 0516)

Lunch Time Lovers (3:12) (Tree Pub. — BMI) (Mack Vickery, Bobby Borchers)

Beamed direct to the country boxes, the lyric tells of stolen love snatched during a lunch break. Production by Slim Williamson.

JIM FARMER (LeCam LC-121)

Misty Mountain Memories (3:06) (Softcharay — BMI) (Jim Farmer)

Slow progressive-flavored folk, already getting good airplay. Production by Jim Farmer and Jerry Hudson.

HERE'S SOME LOVE — Tanya Tucker — MCA 2213

Reflecting a maturity of delivery, Tanya offers this slice of life with a definite feel for the so-called pop audience. Opening with the title song, which is Tanya's current hit single, each selection is tailored as a separate entity. Some are familiar, done in Tanya's own style, others are newcomers, but the total is a superb package for anyone's taste. Included are "Round And Round The Bottle," "Comin' Home Alone," "Gonna Love You Anyway," "Holding On," "You Just Loved The Leavin' Out Of Me," "The Gospel Singer," "Take Me To Heaven," "Short Cut" and "I Use The Soap." Production by Jerry Crutchfield.



PEANUTS AND DIAMONDS AND OTHER JEWELS — Bill Anderson — MCA 2222

The consistently timeless quality of Bill's voice, and his ability to bring into full focus an emotional lyric, is heard on each selection. Featuring his current hit single "Peanuts and Diamonds," other "jewels" are: "Meanwhile Back In Cleveland," "Let Me Whisper Darling One More Time," "Your Love Blows Me Away," "Why'd The Last Time Have To Be The First," "Liars One, Believers Zero," "We've Got It All," "Sweep Texas," "Daddy You Know What" and "Thanks."



THAT LOOK IN HER EYES — Freddie Hart & The Heartbeats — Capitol ST 11568

"That Look In Her Eyes" may just be the "sound in your ears." With a solid country delivery Freddie has included his current charting single along with "Livin' On Lovin'," "Part Of Me," "Lord, Don't She Look Good," "You Turn On The Man In Me," "Why Lovers Turn To Strangers," "Can I Still Come Home," "Paper Sack Full Of Memories," "I Had No Place To Go" and "Till I Get My Head On Straight." Produced by George Richey, you'll hear the work of some of music city's top musicians throughout.



KING OF THE TAVERNS — Little David Wilkins — MCA 2215

Running from the basic country to disco country, "the king of the taverns" is bound to capture top box plays with the total package, which could well be termed a collection of Little David Wilkins hits. Produced by Owen Bradley, selections include: "Love In The Back Seat," "The Good Night Special," "Make Me Stop Loving Her," "Run It By Me One More Time," "Half The Way In, Half The Way Out," "Disco Tex," "King Of All The Taverns," "One Monkey Don't Stop No Show," "The Greatest Show On Earth" and "Let's Do Something (Even If It's Wrong)."



BACK IN THE SWING OF THINGS — Hank Thompson — ABC/Dot D0SD 2060

Texas swing crossed with the big band sound is the music of Hank Thompson, first made popular in the '50s. Here is a sampling of that sound, authentically direct from a master, featuring original musicians of that era such as Bob White, Jimmy Belken, Curly Chalker, Keith Coleman and Johnny Gimble. Produced by Tommy Alsup, selections are: "Big Band Days," "Forgive Me," "Annie Over," "I'll Sign My Heart Away," "Three Little Swigs," "Honky Tonk Girl," "Hangover Tavern," "Yesterday's Girl," "Another Shot Of Toddy," "Bring Back The Waltzes" and "Play For Me On Polka."



MORNING COMES — Buckacre — MCA 2218

A sample from the new breed that some may call progressive country, others may call rock or pop, showing the freedom which comes from doing their own thing. Production by Glyn Johns. Selections included are: "Love Never Lasts Forever," "Red Wine," "Dreams Of Flying," "Older Lovers," "Don't Let It Slip Away," "Out of Touch," "Bound To Be Blue," "Just Another Night," "Dance Around The Campfire," "Morning Comes."



Goody Lowers LP Price As Discount Records Exits NYC fr 28

chain intends to shift its advertising dollars from print to radio during the next couple of months. "We set up a program every quarter for our retail, and it just so happens that at this particular time of the year we're going to use broadcast. Obviously, during the Christmas season you weight it toward print because you have a different kind of consumer shopping then."

Denver Campaign

Evidence of RCA's continuing campaign for John Denver's newest LP "Spirit" appeared in six markets. At Thomas & Hart in

The recording of the soundtrack to "The Omen," advertised in three markets last week, was tied in this week to movie ads in five markets: Baltimore, Los Angeles, New York, San Francisco and Washington. Seven other movie soundtracks were advertised in various markets as follows: "Bingo Long" in Chicago and Cleveland, "Cooley High" in Chicago, "Swashbuckler" in Cleveland, "The Other Side Of The Mountain" in Dallas, "Carwash" in Los Angeles and Washington, "Logan's Run" in Los Angeles, and "Jesus Christ Superstar"

in San Francisco. Dallas, the Denver catalog was advertised for \$3.88/\$4.98 tape. At Houston's Globe Pharmacy, seven Denver releases (including his latest LP) were on sale for \$3.99/\$5.33 tape. "Spirit" was advertised in four additional markets: at Franklin Music in Atlanta for \$3.99/\$4.99 tape, at Licorice Pizza in Los Angeles for \$3.77/\$4.99 tape, at Sam Goody in New York for \$3.99/\$4.99 tape and at Korvettes in New York for \$3.96/\$4.96 tape, and at Waxie Maxie in Washington, D.C. for \$3.99/\$5.49 tape.

Movie Soundtracks

The London Phase 4 stereo album of the soundtrack to the motion picture "Obsession" was widely advertised for the third week in a row. Ads for the record were tied into movie notices in nine markets: Boston, Chicago, Cleveland, Dallas, Los Angeles, New York, Denver, San Francisco and Seattle. In addition, Korvettes and Columbia Pictures again ran a special full-page ad this week in The New York Daily News, which offered on a limited basis two free tickets to a special area showing of "Obsession" with each purchase of the film's soundtrack album.

Retail LP Selling Prices

Atlanta: At K-mart (7 locations), full-page CBS ad with these features: 148 listed releases, including catalog LPs by Aerosmith, Dylan, Chicago, Santana, Phoebe Snow, Paul Simon, Art Garfunkel, Ted Nugent, Streisand and Pink Floyd, for \$3.88/\$4.99 tape each; and 21 two-LP sets, including "greatest hits" releases by Tony Bennett, Chicago, Roy Orbison, Jerry Vale and Bobby Vinton, for \$5.49/\$6.49 tape. At Musicland (2), "2-fer" sale on all \$6.98 list albums with the following price structure: with purchase of any LP at \$5.87, purchaser gets second release for \$3.59. At Franklin Music (3), all-label sale for \$4.78/\$5.80 tape, debut LP by Dr. Buzzard's Original Savannah Band and newest releases by Jefferson Starship, John Denver and Hall & Oates (all RCA) for \$3.99/\$4.99 tape. (*Sunday Atlanta Journal and Constitution*).

Baltimore: At Korvettes (4 locations), the following features: multi-label sale including RCA, Capitol, and Blue Note for \$3.96/\$4.96 tape each: all UA releases for \$3.96/\$4.96 tape except Shirley Bassey's "Love, Life & Feelings" and latest releases by War, ELO and American Flyer for \$3.64 per LP; RCA classical \$7.98 list releases for \$4.14 per LP and \$3.98 list for \$2.24 per LP, plus \$4.98 list recording of Holst's "Planets" for \$2.54 and a \$3.98 list recording of Grofe's "Grand Canyon Suite" for \$2.24; all Seraphim releases for \$2.24 and latest releases by Jefferson Starship, Lou Rawls, Wild Cherry and Starland Vocal Band for \$2.99 each on a specific date. At Radio Shack (39), assorted cutouts for \$1.49 per LP (any four for \$5.00). Tattoo/RCA Records tie-in of the original soundtrack to the motion picture "The Omen." (*Sunday Baltimore Sun*).

Boston: London Phase 4 Stereo tie-in of the original soundtrack to the motion picture "Obsession." (*Boston Sunday Globe*).

Chicago: At Musicland (7 locations), same "2-fer" ad that appeared in Atlanta, except with purchase of one LP at \$5.87, second album was for \$3.89. At Radio Shack (101), same ad that appeared in Baltimore with same prices. MCA Records tie-in of the original soundtrack to the motion picture "Bingo Long." London Phase 4 Stereo tie-in of the original soundtrack to the motion picture "Obsession." Motown Records tie-in of the original soundtrack to the motion picture "Cooley High." (*Sunday Chicago Tribune*).

Cleveland: At J.P. Snodgrass (12 locations), all-label sale with both \$5.98 and \$6.98 list LPs for \$3.99 each. At Uncle Bills (11) "top 10 LPs," including newest releases by Fleetwood Mac, James Taylor, Alice Cooper, Chicago and Wild Cherry, for \$3.95/\$4.95 tape each. At Recordland (5), Helen Reddy catalog for \$3.99/\$5.99 tape. At Record Rendezvous (4), 16 RCA releases, including debut LP by Dr. Buzzard's Original Savannah Band and most recent releases by Hall & Oates and Vicki Sue Robinson, for \$3.99/\$5.99 tape. At Radio Shack (42), same ad that appeared in Baltimore and Chicago with same price. Tattoo/RCA Records tie-in of the original soundtrack to the motion picture "The Omen." London Phase 4 Stereo tie-in of the original soundtrack to the motion picture "Obsession." MCA Records tie-in of the original soundtrack to the motion picture "Bingo Long." MCA Records tie-in of the original soundtrack to the motion picture "Swashbuckler." (*Cleveland Plain Dealer*, September 3 and 5).

Dallas: At Thomas & Hart (4 locations), John Denver catalog for \$3.88/\$4.98 tape ("An Evening With John Denver," 2-LP set for \$7.48/\$8.68 tape). At Record Shack (59), same ad that appeared in Baltimore, Chicago and Cleveland. At Musicland (9), same "2-fer" ad that appeared in Atlanta and Chicago, except the second album was for \$3.99. London Phase 4 Stereo tie-in of the original soundtrack to the motion picture "Obsession." MCA Records tie-in of the original soundtrack to the motion picture "The Other Side Of The Mountain." (*Dallas Morning News*, September 3 and 5, and *Sunday Dallas Times Herald*).

Denver: London Phase 4 Stereo tie-in of the original soundtrack to the motion picture "Obsession." (*Sunday Denver Post*).

Detroit: At Korvettes (5 locations), same ad that appeared in Atlanta, but without the special prices on latest releases by Jefferson Starship and three other groups. At Record Shack (72), same ad that appeared in Baltimore, Chicago, Cleveland and Dallas at same prices. (*Sunday Detroit News*).

Houston: At Globe Pharmacy (9 locations), seven John Denver releases, including his newest LP, for \$3.99/\$5.33 tape each; seven MCA releases, including most recent LPs by Conway Twitty, Twitty and Loretta Lynn, Jerry Jeff Walker and Olivia Newton-John, for \$3.99/\$5.33 tape. At Disc Records (4), four releases by Helen Reddy, including her newest LP, for \$3.99/\$4.99 tape. (*Sunday Houston Chronicle*).

Los Angeles: At Licorice Pizza (18 locations), the following multi-page features: full-page ad offering debut LP by Starz for \$3.77/\$4.99 tape each: debut release by The Movies for \$3.77/\$4.99 tape. At Tower Records (3), full-page ad promoting the newest release by Quincy Jones (2-LP set) for \$4.88/\$6.88 tape. At The Warehouse (35), Aerosmith catalog for \$3.88/\$4.88 tape each, tied to upcoming area concert appearance; six RCA releases, including latest LPs by John Denver, Jefferson Starship and Waylon Jennings, for \$3.77/\$4.99 tape each; debut release by The Movies for \$3.77/\$4.99 tape. At Tower Records (3), full-page ad promoting the newest release by Quincy Jones (2-LP set) for \$4.88/\$6.88 tape. At The Warehouse (35), Aerosmith catalog for \$3.88/\$4.88 tape each, tie in to upcoming area concert appearance. At Musicland (10), same ad that appeared in Dallas with the same prices. MGM Records tie-in of the original soundtrack to the motion picture "Logan's Run" London Phase 4 Stereo tie-in of the original soundtrack to the motion picture "Obsession." 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 "Carwash." (*Sunday Los Angeles Times Calendar section*).

Miami: At Viscount Records, all \$6.98 list albums for \$4.25 per LP (three LPs for \$12). At Radio Shack (92), same ad that appeared in Baltimore, Chicago, Cleveland, Dallas and Detroit. (*Sunday Miami Herald*).

Minneapolis: At Discount Records (2 locations), all-label sale for \$4.65/\$5.49 tape. At

Musicland (9), same "2-fer" ad that appeared in Dallas at same prices. At Radio Shack (64), same ad that appeared elsewhere. (*Sunday Minneapolis Tribune*).

New Orleans: No ads in *The Sunday Times-Picayune*.

New York: At Sam Goody (77 locations), all-label sale at \$4.19/\$5.79 tape with the following special daily features: on September 6, multi-label sale (including Warner Bros.) for \$3.99/\$4.99 tape (in addition, Album of the Day, "Peter Frampton Comes Alive," for \$3.49 per 2-LP set); on September 7, multi-label sale (including RCA) for \$3.99/\$4.99 tape (in addition, Album of the Day, "Fleetwood Mac," for \$2.99); on September 8, multi-label sale (including Elektra/Asylum) for \$3.99/\$4.99 tape (in addition, Album of the Day, "The Legendary Christine Perfect Album," for \$2.99); on September 9, multi-label sale (including Atlantic/Atco) for \$3.99/\$4.99 tape (in addition, Album of the Day, "Renaissance," for \$3.49 per 2-LP set); on September 10, multi-label sale (including Capitol/Angel) for \$3.99/\$4.99 (in addition, Album of the Day, Jefferson Starship's "Spitfire," for \$2.99); and on September 11, multi-label sale (including Columbia) for \$3.99/\$4.99 tape (in addition, Album of the Day, Neil Diamond's "Beautiful Noise," for \$2.99). At Korvettes (30), the following separate or distinct features over two pages, including: multi-label sale (including RCA, Capitol and UA) for \$3.96/\$4.96 tape; all RCA Red Seal and Angel releases for \$3.64 per LP; all Seraphim and RCA Victrola releases (\$3.98 list) for \$2.24 per LP; all Capitol releases, including latest albums by Steve Miller, Natalie Cole and Tavares, for \$3.96 per LP; five releases on UA, including debut LP by American Flyer and most recent releases by War and ELO, for \$3.64 per LP; Gino Vannelli's newest LP for \$3.96/\$5.76 tape; "Automatic Man" and debut release by Go (Yamashta/Winwood/Shrieve) for \$3.96 each; seven London classical releases, including the Rubinstein/Mehta/Israel Philharmonic recording of Brahms' Piano Concerto No. 1, for \$3.64 per LP; newest release by Jermaine Jackson for \$3.64/\$5.76 tape; London's new version of "Carmen" (3-LP set at \$20.98 list) for \$10.92; four LPs on Motown/Gordy, including "Diana Ross' Greatest Hits," for \$3.96 each ("The Jackson 5 Anthology," 3-LP set, for \$4.46); the latest release by Kiss (3-LP set) for \$7.92; and six "super-specials," including the latest LPs by Helen Reddy, George Benson, Norman Connors, Isaac Hayes, Boz Scaggs, and Wild Cherry, for \$2.99 each. Tattoo/RCA Records tie-in of the original soundtrack to the motion picture "The Omen." London Phase 4 Stereo tie-in of the original soundtrack to the motion picture "Obsession." (*Sunday New York Times*).

