

CASHBOX

August 7, 1976

NEWSPAPER

\$1.50



HAPPINESS IS . . . THE SPINNERS

RCA Convention — 'Best Six Months Ever'

NYC 'Price War' Continues;

Korvettes, Goodys Lower LP Prices

. . . And In Britain . . . Another Price War?

Copyright Bill To Judiciary Committee;

Juke Amendment Rejected

Atlantic Reports High First Half Sales

NARM Survey: Pop Music Preference Revealed

Convention Fever: An Essential Catalyst (Ed)

GINO



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CASH BOX

VOLUME XXXVIII — NUMBER 12 — August 7, 1976

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cash box editorial

Convention Fever: An Essential Catalyst

The Elektra/Asylum convention which concludes this week heralds the end of over seven weeks of major record company meetings across the country and signals not only a new fiscal year for some, but new challenges for all. One by one, starting in mid-June, the big labels have assembled their respective troops for a series of sales, promotion and marketing seminars as well as individual field awards and gold and platinum record accolades. Product presentations, panel discussions and talent showcases have rounded out most of the convention agendas.

Though many different topics have been dealt with during the course of the various conventions, one theme has emerged which effectively binds all of them together — unity of purpose. No mere rah-rah college fraternity beer blasts, these exercises in hard work and celebration have underscored one of the record industry's founding principles — talent plus effort equals reward.

Interestingly, each label so far, has emerged from its convention with the resolve that it was going to set records for sales as well as establish new heights of aesthetic artistry. Key executives have delivered speeches carefully calculated to embrace both artistic and business sensibilities. These speeches have appeared to motivate normally business-like field staffs and give them renewed vigor. Couldn't they have become self-motivated or perhaps renewed by a long vacation? Maybe and maybe not. The conventions seem to have breathed an indomitable spark of life and unity into diverse personnel and molded them together like no other phenomenon. Obviously, every company can't be number one, but each has emerged with the belief it could be. That's the point. If conventions serve no other purpose but to bring people together and allow them to reach a common understanding of purpose then they are beneficial to the most exciting segment of the entertainment industry. There's nothing like them for starting the juices to flow and one can only hope that they will flow long, strong and profitably.



**NUMBER ONE
SINGLE OF THE WEEK**
DON'T GO BREAKING MY
HEART
ELTON JOHN & KIKI DEE
Rocket/MCA 40585
Writers: Carte Blanche & Ann
Orson
Pub: Big Pig/Leeds/ASCAP



**NUMBER ONE
ALBUM OF THE WEEK**
SPITFIRE
JEFFERSON STARSHIP
RCA BFLI-1557

CASH BOX TOP 100 SINGLES

August 7, 1976

Rank	Song	Artist	Weeks On Chart		Rank	Song	Artist	Weeks On Chart		Rank	Song	Artist	Weeks On Chart				
			7/31	7/24				7/31	7/24				7/31	7/24			
1	DON'T GO BREAKING MY HEART	ELTON JOHN & KIKI DEE (Rocket/MCA PIG 40585)	7	13	6	34	TAKE THE MONEY AND RUN	STEVE MILLER (Capitol 4260)	29	14	14	70	MARY HARTMAN, MARY HARTMAN	DEADLY NIGHTSHADE (Phantom/RCA HB 10709)	72	78	6
2	AFTERNOON DELIGHT	STARLAND VOCAL BAND (Windsong/RCA 10588)	1	2	15	35	ANOTHER RAINY DAY IN NEW YORK CITY	CHICAGO (Columbia 3-10360)	33	34	7	71	THE MORE YOU DO IT (THE MORE I LIKE IT DONE TO ME)	RONNIE DYSON (Columbia 3-10356)	77	84	4
3	GOT TO GET YOU INTO MY LIFE	BEATLES (Capitol 4274)	4	6	10	36	MAMA MIA	ABBA (Atlantic 3315)	36	41	11	72	SHE'S GONE	HALL & OATES (Atlantic 45-3332)	88	95	4
4	LET 'EM IN	WINGS (Capitol 4293)	8	15	7	37	SUMMER	WAR (United Artists XW834-Y)	41	53	5	73	ONE LOVE IN MY LIFETIME	DIANA ROSS (Motown 1398F)	78	—	2
5	KISS AND SAY GOODBYE	MANHATTANS (Columbia 3-10310)	2	1	16	38	SHOP AROUND	CAPTAIN & TENNILLE (A&M 1817)	37	33	16	74	COTTON CANDY	SYLVERS (Capitol 4255)	76	83	5
6	MOONLIGHT FEELS RIGHT	STARBUCK (Private Stock 45039)	3	4	17	39	SILLY LOVE SONGS	WINGS (Capitol P4256)	34	25	18	75	ODE TO BILLY JOE	BOBBIE GENTRY (Capitol 4294)	80	81	4
7	LET HER IN	JOHN TRAVOLTA (Midland Int'l./RCA 10623)	5	5	14	40	MISTY BLUE	DOROTHY MOORE (Malaco/TK M1029)	36	27	22	76	IF YOU LEAVE ME NOW	CHICAGO (Columbia 3-10390)	—	—	1
8	GET CLOSER	SEALS & CROFTS (Warner Bros. 8190)	10	12	18	41	SOPHISTICATED LADY	NATALIE COLE (Capitol 4259)	42	45	11	77	I CAN'T HEAR YOU NO MORE	HELEN REDDY (Capitol 4312)	—	—	1
9	YOU SHOULD BE DANCING	BEE GEES (RSO/Polydor 853)	12	18	6	42	I NEED TO BE IN LOVE	CARPENTERS (A&M 1826)	39	35	10	78	SUPERSTAR	PAUL DAVIS (Bang 726)	—	—	1
10	YOU'LL NEVER FIND ANOTHER LOVE LIKE MINE	LOU RAWLS (Phila. Int'l./Epic ZS 8-3592)	15	19	11	43	STILL THE ONE	ORLEANS (Asylum E 45336)	61	76	3	79	MAGIC MAN	HEART (Mushroom M7011)	81	89	5
11	I'M EASY	KEITH CARRADINE (ABC 12117)	13	16	14	44	C'MON MARIANNE	DONNY OSMOND (Polydor 14320)	44	47	11	80	SHOWER THE PEOPLE	JAMES TAYLOR (WB 8222)	83	—	2
12	YOU'RE MY BEST FRIEND	QUEEN (Elektra 45318)	9	9	11	45	WHAM BAM SHANG-A-LANG	SILVER (Arista 0189)	56	63	7	81	CAN'T CHANGE MY HEART	CATE BROTHERS (Asylum E45236)	82	88	4
13	I'D REALLY LOVE TO SEE YOU TONIGHT	ENGLAND DAN & JOHN FORD COLEY (Big Tree/All. BT 16069)	17	23	9	46	LOWDOWN	BOZ SCAGGS (Columbia 3-10367)	50	66	6	82	DON'T STOP BELIEVIN'	OLIVIA NEWTON-JOHN (MCA 40600)	—	—	1
14	LOVE IS ALIVE	GARY WRIGHT (Warner Bros. 8143)	6	3	17	47	TEDDY BEAR	RED SOUVINE (Starday/Gusto 142)	51	55	6	83	WAKE UP SUSAN	SPINNERS (Atlantic 3341)	84	91	3
15	A FIFTH OF BEETHOVEN	WALTER MURPHY & THE BIG APPLE (Private Stock 45073)	19	24	12	48	SARA SMILE	HALL & OATES (RCA PB 10530)	47	46	26	84	GOTTA BE THE ONE	MAXINE NIGHTINGALE (United Artists XW820-Y)	86	90	5
16	TURN THE BEAT AROUND	VICKI SUF ROBINSON (RCA PB 10562)	18	21	14	49	TAKIN' IT TO THE STREETS	DOOBIE BROTHERS (Warner Bros. 8196)	40	36	16	85	I'M YOUR MAN ROCK 'N' ROLL	TARNEY & SPENCER (Private Stock PS 45008)	85	92	3
17	PLAY THAT FUNKY MUSIC	WILD CHERRY (Sweet City/Epic 8-50225)	25	29	9	50	LIVIN' AIN'T LIVIN'	FIREFALL (Atlantic 3333)	45	44	10	86	HONEY CHILD	BAD COMPANY (Swan Song/Atlantic SS 70109)	87	93	3
18	THIS MASQUERADE	GEORGE BENSON (WB 8209)	23	26	10	51	SPRINGTIME MAMA	HENRY GROSS (Lifesong 45008)	54	65	5	87	(DON'T FEAR) THE REAPER	BLUE OYSTER CULT (Columbia 3-10384)	91	—	2
19	ROCK AND ROLL MUSIC	BEACH BOYS (Reprise/WB RPS 1354)	11	11	10	52	GET UP AND BOOGIE	SILVER CONVENTION (Midland Int'l./RCA 10571)	46	43	21	88	OUT OF THE DARKNESS	DAVID CROSBY/GRAHAM NASH (ABC 12199)	89	94	3
20	HEAVEN MUST BE MISSING AN ANGEL	TAVARES (Capitol 4270)	24	28	10	53	STREET SINGIN'	LADY FLASH (RSO/Polydor RS 852)	58	72	4	89	WE'RE ALL ALONE	FRANKIE VALLI (Private Stock 45098)	—	—	1
21	SHAKE YOUR BOOTY	KC & THE SUNSHINE BAND (TK 1019)	31	40	5	54	GETAWAY	EARTH, WIND & FIRE (Columbia 3-10373)	60	73	4	90	LISTEN TO THE BUDDHA	OZO (DJM/Amherst DJUS 1012)	90	96	4
22	IF YOU KNOW WHAT I MEAN	NEIL DIAMOND (Columbia 3-10366)	16	17	11	55	IT KEEPS YOU RUNNIN'	CARLY SIMON (Elektra 45323)	49	51	9	91	GET UP OFFA THAT THING	JAMES BROWN (Polydor 14326)	92	—	2
23	I'LL BE GOOD TO YOU	BROTHERS JOHNSON (A&M 1806-S)	14	7	15	56	I'M GONNA LET MY HEART DO THE WALKING	SUPREMES (Motown M1391F)	57	62	10	92	HIGH FLY	JOHN MILES (London 20084)	93	—	2
24	BABY, I LOVE YOUR WAY	PETER FRAMPTON (A&M 1832)	28	32	8	57	WITH YOUR LOVE	JEFFERSON STARSHIP (Grunt/RCA 10746)	71	—	2	93	(AIN'T NOTHIN' BUT A) HOUSE PARTY	J. GEILS BAND (Atlantic 3350)	94	—	2
25	TEAR THE ROOF OFF THE SUCKER	PARLIAMENT (Casablanca 856)	20	20	13	58	STEPPIN' OUT	NEIL SEDAKA (Rocket/MCA PIG 40582)	53	56	5	94	DOCTOR TARR & PROFESSOR FETHER	ALAN PARSONS PROJECT (20th Century TC 2297)	95	99	3
26	YOUNG HEARTS RUN FREE	CANDI STATON (Warner Bros. 8181)	27	30	9	59	NEVER GONNA FALL IN LOVE AGAIN	ERIC CARMEN (Arista AS 0184)	48	37	15	95	YOU TO ME ARE EVERYTHING	REAL THING (UA 833)	96	97	3
27	A LITTLE BIT MORE	DR. HOOK (Capitol 4280)	32	39	8	60	MAKING OUR DREAMS COME TRUE	CYNDI GRECO (Private Stock 45086)	52	38	16	96	POPSICLE TOES	MICHAEL FRANKS (Reprise/WB RPS 1360)	97	—	2
28	SAY YOU LOVE ME	FLEETWOOD MAC (Reprise/WB 1356)	35	42	6	61	HOLD ON	SONS OF CHAMPLIN (Ariola America/Capitol 7627)	59	61	8	97	ROCKY MOUNTAIN MUSIC	EDDIE RABBITT (Elektra 45315)	99	—	2
29	THE BOYS ARE BACK IN TOWN	THIN LIZZY (Mercury 73786)	26	10	13	62	HOT STUFF	ROLLING STONES (Rolling Stones Records/Atlantic RS 19304)	63	64	8	98	DID YOU BOOGIE (WITH YOUR BABY)	FLASH CADILLAC & THE CONTINENTAL KIDS (Private Stock PS 45009)	98	100	3
30	DEVIL WOMAN	CLIFF RICHARD (Rocket/MCA 40574)	43	57	7	63	HARD WORK	JOHN HANDY (ABC/Impulse 31005)	67	70	8	99	PARTY	VAN MCCOY (H&L 4670)	100	—	2
31	MORE, MORE, MORE	ANDREA TRUE CONNECTION (Buddah 515)	22	8	20	64	TODAY'S THE DAY	AMERICA (WB 8212)	55	48	13	100	CAN YOU DO IT	GRAND FUNK RAILROAD (MCA 40590)	—	—	1
32	LAST CHILD	AEROSMITH (Columbia 3-10359)	21	22	10	65	I WANT YOU	MARVIN GAYE (Tamil/Motown T5426F)	62	49	16						
33	SOMETHING HE CAN FEEL	ARETHA FRANKLIN (Atlantic 3326)	30	31	10	66	FOXY LADY	CROWN HEIGHTS AFFAIR (DeLite/PIP 1581)	64	67	6						
						67	WHO'D SHE COO	OHIO PLAYERS (Mercury 455)	74	81	5						
						68	RAINBOW IN YOUR EYES	LEON & MARY RUSSELL (Paradise/WB PDS 8208)	68	69	7						
						69	DANCIN' KID	DISCO TEX & THE SEX-O-LETTES (Chelsea 3045)	73	80	5						

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Fifth Of Beethoven (RFT — BMI)	15	Heaven Must Be (Bull Pen/Perren Vibes — BMI/ASCAP)	20	Lowdown (Boz Scaggs/Hudmar — ASCAP)	46	Sophisticated Lady (Jay's Ent./Chappell — ASCAP/Cole-Arama — BMI)	41
Afternoon Delight (Cherry Lane — ASCAP)	2	High Fly (Velvet/Rak — PRS)	92	Magic Man (Andorra — ASCAP)	79	Springtime Mama (Blendingwell — ASCAP)	51
Ain't Nothin' (Dandelion — BMI)	93	Hold On (JSH — ASCAP)	61	Making Our Dreams (Bruin — BMI)	60	Steppin' Out (D. Kirshner/Kirshner Songs — BMI/ASCAP)	58
A Little Bit (By Gosh — ASCAP)	27	Honey Child (Badco — ASCAP)	86	Mama Mia (Countless — BMI)	36	Still The One (Siren — BMI)	43
Another Rainy Day (Big Elk/Laminations — ASCAP)	35	Hot Stuff (Promopub — ASCAP)	62	Mary Hartman (Southern — ASCAP)	70	Summer (Far Out — ASCAP)	37
Baby, I Love (Almo/Fram-Dee — ASCAP)	24	I Can't Hear (Screen Gems/Columbia — BMI)	77	Misty Blue (Talmot — BMI)	40	Superstar (Web IV — BMI)	78
Can't Change (Flat River — BMI)	81	I'd Really Love To (Dawnbreaker — BMI)	13	Moonlight Feels Right (Bro. Bills — ASCAP)	6	Take The Money (Sailor — ASCAP)	34
Can You Do It (Jobete — ASCAP)	100	If You Know (Stonebridge — ASCAP)	22	More, More, More (Buddah/Gee Diamond/MRI Music — ASCAP)	31	Takin' It To (Tauripin Tunes — BMI)	49
C'mon Marianne (Saturday/Seasons 4 — BMI)	44	If You Leave (Big Elk/Polish Prince — ASCAP)	76	Never Gonna Fall (CAM-USA — BMI)	59	Tear The Roof (Malbiz/Ricks — BMI)	25
Cotton Candy (Perren Vibes/Bullpen — BMI)	74	I'll Be Good (Kidada/Goulgris — BMI)	23	Ode To Billy Joe (Larry Shane — ASCAP)	75	Teddy Bear (Cedarwood — BMI)	47
Dancin' Kid (Sounds of Nolan/Chelsea — BMI)	69	I'm Easy (Amer. B'casting/Lion's Gate/Easy — ASCAP)	11	One Love (Jobete — ASCAP)	73	The Boys Are Back (RSO — ASCAP)	29
Devil Woman (Unichappell — BMI)	30	I'm Gonna Let My (Jobete — ASCAP)	56	Out Of (Fair Star — BMI/Thin Ice — ASCAP/Staysail — BMI)	88	The More You (Jay's Ent./Chappell — ASCAP)	71
Did You Boogie (Goblet — BMI)	96	I'm Your (ATV — BMI)	85	Party (V. McCoy/Warner Tamerlane — BMI)	99	This Masquerade (Sky!!! — BMI)	18
Doctor Tarr (Fox-Fantare/Woolfongs — BMI)	94	I Need To Be (Almo/Sweet Harmony/Hammer & Nails/Landers-Roberts — ASCAP)	42	Play That Funky (Bema/Blaze — ASCAP)	17	Today's The Day (WB — ASCAP)	64
Don't Fear (B.O. Cult — ASCAP)	87	It Keeps You (Tauripin Tunes — ASCAP)	55	Popsicle Toes (Mississippi Mud — BMI)	96	Turn The Beat (Sunbury/Dunbar — BMI)	16
Don't Go Breaking (Big Pig/Leeds — ASCAP)	1	I Want You (Almo/Jobete — ASCAP)	65	Rock And Roll Music (Arc — BMI)	68	Wake Up (Mighty Three — BMI)	83
Don't Stop Believin' (John Farrar — BMI)	82	Kiss And Say Goodbye (Nattahnam/Blackwood — BMI)	5	Rocky Mountain (Briar Patch — BMI)	97	We're All Alone (Boz Scaggs — BMI)	89
Foxy Lady (Delightful — BMI)	66	Last Child (Daksel/Song & Dance/Vindaloo — BMI)	32	Sara Smile (Unichappell — BMI)	48	Wham Bam (Colgems — ASCAP)	45
Getaway (Kalimba — ASCAP)	54	Let 'Em In (ATV — BMI)	4	Say You Love Me (Genton — BMI)	28	Who'd She Coo (Tight — BMI)	67
Get Closer (Dawnbreaker — BMI)	8	Let Her In (Midsong — ASCAP)	7	Shake Your (Sherlyn — BMI)	21	With Your Love (Diamondback — BMI)	57
Get Up And Boogie (Midsong — ASCAP)	52	Listen To The Buddha (April — ASCAP)	90	She's Gone (Unichappell — BMI)	72	You'll Never Find (Mighty Three — BMI)	10
Get Up Offa (Dynatone/Belinda/Unichappell — BMI)	91	Livin' Ain't (Stephen Stills — BMI)	50	Shop Around (Jobete — ASCAP)	38	Young Hearts Run Free (DaAnn — ASCAP)	26
Got To Get You (Macien — BMI)	3	Love Is Alive (WB — ASCAP)	14	Show Her In (Country Road — BMI)	80	You're My Best (Island — BMI)	12
Gotta Be (Unart — BMI)	84			Silly Love Songs (ATV — BMI)	39	You Should (Casseroie/Unichappell — BMI)	9
Hard Work (Hardwork — BMI)	63			Something He Can (Warner Tamerlane — BMI)	33	You To Me (Colgems — ASCAP)	95

Buddah Records

PROUDLY PRESENTS

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THE EBONYS

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BDA 537

(Without The One You Love)

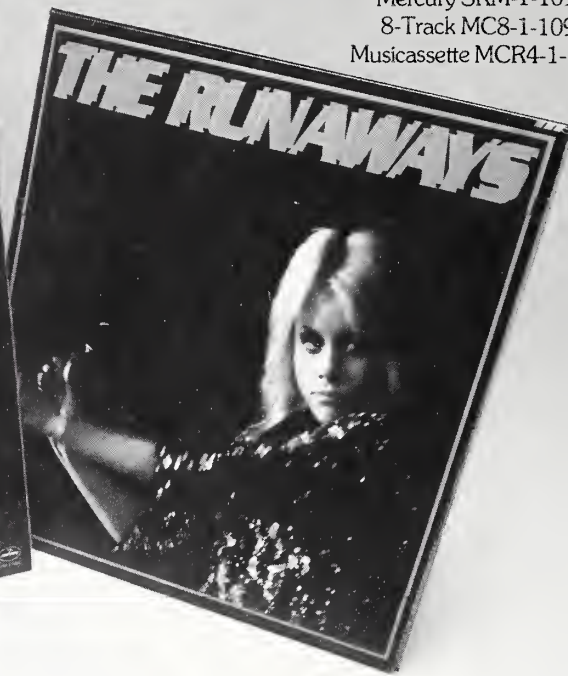
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8-Track MC8-1-1094
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Mercury SRM-1-1090
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7/21-22 Night Club Lounge,
Lancaster, Oh.
7/23 The Joker, Elyria, Oh.
7/28 Charlotte's Web,
Rockford, Il.
*8/1 My Father's Place,
Roslyn, L.I., N.Y.
8/2-3 CBGB, New York City
*8/4 Kiel Aud., St. Louis, Mo.
*8/6 Aragon, Chicago, Il.
*8/7 Charlevoix, Mi.
*8/8 Bunker Hill, In.
*8/9 Grand Rapids, Mi.

SPIRIT

7/21-25 Choo-Choo's, Tucson, Az.
7/26-27 Ebbett's Field,
Denver, Co.
7/29 Armadillo World Hdqrs.,
Austin, Tx.
7/30 Million Dollar Theater,
Houston, Tx.
7/31 C.N.E., Toronto, Canada
*8/1 My Father's Place,
Roslyn, L.I., N.Y.
8/3 The Palace,
Baltimore, Md.
*8/4 Kiel Aud., St. Louis, Mo.
*8/6 Aragon, Chicago, Il.
*8/7 Charlevoix, Mi.

*8/8 Bunker Hill, In.
*8/9 Grand Rapids, Mi.
8/27 Sea World,
San Diego, Ca.
8/28 Civic Aud.,
Santa Monica, Ca.
9/9 Bottom Line,
New York City
9/11 Tower Theater,
Philadelphia, Pa.
9/12 State Fair Grounds,
Detroit, Mi.
9/24 Fox Theater, Atlanta, Ga.
9/25 Curtis Hixon Hall,
Tampa, Fl.

* THE RUNAWAYS AND SPIRIT TOGETHER



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Copyright Bill To Full Committee; Juke Amendment Rejected

by Rebecca Moore

WASHINGTON, D.C. — The House Subcommittee on Courts, Civil Liberties and the Administration of Justice tentatively finished its work on the copyright revision bill last week despite delays caused by cancelled sessions and last minute amendments. The bill, which completely overhauls the current (1909) copyright law, must now be adopted by the full Judiciary Committee before it goes to the floor of the House.

Eleventh Hour Amendment

The subcommittee rejected an eleventh-hour amendment to exempt jukeboxes from royalty rate review. Jukebox owners will be paying an \$8 per box royalty fee each year for the first time when the new law passes. Not optimistic about getting the break which could have forestalled potential rate hikes, a Washington jukebox spokesman said he was not surprised the amendment was defeated.

Said Rep. George Danielson (D-Cal), sponsor of the jukebox exemption, "Their industry is sort of on the rocks." He added, "They're having problems even now."

"I appreciate why the amendment is offered," replied chairman Robert Kastenmeier (D-Wis). "The jukebox industry has fallen on hard times."

First Proposed

Despite sympathy, the chairman pointed out that the \$8 rate had not been raised since it was first proposed in a 1967 copyright revision bill. Kastenmeier felt the newly-established Copyright Royalty Commission, responsible for reviewing royalties written into the law, would consider economic factors during their reviews. "I would think that the state of the industry would be a factor in their review of the rates," said the chairman. "We have to trust that the various parties will get fair shakes."

Although the subcommittee voted down Danielson's jukebox amendment, it did adopt a fallback amendment. The new compromise Danielson amendment requires the Copyright Royalty Commission to consider only those economic factors existing after the date of enactment of the bill. Agreeing that the bill should not be retroactive, and that the amendment would aid not only jukeboxers, but everyone paying out royalties, subcommittee members adopted the limitation.

Complex Revisions

Jukebox owners were not the only ones hoping for a break in the revision bill. During the seven-month mark-up of the numerous and complex provisions of the 83-page bill, a variety of special interests clashed. The issue: millions of dollars in new and higher royalties.

High First Half Sales Reported By Atlantic

NEW YORK — Atlantic Records' first half-year sales period has been one of the best in the company's history, according to label president Jerry Greenberg. The report attributes sales magnitude to platinum albums by the Rolling Stones, Led Zeppelin and the Bee Gees, which led to a mid-quarter announcement of April ranking as the second greatest sales month in Atlantic history. This report follows the reported most successful quarter in the history of Warner Communications Inc.'s records/music division, which includes Atlantic's parent corporation, WEA, which also handles distribution for Elektra/Asylum and Warner Bros. Records.

Other factors in the half-year success reported by Atlantic include RIAA certified gold records by Hot Chocolate, Bad Company, Black Oak Arkansas and Aretha Franklin, all backed by summer sales campaigns along with other artists' releases.

Under the revision bill, passed 97-0 by the Senate last February, jukeboxers, cable TV owners, and public TV stations will be paying royalties for music and other copyrighted works for the first time. The estimated \$3.5 million royalties from jukeboxes will go entirely to music composers.

The estimated \$8.5 million cable royalties, however, will have to be divided among a variety of groups: broadcasters, music copyright owners, independent sports promoters. The Copyright Royalty Commission will have responsibility for dividing up the jukebox and cable TV royalty pies among the various claimants.

Compulsory License

Public broadcasters will pay royalties for musical and graphic works as well under a compulsory license. If the broadcasters cannot voluntarily negotiate royalty rates, the Royalty Commission will arbitrate binding compulsory rates. The House subcommittee reversed the Senate bill when it knocked literary works out of the compulsory rate plan. Public broadcasters, unhappy about paying any royalties, were displeased they lost literary works to free market negotiation.

Still more royalties, and higher costs in

continued on pg. 22

'Best Six Months Ever' Highlights RCA Convention

by Gary Cohen

SAN FRANCISCO — Citing the best 6 month sales and earnings performance in the company's 75 year history, RCA Records president Ken Glancy formally welcomed approximately 500 delegates to the RCA Records convention. In welcoming them, he urged them to "regard these four days here as a celebration."

He noted that "the business has come a long way since the early days, but then and now we're in the business of selling music and artists. And our commitment is as strong now as at any time in the past."

Glancy traced the history of RCA Records, noting it goes back a full 75 years, to October 3, 1901, with the founding of the Victor Talking Machine Company. Their new invention, the talking machine, "sounded like a parrot with a sore throat, yet was a new art form." Victor, founded by Eldridge Johnson, a machine shop operator, and Emil Berliner, a scientist and inventor who invented the microphone, first came to fame in mid 1902 when Enrico Caruso recorded 10 sides ("all in one take") for the Victor Co. "Caruso's artistry built the Victor Company," recalled Glancy. "The success of Caruso made it possible for Vic-

tor to attract other serious artists to the medium. Those early years saw the Victor Company way out in front of its competitors."

Weaknesses

In a jocular aside, one of many in Glancy's address, he noted that "Caruso had two weaknesses: pasta and breads, and he established a lifestyle for all artists in the industry."

In 1906, he continued, Victor introduced the Victrola, which became the generic term for what we now call the phonograph. Around 1905-1906, Victor's annual sales totaled \$12 million.

Modern History

The modern history of Victor dates from 1929, when Victor was acquired by the Radio Corporation of America and David Sarnoff. Glancy interprets the history as translated into "75 years of a lot of ups and a few downs."

Glancy then introduced Jerry Weintraub, who promptly lamented that he was "upset to be in a room this size and not get \$10 a head." He declared that he has had "a really wonderful association with this company for the past eight years, and I know it all

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New York City 'Price War' Accelerates; Korvettes, Goody's Lower Traditional Prices

by Julian Shapiro

NEW YORK — Fasten your seat belts. The "price war" among record retailers in the New York metropolitan area has shifted gears, and is accelerating at a dizzying pace headed for who-knows-where.

Korvettes and Sam Goody, Inc., the area's two largest record retailers, are no longer watching from the sidelines: they are both active participants now, with the appearance of advertisements in this week's daily newspapers offering selected recent releases (all \$6.98 list) at prices far below those that either has traditionally charged. In some cases, these prices dipped below the wholesale cost.

Sunday New York Times Ads

In the July 25 edition of the Sunday New York Times, Sam Goody displayed in a portion of its full-page ad a section labelled "Picks of the Week." This consisted of 10 LP's (Steely Dan's "Royal Scam," "Ole ELO," Jefferson Starship's "Spitfire," Andrea True Connections's "More, More, More," Marvin Gaye's "I Want You," "Monkees Greatest Hits," Peter Allen's "Taught By Experts," "Chicago X," Donna Summer's "A Love Trilogy," Bob Marley & The Wailers' "Rastaman Vibration") each priced at \$3.59. Goody's price for sale merchandise (\$6.98 list) had hovered at \$3.99 for some time.

"It (the 'price war') seems to be escalating in New York," commented George Levy, president of the 27-store Sam Goody chain. "Nobody can make money selling records at \$3.64 or working at 10% above cost. But the price problem has sucked everyone in. The 'Picks of the Week' will be a regular feature, and you can expect prices to change in New York."

Korvettes Sale At \$2.99

This is probably due to the prices that Korvettes instituted in the 30 metropolitan area operation. In the same edition of the New York Times that Goody introduced its new feature, Korvettes advertised five LPs ("Ole ELO," Ronnie Laws' "Fever," Jefferson Starship's "Spitfire," "Starland Vocal Band," Neil Sedaka's "Steppin' Out") for \$2.99 each. They were listed inconspicuously in one corner of a full-page display, under the title "Super Specials."

Quantities were limited to one of each title per customer, but no store limits as to quantity available were posted. In addition, 16 other recent releases were prominently advertised at \$3.44 each, including five from Capitol Records, four from CTI/Kudu, and four from ABC.

Four days later, in the July 29 edition of the Daily News, Korvettes advertised "Ole ELO," Donna Summer's "Love Trilogy," and Kiss' "Destroyer" for \$2.99 each, all under a "Super Special" monicker. In addition, two releases were listed for \$3.44 each and the Grateful Dead's "Steal Your Face" (2-LP set listing for \$9.98) was sale-priced at \$4.99, the lowest price advertised in 19 major metropolitan markets as surveyed by **Cash Box** since the album was released six weeks ago.

'No Comment'

Dave Rothfeld, vice president and divisional merchandise manager for Korvettes, refused to comment on this recent development. "We are not at liberty to discuss strategies of prices; I have nothing to say."

Industry sources agree that the chain cannot be making money at the \$3.44 price, and are certainly losing money selling records at \$2.99, since this is below wholesale cost (what Korvettes pays the manufacturer for the records). It is believed that the reason for the low visibility of the \$2.99 specials was so as not to excessively anger the record manufacturers.

This contention was corroborated by Levy. "The manufacturers don't like the price war because it's killing the rack jobbing operation, which is 50% of the manufacturer's business. Of course, they (manufacturers) are selling more records as a result of the low prices, but they're afraid that chain operations, being squeezed as a result of the rack jobbers' inability to compete with these prices, will throw up their hands and get out of the record business, and turn to more profitable ventures."