Philadelphia: At Sam Goody (10 locations), same ad that appeared in New York with same features at same prices. At Korvettes (5), same ad that appeared in Detroit with same features at same prices. (*Sunday Philadelphia Inquirer*).

Pittsburgh: At Murphy's Stores and Marts, 19 recent releases, including latest LPs by Steve Miller, Helen Reddy, Wings, Starland Vocal Band, Jefferson Starship and Elton John, for \$3.99/\$5.29 tape each; and assorted cut-out tapes for \$1.99 each. At Radio Shack (47), same ad that appeared elsewhere. (*Sunday Pittsburgh Press*).

St. Louis: At Woolworth Stores, assorted cut-out records and tapes for one dollar each. (*Sunday St. Louis Post-Dispatch*).

San Francisco: At Macy's, CBS sale with the following features: various releases including newest LPs by Herbie Hancock, Fania All Stars, Freddie Hubbard and Tammy Wynette/George Jones, for \$4.99 each; latest albums by Wild Cherry, Chicago, Lou Rawls, Neil Diamond and Boz Scaggs for \$3.99; and assorted releases, including LPs by Tony Bennett, Ray Conniff, Percy Faith and Johnny Mathis, for \$2.99/(\$4.98 list). Tattoo/RCA Records tie-in of the original soundtrack to the motion picture "The Omen." London Phase 4 Stereo tie-in of the original soundtrack to the motion picture "Obsession." MCA Records tie-in of the original soundtrack to the motion picture "Jesus Christ Superstar." (*San Francisco Examiner & Chronicle*, Datebook).

Seattle: At The Bon Marche (4 locations), 60 MCA "twofer" releases for \$5.99/\$6.99 each, and assorted other budget "nostalgia" albums for \$1.99 per LP. At Discount Records, all \$6.98 albums for \$4.25 per LP (three LPs for \$12). London Phase 4 Stereo tie-in of the original soundtrack to the motion picture "Obsession." (*Sunday Seattle Times*).

Washington: At Waxie Maxie (13 locations), the following albums for \$3.99/\$5.49 tape each: 14 CBS releases, including latest LPs by Aerosmith, Chicago, Lou Rawls, Labelle, Neil Diamond, Wild Cherry and Boz Scaggs; seven Capitol releases, including newest LPs by Helen Reddy, Steve Miller, The Band and Wings; six Motown releases, including newest LPs by Diana Ross and the Commodores; six A&M releases, including newest LPs by Gino Vannelli and Hummingbird six RCA releases, including newest LPs by Starland Vocal Band, David Bowie, Hall & Oates and John Denver; seven Warner Brothers releases, including latest LPs by the Beach Boys, Seals and Crofts, Fleetwood Mac and George Benson; and seven Atlantic releases, including newest LPs by Aretha Franklin, The Spinners and The Jimmy Caster Bunch. At Discount Record and Book Shop, RCA sale with the following features: \$7.98 list releases for \$4.99 each; \$6.98 list albums for \$3.99, except latest LPs by John Denver, Dr. Buzzard's Original Savannah Band, Starland Vocal Band and Hall & Oates for \$3.78 each; all RCA Victrola records for \$2.29 each; the RCA Red Seal recording of Holst's "The Planets" \$4.98 list for \$2.99 and the Red Seal recording of Caruso's performances for \$4.99. Also at Discount, 20 unspecified "new releases" for \$3.79 each, and assorted cutouts for from 50¢ to \$3.00 each. At Viscount Records, same ad that appeared in Miami with same prices. At Korvettes (5), same ad that appeared in Detroit and Philadelphia with same prices. At Record Shack (53), same ad that appeared elsewhere. 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 "Carwash." (*Sunday Washington Post*).

Note: All information in the above chart gathered from September 5 editions unless otherwise indicated.

...receiving excellent response to the Woody Shaw album "Love Dance" picked in Cash Box recently. Let's hope this fine trumpet player can go all the way! Muse also reports the completion of a new LP by Etta Jones titled "Ms. Jones To You." The sidemen on the date included Walter Davis, Houston Person, Grady Tate and Buster Williams. Speaking of Williams, he also finished up a Muse session featuring Kenny Barron and Roy Ayers.

Jazz was in full force in Boston over the Labor Day weekend with Art Blakey appearing at Sandy's, McCoy Tyner at Paul's Mall and Stanley Turrentine at the Jazz Workshop. Sweets Edson made a rare New England appearance following Blakey into Sandy's.

Project 3 has an interesting anthology

of the distributor level in Los Angeles in the early 1970s. Ursery was personally responsible for breaking a lot of jazz LPs.

Barbara Carroll, Blue Note pianist, at Hopper's in New York for a three week stint. Other Blue Note news: the Blue Note "Live At The Roxy" double album should arrive any moment. Artists featured include Donald Byrd, Bobbi Humphrey, Ronnie Laws and Bobby Hutcherson. Young guitarist Earl Klugh will have his second Blue Note LP in October. The album is titled "Living Inside Your Love" and was produced by Dave Grusin and Larry Rosen. "Forever Taurus" is the title of Johnny Hammond's October Milestone release. I thought Johnny was Cancer.

Flora Purim's single "Westchester Lady" shipping from CTI shortly. Also coming

from CTI is "Shoogie Wanna Boogie" by Dave Matthews big band featuring the likes of Randy and Mike Brecker, Pat Rebillot and Joe Farrell. Farrell will share the spotlight with George Benson in an upcoming CTI set — the first time either man has been a co-leader on CTI.

Kudu also has been active and recorded three live LPs at the recent Schaeffer Music Festival in New York. Artists are Esther Phillips, Hank Crawford and Grover Washington Jr. All three acts appeared with their own groups.

Prestige coming shortly with "Together Again For The Last Time" by Gene Ammons and Sonny Stitt.

Longtime expatriate Carmell Jones did a stint at the Modern Jazz Showcase in Chicago recently. It is the first time the Kansas City trumpet man has been heard in the US in at least ten years. bob porter



HOMETOWN BASH — Following a Seattle performance by Brownsmith, Capitol's Seattle staff held a party welcoming the group home and celebrating their new record. Pictured (l-r) are Jack Reynolds, Capitol sales man; Jerry Dennon of Great N.W. Records stores; Bruce Cannon, music director at radio station KTAC in Tacoma; band member Don Brown; Inge Woods, singles buyer at Major Disk records store; Paul Thompson, program director at radio station KGHO; band member Garrett Smith; Adrienne Huffine, Capitol's customer service representative; and Stan Foreman, Capitol's promotion representative.

titled "Guitar Tapestry" which features a variety of great pickers. Among the jazzmen represented are Wes Montgomery, Charlie Christian, Joe Pass and Johnny Smith.

The big Atlantic jazz releases contain one LP of exceptional interest. It is titled "Jazz Gala Concert" and has Stan Getz, Gerry Mulligan, Johnny Griffin, Nat Asderley and Toots Thielmans as featured artists.

John Rainbow is the new president of the New York chapter of the Duke Ellington Society.

American Heritage will publish an interview with veteran ragtimer Eubie Blake in its October issue. The interview was conducted by Max Morath, Vanguard recording artist.

Nice to see Bob Ursery get an LP at Fantasy/Milestone/Prestige. While working at

TOP 40 JAZZ ALBUMS

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

Jazz Album Picks

INTERACTION — Sonny Stitt-Zoot Sims — Chess 2ACMJ-406 — List: 7.98

This is an especially interesting package since it combines the best Chess session of each man by himself with the one session they did together. The Stitt quartet features Barry Harris on piano while Zoot features Johnny Williams but each session is remarkably good (the Sims material has been out of print for many years). Stitt tends to dominate the LP where they appear jointly but there is good solid playing all around. Saxophone fans can't go wrong here and each side averages more than twenty-seven minutes of playing time.



SONNY BOY WILLIAMSON — Chess 2ACMB-206 — List: 7.98

Chess continues its fine reissue of Chicago blues with this two packet set by one of the true masters. Sonny Boy sings and his harp gets a good deal of space while the accompaniment is by the great players of the idiom: Otis Spann, Robert Jr. Lockwood, Willie Dixon, Lafayette Leake, et al. As a bonus there is some banter between Sonny Boy and Leonard Chess that is pure spontaneous scatology. Liner notes by a well known rock heavy are considerably less than this set deserves but blues fans should find the bonus of four unissued titles appealing.



OSCAR'S CHOICE — Oscar Peterson — MPS/BASF G22010 — Producer: Hans-Georg Brunner-Schwer — List 6.98

This is the sixteenth Peterson LP from MPS/BASF and according to Audio Fidelity (its US distributor) the material consists of previously unissued material from at least five sessions. There is one solo, four trio titles and three tracks with guest appearances by Milt Jackson or Herb Ellis. It is these latter tracks that stand out because Peterson is probably the best jazz accompanist of them all. Not to take anything away from his solo playing but he seems to thrive in the company of other great soloists. Another highlight is the recorded sound—the best that Peterson has ever had.



THE DANISH JAZZ ARMY — Red Rodney — Storyville SLP 262 (Import)

Veteran trumpet man Rodney has produced a lot of good music since returning to the jazz arena a few years ago and this may be his best yet. The DJA (there has to be a better name for this group!) is a working unit consisting of two saxophones and rhythm. They are a versatile group with an outstanding soloist in Bent Jaedig on tenor sax. The music is very broad in scope, ranging from a John Kirby number through some wah-wah rock into a Keith Jarrett line. Rodney sounds more relaxed in this company and turns in several outstanding solos. This album would be an excellent pickup for any US jazz label.

TOP 50 R&B ALBUMS

	Weeks On Chart	9/11		Weeks On Chart	9/11
1 HOT ON THE TRACKS COMMODORES (Motown M6-867S1)	13	1	27 DR. BUZZARD'S ORIGINAL SAVANNAH BAND THE SAVANNAH BAND (RCA APL 1-1504)	4	29
2 WILD CHERRY (Epic 34195)	9	2	28 SILK DEGREES BOZ SCAGGS (Columbia PC 33920)	9	31
3 SOUL SEARCHING AVERAGE WHITE BAND (Atlantic SD 18179)	9	4	29 SECRETS HERBIE HANCOCK (Columbia PC 34280)	2	38
4 ALL THINGS IN TIME LOU RAWLS (Phila. Int'l./Epic PZ 33957)	16	3	30 THE TEMPTATIONS DO THE TEMPTATIONS (Gordy/Motown G6-975S1)	2	44
5 BREEZIN' GEORGE BENSON (WB 2919)	24	6	31 TOGETHER AGAIN... LIVE BOBBY BLAND & B.B. KING (ABC ASD 9317)	10	18
6 YOU ARE MY STARSHIP NORMAN CONNORS (Buddah BDS 5655)	9	9	32 GIVE, GET, TAKE AND HAVE CURTIS MAYFIELD (Curtom/WB CU 5007)	12	32
7 CONTRADICTION OHIO PLAYERS (Mercury SRM 1-1088)	15	5	33 GET UP OFFA THAT THING JAMES BROWN (Polydor PD 1-6071)	6	21
8 HARVEST FOR THE WORLD ISLEY BROTHERS (Epic PZ 33809)	16	8	34 NIGHT FEVER FATBACK BAND (Spring/Polydor SP 1-6711)	5	26
9 LOOK OUT FOR #1 BROTHERS JOHNSON (A&M 4567)	12	10	35 MOTHERSHIP CONNECTION PARLIAMENT (Casablanca NBLP 7022)	34	36
10 HAPPINESS IS BEING WITH THE SPINNERS SPINNERS (Atlantic SD 18181)	6	13	36 MANHATTANS (Columbia PC 33820)	21	30
11 AIN'T THAT A BITCH JOHNNY GUITAR WATSON (Amherst DJM/Amherst DJLPA-3)	6	12	37 I WANT YOU MARVIN GAYE (Motown T634251)	25	35
12 ARABIAN KNIGHTS RITCHIE FAMILY (Marlin/TK 2201)	7	14	38 AIN'T NOTHIN' STOPPIN' US NOW TOWER OF POWER (Columbia PC 34302)	1	—
13 DIANA ROSS' GREATEST HITS (Motown M6-869S1)	6	16	39 GLOW AL JARREAU (WB BS 2248)	3	40
14 EVERYBODY LOVES THE SUNSHINE ROY AYERS UBIQUITY (Polydor PD 1-6070)	6	15	40 ECHOES OF BLUE FREDDIE HUBBARD (Atlantic SD 1687)	1	—
15 SKY HIGH TAVARES (Capitol ST 11533)	14	17	41 CHAMELEON LABELLE (Epic PE 34189)	1	—
16 SPARKLE ARETHA FRANKLIN (Atlantic SD 18176)	14	7	42 SUMMERTIME MFSB (Phila. Int'l./Epic PZ 34238)	12	37
17 FLOWERS EMOTIONS (Columbia PC 34163)	9	20	43 HARD WORK JOHN HANDY (ABC/Impulse ASD 9314)	15	27
18 LOVE POTION NEW BIRTH (WB BS 2953)	9	19	44 WHERE THE HAPPY PEOPLE GO TRAMMPS (Atlantic SD 18172)	17	46
19 MIRROR GRAHAM CENTRAL STATION (WB BS 2937)	12	11	45 I'VE GOT YOU GLORIA GAYNOR (Polydor PD 1-6063)	4	39
20 NATALIE NATALIE COLE (Capitol ST 11517)	17	22	46 LET YOUR MIND BE FREE BROTHER TO BROTHER (All Platinum 7015)	17	41
21 LIFE ON MARS DEXTER WANSEL (Phila. Int'l./Epic PZ 34079)	5	25	47 ACCEPT NO SUBSTITUTES PLEASURE (Fantasy F9506)	9	43
22 STRETCHING OUT IN BOOTSY'S RUBBER BAND BOOTSY'S RUBBER BAND (WB BS 2920)	15	24	48 LOVE'S ON THE MENU JERRY BUTLER (Motown M850)	2	49
23 LOVE TO THE WORLD LTD (A&M 4589)	6	28	49 ON LOVE DAVID T. WALKER (Ode/A&M SP 77035)	2	50
24 THREE BOB JAMES (CTI 6063)	13	23	50 JUICY FRUIT (DISCO FREAK) ISAAC HAYES (Hot Buttered Soul/ABC 953)	9	47
25 WAR GREATEST HITS (UA LA 648G)	3	34			
26 FEVER RONNIE LAWS (Blue Note/UA BNLA 628G)	16	33			



ARISTA SIGNS MANDRILL — Arista Records has announced the signing of the seven-member group Mandrill. Pictured celebrating the event are Clive Davis, president of Arista Records; Artie Ripp and Irwin Mazur, the group's managers; and members of Mandrill.