The Initial Combatants

Meanwhile, the initial combatants have not remained silent in the wake of these recent developments. Alexander's, in the July

23 edition of the Daily News' advertised the Beatles' "Rock 'N' Roll Music," a 2-LP set with a list price of \$10.98, for \$4.99. This matches the lowest price at which the package was advertised in a recent nationwide **Cash Box** survey (July 17).

Jimmy's, the nine-store record chain which many industry observers cite as an initiator of the current "price war," added a new wrinkle to its established policy of selected \$2.99 specials. In addition to most recent LP's by Helen Reddy, Donna Sum-

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... And In Britain

NEW YORK — As the price war heats up stateside, record buyers in Britain are also being treated to slashed LP prices at the retail level.

According to a recent report in Melody Maker, the British pop paper, the discounts range from 18 cents to \$1.26 in American money, and generally extend only to albums in the top 50, and often only to the top 5.

The discounters include one-store operations as well as the biggest general retail and record retailing chains. A typical album by a top artist in Britain costs \$5.79. With the top discount it would sell for \$4.53. A British law prevents the sale of any item below the price paid by the retailer. The practice of "loss leading" on certain items in order to get customers into the store is widely used in America. Melody Maker reported to have found one shop selling an LP for more than its list price. Discounting of records is fairly new in England, mainly because there is a no-returns policy on records there. All figures above are based on the value of the British pound at press time.

Complete photo coverage
of CBS Convention
On Page 26

The Musical Collaboration of the Decade!

GO

STOMU YAMASHTA



STEVE WINWOOD



MIKE SHRIEVE



Against a gently simulated background, as distant stars, planets, and constellations stream by and disappear, you are entering the world of GO.

The musical genius of Japan's STOMU YAMASHTA, and the brilliant vocals and keyboards of rock's superstar STEVE WINWOOD along with drummer MIKE SHRIEVE.

S T O M U Y A M A S H T A .
S T E V E W I N W O O D .
M I C H A E L S H R I E V E



ILPS-9387

The album that takes you as far as you want to GO.
Also featuring KLAUS SCHULZE, ROSKO GEE,
and AL DI MEOLA.

Only on Island Records and Tapes.

Produced by DENNIS MCKAY, STOMU YAMASHTA,
and PAUL BUCKMASTER.


ISLAND

Pickwick Sales Told

LOS ANGELES — For its fiscal year ended April 30, 1976, Pickwick International, Inc. reported net sales of \$265 million and net earnings of \$9.5 million.

Piracy News

HOUSTON, TEXAS — More than 66,000 allegedly pirated tapes were seized by agents of the FBI in raids conducted in more than eight Texas cities.

TULSA, OKLAHOMA — More than 25,000 allegedly pirated tapes were seized by the FBI from a number of locations.

DOVER, DELAWARE — An anti-piracy statute signed into law by Governor Sherman W. Tribbit makes the unauthorized duplication of sound recordings a Class "E" felony punishable by up to seven years in prison and/or a fine of up to \$10,000. Corporations found guilty of such activity can be fined up to \$10,000 plus damages.

FRONT COVER



Once in a long while a group comes along, a group that is something special to the music industry. The Spinners have been together for twenty years, and during that time its members have worked magic on the people they work with and audiences they play for all over the world. More than just in the music industry, though, this is one of the best loved groups of people anywhere.

Just look at the facts. Four gold LPs. Five gold singles. A star on Hollywood Blvd. Sold-out concerts wherever these men appear. Sometimes you can measure a group's force on the music scene by the number of other artists directly affected; the remarkable style that is the Spinners crops up practically everywhere you look in pop music today.

So, twenty years strong, The Spinners are still forging ahead. There's a new album on Atlantic, and many concerts to perform. And, as Pervis Jackson said recently, (Pervis sings bass) "We'll always be a group, on or off stage. We're together. It works for us."

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Clive Davis Speaks To Western Retailers

by John Mankiewicz

LOS ANGELES — In the first of a four part series of afternoon dialogues that will take him to New York, Chicago, and Minneapolis, Arista Records president Clive Davis talked with western retailers about his company's upcoming releases and shared his own record business philosophy.

Last week in the grand ballroom of the Beverly Hilton Hotel, Davis was relaxed and informal as he played tapes of new material by Arista artists. "The common denominator of Arista," Davis explained, "is not to take advantage of daily occurrence, but to build for the future."

With that, he added that he was going to play a few songs by a major group. "This is a record that's going to come out soon, and I'm not going to say who it is." Then the room was filled with the sound of confident, professional rock 'n' roll. When the tape was stopped, Davis invited anyone who thought he knew the name of the group to take a guess. For a few seconds the room was silent, then a voice from the back said "The Bay City Rollers?" When Davis confirmed the guess, an audible gasp rolled through the audience.

Davis then explained some behind-the-scenes working behind the upcoming Rollers tour and album. "This is a group that sells 750,000 units in the United Kingdom on its first release. And, while retaining the teen image, I felt it was necessary to go beyond that, to expand the market. The group is going to play some dates in Canada, where it is unbelievably popular, and then come to the United

States. We feel we have a great group in the Rollers, and we want to build them carefully. This is an image change, not unlike what is happening to Eric Carmen, who is not just a balladeer, but a full-fledged rocker as well."

Before moving into the R&B side of Arista, Davis fielded a few questions from the audience. "I think the music business is healthy," Davis responded. "People are always saying 'Where's the new music coming from, where are the new revolutions?' I think it's nice to find a revolution. Certainly there's one happening now with progressive music. When there is a revolution (and you can find them if you absorb all the cross-currents), other kinds of music get pushed to one side and one kind becomes dominant."

Moving into R&B, Davis played some selections from an upcoming General Johnson LP, and talked about breaking new artists. "I believe that Arista has broken more artists in the last year and a half than the next two companies combined," he declared, listing a number of Arista artists that he said have achieved national importance. "But this can't be done," he added, "if a company pursues a course that involves fairly indiscreet artist signing. This doesn't do justice to the artists that need nurturing on labels that make a practice of this."

With that in mind, Davis explained that he doesn't like to release a single without an album behind it. He related an incident con-

cerning one of Arista's new groups, Silver, and how he felt that he should make an exception in that case. "A song was brought to my attention, 'Wham-Bang Shang A Lang,' that, while I felt it was not representative of Silver's work, would be a song that they could do well. I brought it to them, and they incorporated it into their act. We felt we had a hit, and we turned out to be right." (The tune is 45 with a bullet this week).

Image Building

Davis then previewed some material from the upcoming album by Silver. "In image building," he remarked, "you look for FM hits if the artist has the capabilities." One tune by Silver, "To Be A Musician," was received most enthusiastically when considered in this light.

Davis then concluded the program by playing some tapes of a new group, The Funky Kings. "Obviously," he said, "I'm using a lot of superlatives when talking about these groups because I believe in them. After all, I signed them."

Davis thanked the retailers who attended the presentation. "We're dependent upon you retailers, not just because of the enormous job you do, but also because of the excitement that you put into that job."

Retail Reaction

"I don't remember a presentation like this ever coming up before," remarked Lou Fogelman, president of the Music Plus chain. "The people I talked to after the show were all very much impressed. Davis is certainly a knowledgeable speaker, and it's nice to see a heavyweight get into the front lines."

MCA's Earnings Peak

UNIVERSAL CITY, CALIF. — MCA Inc. has stated that the estimated earnings per share for the three month and six month periods ended June 30, 1976 were \$1.17 and \$2.54 respectively, compared to \$1.14 and \$2.03 for the comparable periods of the prior year.

The estimated figures are being released at this time in view of a substantially lower estimate of MCA's earnings per share for the second quarter of 1976 made recently by a major Wall Street brokerage house.

3 N.Y. Dept. Stores To Open On Sundays

NEW YORK — Korvette's, Macy's and Alexanders', which collectively account for over 9 billion dollars in annual retail sales, have made plans to open their doors to customers on Sundays. In addition, Abraham & Straus, Gimbel's, Orbach's, Gertz's and J.W. May's are department stores also contemplating Sunday openings. Korvette's is the metropolitan area's largest record retailer, and all the stores mentioned maintain record departments.

The plans are made possible by a recent New York State Court of Appeals decision to abolish the state's traditional blue laws. Macy's is targeting an initial Sunday opening for sometime in September, while Korvette's is reportedly considering a date as early as August 29. Alexander's has already begun placing advertisements for part-time help on Sundays in several local newspapers.

The stores are looking to seven day weeks partially on the basis of the good business they have had as a result of opening on the Memorial and Independence Day holidays, during a year marked by otherwise erratic retail action. The success of supermarket chains which have opened on Sundays is also listed as a factor in the decisions.

Bunetta Relocates

LOS ANGELES — Al Bunetta Management has relocated its offices to 4121 Wilshire Blvd., Suite 312, L.A. 90010, (213) 385-0882.

RKO-Aussie Radio Exchange Dubbed: 'A Happy Hookup'

by Stephen Fuchs

LOS ANGELES — Ordinarily, "Rocktober" marks the highlight of the Australian radio year as far as promotion is concerned. But this year it's going to be pretty hard to make the month of October stand out as something special, rock music notwithstanding. Two of the best disc jockeys from Sydney and Melbourne admit that whatever contests their stations have lined up will probably pale in comparison with the just-completed "Friends Across the Pacific" deejay exchange between the U.S. and Australia.

'The Happy Hookup'

A cultural exchange broadcasting program affectionally sub-titled "The Happy Hookup" by some of the participants, "Friends Across the Pacific" was a first in broadcasting for the type and scope of communications effort undertaken. All told, six Australian jocks traded physical places with six personalities from the RKO chain for a week of share-and-tell, highlighted by three days of live transmission beamed over the Pacific via satellite to their respective homelands.

The tradeoff, part of a bicentennial effort between the two nations, was coordinated by Paul Drew, vice president of programming for the RKO chain and Digamae Pty. Ltd., an Australian programming consultation firm. Jack Neary, commissioner-general for the Australian bicentennial committee, was the man "on the other end."

Similarities/Differences

Anyone near a radio during those special broadcasts (July 23-25) knows by now that the exchange was a success. No major language barriers presented themselves and, outside of a cold or two brought on by low resistance during a heavy work week with a lot of travel involved, "a good time was had by all." Which brings us to the meat of the story: just how much alike are the Australian and American approaches to radio programming?

Van Dyke

Upon his return to Los Angeles, KHJ program director and morning air personality Charlie Van Dyke dutifully phoned **Cash Box** with a portion of "at least a thousand" stories he brought back from his part of the foray into Australia. According to Van Dyke, Melbourne's Radio 3XY, where he guested, is similar to and different from KHJ in a couple of ways.

First off, rather than solid rock programming, the Australian station engages in combined formats. That is to say, instead of an entire day of rock, "blocks" of time are allotted to talk shows, sports coverage, etc. A breakfast show and an afternoon show may be concerned with top 40 material. When those programs roll around, production is quite similar to the kind we're familiar with here in the U.S.

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CBS Convention LP Presentations

LOS ANGELES — Gold album presentations were made at the recent CBS convention to Boz Scaggs for "Silk Degrees," Phoebe Snow for "Second Childhood," Ted Nugent for "Ted Nugent," and the Isley Brothers for "Harvest Of The World." Platinum albums were awarded to Aerosmith for "Rocks." All LPs were certified gold/platinum by the RIAA.

Dan/Coley LP Set

LOS ANGELES — Big Tree Records has set the release of England Dan & John Ford Coley's first album on that label, "Nights Are Forever," which features their single "I'd Really Like To See You Tonight."

Steve Miller LP Gold

LOS ANGELES — Steve Miller's "Fly Like An Eagle" album on Capitol Records has been certified gold by the RIAA.

The Video Revolution — Has It Really Come Of Age

by Nick Nichols

LOS ANGELES — The recent technological developments in the field of video electronics have been heralded by many as the forerunner of a new industry — one that will revolutionize the present recording industry by coupling it to the visual media through the application of video cassette tapes and, in the near future, video-discs. Is it really time for a major realignment of the present recording format? Though no clear cut answer has yet surfaced, some steps have already been taken in this direction. For example, in what appears to be the beginning of a trend, several major arenas across the United States have installed large-screen video equipment for use with all of their various events — sports, business and, of course, music (see **Cash Box**, Jan. 17, 1976). This in itself opens new doors to the performing artist.

Selling By Seeing

Various video techniques have also been utilized in selling products at the retail level. In the record industry, a unit called The Musicom was developed by Visual Systems Corporation to enhance record sales and help artists develop a commercial identity. The unit consists of a small console with a self-contained video screen, several sets of headphones and bins which house about 30 albums. The Musicom was recently incorporated into a marketing program by 20th Century Records (see **Cash Box**, Jan. 24, 1976), but according to Russ Regan, president of the label, the unit was not as effective as he had hoped. Said Regan, "This type of display, which combines video and audio, can be as effective as a promotional device — but only if the artist is already established and you're pushing a product that is, therefore, already in demand. It just doesn't seem to be very effective in breaking the unknown artist at this stage of the game."

Will 20th utilize this type of point-of-purchase promotion in the future? "That's a qualified 'no'," answered Regan, "We aren't planning any employment of this type of sales tool at the present, but I do believe very strongly in the potential of video in this industry — the introduction of software (video-discs) is the key."

No Backing, High Maintenance Primary Drawbacks

Jim Hackett, president of Visual Systems Corporation, expressed a similar feeling when he told **Cash Box**, "The Musicom was a prototype — strictly experimental, and for now, at least, we've scrapped the idea." Hackett noted that the main problem with the system is that to be effective it must be employed on a large scale, that is, an entire market must be blanketed with the units — and Hackett's company is just too small to produce enough of them without a financial commitment from a record company to cover the initial expense. "Furthermore," Hackett elaborated, "the initial expense of a single unit is not prohibitive, it's the maintenance that's the killer. The units require constant attention, particularly for cleaning, and trained video personnel are a rarity

Caribou Signs Wilson

LOS ANGELES — Beach Boy Dennis Wilson has been signed by Caribou Records, a CBS Records Associated Label, as a solo artist. Wilson will continue to record and perform with the Beach Boys, the first time in the group's fifteen year career that any of its members has pacted to record as a soloist.

Wilson's first recordings for Caribou will be released in the fall of 1976, following the Beach Boy's current summer tour.

at this time."

Video — Monitoring An Artist's Career

Video systems are presently being utilized for artist development within the music industry. Girard Landry, president of Landry Video Systems, is currently working in conjunction with Studio Instrument Rentals (S.I.R.) in the production of video cassettes of the many artists that rehearse their shows at S.I.R. Landry itemized the benefits of video to the recording artist at every level of his career: "The aspiring recording artist can make a black and white video of himself for \$35 an hour at this time. Such a tape can then be distributed to the A&R departments of all the major record companies, making the procedure of landing a contract much less painful and time consuming. It is no longer necessary to pry an A&R man away from his duties to catch a show — he can see it in the privacy of his own office."

According to Landry, this is just the beginning. "The newly signed act can now go into the rehearsal studio and improve upon his showmanship and stage presence by video taping his show and reviewing the performance, much the same way a football coach requires his team to review a game and scrutinize its good plays as well as its mistakes. A first-rate color video

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Rock Awards Set '76 Nominations

NEW YORK — The nominations for the second annual "Rock Music Awards" show, which airs on CBS-TV on September 18, have been released in accordance with CBS-TV and executive producer Don Kirshner.

The nominations are as follows:

Personality of The Year: Bob Dylan, Peter Frampton, Elton John, Bob Marley, Paul McCartney, Bruce Springsteen.

Best Female Vocalist: Aretha Franklin, Joni Mitchell, Linda Ronstadt, Grace Slick, Phoebe Snow

Best Male Vocalist: Elton John, Paul McCartney, Paul Simon, Bruce Springsteen, Rod Stewart.

Best Album: "Born To Run," Bruce Springsteen; "Desire," Bob Dylan; "Fleetwood Mac," Fleetwood Mac; "Red Octopus," Jefferson Starship; "Still Crazy After All These Years," Paul Simon.

Best Single: "Born To Run," Bruce Springsteen; "50 Ways To Leave Your Lover," Paul Simon; "Hurricane," Bob Dylan; "Miracles," Jefferson Starship; "Rhiannon," Fleetwood Mac.

Best R&B Album: "Amigos," Santana; "Breezin'," George Benson; "Gratitude," Earth, Wind & Fire; "I Want You," Marvin Gaye; "Wake Up Everybody," Harold Melvin & the Blue Notes.

Best R&B Single: "Let's Do It Again," Staple Singers; "Low Rider," War; "That's The Way Of The World," Earth, Wind & Fire; "This Will Be," Natalie Cole; "Wake Up

Everybody," Harold Melvin & the Blue Notes.

Best Group: Fleetwood Mac, Jefferson Starship, Led Zeppelin, Rolling Stones, The Who.

Best New Female Vocalist: Natalie Cole, Maxine Nightingale, Mary Russell, Patti Smith, Donna Summer.

Best New Male Vocalist: George Benson, Keith Carradine, Bob Seger, Bruce Springsteen, Gary Wright.

Best New Group: Aerosmith, Hall & Oates, Bob Seger, Bruce Springsteen, Thin Lizzy.

Best Producer: Mike Appel, Jon Landau & Bruce Springsteen, "Born To Run" (Bruce Springsteen); Roy Thomas Baker & Oueen, "A Night At The Opera" (Queen); Larry Cox & Jefferson Starship, "Red Octopus" (Jefferson Starship); Fleetwood Mac & Keith Olsen, "Fleetwood Mac" (Fleetwood Mac); Steve Miller, "Fly Like An Eagle" (Steve Miller Band).

Best Composer: Marty Balin, "Miracles" (Jefferson Starship); Bob Dylan & Jacques Levy, "Hurricane" (Bob Dylan); Stevie Nicks, "Rhiannon" (Fleetwood Mac); Paul Simon, "50 Ways To Leave Your Lover" (Paul Simon); Bruce Springsteen, "Born To Run" (Bruce Springsteen).

Outstanding Public Service: Harry Chapin, World Hunger Concerts; Crosby & Nash, Environmental Improvement Concerts; Bob Dylan, Hurricane Carter Concerts; Lynyrd Skynyrd, Saving the Fox Theatre in Atlanta, Georgia; Paul Simon, N.Y. Public Library Fund Raising Concert.

Hall Of Fame: The Beatles, Bob Dylan, John Lennon, Elvis Presley, Brian Wilson.

Classics Label Formed By ABC

LOS ANGELES — ABC Records has formed a new classical label called ABC Classics.

An initial 10 albums selected from the Seon series are set for September release on the new label.

The creation of ABC Classics gives ABC Records a full-scale classical operation which includes the Westminster Gold, Audio Treasury and Music Of The Earth Lines.

Elektra/Asylum Sets Promo Convention

LOS ANGELES — Elektra/Asylum national promotion executives meet this week with the company's local, regional and national promotion personnel during the first Elektra/Asylum national promotion convention; initial meetings begin Monday (2) with an informal reception at Harrah's in Lake Tahoe, the site for the first four days of scheduled activities.

NARM Survey Reveals Pop Music Preference

NEW YORK — The National Association of Recording Merchandisers (NARM) has issued an analysis of the pop/contemporary music buyer as part of its expanded Consumer Research Study of the Growing Adult Market. The national survey of 25-45 year old adults, from which the report was derived, indicated that pop/contemporary music was the type most preferred by all respondents (hard rock was included in this category).

According to the study, 44% of all men interviewed stated a primary preference for pop/contemporary music; this was more than twice the corresponding figure for women. The correlation heightened with the inclusion of an age variable; the younger the buyer, the more likely he was to be included in this category. Fifty-five percent of the 25-29 year olds indicated affirmatively; conversely, only 13% of the 40-45 year olds did so. Men who had attended college but did not graduate formed the single largest sub-classification in this study registering 63% of its total membership. As a result of this data, a profile of the typical pop/contemporary music buyer, as constructed from the NARM study is as follows: a male, college educated (no degree) adult, between the ages of 25 and

29, probably unmarried (since 48% of unmarried men responded positively).

6.6 LPs Is Average

The average buyer last year purchased 6.6 LPs, 6.0 tapes, and 5.3 singles. Only age as related to LP buying formed any type of strict correlation among the variables of family income, education and age. The younger the buyer, the more LPs he or she bought: 8.3 for 25-29 year olds; 7.1 for 30-34 year olds; 4.1 for 35-39 year olds; 4.0 for 40-45 year olds. Those people in the 30-39 year old groups purchased the greatest number of tapes, 7.4 each, while 30-34 year olds accounted for 7.4 singles each, the largest group figure.

Males accounted for the greatest per capita purchases of LPs, 8.6 as opposed to 4.1 for women. But women topped both other item categories: 6.4 to 5.8 for tapes, and a substantial 8.2 to 4.2 for singles. Tapes and singles purchases scored highest with respondents who had no more education than some high school (10.2 for tapes and 9.8 for singles) while LPs registered best with those who had some college (9.1). In each case, the second highest total was significantly lower than the front runner's listed figure. For example, those who completed high school

bought only 5.7 LPs. Those who had some college bought 7.5 tapes.

Discount Stores Are Preferred

Discount stores were the first choice of places to buy various recordings (36.3%). Record stores and department stores finished second and third with response rates of 31.3% and 20.0% respectively. Mail orders and variety stores accounted for 9.8%, while all other types of outlets posted a 2.6% figure. Men, however, preferred record stores over discount stores by 40.0% to 26.7%; women, on the other hand, overwhelmingly chose discount stores as their favorite place of purchase by more than two to one (48.6% to 20.0%) over record stores. Geographically, 55.6% of those residing in the northeast preferred to shop in discount stores; 63.6% of those residing in the west chose record stores first.

Fifty-five percent of those surveyed indicated that they do, indeed, compare prices before shopping and this fact remained relatively constant through nearly all variables. Men responded affirmatively at a slightly higher rate than

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Sager Signed To E/A

LOS ANGELES — Elektra/Asylum/None-such Records has signed Carole Sager to a recording contract with the company. The New York-based songwriter is currently readying material for her debut album. Ms. Sager's songs have been recorded by such artists as Helen Reddy and Aretha Franklin.

Atl. Signs Express

LOS ANGELES — The British group Liverpool Express has been signed to a recording contract with Atlantic records. Under terms of the agreement, Atlantic will distribute all future product by Liverpool Express in the United States and Canada exclusively.

"You Are My Love" b/w "Never Be The Same Boy," the first stateside single by Liverpool Express, will be released this week on ATCO Records

The Managers:

Tours, Singles Are Key To Eric Carmen's Success

by Eric Rudolph

NEW YORK — Eric Carmen is one of a few current artists who have achieved popularity among AM, FM and MOR audiences. While this type of crossover is becoming more common as of late, with the widespread success of the Jefferson Starship, Fleetwood Mac, Paul Simon and Paul McCartney, there are still only a few artists who are able to relate to such a wide spectrum of musical tastes. **Cash Box** recently asked Carmen's manager, Stan Poses, if there was any way in which to premeditate or plan for the fusion of those three normally segmented markets. He replied "No,

you can't sit down and decide you're going to hit one market to the exclusion of another, because if you do you're going to destroy yourself, the producer and the record company. You go out for the broadest audience you can hit. You try to make the best records you can. I think the various markets are all starting to fuse together anyway."

Touring Called Crucial

Poses echoed the thoughts of most of the managers **CB** has spoken with during this series of articles, saying that he thought

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BARRY MANILOW

This One's For You



**A Superstar's
New Album!**

AL 4090

On Arista Records

EXECUTIVES ON THE MOVE



Reitman

Minor

Monet

Tolle

CBS Names Cohn— Marv Cohn has been named vice president of business affairs for CBS Records, replacing Larry Harris, who has been appointed vice president and general manager of the new CBS west coast based label. Cohn will be responsible for direction of operations including negotiations for talent and music properties, as well as business relationships with artists, producers and other contracted persons, as well as overall direction of the A&R administration department. Cohn was most recently vice president in charge of business contracts, having held positions including director of A&R administration, and vice president for administration of music publishing, since he joined CBS as senior financial analyst in 1965.

A&M Appoints Reitman Creative Director — Bob Reitman has been appointed to the newly created post of creative director for A&M Records. In his new position, Reitman will supervise all creative aspects of A&M's advertising and merchandising plans and will, along with the existing advertising and merchandising departments, define the creative direction for all campaigns for the label artists.

A&M Announces Major Restructuring of Its Promotion Staff — Charlie Minor has been promoted to the post of national promotion director for A&M Records replacing David Ezzell who has resigned his position to return to Nashville to pursue a career as an independent consultant in the promotion area. Minor will work in the supervision of the national field staff, and provide day to day communication with the field from the home office. He will continue to oversee A&M singles promotion in addition to his new responsibilities.

Al Monet will replace Minor in the role of singles promotion director. Monet joined the A&M staff in 1973 as a local promotion man in New Orleans and came to the label from radio station WNOE in New Orleans where he served as a sales and promotion director for the station. Replacing Monet in the position of southern special projects director will be Don Tolle, who is currently working for A&M in the Dallas-Ft. Worth area as local promotion man. Tolle, who has been with A&M since 1975, came to the label from Bi State Distributors in Dallas where he served as director of local promotion. Replacing Tolle in the Ft. Worth-



Taylor

Buttice

DeMann

Saifer

Dallas promotion slot will be Mike Taylor who is currently serving as A&M's local promotion representative in New Orleans. Mike will begin his duties immediately.

Elektra/Asylum Ups Buttice, DeMann in Promo Staff Realignment — Ken Buttice has been appointed to the position of vice president, promotion, for Elektra/Asylum Records and concurrent with that appointment Buttice has named Fred DeMann national promotion director. Both Buttice and DeMann will continue to work out of Elektra/Asylum's Los Angeles headquarters. Ken Buttice joined Elektra/Asylum in January 1974, as assistant director, national promotion, assuming the post of national promotion director in February 1975. Fred DeMann joined Elektra/Asylum in May 1974, as national promotion coordinator; in February 1975, he was appointed to the newly-created post of director, field operations, for the company.

Saifer, Brown Appointed by Harris to New CBS Label — Lorne Saifer and Randy Brown have been named to separate posts for the recently created CBS west coast label. Saifer will become vice president, A&R for the as yet unnamed label when it begins full time operation in September. Saifer currently is with Columbia Records A&R department, where he serves as west coast director of artist acquisition. He has been with the company two and a half years, coming from Signpost Records, where he worked as national promo-



Brown

Mevis

James

Anderson

tion director. Randy Brown will become national director of promotion for the new label. Brown has served as branch manager, CBS Records, in Denver for the past few years. Before that he served as field sales manager, CBS Records, Los Angeles.

Polydor Names Anger and Palladino — Harry Anger has been named national sales director for Polydor, Inc. He comes to Polydor after two years as general manager of Discount Records, having previously served as vice president and general manager of WJDM in New Jersey, in addition to spending seven years at RCA in various positions. Ron Palladino, who has been named midwest regional marketing manager, will be based in

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Letters To The Editor

Mr. William L. Brown, Jr.
President
Record Department Merchandisers, Inc.
746-748 Galloway Avenue
Memphis, Tennessee 38105

Dear Mr. Brown:

First, and foremost, I appreciate you directing your comments in your letter of June 30th to all record manufacturers, as it's to everyone's benefit to better control returns. The ABC Records RAPP program is not sealed in concrete and if other companies have a better plan, then we certainly are willing to listen.

I feel that a major record company such as ABC Records however, is obligated, if not to be number one in the record business, then to lead the industry as much as possible in all aspects of the business. Through trial and error, and thirty years in the record business, I have learned that we cannot be all things to all people no matter how hard we try.

ABC Records "Returns Award Performance Program" is designed toward a specific problem and is not, and was never intended, to answer all record industry problems. It certainly was not designed to insult anyone's intelligence and if you interpret it that way then I apologize. The program was put together as a step toward returns control at our level and our customers' level. The RAPP program is a program that an account can participate in or not. We make no demands for any customer to change his buying or return policies. We do say there is a savings if he does. As to whether he wants to participate, it is entirely up to him.

As far as our sales force is concerned, they are paid on all net sales. Consequently, under the RAPP program if returns are reduced they immediately benefit. In addition, seventy-five percent of the salesman's annual income is salary and only twenty-five percent is earned by commission sales. We want maximum exposure of our new as well as our known artists from all accounts. We ask our salesmen to get us representation on all product possible. We profit from the sales, not the returns.

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Bill, I can't answer for the past as far as ABC Records is concerned, only the present. If you are having any serious problems with us regarding return authorizations or advertising, I would like for you to contact Skip Byrd or myself immediately.

In the meantime, I want to take this opportunity to thank you for your letter and also your business with ABC Records, past and present.

Regards,
Don England
Vice President, Sales & Distribution

Mr. Don England
Vice President Sales/Distribution
ABC Records, Inc.
8255 Beverly Boulevard
Los Angeles, California 90048

Dear Mr. England,

Thank you for your letter of July 7, 1976 in response to my letter of June 30, 1976 concerning your RAPP program and the primary causes of returns.

While I appreciated your letter, I was very disappointed inasmuch as it circumvented the basic issues that I attempted to address, and you simply defended your RAPP program.

The prime issue in my letter was not with your program per se. In fact I stated, and I quote, "Obviously your intentions are well meant," unquote. Then I went on to say, and I quote again, "However, your RAPP program does not in any manner get to the heart of what causes returns. Get off your quota systems, or at least bring them into realistic focus so that they are really just a sampling of distribution. Remove the penalties you place on your sales force when your product is unwanted by the consumer," unquote.

I do take issue with some of the mechanics of your RAPP program. You point out in your reply that you (ABC) make no demands for any customer to change his buying or return policies, and that an account can participate or not. Well, I should

Frampton — Concerts Via Phone

by Eric Rudolph

NEW YORK — A small ad appeared in the July 23 issues of the 3 New York daily papers which featured a photo of Peter Frampton and bore the legend "Frampton — Call Me," followed by a phone number. After 46,885 calls to the taped message by Frampton, during which he announced his first New York area appearances since the release of his platinum-certified album, both Madison Square Garden appearances sold out within a day after tickets went on sale. A third show has since been added.

Airplanes And Stickers Used

The ad was also carried by approximately a dozen area publications in the following week, in addition to airplanes which trailed the message and number over shore areas and "Call Me" stickers which were distributed widely. However, no prior announcement was made of the shows, and the only direct way to learn about their occurrence, the dates, location and ticket outlets was to call the number in the ad.

According to Vince Mauro of Bandana Enterprises, Ltd. the management company headed by Frampton's manager Dee Anthony, the idea arose during a planning session with Frank Barsalona, head of Premier Talent. They wanted to announce the concerts in a "different" way. Finally, said Mauro, he came up with the idea of adapting the "dial-a-joke, dial-a-prayer idea." The phone company reported that there had been approximately 69,262 calls as of July 27 (it takes them several days to count the calls). As of press time, a Bandana spokesman said that the third show was "within hours of selling out."

Temptations Lead Motown Releases

LOS ANGELES — "The Temptations Do The Temptations," leads Motown's August album release. Other LPs include The Miracles' "The Power Of Music," Ronnie McNeir's "Love's Comin' Down," Tata Vega's "Full-Speed Ahead," and "Motown Disc-O-Tech #4." All August and September releases will be a part of "Motown Records' Parade of Champions" campaign including heavy consumer press, radio time-buys, dealer and ad-mats, and in-store displays.