Will Black Radio Lose Its Identity?

by Cookie Amerson

LOS ANGELES — Black radio programmers around the country are becoming more concerned about whether black radio will become a thing of the past. Record companies are approaching them with more and more crossover product every day. More white artists are recording songs that have a definite black sound. Artists like AWB, Wild Cherry, John Valenti, Boz Scaggs, Hall & Oates and many others are getting a record started on 'black' radio stations before a top forty has touched it, and go on to become huge successes. But are black artists getting the same break at top forty stations? Some black radio programmers are beginning to feel threatened by the large amount of crossover product, whereas others feel that eventually there will be no labels on music, and it will be the best thing that could happen.

Best Music

Chuck Smith, program director at KKDA in Dallas, told **Cash Box**, "I feel that black music is the best music, and race has nothing to do with that statement. When I am choosing music for the station, I am not concerned as to whether it is a crossover record or not, my main interest is to play music that my audience enjoys listening to. The listener knows what you are doing when they suddenly start hearing more and more top forty product on your station, and the listener did not tune in to a black radio station to get a lesson in crossover music, but for entertainment. Some programmers tend to forget there is a reason for a country formatted station, a top forty formatted station, and the black formatted station. If a person goes to a specific place that he thinks offers a specific product, he doesn't want them to try to give him something else. Programmers should offer 'warmth' to their listeners by playing identifiable music and actually let the audience make a judgment of what they want to hear. I feel that if the crossover situation is carried to the ultimate, definitely black radio as it is today would be eliminated, but if general market radio had initially served the needs of the black community there would never have been a need for black radio."

Every Crossover

Richard Steele, program director at WJPC in Chicago, says, as other programmers have stated in the past, "I am here to play the music that garners the most audience. Music is no longer as categorized as it has been in the past. Everybody is drawing on everybody else's music; a group with five people in it may have two blacks and three whites. White students are enrolling in a school of music to learn more about black music, so

definitely barriers are slipping away." Steele told **CB**, "I do play crossover product that my audience really wants to hear, but that doesn't mean I will play every one that comes out. I think I would be opposed to hearing a station that had no identity, as there is no one kind of music that appeals to every listener all the time."

Needs Chance

Joe Fisher, program director at WRBD/WCKO in Ft. Lauderdale, says that for every Wild Cherry, or AWB, there is a black artist that is just as good who is looking for the same chance that Elton John and other white acts have gotten on a black station. Fisher stated that black radio needs to give the black artist a chance because top forty will not break a black record. They may play them after they have been proven on a black station, but where will they start if black radio doesn't start them?

Fisher also felt that programmers should stand up for what they think black radio should be, and seek to upgrade the black radio station as it exists as opposed to getting into other areas. He also mentioned to **CB** that his AM station WRBD, which plays very little crossover product, doubled its audience in the last ARB.

Whether crossover product is a blessing or a problem is difficult at best to say at this point. Generally speaking, most people just want to hear good music, regardless of what kind of music a person chooses to listen to at a particular time. The dividing factor may eventually lie in how music is presented on the radio by the personality, more than the music itself, which, because of different socio-economical backgrounds, will not readily change.

Valli and 4 Seasons Change Affiliations

LOS ANGELES — Frankie Valli and the Four Seasons henceforth will be managed worldwide by Allan Carr and Anonymous' Dennis Pregnotato with Steinberg, Lipsman and Associates supervising their publicity. Valli records for Private Stock and The Four Seasons are on Warner/Curb.

Ross Sets Stage Debut

LOS ANGELES — Diana Ross will make her live stage debut at Los Angeles' Music Center when she opens a 16-performance Ahmanson Theatre engagement, "An Evening With Diana Ross," starting Tuesday, Sept. 28, through Sunday, Oct. 10.



"WHISPERS DAY" IN L.A. — The Whispers, regulars on the "Soul Train" television show, were recently honored by Los Angeles mayor Tom Bradley, who declared a "Whispers Day" in his city and presented the singing duo with an official plaque to commemorate the occasion. Pictured above (from left) are the Whispers twins, Walter and Scotty Scott; Dick Griffey, executive producer of "Soul Train"; Jim Bego, Los Angeles branch manager for RCA, distributor of the Whispers' "Soul Train" LP; Bill Graham, western regional manager for RCA; and "Soul Train" host Don Cornelius.

CASH BOX TOP 100 R&B

Cash Box/September 18, 1976

	Weeks On Chart	9/11	Chart		Weeks On Chart	9/11	Chart		Weeks On Chart	9/11	Chart
1		2	14	35		47	6	68		38	26
2		1	11	36		26	17	69		79	7
3		3	11	37		48	7	70		53	7
4		5	11	38		23	20	71		80	3
5		9	7	40		52	5	72		76	3
6		7	13	41		59	3	73		56	7
7		6	17	42		36	13	74		55	14
8		8	11	43		54	4	75		85	2
9		11	10	44		39	8	76		62	23
10		10	18	45		49	6	77		—	1
11		12	9	46		32	11	78		67	6
12		15	10	47		63	5	79		—	1
13		14	18	48		43	10	80		89	2
14		19	20	49		70	4	81		86	3
15		25	6	50		60	3	82		71	4
16		13	18	51		46	14	83		—	1
17		22	8	52		45	7	84		87	4
18		21	7	53		77	2	85		90	5
19		35	4	54		57	6	86		92	2
20		28	7	55		78	2	87		91	4
21		37	4	56		58	4	88		88	4
22		27	6	57		73	4	89		—	1
23		29	8	58		75	3	90		93	4
24		17	13	59		74	3	91		96	2
25		51	3	60		74	3	92		97	3
26		20	17	61		66	8	93		95	4
27		50	4	62		30	10	94		98	2
28		40	5	63		31	17	95		—	1
29		16	17	64		82	2	96		99	2
30		41	8	65		33	10	97		100	2
31		18	18	66		83	4	98		—	1
32		44	6	67		34	13	99		—	1
33		24	26					100		—	1

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

A Fifth Of Beethoven — RFT — BMI	15	Get Up Offa That (Dynatone/Tub/	11	L.O.D. (Black Sheep/Heath Levy — BMI)	70	Something He Can (Warner Tamerlane — BMI)	17
After The Dance (Jobete — ASCAP)	19	Belinda/Unichappell — BMI	11	Love Ballad (Unichappell — BMI)	43	Sophisticated Lady (Jay's Ent./Chappell —	38
Ain't Good For (Klondike — BMI)	46	Give A Broken (WIMOT/Friday's Child — BMI)	45	Love Talk (Pocket Full Of Tunes — BMI)	86	ASCAP/Cole-Arama — BMI)	38
Ain't Nothing (Conchillo — BMI)	79	Give It (NY Times/Content/Little Bear's — BMI)	16	Lowdown (Boz Scaggs/Hudmar — ASCAP)	4	Soul (Six Strings — BMI)	80
Always There (Fizz/At Home — ASCAP)	74	Give Me All (Lerobal/Fifth — BMI)	100	Making Love (Kama Sutra/Six Strings — BMI)	84	Stand Up (Bambar/Happy Endings — ASCAP)	95
Anything You Want (Menta — BMI)	37	Hard Work (Hard Work — BMI)	30	Message In Our (Mighty Three — BMI)	20	Star Child (Malbiz & Ricks — BMI)	41
Baby Hold On (Robosac — BMI)	69	Harvest For The (Bovina — ASCAP)	22	Movin' In All (Mighty Three — BMI)	81	Summer (Far Out — ASCAP)	9
Baby, I'm (Desert Moon/ Wesaline — BMI)	97	Heaven Must Be (Bull Pen/Perren-Vibes — BMI/ASCAP)	14	Mr. Melody (Jay's Ent./Chappell — ASCAP)	55	Super Disco (Gambi — BMI)	51
Bless My (Excelleroec/Skipson — BMI)	72	I'd Rather Be (Backstage — BMI)	49	My Sweet (Savette/January — BMI)	59	Sweet Summer (Ganga B.V./Jungle City — ASCAP/Hardwood — BMI)	66
Catfish (ABC/Dunhill/Ral — BMI)	77	If I Ever (Sheryn — BMI)	31	Nice And Slow (Red Bus — BMI)	91	That's When (Brent — BMI)	96
Chance With (Gambi — BMI)	33	If You Can't (Desert Rain — ASCAP)	54	No No Joe (Midson — ASCAP)	52	The Best (Can't Stop — BMI)	29
Changin' (Desert Moon/Jeffmar — BMI)	40	I'll Be Good (Kidada/Goulgris — BMI)	76	One For The Money (Golden Fleece/Hip Trip Music Writers — BMI)	25	The More You (Jay's Ent./Chappell — ASCAP)	7
Come Back With (SPD/Brent — BMI)	93	I'll Play (Pink Pelican — ASCAP)	75	One Love (Jobete — ASCAP)	18	The Rubberband (Mighty Three — BMI)	53
Come Get To (Pee Wee — BMI)	23	I'm Gonna Let My (Holland-Dozier-Holland/ Jobete — BMI/ASCAP)	63	Only You Babe (Mayfield — BMI)	21	This Masquerade (Skyhill — BMI)	27
Disco Duck (Shafree — BMI)	99	I Need It (Viv-Jon — BMI)	48	Party (V. McCoy/Warner Tamerlane — BMI)	42	Underground (Web IV — BMI)	60
Don't Turn The (Dozier — BMI)	83	It Ain't The Real (Meadow Ridge — ASCAP)	32	Party Line (Buddah/Geo. Diamond/ MRI — ASCAP)	90	Wake Up (Mighty Three — BMI)	67
Energy (Triple "O"/Jeffmar/BT Express — BMI)	64	I Wanna Spend (Vignette — BMI)	82	Play That (Bema/Blaze — ASCAP)	1	We Both Need (Electrocard — ASCAP)	62
Entrow (Nineteen Eighty Foe — BMI)	35	Jive Talkin' (Casserole/Flamm — BMI)	39	Queen Of (Average — ASCAP)	57	Who'd She Coo (Tight — BMI)	5
Falling In (Ana-Ross/ATV — BMI)	87	Just To Be (Jobete/Commadore — ASCAP)	26	Rhymes (Jac/Al Green — BMI)	94	You + Me (Stone Diamond — BMI)	73
Falling In Love (Spitfire — BMI)	98	Kill That Roach (Sheryn — BMI)	61	Rock Creek Park (Blackbyrd — BMI)	78	You Are My (Electrocard — ASCAP)	28
Feel Like (Badco — ASCAP)	92	Kiss And Say (Nattahnam/Blackwood — BMI)	34	Shake, Shake (Sheryn — BMI)	2	You Don't (Groovesville — BMI)	71
Find 'Em (Fame — BMI)	89	Lean On Me (Van McCoy/Warner Tamerlane — BMI)	24	Shake Your Rump (Barkay — BMI)	47	You'll Never Find (Mighty Three — BMI)	8
Flowers (Saggiire — BMI/Kalimba — ASCAP)	13	Let's Be (Jobete — ASCAP/Stone Diamond — BMI)	50	She's Gone (Unichappell — BMI)	56	Young Hearts Run (DaAnn — ASCAP)	68
Funny How Time (Tree — BMI)	12	Let The Good (Warock — ASCAP)	44	Somebody's Getting It (Groovesville — BMI/ Conquistador — ASCAP)	36	You're My (V. McCoy/Warner Tamerlane — BMI)	88
Getaway (Kalimba — ASCAP)	3	Life On Mars (Mighty Three — BMI)	85			You Should (Casserole/Unichappell — BMI)	10
Get The Funk (Kidada — BMI)	6					You To Me (Colgers — ASCAP)	65

CASHBOX COIN MACHINE

Eighteen Singles Nominated For MOA Jukebox Awards

CHICAGO — The MOA awards committee submitted a list of eighteen singles as nominations for the annual MOA Jukebox Awards. The selections are: "Convoy" by C.W. McCall; "Feelings" by Morris Albert; "Disco Lady" by Johnnie Taylor; "Misty Blue" by Dorothy Moore; "Love Will Keep Us Together" by Captain & Tennille; "That's The Way I Like It" by K.C. & The Sunshine Band; "Rhinestone Cowboy" by Glen Campbell; "Afternoon Delight" by Starland Vocal Band; "Lyn' Eyes" by the Eagles; "Fly Robin Fly" by Silver Convention; "You Sexy Thing" by Hot Chocolate; "Boogie Fever" by The Sylvers; "Love Hurts" by Nazareth; "Let 'Em In" by Wings; "Kiss And Say Goodbye" by the Manhattans; "Breaking Up Is Hard To Do" by Neil Sedaka; "Silly Love Songs" by Paul McCartney & Wings and "Wasted Days & Wasted Nights" by Freddy Fender.

Association members will be asked to choose five from the above list (with option to add individual selections) and base judg-

ment on a record's earning power on jukeboxes. The committee will then weigh the results and separate the winners into five categories: jukebox artist of the year, record of the year, pop record of the year, country record of the year and soul record of the year.

The actual awards presentation will take place during the MOA banquet in the Conrad Hilton Hotel on Sunday night, Nov. 14.

The MOA awards committee, as the association's executive vice president Fred Granger indicated, is made up of individuals from a wide geographical area of the country in order to reflect a complete and accurate survey. Committee members are: Ronnie DeHaven of West Virginia (chairman), Robert E. Nims of Louisiana (vice chairman), Theodore H. Grant of Massachusetts, John W. Strong of Illinois, Wayne E. Hesch of Illinois, Wesley S. Lawson of Florida, Donald A. Anderson of Oregon and Clayton L. Norberg of Minnesota.

MOA Will Announce Training Program at '76 Exposition

CHICAGO — A recent MOA survey (**Cash Box**, July 10 issue) revealed that a large number of members feel there is a lack of sufficient service and training programs in the coin machine industry to meet present needs. As a result of the disclosure, MOA appointed a special committee within its ranks to study the situation and develop a suitable program for association sponsorship. "We are thinking in terms of a quarterly school," said MOA's executive vice president Fred Granger, "to be sponsored by MOA."