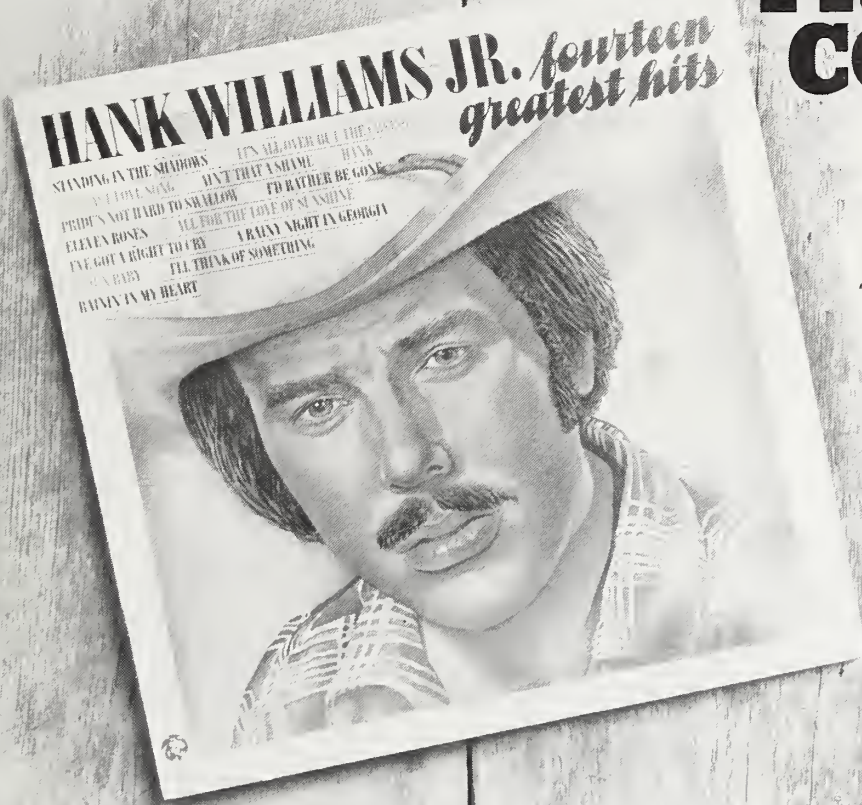
New CBS Label Signs Joan Baez

LOS ANGELES — Joan Baez has been signed by CBS Records' newly created and yet-to-be-named west coast label. Ms. Baez made her CBS records debut as a surprise guest artist at the closing night of CBS Records' convention at Los Angeles' Century Plaza Hotel.

Gary Wright Platinum

LOS ANGELES — Gary Wright's "Dream Weaver" album on Warner Brothers Records has been certified platinum.

THREE COUNTRY CLASSICS FROM THREE COUNTRY GIANTS



"HANK WILLIAMS, JR. FOURTEEN GREATEST HITS"
MG-1-5020

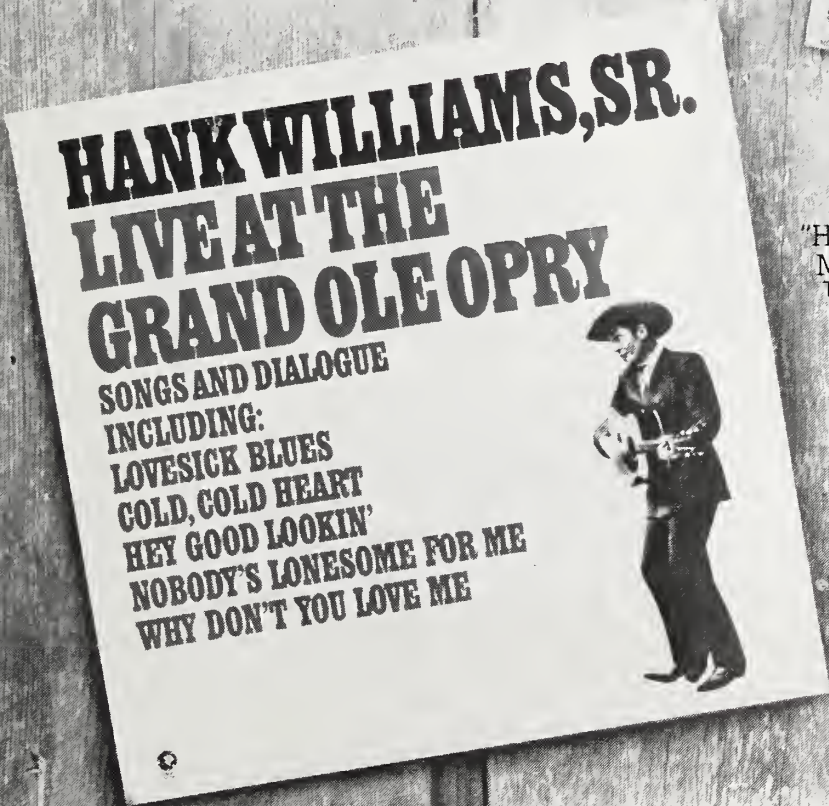
Here's a truly valuable collection of Hank Jr.'s 14 greatest hits—featuring "Rainin' In My Heart," "Hank," and "Rainy Night In Georgia."



"THE BEST OF MEL TILLIS AND THE STATESIDERS"

MG-1-5021

Mel Tillis has created an album containing 12 of his top hits, such as "Midnight Me And The Blues," "Best Way I Know How," and "Brand New Mister Me."



"HANK WILLIAMS, SR. LIVE AT THE GRAND OLE OPRY"
MG-1-5019

This history-making album presents never-before-released tapes of the legendary Hank Williams, Sr., singing live at the Grand Ole Opry. In addition to 13 of his country classics, this album contains conversations with such "Opry" greats as Red Foley and Minnie Pearl.

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FUTURE Warner-

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- 1 Rose Royce.** Performing on the soundtrack of the forthcoming movie "Car Wash."
- 2 Warner Bros. President and Chairman of the Board Ma Ostin** greets Whitfield Records President **Narman Whitfield** (left) and **Wolter Ainsworth**, Whitfield Records General Manager.
- 3 Undisputed Truth.** Hit-makers with a track record that includes "Smiling Faces," "Help Yourself" and "UFO's." Featuring vocalist **Taka Boom** in her recording debut.

4 Masterpiece...

5 Nytro... with **Norman Whitfield** and **Walter Ainsworth**

- 6 Whitfield Records staff;** from left, **William Whitfield**, Vice President; **Michoel Ann Lagan**, Administrative Assistant; **Clay McMurray**, Assistant A&R Director; **Narman Whitfield**; **Wolter Ainsworth**, General Manager; and **Tany Jones**, Artists Relations Director.

GOLD

Whitfield

investment for the Seventies...

First single release

"You + Me = Love" WHI 8231

The Undisputed Truth

Produced by Norman Whitfield



Taka Boom

Joe Harris

Calvin Stephenson

Tyrone Barkley



Manufactured and distributed by Warner Bros. Records

RCA Talent Showcases Belie Low Profile

by David Budge

SAN FRANCISCO — If the tenor of RCA's general business sessions was low-keyed and indicative of the company's inexorable march toward the best sales year in its 75 year history, its talent showcases were exercises in company spirit. The enthusiasm on the part of the label's field staff for the performers who paraded their talents was irrepressible. Whereas the seminars were addressed to nitty gritty operational and philosophical problems of day to day record company operation, the talent forums were unbridled romps that reinforced the consistently echoed theme of 'new artist development.'

New Talent

New artists were on parade, but they were not left to carry the talent banner alone. Waylon Jennings, a performer that has alternately been branded a renegade and a hero by the country & western establishments in Nashville, gave one of the most stirring performances of his career, exciting the RCA field staff to a rousing standing ovation which was followed by a mandatory encore. Chet Atkins, one of the deans of country music and an RCA mainstay for over two decades, looked on with what seemed to be considerable pride as Jennings delivered his professional, fast-paced show. Though accompanied by a supporting cast of fine musicians, Jennings stood out as an undeniable star. When his wife Jessi Colter joined him for a rendition of "Suspicious Minds," she was given a rousing ovation that combined respect with awe.

RCA Bows 30 LPs In August Release

SAN FRANCISCO — In an elaborate slide presentation emceed by a young actor in whiteface, RCA and its custom labels bowed a 30 album release ranging from classical to soul and from rock to country.

Product on RCA will include albums from Neil Sedaka (a repackaging of "Solitaire"), Noel Redding, Daryl Hall & John Oates' Arizona, The Brothers, Carol Townes and Fifth Avenue (a Sixth Avenue release), D.J. Rogers, Chocolate Milk, and Rhythm.

RCA's country & western contingent will be represented by LPs from Dolly Parton, Eddy Arnold, Jerry Reed and Dave & Sugar.

A Legendary Performer series will feature Perry Como, Henry Mancini, Russ Columbo, Mario Lanza and Enrico Caruso.

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While Jennings was busy representing the 'old guard' or established performers (though an argument could be made that he has only broken as a national star in the past year), the new talent wing was highlighted by a raft of artists whom RCA is counting heavily on to establish themselves as tomorrow's crop of superstars.

Coordination Pays Off

Thursday night's entertainment (29), which featured D.J. Rogers, The Tymes, Rhythm and comedian/MC David Banks, underscored RCA's commitment to the development of new talent. Rogers is a good case in point. A year ago, the journeyman singer was still working in relative anonymity though he had built a respectable following through a string of successful personal appearances. When RCA signed him, the label undertook the responsibility of marketing, merchandising and promoting Rogers to properly expose him to a mass market. The acceptance of his single "Say You Love Me" and the subsequent sales of his debut RCA LP are indications that RCA lived up to its commitment. Rogers' show Thursday night was added proof that a concerted effort pays dividends. With the poise of a champion who has worked long and hard to achieve his rewards, Rogers controlled the stage with what appeared to be total confidence. Certainly total confidence was radiated by RCA's key executives and field staff when the company undertook the task of breaking him, and Thursday's show seemed to bring these efforts together.

Breaking new acts involves the total coordination of artist, management, agency representation and, of course, the record company and that coordination again was evident, if indirectly, during the performances of The Tymes and Rhythm. RCA's Bob Harrington had commented informally Wednesday that "... you're only as good as your next record," and the

Tymes, veteran hitmakers of the sixties, seemed cognizant of that axiom. The group's show was well staged, professionally paced and geared to a wide audience. Rhythm also displayed a feel for multi-level performance and the undercurrent of coordination was ever-present throughout the evening.

Grand Finale

Friday evening's grand finale presented another side of RCA's roster of new talent. The previous evening had been geared to R&B potential, but Friday's show was

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Four Branches Get Awards

SAN FRANCISCO — At a special luncheon where Waylon Jennings performed, Mel Ilberman, John Rosica and Mario DeFilippo presented four RCA branches with awards for having the highest sales performance in the first six months this year. Awards went to the Dallas branch, for the month of January; San Francisco, for February and May; Denver, for March and April; and Minneapolis for June. Presentations were made to the branch managers and the entire sales staff of each branch.

RCA Custom Presentation: Aspirations and Achievements

SAN FRANCISCO — The RCA custom labels presentation was delivered via videotape to an attentive field force who witnessed a study in contrast. Almost all of the executives who spoke to the gathering approached the custom label situation from an A&R as well as a business perspective. Various executives spoke representing the customs and highlighted the achievements as well as the aspirations of each. Optimism pervaded each address. Dashes of humor as well as exhortations to the assembled troops to keep up the good work highlighted the speeches.

Represented at the presentation were Midland International (whose president, Bob Reno deferred to Mort Weiner); Toot Records, the B&B inaugurated label (Weiner spoke for the principals); Utopia Records (president Kevin Eggers addressed the crowd); Windsong Records (president Harold Thau spoke); Gryphon Productions' Norman Schwartz added some pertinent comments concerning Lena Horne's upcoming LP; Bob Thiele from Flying Dutchman addressed the gathering; Weiner spoke up for 6th Avenue

Records; and Soul Train Records principals Don Cornelius and Dick Griffey were present in person to close the session. Pablo's Norman Grantz was not present but was universally acknowledged by those in attendance as a major contributor to the success of the RCA custom label effort.

The session ended in an upbeat manner with RCA president Ken Glancy providing a little humor as well as serious congratulations to the custom labels for their continued success and past achievements. The product presentation followed the custom label show (see separate story).

RCA — 'Best Six Months, Ever'

starts in the field. I want to thank you for the support you've given my artists and my company." Weintraub added that at his first RCA convention he met John Denver; at his next convention, Denver had a number one record. And at this convention, he was coming off a number one record with Starland Vocal Band. In other Windsong news, he stated that the signings announcements of two artists — one new and one established — was imminent, as was "that album" by John Denver.

'Building Artists'

Citing the theme of the convention, building new artists, John Rosica, vice president of promotion, explained that "building new artists means using resource people and we have some for you here today." First was Bill Gavin, publisher of the Gavin Report, who noted that more new artists appeared in Gavin's top 100 of the year in 1974 and 1975, reversing a recent trend. In 1965, for example, 28 new artists appeared on hits top 100 of the year, 28 also in 1968, down to 23 in 1972, and down to a low of 16 in 1973. In 1974, however, 22 new artists appeared and in 1975 the number rose to 24.

Gavin cautioned that "the attitude that you as record company people have toward new artists is different from the attitude of radio. As far as radio programmers are concerned, whether the artist is new or established doesn't matter, as long as the record pleases the audience. But to you it's vital. Yet he felt that "you're having a lot more exposure of new artists than there used to be."

Also appearing on the panel was Janet Gavin, editor of the Gavin report, who handles the country section of the newsletter. She's noticed "a pickup on the introduction of new artists, and the artists have more longevity once they make it. There've been about 10 new artists a year all along; we had 21 new artists in 1975."

Keith Adams, program director of KDIA in San Francisco, explored some of the reasons why stations aren't interested in new talent. "You have to find out the needs

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Sales Seminar Focuses On Industry Problems, Solutions

by Gary Cohen

SAN FRANCISCO — In leading off the second day of meetings at the RCA convention here, RCA vice president of marketing Jack Kiernan re-emphasized RCA's commitment to breaking and establishing new artists, and noted that in the last year RCA

has been breaking artists at the rate of one every six weeks. "Next year when we meet," he declared, "I hope it is at the rate of one every three weeks." He went on to note that "we've grown in our ability to establish new artists," while he reflected on the familiar theme that "new acts are the lifeblood of the business."

In introducing the second panel of speakers, Mario DeFilippo, director of sales, wanted to "reflect on some of the points Ken Glancy made yesterday. We're on our way to having the best sales and profit year in our 75 year history. But none of these successes are possible without the help of those who market these products to the consumer."

This particular panel included representatives from the one stop, rack jobbing and retail sides of the business. In leading off his address, Brad Oseroff, head of Mobile One Stop in Pittsburgh, noted that "prior to the advent of the one stop concept, all customers bought their records from each individual distributor. At that time we had 7 independent distributors and 4 majors in Pittsburgh," noting that a retailer or jukebox operator had to visit all of the different distributors for his product. Hence the advent of the "one stop" distributor, who carried all of the different products from all of the different distributors.