He indicated that the committee would be conferring with the various amusement machine factories and, possibly, Kurz Kasch as well for assistance in determining a program which would provide the caliber of instruction and mechanic training that would be most beneficial to all concerned. "We hope to announce full details of the program at our November convention and subsequently schedule our first school for early next year," Granger said.

Denver, Colorado is under serious consideration by the MOA board of directors as the site for the 1977 Notre Dame seminar. The decision to relocate was influenced by the number of requests from members in the west and northwest areas of the country who want to attend the sessions but are prohibited in traveling time.

Service Hint

Jim Stansfield of Stansfield Vending in La Crosse, Wisconsin, uses a simple, and comparatively inexpensive, method to combat the sporadic problem of overheated upright machines on this route. By installing a small fan or blower in the model to keep it cool he's been able to prevent the malfunctioning resulting from an overheated game and thus reduce down time. He said the problem, although it is not prevalent on all uprights, could have been an aggravating one this past summer particularly, because of extremely high temperatures in his area of operation but he managed to combat it and recommends his solution especially for operators doing business where temperatures are high year-round.

KAMA Mtg. 9/18-19

WITCHITA — The KAMA, Kansas state association, will hold its second meeting of the year on September 18 and 19 at the Holiday Inn in Topeka.

Opening event on the agenda will be an informal get together and dinner party on Saturday evening, with Norbert Rettig as host. A general membership meeting will take place on Sunday, commencing at 11:00 a.m.

Among the prime targets on the business agenda will be the state's current sales tax program, with special guest Mr. Chris Redmond of the law firm of Redmond, Redmond and O'Brien, discussing the possibility of exempting collections from the sales tax.

continued on pg. 43

WCI Deal To Buy Atari Pending

NEW YORK — Warner Communications, Inc. has announced that it has signed a contract with the management of privately-owned Atari, Inc. for acquisition of the controlling interests in Atari for cash and debt. Consummation of the contract is contingent on certain factors including approval of the terms and conditions of the offer by the commissioner of corporations of California and acceptance of the offer by at least two-thirds of each class of the company's shares.

Atari is a creative technological company that applies advanced semiconductor technology to consumer products. The company invented Pong (TM) and is a leading producer of coin-operated video

games and consumer video games. The extraordinary management team of Atari, which has been responsible for the company's success, will continue to run the company under long-term contracts. Formed in 1972, Atari had revenues of about \$39 million dollars and net income of about \$3,500,000 dollars in the fiscal year ended May 29, 1976. The total purchase price is approximately \$28 million dollars.

Warner Communications is engaged in the entertainment and communications businesses through operations in recorded music, music publishing, motion pictures, television, cable communications and the publishing and distribution of magazines and paperback books.

Due to a printer's error of a highly technical nature, we are running last week's Service Hint to correct any misinformation the diagram generated.

Service Hint: Outputs — High Or Low?


by Fred McCord
Field Service Engineer, Atari, Inc.

LOS ANGELES — To minimize repair time on solid state systems it is important to be able to understand and interpret the information given in the schematics. This article is primarily for the person that understands what's going on with the board (at least sort of), but still gets a little confused with logic gates as to when outputs should be high or low, and if what is seen with a scope or a

logic probe is correct.

If you have memorized truth tables for all gates, congratulations to you if you always get the right table with the right gate, etc. If you don't, or if you never memorized gate names, symbols and truth tables, take heart, there is an easier way!

First, you have to remember two things:

1)  is the symbol for AND.

continued on pg. 43



Lomans

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Tar & Nicotine Tax Rejected by Senate

CHICAGO — The U.S. Senate has defeated by a wide margin a proposed amendment to the Tax Reform Act which would have based the cigarette excise tax on the tar and nicotine content of cigarettes, according to Richard W. Funk, government affairs director of the National Automatic Merchandising Association (NAMA).

Proposed by Sen. Gary Hart of Colorado, the amendment would have scaled the new excise tax at from 5 to 50 cents a pack.

Funk said that a similar proposal introduced by Hart before the Senate Committee on Labor and Public Welfare is not likely to see action this year but that other efforts on such a tax can be expected next year.

NAMA strongly opposed the proposal and stated that it would virtually do away with the sale of cigarettes through vending machines.

NOSTALGIA CORNER

• a look at some of the equipment of the past.

In November of 1960, D. Gottlieb & Company produced a pinball machine called "Flipper," which marked the factory's introduction of the add-a-ball feature, advertised in company brochures of the time as "a fascinating, revolutionary type of extended play!" The concept offered the skillful player the opportunity to add an unlimited number of balls to each game played.

To induce competitive play a High Score Panel was contained in the backglass of the Flipper model to record a player's high score in grease pencil which could be easily erased as subsequent high scores were achieved.

Playfield features included a Playing Card Sequence, offering the challenge of increasing scores and earning additional balls, and to further stimulate player interest, two super-powered skill flippers and a host of exciting scoring features were incorporated into this model.

Of special significance in the Flipper's structure was the "Hard-Cote" playboard

finish, an innovation of the time to extend playboard life.



Service Hint: High Or Low fr 42

2) D is the symbol for OR.
*If you get these mixed up, remember that D looks like the letter "D" in AN'D.

Second, as you look at a schematic, you'll notice that a lot of gates have bubbles either on the inputs or the outputs. These are our key to logic levels:

1) A bubble indicates a logic low (0 VDC to .8 VDC).

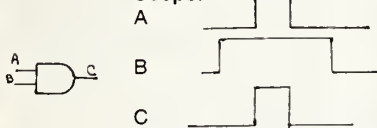
2) No bubble indicates a logic high (2.4 VDC to 5 VDC).

Third, starting with the output, look to see if it will be high (bubble) or low (no bubble). It will be at the correct level only when the input conditions are correct.

Let's look at some basic gates:

Output "C" will be high (no bubble) when input "A" AND input "B" are high (no bubble).

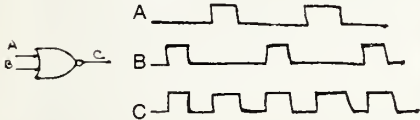
Scope:



High only when A & B are high.

Output "C" is low (bubble) when input "A" OR "B" is high.

Scope:



Here's another one you see used. Just read it like any other. Output C is ? when input A is ? or B is ? If you said low, low, low, you are right. Now is there a functional difference between D and D ?

Besides logic gate symbology, the actual signal name will also tell you what that signal should be doing. There are two ways you will see a signal; with a line over it or not.

For example Start —
Start — (start not)

A signal without a line over it is normally low (about 0 volts) and goes high to do its job, i.e., Start would be low until you start the game and would go high (almost 5 volts).

Start would be high and go low when the game is started.

Another way of looking at it is that a "not" signal (line over it) goes low when it is true or goes low to perform its function.

So far then we have a few key items that will tell us what we should see at any given point on the schematic.

1) Read a gate (regardless of number of inputs) starting from the output (high or low). Note that the output will be in the correct state only when the inputs are satisfied.

2) Look at the inputs to determine if that signal should be going low (bubble) or going high (no bubble).

3) Note the logic symbol (AND or OR).

4) Look at the signal name: (a) Does it have a line over it? If so, it is normally high and goes to be true or to perform its function. (b) If it doesn't have a line over it then it is normally low and goes high to be true or to perform its function.

By learning to utilize the few simple keys, you will soon find that reading schematics will become easier and your ability to understand and troubleshoot solid state equipment will improve greatly.

KAMA Mgt. fr 42

KAMA president Ronald Cazel notified the membership that he had conferred with Mr. Paul Moore, president of the Wichita Technical Institute about graduate technicians entering into the field of coin-operated equipment as mechanics. Cazel secured a list of eligible candidates, willing to relocate to anywhere in the state and work as coin machine mechanics, for presentation during the general meeting.

don't wait for next month to get your
COIN NEWS — get it EVERY WEEK

In CASHBOX

See ELTON JOHN starring in new Capt. Fantastic AND THE BROWN DIRT COWBOY Bally® 4-PLAYER CONVERTIBLE TO ADD-A-BALL



ELTON JOHN STYLING

International fame of **ELTON JOHN**, rock super-star, and brilliant Elton John styling with **sparkling mirror lines** on backglass gets immediate attention on location, fast, fascinating action holds play for long runs and super-star collections.

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See Distributor or write *Bally* 2640 Belmont Avenue, Chicago, Illinois

CHICAGO CHATTER

The annual IAAPA summer meeting gets underway in Hersheypark, Pa. this coming weekend — September 17-19. It will be a very informal event, highlighted by tours of the Hersheypark and Dutch Wonderland facilities. No structured seminars or business meetings will be held so that members will have the opportunity of exchanging ideas on a person to person basis.

CENTER OF EXCITEMENT at the D. Gottlieb & Co. factory these days is the "Card Whiz" 2-player pinball machine! A big seller, according to **Alvin Gottlieb**. Factory is currently concentrating on export shipments of a new 4-player to the European market. And how about the Gottlieb "New York" add-a-ball pin, made especially for New York to commemorate the lifting of the pinball ban in the city?

THE CREW AT Atlas Music Co. are all set and "waiting patiently," to quote **Sam Kolber**, for the premiere of the new Rowe product line, September 16-17, at the Marriott Lincolnshire. You can bet Atlas will be well represented at the big event! Sam said the distrib has enjoyed an excellent year with the Rowe R-80 models and he's looking forward to a repeat performance with the new line. Gameswise, the spotlight's on Allied's "Daytona 500" and "Rock On" pingame.

OUR QUESTION OF THE WEEK FOR Larry Berke of Midway Mfg. Co., "How's 'Sea Wolf' doin'?" His answer: "Just like ole man river it keeps on rollin' along!" Here is one phenomenal piece of equipment! Just when you think they're about ready to wrap up production — in comes another surge of orders!

DATLINE SAN DIEGO — home of Gremlin Industries. In the past 3½ years of its existence as a manufacturer of coin-operated equipment, Gremlin's product line has been exclusively wallgame. However, in conversation with the firm's marketing director **John Myers**, **Cash Box** got an inkling of "a couple of unique approaches" in the offing out there. Look for something in the way of arcade equipment and video cocktail tables, in the very near future. As a matter of fact, John said they have some prototypes on test right now which are bringing in some mighty encouraging results!

WE'LL STAY OUT OF TOWN a moment longer for an update on happenings at H.Z. Vending & Sales in Omaha; most notable of which, according to **Hymie Zorlinsky**, was the arrival of the new Rock-Ola 463 100-selection phonograph. As great to look at as the 464, Hymie noted, and just perfect for locations with limited space. He told us business has been very good these past several weeks, attributable to heavy action with the Rock-Ola phono line, Gottlieb pingames and Mirco foosball tables.

MORT LEVINSON of National Coin may be retiring in a couple of weeks but for the present he's had to put aside thoughts of his impending relocation to leisurely Sherman Oaks, California and attend to the business at hand. The last three weeks of August have been among the most active of the summer season out there. Mort, **Mac Brier** and the rest of the crew have really been busy. In for some shopping and visiting at National last week was Holland, Michigan operator **John Cole**.

STATE ASSOCIATION NEWS: The FAMA "Spirit of '76" convention and trade show convenes this weekend (16-20) at the Deauville Hotel in Miami Beach, Florida. It is notably one of the largest and most heavily attended state association functions in the industry, which annually attracts a very significant manufacturer representation from throughout the country. Association officials expect to feature about 100 exhibits this year; some of the exhibits will display brand new, as yet un-released, equipment!

NOTES FROM THE LOCAL MOA OFFICE: Latest addition to the entertainment lineup for the banquet show is recording artist **Freddy Hart!** . . . Present indications are that the November 12-14 convention will be the biggest ever! As previously announced, exhibit space at the Conrad Hilton Hotel is filling up fast — in all three halls; with two completely sold out and the third (north hall) half full already! . . . By the end of this month MOA will be mailing out advance registration cards for badges and banquet tickets . . . Two association-sponsored service booths will be of special interest to ops and visitors seeking information on schematics and the servicing of equipment.

HOUSTON HAPPENINGS

Congratulations are in order for operator **Grant Dorsett** and his wife, **Linda**, who became the proud parents of their first child, a 7 lb. 4 oz. girl named **Tania Bre**. Dorsett is owner of Dorsett Vending & Amusement Co., Alvin, Tex. . . . Out of town operator, **Nathan Worthen**, owner of Nathan Worthen Vending Co., La. was in the city shopping for stuff to carry on his business . . . **Lee Waitmon**, United Novelty Co., Houston, making rounds of major distribs to keep inventory up to par . . . **Larry Smith**, Ace Vending Cig. Service, enjoying a bit of conversation along with buying equipment . . . **Tom Arwady** apparently doing okay in his new executive position with Big State Vending Co. (Houston). Tom, former co-owner of American Music Co., joined Big State when that concern purchased American Music . . . Outside beautification and landscaping of Franz Bldg. (Houston) now complete. Inside renovation was finished some months ago. Entire project is a credit to planners, architect, workmen and all others involved . . . At this moment wish to sincerely thank employees, owners and executives of the city's major distributors for their splendid assistance in providing information about local coin machine happenings. Without their help, simply could not write Houston Happenings every week. Mentioning a few offhand: **Pamella Butler Gaenslen** and **L.C. Butler**, Gulf Coast Dist. Co. (Wurlitzer); **Ann Thomae** and **Hans Von Reydt**, H.A. Franz & Co. (Seeburg); most officials and salesmen at Rowe International (Rowe AMI); **Harry Jones**, LE Corporation (Rock-Ola); **O.O. (Peewee) Fleshner**, International Billiards, Inc. . . . Very recently met for the first time **Larry Gast**, sales representative, Rowe International distributor operations of Houston office.

State Association Calendar 1976

September 16-18; Music Operators of Virginia, annual conv., Hyatt House, Richmond.	October 2-3; Coin Operated Industries of Nebraska, mtg., Ramada Inn, Omaha.
September 17-19; Florida Amusement Merch. Assn., annual conv., Deauville Hotel, Miami Beach.	October 2-3; Wisconsin Music Merchants Assn., annual conv., Holiday Inn, Wausau.
September 18-19; Kansas Amusement & Music Assn., mtg., Holiday Inn, Topeka.	October 14-16; West Virginia Music & Vending Assn., annual conv., Sheraton Inn, Clarksburg.

EASTERN FLASHES

With summer just about tucked away, the Westchester Operators Guild will resume their normal schedule of meetings on Tuesday, September 14 at Pastore's in North White Plains . . . Understand Guild prexy **Carl Pavesi** was in Germany recently . . . All is in readiness at Rowe International for the upcoming national distribs meeting September 16-17 at the Marriott Lincolnshire in Chicago. Factory execs will be departing the Whippany headquarters in mid-week for the trip into the Windy City where director of marketing services **Dan Denman** has already established temporary residence to attend to last minute details and make certain everything is a-okay for the big new product unveiling! . . . Happy to learn that UBI just landed a choice military bid for their video games. **Marty Shumsky** said the line will include the "Omicron" cocktail table and "Sportarama" (4-selection game) upright . . . Rowe-Albany's **Bob Catlin** gave us a rundown on some of the super new games out there — like "Le Mans" and "Breakout" from Atari; CDI's "Sound Stage" 2-player pingame; and the Ramtek "Hit Me" upright. Latter piece was actually newly arrived in sample form but very much catching on! Bob said he and salesman **John Ard** will be in Chicago for the Rowe meeting — and are most anxious to see the new phonographs . . . May we extend heartiest (though somewhat belated) congratulations to **Nick Melone** of American Shuffleboard who, on July 4 of this year, welcomed a new granddaughter. The little darlin' is named **Julie** and Nick said when she arrived at 9 p.m. on the 4th he realized what all the fireworks were really about! Seems like only yesterday he welcomed his first grandchild, Julie's big brother who'll be 2 years old in October! . . . American Shuffleboard, by the way, is getting ready to release a new score unit "to further enhance shuffleboard play," as Nick said. Look for it at MOA Expo '76! . . . Universe Affiliated Int'l. prexy **Barry Feinblatt** advised that the Playmatic factory in Spain has resumed production following the annual vacation shutdown — so, shipments of the firm's Bicentennial "New World" and "Conquest 200" pingames are now in progress. Barry said the models are being well received in the U.S. He also said he'll be revealing a new "technical breakthrough" at the November MOA convention in Chicago!

CALIFORNIA CLIPPINGS

There seems to be a great deal going on at Atari these days. Especially the one culminating with WCI on the east coast. So much so that **Frank Ballouz** can't seem to stay home long enough to enjoy the California sunshine. **Debbie Spear** of Atari found the time to take a much deserved vacation . . . Another exec. hard to keep track of is Sega's president **Harry Kane**. We find that he was back on the east coast talking with Rowe Distributors . . . Ramtek hasn't had much time to catch their breath with the overflowing orders coming in on their new electronic black jack game "Hit Me." According to **Chuck Arnold** of Ramtek, "Keeping up with demand has kept us all very busy and happy" . . . While nursing her late summer cold **Lila Zinter** of Meadows took time to convey her best to Atari's pres. **Joe Keenan** and board chairman **Nolan Bushnell** on the WCI deal. Recently in Minneapolis for the National Fussball Tournament, she had a chance to speak with many of the local distributors, and show the "Cobra Gunship" which is a big seller for Meadows. Soon to be leaving for the Rowe Phonograph Show in Chicago, then on to the FAMA convention in Miami. Traveling with her will be Meadows president **Harry Kurek**.

We just heard from Project Support Engineering Rep. **Bill Currier**, that nostalgia will be just around the corner. And what better place than the Cow Palace for "The Great San Francisco Toy Expo," which will be going on September 10-12. Many of the older games will be the highlight of the show along with many new items for the "CB" enthusiast. Some of the kids attending the show will get a thrill out of **PSE's** "Boogie Boat," which is a folding kayak. Asked what they had in store for MOA, all Bill would elaborate on was that "three booths won't be enough for our showing."

World Wide Video has just informed us that a joint venture with Allied Leisure of Miami has been signed for the manufacture of a new upright which will be shown at **MOA**. Just back from vacationing in Mammoth, **Dick Sogn**, sales manager for World Wide is very pleased with the new venture and looks forward to seeing everyone in Chicago come November. Who else would be more deserving of the popular "Captain Fantastic" game than **Elton John** himself. Making delivery to his home was C.A. Robinson who by the way is in conjunction with **KHJ Radio**, **MCA Records**, and the Warehouse Records Stores which will be giving away the "Captain Fantastic" pinball game to some lucky LA listeners. We mustn't forget to mention that Bally, who manufactures "Captain Fantastic" will also be on hand for this promotion. Hopefully, **Elton** will be available at the presentation, but there's no definite word as yet.

ON THE SINGLES SCENE — We learn from **Ron Vermette**, sales rep for California Music, that "Don't Go Breaking My Heart" (Rocket/MCA) is still holding a strong number one position. Followed by "You Should Be Dancing" (RSO/Polydor), "Play That Funky Music" (Epic/Sweet City, **CB #1** bullet), "Shake Your Booty" (TK) (**CB #3** bullet) holding a strong fourth position in sales and "A Fifth Of Beethoven" (Private Stock) (**CB #6** bullet) holding at number five.

Chuck Mangione/ Esther Satterfield fr 29

with talent and solid musical ability, which is the case with the other musicians who play with Mangione and have recorded or will record as individuals through his production company: Gerry Niewood on reeds, Don Potter on guitar, and Jo LaBarbara on drums.

Mangione's own compositions, created in an environment removed from trend-conscious mass-media centers, have an individuality that bears out his statement that "music is where you are and where you've been," without delving into structures or ideas that could be considered too arcane for mass consumption. In "Bellavia," a piece dedicated to his mother, he uses a repeating pattern of Mediterranean flavor in combination with surging waves of brass reminiscent of Richard Strauss' late romantic orchestrations, and somehow they fit

together perfectly. A glance over the audience this evening proved that Chuck Mangione is spanning age and taste barriers.

Earth, Wind & Fire/ Emotions fr 29

set you free", "Reasons," which featured a superb and lengthy sax solo, and the group's newest single, "Getaway."

The Emotions are not a new group. Although they've been around awhile and are quite well known and respected by devotees of female soul groups, opening the show for an expectant EW&F crowd was difficult. Nevertheless, the Emotions put strong effort behind powerful vocal blends and exhibited tremendous stage presence. With the popular current LP, "Flowers," the Emotions may become the newest super female trio.

j.b.c.

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 skipping, 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, Spanish Mfg available. immediate delivery call for lists. Pan American Amusements 1211 Liberty Avenue Hillside, New Jersey. (201) 353-5540.

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SEEBURG LPC 150, AMI 200, N 150, Johnson coin sorter & counter 295, Tennis Tourney 200, Electro Dart 100, BROWSER 2009 Moit 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.

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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 public cell 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! National 21CE candy machine — Vendo Vendo Rowe cigarette machines 20 700 \$175 or 7 for \$1000 — Rowe 20 800 \$295 crating extra. Arcade equipment Motor Cycle Funland Pennant Sami, Sea Raider and Dune Buggy, pool tables, pinballs and many other items. VATHIS VENDORS. Call (214) 792-2806 793-3723 or 792-1810.

ALL TYPES OF COIN-OPERATED EQUIPMENT: Flippers, shuffle alleys, guns, TV games, Williams, Gottlieb, ChiCoin, Ramtek, Allied, Natting, Phonographs, large selection: Wurlitzer, Seeburg, AMI, Rock-Ola, Rock-Ola vending, Cigarettes, candy, cold drink, National, Smokeshop, Rock-Ola. All kinds shipped to perfection or buy as-is and save. We have the right price and equipment on hand to serve your needs. Write or call: FLOWER CITY DISTRIBUTORS, INC. 389 Webster Ave. Rochester NY 14609 (716) 654-8020. Ask for Joe Grillo.

FOR SALE — Silver Sails, Ticker Tapes, Lotta Fans and Stock Markets available. Also Wall Street Barrel Of Fun, Keeney Red Arrows, Sweet Shawnee, Bally Saker 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; Space Odyssey Write, Space Mission Write, Bow And Arrow \$885; Old Chicago \$925; Wizard \$895; Blue Max \$850; Speed King \$475; Gold Record \$685; Hollywood \$760; Panzer Attack \$625; Chopper (helicopter) \$495; Monte Carlo \$325; Super Shifter \$675; Chopper (Cycle) \$675; Grand National Steeplechase \$525; Air Attack \$550; Goal 4 \$575; Quiz Show \$995; Shark Jaws \$750; Anti Aircraft \$750; Film Flam II \$525; Drop Zone 4 \$495; Ball Park \$650; Winner (unshopped) \$165; Wheels \$1125; Bi Planes \$785; Take Five \$795; Pace Race (unshopped) \$325; Paddle Ball (unshopped) \$125; Dynamo (rosewood) \$375; Champion \$195; Little Red \$110; Pachinko \$425; Flying Ace (unshopped) \$325; Air Handball \$750; Bumper Pool \$325; Big Shot Rifle \$875; Bio-Rhythm \$550; Twin Jokers brand new \$465; Rally (unshopped) \$125. 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.

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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 Microscope Atomic Bomber, International Microscope Skill Jump. NEW ORLEANS NOVELTY CO., 1055 Dryades St., New Orleans, La. Tel: (504) 529-7321. Cable: NONOVCO.

WANT LARGE SELECTION MACHINES as Seeburg SS 160 — Rowe — Rockola and Wurlitzer. All models. Pay cash. SAVA International, Inc. P.O. Box 340716, Coral Gables, Florida 33134. (305) 442-1754.

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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.

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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.

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. 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.

FOUR TRACK STEREO CARTRIDGES for sale. App. 3,000 pieces — 40 to 50 different artists — plus app. 600 blanks for sale. \$1,700.00 takes this lot. HANSA MYN-TAUTOMATER AB, P.O. Box 300 41, S-400 43 GÖTEBORG/Sweden.

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.

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CASH BOX INTERNATIONAL

Canada's Record Companies Usher In New Personnel Age

by David Farrell

TORONTO — A new wave of people are moving into the corridors and boardrooms of record companies in Canada and their effects are being felt — or perhaps "seen" is a better way to describe their creative presence.

The Press Director is a new fashion in Canada, first introduced by A&M Records here a couple of years back and at the time regarded with mild curiosity. A&M proved a point, or perhaps set a precedent and now GRT Records, CBS Capitol Records and RCA each have their own full time publicist who deals with consumer inquiries as well as keeping personal contact with radio and press people, and stirring interest within television circles about feature artists who are travelling the country or making one stop appearances in Montreal, Toronto or Vancouver.

Past publicist for A&M Charlie Prevost left the company about a year ago to work with Supertramp and was replaced by Jim Monaco. Young, ambitious and sensitive to the timeliness of news, Monaco has taken Prevost's post one step further and worked in tandem with promotion and sales to keep the press alert to breakout markets on A&M artists. When foreign artists arrive in Canada to tour, a mail-out is immediately supplied to key media persons which provides a copy of the most recent album release, a selection of picture material and a biography/discography.

A&M's Monaco regularly services media personnel with update material and compiles monthly press sheets collected from periodicals and newspapers which have had A&M subject matter in them.

At GRT, Liz Braun virtually created the position of press director for herself about four months ago and has forged a niche for herself within the company and the national entertainment scene. Her main responsibility is to issue press releases once a week, detailing events, releases, and

changes in company policy or personnel. In addition, she handles reviewer inquiries, provides photographs to the press on a regular basis and supervises artist interviews and promotion shots. Capitol Records publicity department carries two persons in it, headed by Karen Ball. With the company now for about six months, she has upgraded bio material available to the media, organized elaborate media functions such as the first North American press conference for the Bay City Rollers in Toronto two months back, and substantially remodelled mailing lists, both to protect Capitol Records' overhead and to hopefully increase the print media response to promo product mailed out.

The most recent addition to the publicist roster is Terry McGee at CBS Records here. A former regional promotion man with vast experience in CBS policies and artists, he undertook the challenge approximately six weeks ago and has been actively acquainting himself with national media persons and upgrading mailing lists, in addition to compiling files on artists and record reviewers across the country.

Margi Cox handles the position of press and public relations for RCA Canada, having joined the company at the beginning of this calendar year. An avid believer in press releases, she perhaps more than any of the others has a solid grounding in television, having joined the company from a network channel where she handled PR duties.

Beyond these five companies, others such as London and Polydor have personnel on staff who wear double hats in promotion and publicity. While most directors are cautious in assessing their impact, most media personnel seem in agreement that the channels for information flow are better than ever; it is now up to the media to respond to the challenge set by the companies.

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 at the end of the business day, Sept. 9.

Currency	Value
Pound Sterling (Britain)	\$1.75
Dollar (Australia)	\$1.25
Dollar (Canada)	\$1.205
Mark (Germany)	\$.398
Guilder (Holland)	\$.38
Franc (France)	\$.203
Lira (Italy)	\$.0012
Yen (Japan)	\$.0035
Cruzeiro (Brazil)	\$.09
Peso (Mexico)	\$.05
Peso (Argentina)	\$.007

Canadian Exhibition Creates Big Draw

TORONTO — The Canadian National Exhibition Grandstand drew a total of 316,900 paying customers over 19 shows between Aug. 19 and Sept. 5, with ticket prices ranging between \$5 and \$8.

The largest draw registered was for the Scottish World Festival Tattoo which attracted 92,700 people over four shows. The Beach Boys ranked second with 65,100 over three shows.

Other big draw attractions were Bachman-Turner Overdrive, America and Chicago, which was the only group out of the three to draw a capacity attendance of 21,700.

The Canadian National Exhibition Grandstand is the biggest talent buyer on a dollar ratio of all fairgrounds in North America.

From Russia With Richard

LONDON — Rocket recording artist Cliff Richard has returned to London after a 17-day concert tour of the Soviet Union. Richard, who was the guest of the Russian government, did twelve concerts in Leningrad and eight performances in Moscow. He also appeared on several radio and television shows aired throughout the USSR.

Hutch Joins B&C

LONDON — Brian Hutch has been named managing director of B&C Records and Trojan Records. The labels were acquired in June 1975 by Saga Records when B&C went into liquidation with the aim of giving the budget specialist Saga company an avenue into the full-price market.

Hutch moves to Saga from Nems, where he has been acting as a consultant on retail store acquisition and overseas licensing since April.

CRIA Certifies 19 Records In Aug.

TORONTO — The Canadian Recording Industry Association reports 19 certifications made during the month of August with Columbia titles grabbing eight of the sales plaques.

Bob Dylan, Tina Charles, Neil Diamond, Barbra Streisand, Kris Kristofferson, Gerard Lenorman, Johnnie Taylor and Silver Conception represented the CBS label. "Desire" by Bob Dylan was the only platinum album certification in that month and "I Love To Love" by Tina Charles was the only platinum single. Nine albums were certified gold, representing 50,000 unit sales. A further eight singles were certified gold, representing 75,000 unit sales.