Business is Antiquated

Oseroff's record buyer Harvey Campbell declared that "the record business is antiquated in its thoughts. It relies too much on radio and kowtows to radio." To applause from the audience, he exclaimed, "I think

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REGIONAL ALBUM ACTION

NORTH CENTRAL

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

1. JOHN TRAVOLTA
2. CARPENTERS
3. CHEECH & CHONG
4. SEALS & CROFTS
5. JACKSON 5
6. KEITH CARRADINE
7. STARBUCK
8. LEON REDBONE
9. TAVARES
10. ISAAC HAYES

MIDWEST

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

1. BLUE OYSTER CULT
2. GORDON LIGHTFOOT
3. ROXY MUSIC
4. MARSHALL TUCKER BAND
5. BOB SEGER
6. JOHN HANDY
7. BOB JAMES
8. B.B. KING/BOBBY BLAND
9. DWIGHT TWILLEY
10. WAYLON JENNINGS
11. RITCHIE FURAY
12. RUNAWAYS
13. POINT BLANK
14. LEON REDBONE
15. RICK DERRINGER

NORTHEAST

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

1. E.L.O.
2. CARLY SIMON
3. TAVARES
4. MANHATTANS
5. BOB JAMES
6. RITCHIE FAMILY
7. COMMODORES
8. VICKI SUE ROBINSON
9. TOOTS & THE MAYTALS
10. ROXY MUSIC
11. SOUTHSIDE JOHNNY
12. ANDY PRATT
13. ISAAC HAYES
14. NORMAN CONNORS
15. M.F.S.B.

WEST

(California, Seattle, Portland)

1. STARLAND VOCAL BAND
2. GORDON LIGHTFOOT
3. GRATEFUL DEAD
4. NORMAN CONNORS
5. RICHIE FURAY
6. B. B. KING/BOBBY BLAND
7. TAVARES
8. SPIRIT
9. AL JARREAU

NATIONAL BREAKOUTS

- | | | |
|-----------------------|-----------------|------------------|
| 1. ARETHA FRANKLIN | 5. HEART | 9. WILD CHERRY |
| 2. AVERAGE WHITE BAND | 6. LOU RAWLS | 10. JON ANDERSON |
| 3. ROD STEWART | 7. COMMODORES | 11. SPINNERS |
| 4. CROSBY/NASH | 8. ALICE COOPER | 12. DIANA ROSS |

BALTIMORE/WASHINGTON

1. COMMODORES
2. BOB JAMES
3. GEORGE BENSON
4. GRAHAM CENTRAL STATION
5. NORMAN CONNORS
6. MELBA MOORE
7. SOUTHSIDE JOHNNY
8. TRAMPPS
9. TAVARES
10. RITCHIE FAMILY
11. CRUSADERS
12. TOOTS & THE MAYTALS
13. STANLEY TURRENTINE
14. M.F.S.B.
15. BROTHER TO BROTHER

SOUTH CENTRAL

(Dallas, Houston, New Orleans, Little Rock)

1. MARSHALL TUCKER BAND
2. FIREFALL
3. STARLAND VOCAL BAND
4. ATLANTA RHYTHM SECTION
5. JOHNNY GUITAR WATSON
6. SOUTHSIDE JOHNNY
7. DWIGHT TWILLEY
8. ANDY PRATT
9. L.T.P.
10. CITY BOY

DENVER/PHOENIX

1. MARSHALL TUCKER BAND
2. WAYLON JENNINGS
3. JERRY JEFF WALKER
4. STARLAND VOCAL BAND
5. KEITH CARRADINE
6. RICHIE FURAY
7. P.F.M.
8. CHRIS HILLMAN
9. CITY BOY
10. KRIS KRISTOFFERSON

SOUTHEAST

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

1. STARLAND VOCAL BAND
2. MARSHALL TUCKER BAND
3. FIREFALL
4. GRAHAM CENTRAL STATION
5. GORDON LIGHTFOOT
6. CHEECH & CHONG
7. CARPENTERS
8. WAYLON JENNINGS
10. STARBUCK

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., Alwik/N.J., Ambar/Cincinnati, Angott/Detroit, Apex-Martin/N.J., Aravox/N.Y., Best Service/Boston, Bee Gee/Albany, Bovis Two/Providence, Brass Eer/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, Discomet/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, Hendlemen/Detroit, Hermony 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, Northern Records/Cleveland, Odyssey/Southwest, Peaches/Atlanta, Cleveland, Denver, Ft. Lauderdale, L.A., & St. Louis, Peter's/Boston, Prospect/Cleveland, Radio Doctors/Milwaukee, Rapid Sales/Madison, Record & Tape Collectors/Baltimore, Record Cove/Monterey, Record Dept. Merch./Memphis, Record Masters/Baltimore, Record Revolution/Cleveland, Record Shack/N.Y., & Atlanta, Record Theatre/Cleveland-Akron, Recordland/Midwest, Richman Bros./Phila., Rose/Chicago, Sam Goody/N.Y. & Phila., Schwartz Bros.-Harmony Huts/D.C., Sieberts/Little Rock, Shulman-Listening Booth/N.J.-Phila., Soul Shack/D.C., Sound Town/Dallas, Sound Unlimited/Chicago, Sound Warehouse/Houston-Dallas, Southern/Miami, Spec's/Miami, Stark-Camelot/Midwest, Strawberrys/Boston, Street-side/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.

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that radio owes the record industry a lot more than we're getting." He advised the industry that "you can sell as much product as you can expose."

Racks Do The Tonnage

Dan Heilicher, vice president of Heilicher Brothers and board chairman of NARM, took a look at "where the industry is, was and where it's going, and what we can do to improve it." He added that he was specifically speaking for the rack jobbers, who he said "are doing 60% of the record industry's volume, although the figure could be 10-15% either way," alluding to a **Cash Box** article quoting two key industry executives who said the rack jobber share of the business is down to only 40%. Nonetheless, he observed "the rack jobbers are where the manufacturer gets his tonnage. In the discount stores and department stores where the consumer shops, a record purchased there is an impulse item. It's out there and that's where the consumer picks it up."

Historically, rack jobbers came about for the same reasons as one stops. "You had 7 to 10 distributors calling on the shops, and department stores and discount stores did not have the ability to listen to 7-10 salesmen, and did not know what to buy. They had to find another source." Hence the rack jobber.

Racks will always have a place in the business; "there will always be that customer who shops at the department store and discount center who won't shop anywhere else. And the industry doesn't want that to disappear." Heilicher noted that the theme of the convention was breaking new artists, and that J.L. Marsh "was instrumental in breaking a number of new artists. And I contest the statement that rack jobbers don't break new records," yet he agreed that the industry "has lost too many records because some of the people didn't buy it or expose it, and that is a burden on us as well as you." He saw the future of the industry as "great, even though we're losing a little bit of the teeny bopper group to the

decline in birth rates." He concluded by warning that the industry "is going to have to fight for the leisure time dollar. We're fighting against cameras, sporting goods, clothing and liquor. Through our merchandising campaigns we hope to increase the business to the levels it should be."

The Superstores

Russ Solomon, who was credited by DeFilippo with inventing the "super store concept," politely declined the honor. "It wasn't my idea. It was Sam Goody's. It was a commitment on the part of a retailer to have every record available in stock, because somebody will want it eventually." Now, he added, "the superstore concept has grown to include Tom Heinman's Peaches operation, Sound Warehouses in Dallas and Houston and others."

Solomon, repeating sentiments he's expressed in the past, declared "in the late 50's and early 60's, a scourge appeared in the record business, namely the rack jobber. And since 1970, when the rack jobbers have dominated the business, there has

been no growth in the industry, except for inflation. The result? Thousands of locations carrying hundreds of titles, instead of the other way around. And as time went on, the manufacturers began cutting out more and more of their catalog."

Solomon's answer was to open superstores, "to pick up on an old concept. Give the people the music they want at the right place in an exciting store." He quoted some statistics from an average Tower store to make his point. "The average Tower store has between \$400,000-\$700,000 worth of records. San Francisco has 32,000 different titles in stock, 215,000 different LP and tape units. They have 6,000 oldie titles and a couple of hundred singles titles. The commitment is super."

Breakdown By Category

He also broke down the titles by category. "There are 3400 rack and r&b titles, 3300 modern jazz, 1400 traditional jazz and nostalgia, 1400 country, 1200 ethnic and folk and blues, 750 movies and shows"

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picks of the week

DERRINGER (Blue Sky/CBS ZS8 2765)

Let Me In (3:27) (Derringer/Screen Gems-Columbia/Summerhill Songs — BMI) (R. Derringer, C. Weil)

Some great rock lines in here, like "I had my taste of freedom and it tasted pretty bad." Derringer has abandoned any artifice he might once have had, and seems interested only in getting the point across. This cut works, and should be played on virtually every FM progressive outlet. Great guitar playing, as usual.

FIREFALL (Atlantic 3335)

You Are The Woman (2:42) (Stephen Stills — BMI) (R. Roberts)

This cut, when played on FM progressives, will strike deep into the listener's heart, because it is already getting play as an album cut. It's a terrific pop melody, and the Burrito-like harmonies are strikingly evident. The production is clear, the arrangement pleasing. Should get a lot of AM play as well.

JOHNNY AND EDGAR WINTER (Blue Sky/CBS ZS8 2764)

Let The Good Times Roll (3:14) (Travis/Atlantic Music — BMI) (L. Lee)

From the recent live LP, this is a powerful cut teaming the talents of the two unique brothers from Texas. The classic is done up in fine style, with a good chug-along rhythm. The two voices work well together, as do the guitars. Should pick up some fast FM and AM adds, in part because of the dynamic trades between guitar and sax.

ATTITUDES (Dark Horse/A&M DH-10011)

Sweet Summer Music (3:36) (Ganga Pub. B.V./Jungle City — ASCAP) (P. Stallworth, C. Higgins Jr., G. Bottigliar)

This new single kicks off to a great start, with a blues harmonica used for punctuation, a la Stevie Wonder. The vocal is polished and effective. The entire cut has got a chunky, full sound and should hit the airwaves with strength. This is perfect for R&B and pop outlets — it's got a refreshing feel to it.

BRYAN FERRY (Atlantic 45-3351)

Let's Stick Together (Let's Work Together) (2:58) (Frost — BMI) (Harrison)

"Style" has always been Bryan Ferry's middle name. Now on his own (apart from Roxy Music), he has turned in a high-fashion blues rock number. The beat is driving, and Ferry slips the lyric in with class. Should be an immediate add at all FM progressive outlets. People will listen because of Roxy Music, and they'll keep listening because of Bryan Ferry.

TYRONE DAVIS (Columbia 3-10388)

Give It Up (Turn It Loose) (3:25) (New York Times/Content/Little Bear's — BMI) (L. Graham)

Tyrone's smooth vocals are in full force on this single. The bass pushes the tune along, and everything flows. Listen closely to the harmonies on the chorus — they're really beautiful. The tune will be grabbed by every R&B programmer. The horns are almost used like backing voices, providing a certain pleasing emphasis.

NATURAL GAS (Private Stock 45, 100)

The Right Time (3:47) (Pepper Music — ASCAP) (M. Clarke)

Good rock and roll from Natural Gas. This group exhibits a lot of class and potential here, especially with the tight playing throughout. The piano pounds away, establishing a lot of the rhythm, and the vocals are full of energy. This is a natural add at FM stations, and could break through to the Top 40 side.

THE BECKIES (Sire/ABC SAA-726)

River Bayou (2:52) (Spricot/Doraflo — BMI) (M. Brown, G. Hogden)

The Beckies, with this first single, prove that they have the potential to be a powerful singles group. The hard rock foundation is slightly muted during the verses to let the full qualities of the vocals shine through. It's an attractive melody, falsetto is used well. The strings are by no means overdone; rather, they bring out the nuances of an intricate arrangement. For FM progressives.



MARSHALL TUCKER BAND (Capricorn/WB CPS 0258)

Long Hard Ride (2:49) (No Exit — BMI) (T. Caldwell)

A fine rock and country instrumental from the Marshall Tucker Band. It's got a wonderful melody, and the playing is professional — steel, fiddle, and guitar really get a chance to shine. This would be a natural add for FM progressives, and will get a large share of country play.

FLYING BURRITO BROTHERS (Columbia 3-10389)

Waitin' For Love To Begin (2:47) (Fox Box — BMI) (P. Kleinow, G. Guilbeau)

A nice country rocker here. The lyrics are poignant: "A bottle of brandy, and music we both understood." The pedal steel playing by co-writer Pete Kleinow is stellar. This should get some heavy country play, as well as FM progressive. Top 40 programmers should give it a listen — it's right on the mark.

JIMMY BUFFETT (ABC-12200)

Woman Goin' Crazy On Caroline Street (2:58) (ABC/Dunhill — ASCAP) (Red Pajamas — BMI) (J. Buffett, S. Goodman)

A story song in the best folk tradition, this has a good melody and a great lyric. The song is appropriate for both pop and country airplay. The instrumentation is excellent, and Buffett's voice is ultimately expressive. Should fine some immediate FM progressive spins. OK production.

BLACKMORE'S RAINBOW (Oyster/Polydor OY 701)

Starstruck (3:19) (Eule/Armchair — BMI) (R. Blackmore, R. Dio)

Blackmore has come up with an excellent single with his new cohorts. The genre, of course, is hard rock, but Blackmore and the band put a lot into it. The guitar fills are fluid, and there's a couple of catchy chord progressions in the bridge. FM programmers will want to pick up on this.

FINGERTIPS (MCA 40545)

Shelter Me (3:08) (Colgems — ASCAP) (D. Paul, D. McKellar)

This is a nice disco track. The vocals, however, are real good, and this might get some pop airplay. The harmonies and the phrasing are just as important as the rhythm. It's got an OK, upbeat lyric that is an additional hook. Look for this one to break in the dance-clubs and then move over to radio.

SPIN (Ariola America P-7632)

Grasshopper (3:20) (U.S. Arabella — BMI) (Jansen, Vennik)

This is good progressive music, in the style of a few fusion jazz groups like L.A. Express. The horns are polished, and there's a little disco thrown in. This instrumental should get a lot of FM play, maybe even on some jazz outlets. Spin is an accomplished group from the sound of this cut. There are some excellent solos.

ESTHER SATTERFIELD (A&M 1848)

Chase The Clouds Away (3:20) (Gates — BMI) (C. Mangione)

Satterfield has a wonderful jazz voice, just like another instrument in a good band. She takes this Mangione song and makes it her own, providing the listener with new insights into the possible uses of melody. Nice interplay with the electric bass. Should be programmed on jazz outlets. FM progressive p.d.'s should give this a listen.

CHICAGO (Columbia 3-10390)

If You Leave Me Now (3:53) (Big Elk/Polish Prince — ASCAP) (P. Cetera)

This is an excellent ballad, and a smart follow-up to the reggae tinged "Another Rainy Day In New York City." Instrumentally, this is lushly colored, and the vocals have obviously been carefully constructed. The whole thing flows, especially the guitar solo (acoustic). Should find a quick home on all FM progressive outlets, and will cross to the AM waves in short order.

OLIVIA NEWTON-JOHN (MCA 40600)

Don't Stop Believin' (3:24) (John Farrar — BMI) (J. Farrar)

This is an up-tempo cut that has a great shot at the higher reaches of the pop charts. Olivia's vocal, as always, has a great deal of presence, and mixes well with the full orchestral backing. The chorus is infectious, particularly the harmonies involved. The tune should hit pop radio outlets across the board.

ERIC CARMEN (Arista AS 0200)

Sunrise (3:29) (C.A.M. — U.S.A.) (E. Carmen)

The third single from the successful "Eric Carmen" LP, we think this one is really going to break big. There's a beautiful introduction, with horns and everything, and then the music breaks into some serious rock 'n' roll. Carmen's voice is in top form, and he makes the melody soar. Should be a big pop charter very soon.

GRAND FUNK RAILROAD (MCA-40590)

Can You Do It (2:46) (Jobete/Stone Agate — ASCAP/BMI) (R. Street, T. Gordy)

This has the kind of straight ahead rock rhythms of, say, "We're An American Band." The production is slick, though, and shows off the best aspects of GFR — hard-edged vocals and a certain rhythmic spirit. Frank Zappa supervised this recording, and there's a great piano part that lends credence to the entire cut. Should get some fast adds at pop AM stations.