SCANDINAVIA IN ACTION — CBS staffers from Sweden, Denmark, Norway and Finland met in Sondertalje, Sweden, last week for the first inter-Nordic CBS convention. In addition to marketing and sales meetings and audio-visual product presentations, 85 staffers and guests attended a dinner show celebrating the performance of the group of companies during the past year. Pictures show (top l to r): Scandinavian director Jorgen Larsen presents Tina Charles with a gold ring acknowledging her work during her current Scandinavian tour, while press officer Maggie Beverloo looks on. Swedish producer Kjell Wigren receives a Norwegian silver LP from Per Jenssen, CBS Norway's managing director. Swedish artist Magnus Uggø performing at dinner show. Ex-Hollies member Mikael Rickfors was greeted with a standing ovation for his performance. (Bottom l to r): Tina

Charles receiving a Swedish platinum LP for sales exceeding 100,000 units, surrounded by Maurice Oberstein, managing director CBS UK, Jenssen Larsen, Soren Nissen, managing director CBS Denmark, Antti Holma, managing director CBS Finland, Trevor Horn of Tina Charles' band. Swedish artist Andy Glenmark delivering. Christer Lundblad, European repertoire manager CBS Sweden, Tina Charles, Larsen, Mrs. Larsen, Anna Faltskog of Abba, Oberstein, Horn. Anna Faltskog of Abba receiving Swedish gold award for more than 50,000 units sold of her CBS solo album, surrounded by producer/technician Michael Tretow, Bengt Petersson, sales manager, Larsen, lyricist Bo Carlgren, Sten af Klin'berg, marketing director, and Mats Olsson, A&R director.

Microfon Execs. Hit The Road

BUENOS AIRES — Mario Kaminsky, president of Microfon Argentina, and Norberto Kaminsky, vice-president of the company, have embarked on a tour of Mexico, Miami, New York, Los Angeles and Puerto Rico regarding the operation of their company in these markets. As **CB** reported some time ago, Microfon has opened its own affiliate

in Miami and is currently operating with a 50-plus LP catalog in the Latin market. During the first months of action, several Argentine artists have jetted to the states for promo appearances and concerts, aiming at an audience traditionally attracted by Mexican and Caribbean music.

Phonogram Sets Realistic Goals

NOTTINGHAM — Recognition of the currently depressed economic scene in the United Kingdom emerged during the Phonogram sales conference here when the company's fall campaign, tagged "Money Makers: Phonogram Points to Profit," set a lower initial sales target than its equivalent last year.

The 1975 Grand Prix campaign had a target of 1,250,000 units, but this year's selling exercise is set at 1,200,000 between August 31 and December 10. The Money Makers pitch is claimed to be a more advantageous deal for the sales force, with a higher bonus potential rising to 500 pounds for 125% achieved on target, and also for the dealer, with a range of 2,000 gifts involving vacations, domestic appliances and luxury goods. The full-price section of the campaign runs until November 8 with higher benefits and then merges with the mid-price section.

Sammy Davis, Jr. Set To Tour Europe

HOLLYWOOD — 20th Century Records will release Sammy Davis Jr.'s new LP "Song And Dance Man" throughout Europe in conjunction with Davis' international tour commencing in Amsterdam, September 12. Peter Pasternak, 20th Century Records director of international operations, reported that Davis' new single "You Can Count On Me," (the theme song to the television show "Hawaii Five-O") has just been released as well. In addition to Holland, Davis will be performing in Germany, Denmark, Italy, Austria, France, Belgium and England.

Nazareth Set For Canadian Tour

MONTREAL — With total unit sales close to one million in Canada, Scottish rock act Nazareth have just completed recording their second album at the Morin Heights Le Studio on the outskirts of this city and have embarked on their third national tour in as many years, covering 13 cities in 25 days.

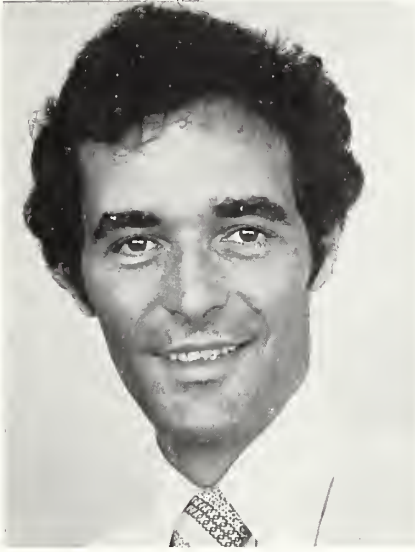
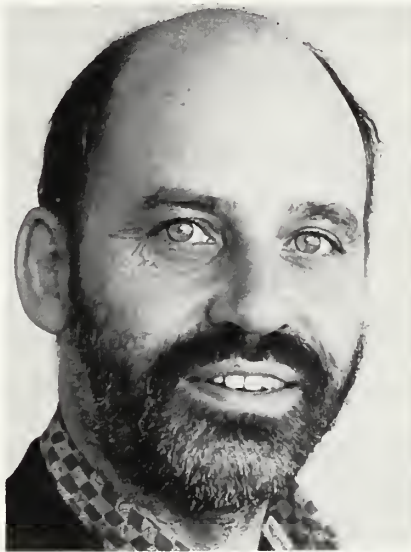
Their last studio album "Close Enough For Rock 'N' Roll," which contained the single "Love Hurts," was also recorded at the rural retreat studio in Morin Heights. As usual, lead guitarist Manny Charlton supervised mix and production. The group is to be presented with a multi-gold and platinum presentation in Edmonton on Sept. 24 as follows: LPs "Razamanaz," platinum; "Loud And Proud," platinum; "Rampant," gold; "Hair Of The Dog," gold; "Close Enough For Rock 'N' Roll," gold; "Greatest Hits," double platinum (the equivalent of 200,000 units sold). The single "Love Hurts" has been certified gold with sales in excess of 150,000 units.

Pye, BBC Join Forces

LONDON — Pye Records held its annual sales conference here at the Europa Hotel on September 3.

A three-year deal between Pye and BBC Records & Tapes for manufacturing, sales and distribution was announced during the sales conference. The pact also includes the BBC disk and tape catalog on a licensing basis for the territories of Eire, France and Italy.

Polydor Makes Staff Appointments



MONTREAL — Tim Harrold, president of Polydor Ltd., has announced two staff appointments. Peter Erdmann has been named to the post of vice president, finance; David Brodeur joined Polydor as director, national promotion.

Customs Post

"Customs Post" is a regular feature providing a calendar whereby the industry may keep abreast of individuals in and out of the U.S. on international business. Deadline for alphabetical listings is noon, Thursday.

Olavo Blanco, director international division of Som, Brazil — To L.A. Contact UA Int'l.

Frank Davies, international A&R and publicity director, GRT Canada — To L.A. through this week. He may be contacted through 20th Century Int'l.

Malcolm Forrester, director of Panache Music Ltd., London — visiting L.A. through Sept. 30.

Nell Harrold, national marketing manager, Astor Records Pty., Ltd. — To L.A. He may be contacted through MCA Int'l.

Akimitsu Kako, music critic for Mainichi Newspaper — To L.A. Contact A&M Int'l. from Sept. 5-16.

Barry Kimberly, managing director of Essex Music of Australia Pty., Ltd. and Cromwell Music of Australia Pty., Ltd. — To New Orleans Sept. 7-11. He will also be in Nashville Sept. 12-14 (Spence Manor Hotel), New York from Sept. 15-17. (St. Moritz Hotel) and L.A. Sept. 18-24 (Beverly Hills Hotel).

Barry Manstoff, marketing director, 20th Century Records, London — To L.A. through this week. Contact him through 20th Century Int'l.

Masamori Miyazaki, president, Shinsei-Doh, a major Japanese record dealer — To L.A. Sept. 20. He can be contacted through A&M Int'l.

R.D. McCormack, data processing manager, WEA Music of Canada, Ltd. — To L.A. Contact him through Warner Bros. Int'l.

Alan McLachlan, representative of Pye, England — To L.A. He may be contacted through 20th Century Int'l.

Atsumi Murakami, an editor of *Monthly Playboy* magazine of Japan — To L.A. Sept. 6-12. He can be contacted at 262-4060.

Bob Newby, director of Panache Music Ltd., London — see Malcolm Forrester.

Charley Nuccio, president, Island Records — Currently in England on label business.

Peter Prince, representative of Pye, England — see Alan McLachlan.

Kazuo Takeda, director of international repertoire, King Records, Japan — Arriving in L.A. Sept. 14.

Jeff Walker, director of publicity for Island Records — Presently in Jamaica meeting with label artists.

Cees Weffelf, representative of Phonogram Int'l. in the Netherlands — To L.A. He may be contacted through 20th Century Int'l.

Dov Zelra, director, Hataklit Records, Israel — To L.A. He may be reached through 20th Century Int'l.

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OTHER _____

Quality To Market Ad Background Music

TORONTO — Quality Records has launched a direct mail advertising campaign nationally to promote the leasing of BITS (Beds, Intros, Themes, Stings), albums of background music for use in local production of radio and TV commercials.

Fourteen stations nationally have already signed contracts to lease the 10-album package which contains 80 pieces of music in 10- 30- and 60-second segments. The cost on a monthly basis is averaged to compete with the cost of prime time commercials at the leasing outlet.

Quality has spent \$15,000 on the campaign so far with business ads planned for the future, and will set further budgets according to initial response.

Black Syndicated Show Debuts Oct. 1

McClain will be responsible for developing, marketing and representing "Soul Control — USA" nationally. "It will be produced in our Portland studios," he continued, further explaining that a demo tape had already been prepared to give radio stations an air-checked idea of the show's format. "We've sent out information on the show to R&B program directors initially," Weber noted, "but the word must be getting around. We're even getting response from progressive outlets now."

12 Commercial Minutes
According to Jay, "Soul Control — USA" will contain 12 commercial minutes, six of them presold by Underwood-McClain to national time buyers and the other six available for stations to sell to local clients. "The cosmetics and hair care people are looking for a vehicle like this," Jay related. Weber added that those are the sponsors Underwood-McClain had primarily approached, but "the advertising market is

Station Breaks

national sales representative firm **Metro Radio Sales**. Leoce first joined MRS in 1968 as an account executive. **Vincent A. Gardino** joins same firm as account exec. Prior to his appointment, Gardino held similar account exec positions with various rep firms.

Eva Ross named weekend news announcer for **KHJ**, Los Angeles. Ross has been with KHJ for the last year as community affairs director.

Sammy Jackson returns to **KLAC**, Los Angeles, in 7-midnight shift.

Dave Thompson is new at **KDWB**, Minneapolis. Thompson was with **99X**, New York.

New jock at **WFLI**, Chattanooga is **Bill Thomas**, doing 2-6 a.m. shift. He replaces **Gregg Reid**, now at **15Q**, Knoxville.

Tim Byrd is now doing 6-midnight on **WAIR**, Winston-Salem, with **Paul Richards** moving to afternoon drive. **WAIR's** sister station **WSEZ-FM** is now simulcasting rock and roll with **WAIR** from 6-midnight.

Chuck Bennett takes over morning drive at **WPRO**, Providence. **Gary Berkowitz**, station PD, will move to midday slot and notes that the new telephone number for promo and survey people is (401) 433-4207 after 5 p.m. Providence time.

Marsha Knicely now doing middays at **WGNG**, Providence. Knicely is from **WNBC**, New York.

Steve Biddel new at **WLOF**, Orlando.

New jocks at **WBSR**, Pensacola include **Luke McCoy** from **WGOW**, Chattanooga, who'll do morning drive. **Connie Kelly**, formerly on weekends is now doing the all night show at the station.

WREY, New Albany, Indiana, has hired **Becky Dawkins** to do afternoon drive.

George Cragl appointed chief engineer at **KSAN**, San Francisco. Cragl was CE at **KPFA**, Berkeley, for 10 years prior to this appointment.

Scott Allen, former afternoon drive jock at **KFJZ**, Ft. Worth, exits the station.

WDRQ, Detroit, needs an energetic jock, newspeople and news director. Call **Ted Ferguson** at (313) 272-8000 or write **WDRQ**, 15933 W. 8 Mile, Detroit, Mich. 48235.

Steve Andrews, afternoon drive PD at **WDDR**, Syracuse, and formerly with **WP1X-FM**, New York, looking for PD or jock position. He can be reached at (315) 443-1515.

Scott Gresly has left **KVOK**, Moorhead, for **KQDI**, Great Falls. A replacement is needed. Tapes and resumes may be sent to **Bob Denver**, KVOX, Box 97, Moorhead, Minn. 56560.

General managers of the seven **CBS**-owned FM stations held their annual conference in Portchester, New York Sept. 8-10. The conference's program centered around meetings at which each of the GMs discussed one aspect of a radio station's operations. Topics included promotion,

really unlimited on this type of show." According to Weber, the show will be available to stations either on a free or barter basis, and he said he hoped at least 100 stations would contract for the program initially.

Number Of Inputs
Show creator Roy Jay said the playlist used on the show will be determined from a number of inputs, but commented that "we'll predominantly rely on **Cash Box** charts."

Secondary Adds To Playlists

98Q — VIDALIA, GA.
#1 — Wild Cherry
*1 Only Want — Bay City Rollers — Arista
*Queen Of My Soul — A&W — Atlantic
*Fernando — Abba — Atlantic
*More Than A Feeling — Boston — Epic
14 To 8 — Rock'n Me — Steve Miller
17 To 11 — Wham Bam — Silver
19 To 12 — Lowdown — Boz Scaggs
28 To 21 — Do You Feel — Peter Frampton
35 To 26 — Did You Boogie — Flash Cadillac
31 To 23 — Get The Funk — Brothers Johnson
32 To 27 — It's O.K. — Beach Boys
36 To 30 — Beth — Kiss
Ex To 33 — That'll Be The Day — Linda Ronstadt
Ex To 34 — Made To Love You — Gary Wright
Ex To 35 — I Got To Know — Starbuck
Ex To 36 — Edmund Fitzgerald — Gordon Lightfoot
Ex To 37 — Julie Anne — Ginger

WKWK — WHEELING, W.V.
#1 — Elton John & Kiki Dee
*Beth — Kiss — Casablanca
*It's O.K. — Beach Boys — Reprise
*Muskrat Love — Captain & Tennille — A&M
*Edmund Fitzgerald — Gordon Lightfoot — Reprise
10 To 2 — Shake Your Booty — KC & Sunshine Band
11 To 3 — Devil Woman — Cliff Richard
9 To 4 — Little Bit More — Dr. Hook
13 To 5 — If You Leave — Chicago
15 To 7 — Fifth Of Beethoven — Walter Murphy
18 To 9 — Still The One — Orleans
16 To 10 — Lowdown — Boz Scaggs
23 To 15 — She's Gone — Hall & Oates
30 To 22 — Disco Duck — Rick Dees
Ex To 32 — Fernando — Abba
Ex To 31 — I Only Want — Bay City Rollers
Ex To 30 — Did You Boogie — Flash Cadillac
Ex To 29 — Do You Feel — Peter Frampton

WAIR — WINSTON/SALEM, N.C.
#1 — Earth, Wind & Fire
*It's O.K. — Beach Boys — Reprise
*Did You Boogie — Flash Cadillac — Private Stock
*Rose Of Cimarron — Poco — A&M
7 To 3 — Lowdown — Boz Scaggs
9 To 5 — Devil Woman — Cliff Richard
10 To 6 — If You Leave — Chicago
14 To 10 — She's Gone — Hall & Oates
20 To 11 — Disco Duck — Rick Dees
19 To 14 — Still The One — Orleans
23 To 16 — Rock'n Me — Steve Miller
24 To 18 — Beth — Kiss
Ex To 20 — You Are The Woman — Firefall
Ex To 24 — I Never Cry — Alice Cooper
WHOT — YOUNGSTOWN, OHIO
#1 — Orleans
I Only Want — Bay City Rollers — Arista
Did You Boogie — Flash Cadillac — Private Stock
Beth — Kiss — Casablanca
6 To 1 — Still The One — Orleans
10 To 3 — Lowdown — Boz Scaggs
14 To 6 — Disco Duck — Rick Dees
13 To 7 — Little Bit More — Dr. Hook
12 To 8 — If You Leave — Chicago

editorials, finance, technical operations, programming, operations, community affairs and sales. **j.b. carmicle**

Cooper, Ross To Host 'Rock Music Awards'

LOS ANGELES — Alice Cooper has joined Diana Ross as co-host of the second annual "Rock Music Awards" to be broadcast September 18 on the CBS television network.

Pop Adds To Radio Station Playlists

KREM — SPOKANE
#1 — Chicago
*Kiss
*Little River Band
10 To 4 — Heart
14 To 7 — Orleans
17 To 4 — Steve Miller
21 To 13 — Jefferson Starship
24 To 18 — Hall & Oates
27 To 22 — Rick Springfield
Ex To 26 — Barry DeVorzon & Perry Botkin
Ex To 28 — Bay City Rollers
Ex To 30 — Blue Ovster Cult

KXOK — ST. LOUIS
#1 — Wild Cherry
Steve Miller
EW&F
9 To 3 — Boz Scaggs
14 To 9 — Chicago

KTAC — TACOMA
#1 — Elton John & Kiki Dee
*Bay City Rollers
*EW&F
9 To 4 — Steve Miller
13 To 9 — Walter Murphy

KSLO — ST. LOUIS
#1 — Elton John & Kiki Dee
Linda Ronstadt
Rick Dees
Bay City Rollers
10 To 6 — Bee Gees
15 To 10 — Jefferson Starship
20 To 16 — Steve Miller
27 To 17 — Peter Frampton
30 To 23 — Eric Carmen
33 To 25 — Silver
38 To 34 — Tyrone Davis
40 To 26 — Hall & Oates

WORC — WORCESTER
#1 — Rick Dees
*Neil Diamond
*David Dundas
*Barry Manilow
27 To 4 — Bay City Rollers
28 To 13 — Chicago
30 To 22 — Kiss
Ex To 28 — Flash Cadillac
Ex To 29 — Beach Boys
Ex To 30 — Hall & Oates

KAKC — TULSA
#1 — Wild Cherry
*Abba
*Steve Miller
*Linda Ronstadt
8 To 4 — KC & Sunshine Band
11 To 3 — Gallagher & Lyle
13 To 6 — Fleetwood Mac
14 To 10 — Jefferson Starship
16 To 8 — Peter Frampton
18 To 9 — Orleans
21 To 13 — Boz Scaggs
22 To 12 — Heart
24 To 16 — Hall & Oates
26 To 20 — EW&F
Ex To 22 — Kiss
Ex To 25 — Bay City Rollers
Ex To 26 — Flash Cadillac
Ex To 28 — Rick Dees
Ex To 29 — Firefall

WPGC — WASHINGTON
#1 — KC & Sunshine Band
Commodores
*Neil Sedaka
10 To 2 — Rick Dees

19 To 11 — Heart
22 To 18 — Dr. Hook
Ex To 28 — Abba
Ex To 29 — Barry Manilow
Ex To 30 — Kiss

KJRB — SPOKANE
#1 — Elton John & Kiki Dee
*Beach Boys
*Grand Funk
15 To 9 Rick Dees
17 To 8 — Heart
Ex To 26 — Linda Ronstadt
Ex To 29 — EW&F
Ex To 30 — Bay City Rollers

KJOY — STOCKTON
#1 — Hall & Oates
Tower Of Power
Eric Carmen
Little River Band
Faragher Brothers
29 To 16 — Flash Cadillac
30 To 19 — Bay City Rollers

KLEO — WICHITA
#1 — Wild Cherry
Rick Dees
Hall & Oates
Steve Miller
10 To 3 — Heart
18 To 12 — Orleans
21 To 17 — Lou Rawls
26 To 21 — Chicago
29 To 19 — EW&F

KELI — TULSA
#1 — Wild Cherry
*Bay City Rollers
*Beach Boys
*Gordon Lightfoot
*Firefall
10 To 3 — Gallagher & Lyle
15 To 7 — Flash Cadillac
24 To 15 — Hall & Oates
27 To 17 — Steve Miller
Ex To 20 — Rick Dees
Ex To 27 — Gary Wright
Ex To 28 — Grand Funk
Ex To 29 — Abba
Ex To 30 — Eric Carmen



E/A RECEPTION FOR COLLINS — Elektra/Asylum Records feted Judy Collins recently in Los Angeles upon the completion of her national concert tour and the release of her current Elektra album, "Bread And Roses." Shown at the reception honoring Ms. Collins are, from left: Ed Bernstein, her attorney; Mel Posner, president of Elektra/Asylum Records; Joe Smith, chairman of Elektra/Asylum; Judy Collins; and Steve Wax, executive vice-president, Elektra/Asylum.

Singles Bullets

- week added at KCPX, WMPS, KGW, WSGN. Jumped at KCPX ex-28, WPGC ex-29, WP1X 20-11. Showing some secondary action at WIGC, WFLB, WBLI, WHNN, KNOE.
- #74 **COMMODORES** — Added at WDRQ, WIFI, WPGC, WERC. Sales at Peaches/Ft. Laud., Potomac/Wash., Jerrys/Phila. (#26 bullet on CB R&B singles chart)
- #75 **JOHN DENVER** — Adds at WBT, WING, WLEE, WAKY. Last week added at WSGN, WKLO, KGW. Jumped at WCAO ex-30, WPRO ex-24. Additional action on secondary level at WQPD, KRIB, WICC, WFLI.
- #77 **BARRY DeVORZON & PERRY BOTKIN, JR.** — Added at WPRO, KJR, WING. Last week added at KEZY, KGLY, KCPX. Jumped at WHHY 21-11, KPAM 18-12, KEEL 25-20. Secondary action at WSPT, KSly, WFLI, KOMA, KRSP, WFLB, KKLS, KACY. Sales at Licorice Pizza/L.A., Peters/Boston, Music Plus/L.A.
- #78 **SPINNERS** — Added at WCAO. Last week added at WDRQ, KEZY, KJOY, WP1X, WBGW. Jumped at WDRQ 27-20. Sales at Potomac/Wash., Rec. & Tape/Balt., Jerrys/Phila., Aravox/N.Y.
- #79 **BEE GEES** — Added at KRBE, WP1X, Z93, WERC, KCPX, WHHY, WBBQ. Additional secondary action at WVIC, KRIB, WFOM, WEAQ, WKWK, WAEB, WJON, WDBQ, WCUE, KFJZ.
- #89 **NEIL SEDAKA** — Added at WCKY, WPGC, KLIF. Jumped at WSAI ex-28.

Points West

tained by calling 843-8265 . . . **THINK YOUNG** — **Harry Tobias**, president of **Tobey Music Corporation**, is eighty-one and still going strong. Tobias recently returned from a promotion trip which included stops in Jacksonville, Florida, St. Louis, Missouri and Nashville, Tennessee — where he appeared as a guest on nine radio and three tv programs . . . **Star Trek** fans will be elated to know that **Columbia Records** has announced the release of an album which covers the concept and creation of the **Star Trek** television series. The LP, which is scheduled for a late September release, will be titled, "Inside Star Trek/Gene Roddenberry," and will be produced by **Ed Naha**. An estimated 350,000 people maintain over 100 different **Star Trek** fan clubs throughout the world and over 1,000,000 books about **Star Trek** have been sold worldwide — there's gold in them thar hills! **FOR THE BENEFIT OF VENICE** — **Paul McCartney and Wings** will be the first contemporary rock group to perform in the **Piazza San Marco** when on Sept. 25 the group stages a benefit concert, the proceeds of which will be donated to the restoration of Venice, Italy. The event is being held under the auspices of **UNESCO** and the **Municipality of Venice** . . . Sources report to **CB** that **Alice Cooper** has been signed to do **Robert Altman's** next film. Should be an interesting project, since the film will most likely be based on **Kurt Vonnegut's** "Breakfast of Champions" . . . Former **Warner Bros.** recording ensemble **Chunky, Novi & Ernie** have reformed as **Le Chat**. The new group has signed with — who else? **Warner Bros.**

nick nichols

CASH BOX TOP 100 ALBUMS

September 18, 1976

	9/11	Weeks On Chart		9/11	Weeks On Chart		9/11	Weeks On Chart
1	FRAMPTON COMES ALIVE	7.98	PETER FRAMPTON (A&M SP 3703)	1	34	69	THE BEST OF THE BAND	6.98
2	SPIRIT	6.98	JOHN DENVER (RCA APL 1-1694)	7	4	70	SECRETS	6.98
3	HASTEN DOWN THE WIND	6.98	LINDA RONSTADT (Asylum 7E-1072)	3	4	71	THREE	6.98
4	FLEETWOOD MAC	6.98	(Warner Bros. MS 2225)	5	60	72	TED NUGENT	6.98
5	SILK DEGREES	6.98	BOZ SCAGGS (Columbia PC 33920)	6	28	73	LONG HARD RIDE	6.98
6	CHICAGO X	6.98	CHICAGO (Columbia PC 34200)	4	12	74	GOOD SINGIN' GOOD PLAYIN'	6.98
7	SPLITFIRE	6.98	JEFFERSON STARSHIP (Grunt/RCA BFL 1-1557)	2	10	75	ANOTHER PASSENGER	6.98
8	THIS ONE'S FOR YOU	6.98	BARRY MANILOW (Arista 4090)	9	5	76	ARE YOU READY FOR THE COUNTRY	6.98
9	BREEZIN'	6.98	GEORGE BENSON (Warner Bros. BS 2919)	10	24	77	JAILBREAK	6.98
10	WILD CHERRY	6.98	(Epic/Sweet City 8-50025)	11	9	78	THE MONKEES GREATEST HITS	6.98
11	GREATEST HITS	6.98	WAR (United Artists UA-LA 648-G)	18	12	79	HISTORY — AMERICA'S GREATEST HITS	6.98
12	BEAUTIFUL NOISE	6.98	NEIL DIAMOND (Columbia PC 33695)	8	3	80	HARD WORK	6.98
13	THEIR GREATEST HITS	6.98	EAGLES (Asylum 7E-1052)	13	29	81	FEVER	6.98
14	FLY LIKE AN EAGLE	6.98	STEVE MILLER BAND (Capitol ST 11497)	14	17	82	STEAL YOUR FACE	9.98
15	AT THE SPEED OF SOUND	6.98	WINGS (Capitol SW 11525)	12	23	83	JOHN TRAVOLTA	6.98
16	ALL THINGS IN TIME	6.98	LOU RAWLS (Phila. Int'l./Epic PZ 33957)	17	15	84	ARABIAN NIGHTS	6.98
17	ROCKS	6.98	AEROSMITH (Columbia PC 34165)	15	17	85	AIN'T THAT A BITCH	6.98
18	HOT ON THE TRACKS	6.98	COMMODORES (Motown M6-867S1)	19	12	86	MOTHERSHIP CONNECTION	6.98
19	SOUL SEARCHING	6.98	AVERAGE WHITE BAND (Atlantic SD 18179)	16	10	87	VIVA! ROXY MUSIC	6.98
20	DIANA ROSS' GREATEST HITS	6.98	(Motown M6869S1)	21	7	88	LOVE TO THE WORLD	6.98
21	DREAMBOAT ANNIE	6.98	HEART (Mushroom 5005)	23	24	89	AMERICAN FLYER	6.98
22	15 BIG ONES	6.98	BEACH BOYS (Warner Bros. MS 2251)	20	10	90	ALIVE	7.98
23	WIRED	6.98	JEFF BECK (Epic PE 33849)	22	13	91	ABANDONED LUNCHEONETTE	6.98
24	WHISTLING DOWN THE WIRE	6.98	CROSBY/NASH (ABC ABCD 956)	24	10	92	TALES OF MYSTERY AND IMAGINATION	6.98
25	BEST OF B.T.O. (SO FAR)	6.98	BACHMAN-TURNER OVERDRIVE (Mercury SRM 1-1101)	27	6	93	BAREFOOT BALLET	6.98
26	A NIGHT ON THE TOWN	6.98	ROD STEWART (Warner Bros. BS 2938)	25	10	94	BLACK AND BLUE	6.98
27	ROCK 'N' ROLL MUSIC	10.98	THE BEATLES (Capitol SKBO 11537)	26	13	95	THE TEMPTATIONS DO THE TEMPTATIONS	6.98
28	IN THE POCKET	6.98	JAMES TAYLOR (Warner Bros. BS 2912)	28	12	96	SINCERELY	6.98
29	BIGGER THAN BOTH OF US	6.98	HALL & OATES (RCA APL 1-1467)	42	4	97	WEDDING ALBUM	6.98
30	THE GIST OF THE GEMINI	6.98	GINO VANNELLI (A&M AP 4596)	36	6	98	ERIC CARMEN	6.98
31	THE DREAM WEAVER	6.98	GARY WRIGHT (Warner Bros. MS 2868)	29	58	99	BOBBY BLAND AND B.B. KING TOGETHER AGAIN ... LIVE	6.98
32	HARVEST FOR THE WORLD	6.98	ISLEY BROTHERS (T-Neck/Epic PZ 33809)	30	17	100	ELTON JOHN'S GREATEST HITS	6.98
33	OLE ELO	6.98	ELECTRIC LIGHT ORCHESTRA (UA LA 630-G)	31	12			
34	A NIGHT AT THE OPERA	6.98	QUEEN (Elektra 7E-1053)	32	39			
35	HAPPINESS IS BEING WITH THE SPINNERS	6.98	SPINNERS (Atlantic SD 18181)	35	8			
36	MUSIC, MUSIC	6.98	HELEN REDDY (Capitol ST 11547)	37	6			
37	LOOK OUT FOR NUMBER ONE	6.98	BROTHERS JOHNSON (A&M 4567)	33	29			
38	CONTRADICTION	6.98	OHIO PLAYERS (Mercury SRM 1-1088)	34	15			
39	GET CLOSER	6.98	SEALS & CROFTS (Warner Bros. BS 2907)	39	22			
40	SPARKLE	6.98	ARETHA FRANKLIN (Atlantic SD 18176)	38	15			
41	SUMMERTIME DREAM	6.98	GORDON LIGHTFOOT (Warner Bros. MS 2246)	43	13			
42	THE ORIGINALS	9.98	KISS (Casablanca NBLP 7032)	53	4			
43	ROYAL SCAM	6.98	STEELY DAN (ABC ABCD 931)	45	19			
44	AGENTS OF FORTUNE	6.98	BLUE OYSTER CULT (Columbia PC 34164)	46	15			
45	GO	6.98	STOMU YAMASHITA, STEVE WINWOOD, MICHAEL SHRIEVE (Island ILPS 9387)	52	7			
46	FIREFALL	6.98	(Atlantic SD 18174)	47	21			
47	SONG OF JOY	6.98	CAPTAIN & TENNILLE (A&M SP 4570)	50	27			
48	CHANGES ONE BOWIE	6.98	DAVID BOWIE (RCA APL 1-1732)	40	14			
49	STARLAND VOCAL BAND	6.98	(Windsong/RCA BHL 1-1351)	41	16			
50	NATALIE	6.98	NATALIE COLE (Capitol ST 11517)	44	17			
51	WAKING AND DREAMING	6.98	ORLEANS (Asylum 7E-1070)	65	4			
52	MANHATTANS	6.98	(Columbia PC 33820)	49	21			
53	NIGHTS ARE FOREVER	6.98	ENGLAND DAN & JOHN FORD COLEY (Big Tree/Atlantic BT 89517)	71	5			
54	SKY HIGH	6.98	TAVARES (Capitol ST 11533)	57	15			
55	DR. BUZZARD'S ORIGINAL 'SAVANNAH' BAND	6.98	THE SAVANNAH BAND (RCA APL 1-1504)	66	7			
56	YOU ARE MY STARSHIP	6.98	NORMAN CONNORS (Buddah BDS 5655)	63	20			
57	EVERYBODY LOVES THE SUNSHINE	6.98	ROY AYERS UBIQUITY (Polydor PD 1-6070)	62	6			
58	HERE AND THERE	6.98	ELTON JOHN (MCA 2197)	48	19			
59	ALICE COOPER GOES TO HELL	6.98	ALICE COOPER (Warner Bros. BS 2896)	54	10			
60	OLIAS OF SUNHOLLOW	6.98	JON ANDERSON (Atlantic SD 18180)	51	10			
61	A FIFTH OF BEETHOVEN	6.98	WALTER MURPHY BAND (Private Stock PS 2015)	95	3			
62	CHICAGO'S GREATEST HITS	6.98	(Columbia PC 33900)	61	43			
63	TAKIN' IT TO THE STREETS	6.98	DOOBIE BROTHERS (Warner Bros. BS 2899)	60	24			
64	I'M EASY	6.98	KEITH CARRADINE (Asylum 7E-1066)	56	12			
65	ENDLESS SUMMER	6.98	BEACH BOYS (Capitol SVBB 11307)	68	53			
66	BREAD & ROSES	6.98	JUDY COLLINS (Elektra 7E-1076)	89	2			
67	TRYIN' TO GET THE FEELING	6.98	BARRY MANILOW (Arista AL 4060)	67	47			
68	A KIND OF HUSH	6.98	CARPENTERS (A&M SP 4581)	58	12			