THE BAR-KAYS (Mercury 462)

Shake Your Rump To The Funk (3:28) (Barkay — BMI) (L. Dodson, J. Alexander, M. Beard, W. Stewart, L. Smith, C. Allen, H. Henderson, F. Thompson)

The Bar-Kays have delivered a terrific funk tune — you can dance to it, and the music can stand on its own. The production values are obviously high, the horns have been charted to build the tension of the tune. The bass line is consistently inventive, and the vocals, particularly on the bridge, are certainly attractive. A must for R&B programming.

MARK LINDSAY (Greedy G-106-AS)

Sing Your Own Song (2:30) (Anheuser — ASCAP) (P. Botkin, Jr., M. Lindsay)

Mark Lindsay, when he was with Paul Revere and The Raiders, was good at making up nifty little pop tunes that stayed in your head. Well, he's still doing it. This has a bicentennial flavor to it, and a really strong chorus. Should get some AM pop adds with no trouble.

LIVERPOOL EXPRESS (Atco 45-7058)

You Are My Love (3:16) (WB Music Corp. — ASCAP) (Craig, Kinsley)

A haunting keyboard introduction builds this song, laying a good foundation. The vocal is handled in the higher registers, and has some compelling qualities. The first single from a new group, this is certainly an auspicious beginning. The lyric is intelligent, and this should get more than a few spins on FM progressive radio.

KIDD MOON (Blue Unicorn KI-003)

Steal Away (3:55) (Blue Unicorn — BMI) (D. Marchesi)

A joyous little rocker, with a lot of charm. Kidd Moon sings well, although the vocals are a little lost in a mix dominated by the rhythm tracks. The overall effect is good, particularly in the chorus. Pop programmers should check this one out. There's a great break where the rhythm shifts and makes you pay attention.

PEABO BRYSON (Bullet BT-01)

Underground Music (3:23) (Web IV — BMI) (P. Bryson)

This song has an almost hypnotic rhythm. This will break big in the R&B markets, for the vocal is really down and dirty. Peabo Bryson packs a wallop in this tune, really belts it out. But his phrasing is always careful, and he does some interesting things with counterpoint. Pop and disco outlets will play this heavy.

CRYSTAL IMAGE (IX Chains NCS 7020)

Gonna Have A Good Time (2:45) (Diamond In The Rough/Brent — BMI) (W. Lester, R. Brown)

A decent disco cut. Its best aspects are the vocals, which are heavily textured. The rhythm tracks, if a trifle overbearing, are artfully constructed. This would be a good add for R&B programmers; the cut establishes a groove and sticks to it.

THE TREMELOES (DJM/Amherst DJUS 1016)

September, November, December (3:16) (Dick James — BMI) (A. Blakley, L. Hawkins)

An uptempo love ballad that is centered around acoustic guitars, this tune has a good pop arrangement that should bring it to virtually every pop market. The melody, particularly in the chorus, is catchy, and the backing vocals, with professional harmonies, are an added bonus. The horn fills are a little gratuitous, but have a nice sound all the same. Pop and MOR.

STILLS-YOUNG BAND



(RPS 1365)

"LONG MAY YOU RUN"/"12-8 BLUES"

the first single from the first album by the
STILLS-YOUNG BAND
"LONG MAY YOU RUN"

(MS 2253)

On Warner/Reprise Records & Tapes.

Henry Gross Don Harrison Band

BOTTOM LINE, NYC — Having proven himself a Top 40 contender with the melodic "Shannon," Henry Gross has emerged on stage as a performer who does not fear to cross from the smooth, slick plains of pop music to the rougher terrain of rock's distorted amplification. Gross' high vocal range has a rare presence, but his safer notes and guitar playing have a solidity that blends with the classy sound of his touring ensemble. "Juke Box Song" from his first album kicked off a set including "Dixie Spider Man," during which Gross accomplished the singular feat of sliding into the high part when the group harmonized the chorus. On acoustical guitar, he performed a cover of Lindisfarne's "Meet Me On The Corner" before arriving upon the inevitable "Shannon," which worked very well in a small room, considering the cathedral ambience of the Cashman and West-produced studio version on Lifesong Records. "Southern Band" and "One More Tomorrow" took the band into some heavy rock jamming, and while Gross and his guitarist complemented each other with some fancy licks, the instrumental seg-

ments might have been shortened for better overall timing. The group was called back for one well-deserved encore, and Gross' personable and relaxed onstage manner was augmented this evening by his obvious enthusiasm at headlining in his hometown.

The Don Harrison Band pairs its leader's gutsy voice with the rhythm section that propelled Creedence Clearwater Revival: drummer Doug Clifford and bassist Stu Cook. With uncluttered instrumentation and soulful, low pitched vocals, the group reminded one observer of an American record, playing a type of blues-rock that works best in a live setting, where concentrated energy pulls the players and the pulse close together. The set included "Rock 'n' Roll Records," the latest single from their first album on Atlantic, as well as one standout number with a memorable chorus tag, "Who I Really Am." Commenting on the room's stifling atmosphere, Harrison made Bottom Line history with the quote, "I feel like a french fry in here."

p.d.

Vicki Carr Chuck Woolery

MILL RUN, CHICAGO — Her loyal following of Chicago fans turned out in full force for the Vicki Carr concert at the Mill Run Theatre to warmly and affectionately enjoy her performance. There was the added enhancement of a very personable, entertaining singer-composer (and TV game show host) named Chuck Woolery, whose attributes as a warmup act were exceeded only by his own personal talent.

Vicki Carr's repertoire was dominated by a very ample helping of ballads, which she delivers with much drama and much feeling. "It's Impossible," in Spanish lyrics, was beautifully done. She belted out the likes of "Can't Take My Eyes Off Of You," "I Can't Stop Loving You" and similar material and then brought tears to the eyes with "It Must Be Him" and "Pen In Hand." Her noted Spanish language songs, which weave a sometimes sad, sometimes happy love story, were an expected and warmly

received part of her performance. In closing she did an outstanding vocal tribute to Frank Sinatra, very effectively lending the Vicki Carr style to an assortment of tunes closely associated with him through the years.

Chuck Woolery has a great deal going for him — good looks, an exuberance which has an immediate impact on an audience, and a vocal flexibility which runs the gamut from country to pop to blues (with enough range for an aria, if the occasion called for it). He is a familiar figure to daytime television viewers as host of the NBC-TV show "Wheel Of Fortune" and, in the musical world, has gained recognition as a composer and singer of country origins. On stage he works with a guitar and a stool but most importantly with a personal charm which captivates an audience. He performs from the catalogs of Manilow, Gates, Kristofferson, Woolery, et al. His set was brief but memorable.

c.c.

Benny Carter

MICHAEL'S PUB, NYC — As a prolific Hollywood composer and a recent director of Maria Muldaur's big band sound, Benny Carter hasn't found the time to play a simple New York jazz gig in years. This appearance therefore stands as an unusual event, and the players accompanying Carter were more than equal to the occasion. Milt Hinton's bass is an inexhaustible fountain of energy, combining sharp-edged rhythms with an uncanny sense of harmonic resolution. Ray Bryant is a masterful keyboardist, putting the piano's entire range through thematic inventions, and Grady Tate's versatility at the drums did not prevent him from making the right rhythmic choices every time.

Carter's alto playing shows the composer's melodic insight, with the control of phrasing, speed and dynamics of an accomplished improviser who is always thinking a few moves ahead. The set included originals, many of which can be heard on the first jazz record date he has done in ten years, "The King" on Pablo, as well as standard numbers including "All The Things You Are," "I Can't Get Started With You," with Tate leaving the drum kit for a vocal rendition of "Body And Soul." For all the delicacy of tone he displays on sax, Carter's embouchure is elastic enough to allow him to play a fine trumpet.

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Dr. Hook Pousette-Dart Band

ROXY, L.A. — The first thing I noticed as I approached the Roxy to attend the Dr. Hook show was that two pickets were parading up and down Sunset Blvd. in front of the club carrying signs saying "Unfair to Sylvia's mother," and "Ray did it to me (or was it Dennis?)." When I got to my seat, there was someone in a gorilla suit sitting a few rows away. That pretty much set the tone for the entire evening.

The group's stage act is based on their slightly risqué zaniness. Indeed, some of their antics and song titles can't be printed here. Dr. Hook is best known for musical insanities such as "Cover Of The 'Rolling Stone,'" "Freaker's Ball" and "Sylvia's Mother," and most of their material has come from the feverishly fertile mind of Shel Silverstein. Recently, however, the band seems to be moving into a much mellower vein with the material on their new Capitol album, such as Sam Cooke's "Only 16," and the Silverstein/Dennis Locorriere composition "A Couple More Years." The group's onstage lunacy, while hilariously entertaining and enjoyable, probably distracts many listeners from the excellent musical ability of the group. Ray Sawyer and Dennis Locorriere have a special way with tender ballads, shown off to best advantage on "The Soup Stone." While not

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devoted to proving that the musical kingdom that John Denver pioneered and developed is still wide open and capable of supporting popular new groups that straddle the line of pop/rock/MOR. In fact, the emphasis on coordination was realistically highlighted by the headliners, Windsong Records' Starland Vocal Band. The group, discovered by Denver and managed by Jerry Weintraub and Management III, has come from obscurity to a smash number one record and top selling album through the coordination of efforts on the part of label, management, agency and the group itself. The selection of Starland Vocal Band to headline the show was quite apropos, for they, perhaps as much as any other act, represent the quintessence of cooperation.

Though she didn't perform at the convention, Tatoo Records' Becky Hobbs was in town at the Savoy Club and large numbers of the RCA force turned out to see the young lady who is the beneficiary of a fairly intense campaign aimed at breaking her. She appeared to be aware of the extra attention focused on her and responded with self assurance and charm. She certainly seemed to win over the Savoy audience and gave indication that she is about to happen.

Free Beer and Rosie played to the same kind of appreciative audience that greeted Jennings and displayed enough polished talent to give the RCA field staff reason to be optimistic about their future. And the future is the primary area of concentration as far as RCA is concerned. The past 75 years have been good ones for RCA, but as far as the company is concerned, the next 75 will be even better. Just ask the artists who performed at the convention. They intend to become as successful as any that have gone before them.

Mahoney, Wasserman Form PR Firm

LOS ANGELES — Jim Mahoney & Associates, a 17-year-old entertainment industry public relations firm, will be known as Mahoney/Wasserman & Associates, Inc., effective August 2.

Wasserman is a 13-year veteran of the Mahoney agency and has been its executive vice president for the past decade.

The new company will open new offices in Beverly Hills at 9885 Charleville Blvd.

New York headquarters for Mahoney/Wasserman & Associates remains at 510 Madison Avenue.

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1650 pop and easy listening vocals. In classical there are 11,000 first line classics, 2400 operas and opera highlights and 3000 budget classics, for 15,000 total classics. And there are 5000 cassette titles and 6500 8 track titles. The cassette business," he added "is coming on like mad and almost equals the 8 track business." Realistically, though, he does not expect every store to be able to maintain that type of inventory.

In addition to the superstore, the recent business is seeing more and more full line retail stores like Licorice Pizza, Record Factory and Eucalyptus. These stores are serious, freestanding, carefully located stores. They carry 3000-7000 titles, \$35,000-\$50,000, maybe even \$75,000 in inventory. And they can use most of the advertising and promotional methods of the superstores. Solomon emphatically stated that the two types of stores can co-exist and grow together, provided the little store doesn't open up next to the superstore." With their growth, "the 70's and 80's will eclipse the plastic growth of the 60's and the rack jobber."

Solomon added there were perhaps 50 million potential buyers now, with 75 million possible in a few years. He pinpointed a number of things the industry was doing wrong: 1) record prices are too high. 2) "Our industry suffers from content-itis," noting that an informal study (possibly inaccurate) of his stock found that 32,000 titles represent only 10% of all the LPs ever issued. He suggested the industry "leave everything in their catalog for a long time." 3) Urged consideration of the small hoe, punch out single. 4) Suggested continuation of the long version disco singles, and 5) urged manufacturers to supply managers and clerks with more promo copies and tickets to artist performances.

More Media Coverage

In entertaining questions from the audience, Dan Heilicher astutely noted that

Captain and Tennille Show Readied To Air

LOS ANGELES — Location filming began last week on "The Captain and Tennille Show" at Valley College, Griffith Park, the Zoo, Burbank Airport, and the Hanson Valley Dam. The show which stars A&M artists Captain and Tennille will debut over ABC-TV September 20.

the book business receives a great deal of media coverage, both in print and on TV shows like Today. "We're supplying the media with lots of dollars in advertising. Yet there isn't a week that goes by that Today doesn't have 1, 2 or 3 writers on discussing their latest book. The only time our artists make the news is when something is wrong, when they're arrested on lewd conduct or drug charges. We need more positive news coverage of the industry."

RCA Bows 16 LPS fr 16

An RCA custom label, Utopia Records, will bow LPs from Albert King, The Buckeye Politicians and Kevin Westlake.

Carol Douglas will represent Midland International's August contribution while The Deadly Nightshade is the Phantom Records sole release for the month.

RCA's classic Red Seal Label offers LPs by Eugene Ormandy, Leopold Stokowski, Jean-Pierre Rampal (2 different LPs) and the Guarneri Quartet.

Fall Preview

Other albums mentioned at the presentations included releases featuring Toscanini, Vladimir Horowitz, Maurice Andre, Julian Bream and a treatment of the classic "Lost Horizon," all on Red Seal.

Bluebird Records' Phil Woods will have a new LP out in the fall and Lonnie Liston Smith will be one of two artists Flying Dutchman will release at that time.

RCA will spotlight comedian David Banks, Ralph Graham and Vicki Sue Robinson this fall as well as Chet Atkins, Rob Galbraith, Tennessee Pullerbyne and Waylon Jennings.

In addition, Lena Horne will bow a new disc, Cleo Laine and Ray Charles will team to record "Porgy & Bess" and Hali & Oates' discovery, Ruth Copeland, will make her RCA debut.

Rounding out the presentation were previews of product by Clifton Schenier on Utopia, Buster Rhio Kawasaki, David Cassidy, Juice Newton and Aztec Two-Step.

At the conclusion of the presentation, copies of the new John Denver Windsong album, "Spirit," were distributed to everyone in attendance. Obviously, the new product stimulated the enthusiasm of the entire field force, with the Denver LP the highpoint of the afternoon.

“The hottest ticket of the season”

“Our first date sold out within hours and we still have enough requests for two or three additional days.”
—Meadowbrook Festival, Rochester, Michigan

“Fans waited overnight to purchase tickets for an added day and did so in two hours!”
—Ravinia Festival, Chicago

“Barry Manilow is the hottest ticket of the season.”
—Universal Amphitheatre, Los Angeles



**BARRY
MANILOW**

1ST month of a 6 month tour:

July 31 Robin Hood Dell Festival Fairmount Park, Pennsylvania	Sold Out	August 13, 14, 15 Universal Amphitheatre Los Angeles, California	Sold Out
August 1 Merriweather Post Pavilion Columbia, Maryland	Sold Out	August 18 Concord Pavilion Concord, California	
August 5 Blossom Music Festival Cuyahoga Falls, Ohio	Sold Out	August 20, 21, 22, 23 Masonic Auditorium Toledo, Ohio	Sold Out
August 6 Ravinia Festival Chicago, Illinois	Sold Out	August 25 Meadowbrook Festival Rochester, Michigan	Sold Out
August 7 Mississippi River Festival Edwardsville, Illinois		August 26 Hulman Center—Indiana State Univ. Terre Haute, Indiana	
August 9 Ravinia Festival Chicago, Illinois	Sold Out	August 27 Meadowbrook Festival Rochester, Michigan	Sold Out
August 11 Red Rocks Amphitheatre Denver, Colorado		August 29 Saratoga Performing Arts Center Saratoga Springs, New York	

Personal Management:
Miles J. Lourie
250 West 57th Street
New York, N.Y. 10019

Booking:
Dick Fox
The William Morris Agency
1350 Avenue of the Americas
New York, N.Y. 10019

Public Relations:
Richard Gersh Associates
200 West 57th Street
New York, N.Y. 10019

waiting for Barry

North Shore teenagers began gathering at Chicago's Ravinia Festival the night before tickets went on sale for Barry Manilow's concert.