Argentina

- 1 **Quiero** — Julio Iglesias — CBS
- 2 **Llamada De Amor Indio** — Ray Stevens — Microfon
- 3 **Solo Tu** — Camilo Sesto — RCA
- 4 **Dicen Que No Tiene Novlo** — Raul Padovani — EMI
- 5 **Historia Triste De Una Muchacha** — Quique Villanueva — RCA
- 6 **Zamba Para Olvidarte** — Daniel Toro — Microfon
- 7 **Esclavo Y Amo** — Los Mensajeros — CBS
- 8 **Adios John, Paul, George Y Ringo** — Los Barbaros — EMI
- 9 **Serenata Para Dos Amores** — Jean Claude Borelli — Music Hall
- 10 **Tema De Mahogany** — Diana Ross — Microfon
- 11 **Otra Mujer** — Trocha Angosta — Music Hall
- 12 **Amor Sentimental** — Juan Eduardo — RCA
- 13 **Mujer Indecisa** — Joe Dolan — Music Hall
- 14 **Marcel Mon Amour** — Elio Roca — Polydor
- 15 **El Cumbanchero** — Georgie Dann — CBS
- 16 **Vete Vete** — Los Blue Caps — Philips
- 17 **Yo Vi Llorar A Dios** — Cuarteto Nuestro Tiempo — Polydor
- 18 **La Ultima Nieve De Primavera** — Franco Micalizzi — RCA
- 19 **Muchas Veces Lloro Por Ti** — Carlos Torres Vila — Microfon
- 20 **Sabes Bien Como Te Quiero** — Alamo y Los Dulces

TOP TEN LPs

- 1 **El Amor** — Julio Iglesias — CBS
- 2 **Para Bailar En Jeans** — Selection — EMI
- 3 **Valses Criollos** — Ariel Ramirez — Philips
- 4 **Cronica** — Creedence Clearwater Revival — RCA
- 5 **El Mundo De Calculin** — Calculin — Philips
- 6 **Oldies But Goldies** — Beatles — EMI
- 7 **Corazon Corazon** — Julio Iglesias — CBS
- 8 **Ineditos Show 10** — Selection — Music Hall
- 9 **Flecha Juventud** — Selection — RCA
- 10 **A Un Semejante** — Susana Rinaldi — Trova

Holland

- 1 **Dancing Queen** — Abba — Polydor
- 2 **Kiss And Say Goodbye** — Manhattans — CBS
- 3 **Let's Stick Together** — Bryan Ferry — Island
- 4 **Don't Go Breaking My Heart** — Elton John & Kiki Dee — Rocket
- 5 **Tango d'Amor** — Vicky Leandros — Philips
- 6 **Smile** — Pussycat — EMI
- 7 **Now Is The Time** — Jimmy James & The Vagabonds — Pye
- 8 **Wild Bird** — George Baker Selection — Negram
- 9 **Allright (Makin' Love In The Middle Of The Night)** — Long Tall Ernie & The Shakers — Polydor
- 10 **A Little Bit More** — Dr. Hook — Capitol

TOP TEN LPs

- 1 **Beautiful Noise** — Neil Diamond — CBS
- 2 **Viva** — Roxy Music — Ariola
- 3 **Manhattans** — Manhattans — CBS
- 4 **Frampton Comes Alive** — Peter Frampton — Ariola
- 5 **Once Upon A Time In The West** — Ennio Morricone — Inelco
- 6 **Gist Of The Gemini** — Gino Vannelli — Ariola
- 7 **Desire** — Bob Dylan — CBS
- 8 **Spirit** — John Denver — Inelco
- 9 **It's Raining In My Heart** — Lee Towers — Ariola
- 10 **Live In London** — John Denver — Inelco

Great Britian

- 1 **Let 'Em In** — Wings — Parlophone
- 2 **Don't Go Breaking My Heart** — Elton John & Kiki Dee — Rocket
- 3 **Dancing Queen** — Abba — Epic
- 4 **In Zalre** — Johnny Wakelin — Pye
- 5 **A Little Bit More** — Dr. Hook — Capitol
- 6 **Jeans On** — David Dundas — Air
- 7 **What I've Got In Mind** — Billie Jo Spears — UA
- 8 **The Killing Of Georgle** — Rod Stewart — Riva
- 9 **You Should Be Dancing** — Bee Gees — RSO
- 10 **You Don't Have To Go** — Chi-Lites — Brunswick
- 11 **Extended Play** — Bryan Ferry — Island
- 12 **Sixteen Bars** — Stylistics — H&L
- 13 **You'll Never Find Another Love Like Mine** — Lou Rawls — Capitol
- 14 **Here Comes The Sun** — Steve Harley & Cockney Rebel — EMI
- 15 **Heaven Must Be Missing An Angel** — Tavares — Capitol
- 16 **Nice And Slow** — Jesse Green — EMI
- 17 **Dolna De Jale** — Gheorghe Zamfir — Epic
- 18 **Now Is The Time** — Jimmy James & Vagabonds — Pye
- 19 **Baby We Better Try And Get It Together** — Barry White — 20th Century
- 20 **Afternoon Deilght** — Starland Vocal Band — RCA

TOP TEN LPs

- 1 **20 Golden Greats** — Beach Boys — Capitol
- 2 **Laughter And Tears** — Neil Sedaka — Polydor
- 3 **Forever And Ever** — Demis Roussos — Philips
- 4 **A Night On The Town** — Rod Stewart — Riva
- 5 **A Little Bit More** — Dr. Hook — Capitol
- 6 **Greatest Hits 2** — Diana Ross — Tamla/Motown
- 7 **Wings At The Speed Of Sound** — Wings — Parlophone
- 8 **Abba's Greatest Hits** — Abba — Epic
- 9 **Jailbreak** — Thin Lizzy — Vertigo
- 10 **Beautiful Noise** — Neil Diamond — CBS

Italy

- 1 **Non Si Puo' Morire Dentro** — Gianni Bella — Derby
- 2 **Europa** — Santana — CBS
- 3 **Fernando** — Abba — Dig It
- 4 **Ramaja'** — Afric Simone — Barclay
- 5 **Margherita** — Riccardo Cocciante — RCA
- 6 **Tu E Cosi' Sia** — Franco Simone — Rifi
- 7 **Linda Bella Linda** — Daniel Sentacruz — EMI
- 8 **Svaluation** — Adriano Celentano — Clan
- 9 **Amore Nel Ricordi** — Bottega Dell'Arte — EMI
- 10 **Resta Cu 'mme** — Marcella — CGD

TOP TEN LPs

- 1 **Amigos** — Santana — CBS
- 2 **XXII Raccolta** — Fausto Papetti — Durium
- 3 **Via Paolo Fabbri 43** — Francesco Guccini — Columbia
- 4 **Desire** — Bob Dylan — CBS
- 5 **La Torre Di Babele** — Edoiardo Bennato — Ricordi
- 6 **Black And Blue** — Rolling Stones — WEA
- 7 **Rock And Roll Music** — Beatles — EMI
- 8 **La Voglia, La Pazzia** — Ornella Vanoni — Vanilla
- 9 **A Love Trilogy** — Donna Summer — Durium
- 10 **Buffalo Bill** — Francesco De Gregori — RCA

Japan

- 1 **Anata Dakewo** — Teruhiko Aoyi — Teichiku
- 2 **Yokosuka Story** — Momoe Yamaguchi — CBS-Sony
- 3 **Anata Ga Yitakara Bokugayita** — Hiromi Goh — CBS-Sony
- 4 **Soul Dracula** — Hot Blood — Overseas/Teichiku
- 5 **Kirino Meguriyai** — Hiromi Iwazaki — Victor
- 6 **Yamaguchisanchno Tsutomukun** — Kozue Sayito — Philips/Phonogram
- 7 **Kitano Yadokara** — Harumi Miyako — Columbia
- 8 **Akayi High Heel** — Hiromi Ohta — CBS-Sony
- 9 **Ganpeki No Haha** — Yuriko Futaba — King
- 10 **Patapata Mama/Honehono Rock** — Nokoinoko — Masato Shimon — Canyon
- 11 **Kolbitoshiken** — Chieko Matsumoto — Canyon
- 12 **La La La** — Naoko Ken — Canyon
- 13 **Beautiful Sunday** — Daniel Boone — Discomate
- 14 **Bongayeri** — Masatoshi Nakamura — Columbia
- 15 **Yamaguchisanchno Tsutomukun** — Hiroshi Kawahashi — Columbia

TOP TEN LPs

- 1 **Masatoshi Nakamura** — Omoide No Kakere — Columbia
- 2 **Yumin Brand** — Yumi Arayi — Toshiba
- 3 **Nanika Yiyiwasuretayoodo** — Akira Inaba — Discomate
- 4 **Wired** — Jeff Beck — CBS-Sony
- 5 **Yuzo Kayama Best 40** — Toshiba
- 6 **Yokosuka Story** — Momoe Yamaguchi — CBS-Sony
- 7 **Hikoosen** — Hiromi Iwazaki — Victor
- 8 **Mchikusa** — Keyi Ogura — Polydor
- 9 **Sannenzaka** — Grape Live — Warner-Pioneer
- 10 **Good Vibration** — Mr. Kohsetsu in Budokan — Kosetsu Minami — Crown

Australia

- 1 **Don't Go Breaking My Heart** — Elton John & Kiki Dee — Rocket
- 2 **S-S-S-Single Bed** — Fox — GTO
- 3 **Dancing Queen** — Abba — RCA
- 4 **Tonight's The Night** — Rod Stewart — Warner Bros.
- 5 **Howzat** — Sherbet — Infinity
- 6 **Moviestar** — Harpo — EMI
- 7 **Misty Blue** — Dorothy Moore — RCA
- 8 **Fernando** — Abba — RCA
- 9 **Afternoon Delight** — Starland Vocal Band — RCA
- 10 **Jailbreak** — AC/DC — Albert
- 11 **We Do It** — R&J Stone — RCA
- 12 **Happy Days** — Silver Studs — Philips
- 13 **Love Really Hurts Without You** — Billy Ocean — GTO
- 14 **Rhiannon** — Fleetwood Mac — Reprise
- 15 **Boogie Fever** — Sylvers — Capitol
- 16 **I Like It Both Ways** — Supernaut — Polydor
- 17 **Young Hearts Run Free** — Candi Staton — Warner Bros.
- 18 **Rock And Roll Love Letter** — Bay City Rollers — Arista
- 19 **Gotta Be The One** — Maxine Nightingale — United Artists
- 20 **Only Sixteen** — Dr. Hook — Capitol

TOP TWENTY LPs

- 1 **A Night On The Town** — Rod Stewart — Warner
- 2 **Beautiful Noise** — Neil Diamond — CBS
- 3 **Howzat** — Sherbet — Sherbet
- 4 **Rock 'N' Roll Music** — The Beatles — Parlophone
- 5 **The Best Of Abba** — Abba — RCA
- 6 **Alice Cooper Goes To Hell** — Warner Bros.
- 7 **Take It Greasy** — Ol'55 — Mushroom
- 8 **ChangesOneBowle** — David Bowie — RCA
- 9 **Rock Follies** — Island
- 10 **Fleetwood Mac** — Fleetwood Mac — Reprise
- 11 **Wings At The Speed Of Sound** — Wings — Capitol
- 12 **Their Greatest Hits** — Eagles — Asylum
- 13 **Struttin'** — Ted Mulry Gang — Albert
- 14 **Misty Blue** — Dorothy Moore — RCA
- 15 **Stones** — The Rolling Stones — Decca
- 16 **Hideaway** — America — Warner Bros.
- 17 **15 Big Ones** — The Beach Boys — Brother/Reprise
- 18 **Vival Roxy Music** — Roxy Music — Island
- 19 **Out Of The Blue** — Max Merritt & The Meteors — Arista
- 20 **We Do It** — R&J Stone — RCA

BEE GEES



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