Reprinted courtesy of the Chicago Tribune

Execs On The Move fr 12

Cleveland.

MCA Names New Sales Managers — Four men have been appointed sales manager in the MCA offices in Dallas, St. Louis, Chicago and Miami. Rod Tremblay has been named sales manager of the Dallas office. He began with MCA in 1971 as a salesman in Hartford. John Burns will become sales manager in St. Louis, along with Jerry Statler and Larry Glaser who will accept sales manager positions in the Chicago and Miami offices respectively. All new appointments are effective immediately.

Chrysalis Expands Production Department — Mick Borthick has been appointed production manager of Chrysalis Records. Borthick had been at ABC Records, serving as assistant production manager the past five years. In his new post, Borthick will be responsible for all areas of production.

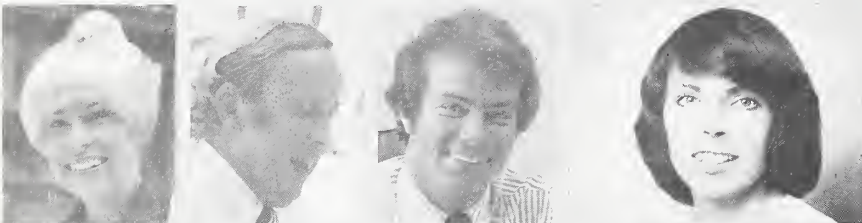
ABC Publishing Appoints Mevis — Blake Mevis has been appointed assistant professional manager to Dianne Petty, manager of the Nashville office at ABC Records' music publishing division. Mevis previously headed the publishing operation of an advertising agency's jingle company, where he wrote and produced the agency's commercials.

James Named National Promo Vice President for Desert Moon — Maye Hampton James has been appointed as vice president of national promotion for Desert Moon Records. Maye comes to Desert Moon after a six-year stint as director of national promotion for Scepter Records.

Joe Shamwell Joins Malaco — Joe Shamwell has been appointed professional manager of Malaco Music (BMI) and Chatawa Music (ASCAP), the publishing arms of Malaco Records. He will be responsible for producing Natural High, and will supervise and coordinate the flow and direction of material composed by Malaco writers both within the company and with outside producers.

William Morris Names Smiley in Nashville — Dolores Smiley has joined the Nashville office of William Morris Agency, after eight years as vice president and general manager of Top Billing, Inc. She is this year's president of the Nashville Association of Talent Directors.

McClenaghan New Schuik Radio VP — William McClenaghan has been named vice president of Shulke Radio Productions Ltd., a radio syndication company. He was formerly vice president and general manager of Arbitron Radio.



McShane

Woodman

Travis

Flashman

Levy Exits UA — Allen Levy, director of publicity for United Artists Records, has announced that he has exited the company after two and one half years with United Artists. Further information can be obtained at (213) 464-0416.

Ray Anderson Leaves UA — Ray Anderson, vice president promotion for United Artists Records, has announced that he has left the company effective Friday, July 23. Regarding his departure, Anderson said, "My relationship with UA was very rewarding. After a great vacation, I'll announce my plans."

GRT Appoints Three Divisional Vice Presidents — Biruta McShane has been appointed vice president, marketing services, Jack Woodman, vice president, sales, and David Travis, vice president and general manager, custom products of the GRT Music Tapes Corporation.

Music Management Int'l. Formed — Paul Smith and Bill McPherson have re-teamed to form Music Management International, new talent booking agency which is being geared to serve a selected small roster.

Pacesetter Promotes Flashman — Cathy Podruch Flashman has been named assistant to the president of Annuncionics, Inc., manufacturers of the Pacesetter Electronic Cruise Control.



ABC PUBLISHING SIGNS STECKLEIN — Jay Morgenstern, president of ABC Records' music publishing division, has signed Val Stecklein to an exclusive long-term songwriter's contract. Stecklein, who was once contracted to ABC as a recording artist, has had songs recorded by Glen Campbell, Bobby Goldsboro, Brian Highland, The Vogues, Ronnie Dove and Pat Boone. Shown above (l to r) are Morgenstern, Stecklein and Jerry Rubinstein, chairman of the board of ABC Records.

Narm Study fr 10

women did, 57.7% to 51.4%, but both figures were consistent with the total average. Only those aged 30-34 registered less than a 50% positive rate (46.2%), with the others ranging from 55.6% (35-39) to a whopping 87.5% (40-45). By family income, those groups indicating a less than 50% affirmative response were \$10,000-\$14,999 (43.0%) and \$25,000 or more (41.4%). Respondents who completed high school also did not tend to compare prices (46.8% do).

The Impulse Factor

Record and tape buying is certainly not an impulse function. Seventy-seven point five percent of those surveyed responded that what to buy is a decision made before entering a store. Females were even more emphatic, with an 80.0% response. Only the figure for the 30-34 age group dipped as low as 68.4%, and the rate climbed as high

Copyright Bill fr 9

the neighborhood of \$47 to \$100 million, will result from an increase in the mechanical royalty. This royalty, which record companies pay to composers and music publishers to use their songs, was set at 2¢ per tune in 1909. It has remained 2¢ during the 67 years since.

Bowing to publishers' arguments of inflation and increased record company profits, despite counter-arguments that publishers' income has doubled in the past 10 years, the subcommittee raised the 2¢ rate to 2½¢ per song. This ups the current 20¢ average per each 10-cut album to 27.5¢ and may be reflected in higher consumer prices.

Compromise

Since the Senate raised mechanicals only to 2½¢, a compromise must be worked out in House-Senate conference once the House passes the bill. Differences in cable TV and public TV provisions will also have to be worked out in conference.

The cable, jukebox, and mechanical royalties spelled out in the statute will be up for review by the Copyright Royalty Commission in 1980. The permanent three-member Commission will review, and revise, rates every five years for cable, and every ten years for both mechanical royalties and the \$8 jukebox fee. The com-

as 87.5% for the 40-45 age group and 88.9% for the 35-39 group. For single respondents the number soared to 93.3%.

Once in the store, 41.2% said they do buy a record or tape on the spur of the moment, though. This is more nearly the case with men (44.4%) than women (37.1%). By age, the number exceeds 44% only with those aged 35-39 (55.6%). Oddly enough, those with an income less than \$9,999 were more likely to buy something impulsively (50.0%) by a 3½:1 margin over those with an income of more than \$25,000 (14.3%). Single people indicated at a 53.3% rate that they would buy something in this manner, which was at a 17% greater rate than that indicated for married respondents.

The most important vehicle for reaching potential customers is radio, according to the survey. Approximately 70% gave this answer as the primary advertising tool. This is 13% higher than radio's influence on buyers of all music categories. The group most influenced by radio consists of men (71.1%) who are married, aged 35-39, with a family income of over \$25,000.

Slightly more than 21% indicated that they relied on other people to find out about new releases. Television accounted for 11.3%; newspapers for 8.7%; magazines for 7.5%; concerts for 3.8% (respondents were permitted to give multiple answers). It is interesting to note that radio elicited more than six times the number of responses that television did: first, because the 11.3% is 39% below the impact of television on buyers of all types of music; second, because these same people who participated in the survey spend more time, statistically, watching television (20 hours per week) than they do listening to radio (19 hours per week).

Buying Habits Five Years Ago

Those surveyed indicated that they were buying slightly less or the same amount now as compared to five years ago. Only 42.2% of the men and 40.0% of the women indicated that they are buying more. No age group registered more than 44.2% in the affirmative; that group was aged 25-29.

Statistics for the survey were compiled from responses only from people who indicated that they preferred pop/contemporary music above all other categories. NARM will release studies concerning other distinct categories as part of a continuing series examining the adult market (aged 25-45). An examination of the country music buyer, released from NARM, was reported in a previous issue of **Cash Box**, dated July 10.

mission's decisions on rates, as well as its apportionment of royalties, can be challenged in the U.S. Court of Appeals.

Since public TV rates won't be set until 1978, their review was moved up to 1982 and every five years thereafter. The first mechanical royalty review after 1980 will be in 1987 and every ten years thereafter.

First Offense

Federal criminal penalties for pirates who make unauthorized duplications of sound recordings will remain the same under the House bill: one year in prison maximum for the first offense, two years maximum for subsequent offenses; and \$25,000 maximum fine for the first offense, and \$50,000 maximum for subsequent offenses. The Senate raised the penalties, but Justice Department success with the lesser penalties inspired the House subcommittee to retain present federal law.

One new source of income that didn't make it into this year's copyright bill was the performance royalty. Recognizing the fact that record companies' and musicians' contributions on a record are unique, this royalty would provide them with their own royalty fee. In other words, if musicians and record companies make a song a hit, they would be rewarded by more royalties as well as more sales. Currently there is no performance royalty.

Performance Royalties

continued on pg. 24

MUSIC, MUSIC — Helen Reddy — Capitol ST 11547 — Producer: Joe Wissert — List: 6.98

Helen Reddy has proven her versatility time and again — this album serves as solid reinforcement of the fact. Reddy can be smooth and direct, as is witnessed on "Music Is My Life," or downright sultry with a tune like "Gladiola." Her distinctive vocals are dramatically highlighted on this outing by a strong backup unit that features some of the industry's best sidemen and some very tasty arranging by Nick DeCaro. Her country-flavored rendition of Harriet Schock's "Mama" is bound to be a favorite cut. Programmers of the pop and contemporary MOR markets will reach for this one time and time again — retailers, display it proudly!



THIS ONE'S FOR YOU — Barry Manilow — Arista 4090 — Producers: Ron Dante, Barry Manilow — List: 6.98

Every time you think Barry Manilow has reached his highest possible level, he bounces right back with a collection of hits like "This One's For You" and leaves you thinking that there just might be no end to the man's potential as a hitmaker. In this offering, Manilow lays out a melody or two that are destined to become as big as "Mandy" and "I Write The Songs." Just take a listen to "Weekend In New England" and "Looks Like We Made It." The tunes on this LP will make waves in several markets, as will Manilow's style — AM and MOR programmers take note of "This One's For You."



THE BIRTH OF A LEGEND — Bob Marley & The Wailers — Calla CAS 1240 — Producer: C.S. Dodd — List: 7.98

A few years ago a new musical form hit the States with the force of a hurricane — it sported infectious rhythms, melodic instrumental tracks and joyous collective vocals — we called it bluebeat, rocksteady and, finally, reggae. As reggae music became more prevalent in this country, leaders in this unique musical genre began to emerge and at the top of the list was Bob Marley & The Wailers. This two-record set is a collector's item — it represents the earliest recorded work of Marley's Wailers at a time when Peter Tosh, now a solo artist, was still accompanying the group. The sounds are crude, but delightful in their blatant honesty. A great sales item, this collection is a godsend to programmers interested in the reggae beat.



A BANQUET IN BLUES — John Mayall — ABC ADBP 958 — Producer: John Mayall — List: 6.98

This LP marks a new direction for legendary bluesman John Mayall. Its roots are well grounded in the funk and jazz idioms featuring a wide variety of players that includes Jon Mark, Johnny Almond and John McVie. Mayall's production work on this outing deserves an honorable mention — it's very clean and tasty. Mayall's vocals and those of his background singers augur well with the precise instrumentation in a collection of tunes that will intrigue the FM progressive and jazz markets while the album also has a chance at the pop market. "You Can't Put Me Down" is a nice cut that well represents the confident feel of the entire effort.



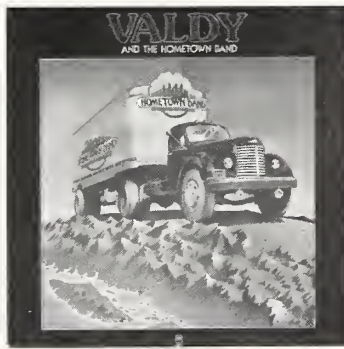
LEWIS FUREY: THE HUMOURS OF — Lewis Furey — A&M SP 4594 — Producer: Roy Thomas Baker — List: 6.98

Lewis Furey is an artist whose off-the-wall approach to life, love and poetry reveals the same raw cynicism-turned-art form popularized by such notable eccentrics as John Cale and Steve Harley. The production work is devastatingly clean, the arrangements wisely simple — the songs a strange sort of commentary. Though this album will probably receive a considerable amount of attention in the progressive FM quarter, it may be wise for AM programmers to read the note on the cover that warns them to use discretion in determining airplay suitability.



VALDY AND THE HOMETOWN BAND — Valdy — A&M SP 4592 — Producer: Claire Lawrence — List: 6.98

Valdy displays an uncanny understanding of the Canadian folk idiom that goes far deeper than simply fine musicianship. With some songs bearing a Lightfoot feel (witness "Me And Martin Growing Old") and others a progressive country stance ("Old Home Place"), Valdy is bound to appeal to a wide-ranging audience that will blanket the AM, FM and progressive C&W markets equally. "Weather'd Hands" is one of our favorites and "Yes I Can (Anyway You Want Me)" is also worthy of a close listen.



BEST OF B.T.O. (SO FAR) — Bachman-Turner Overdrive — Mercury SRM 1-1101 — Producer: Randy Bachman — List: 6.98

A strong collection of rockers from the boys from the north country. This LP will be a great marketing device. It features eye-catching graphics that emphasize the well-known B.T.O. logo and a collection of tunes that have already become standards. B.T.O.'s hits "Let It Ride," "Takin' Care Of Business," "Hey You" and "You Ain't Seen Nothing Yet" take leading spots on the bill and as the title wisely suggests, there's going to be a lot more of the same coming in the future. AM and FM programmers alike will find this to be a useful reference copy.



THE GIST OF GEMINI — Gino Vannelli — A&M AP 4596 — Producers: Gino Vannelli, Joe Vannelli — List: 6.98

A fine contribution to an already impressive list of musical offerings, "The Gist Of Gemini" explores more of the creative genius of Gino Vannelli via lyrical and vocal brilliance. Teaming up with his brother Joe on production, Vannelli has created a clean and sparkling gem that will be well received on the FM progressive airwaves. Several tunes bear a subtle beauty that will make them welcome additions to MOR playlists as well. Not to be left out, the pop programmer might show some interest in the rhythmic sophistication of "Fly Into This Night," a gorgeous selection.



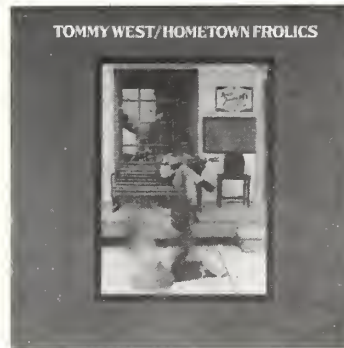
GET UP OFFA THAT THING — James Brown — Polydor PD 1-6071 — Producer: James Brown — List: 6.98

The godfather of soul is back! This record is definitely a departure for J.B. — he slips into a tasty disco bag with no problem at all, it feels like he's been doing it since day one. His radio active single "Get Up Offa That Thing" has left no doubt in anyone's mind that James Brown is still capable of cookin'. R&B listeners will shake to this one and pop programmers would be well-advised to give it a shot. Listen close — we want ya to check out "I Refuse To Lose."



TEXAS ROCK FOR COUNTRY ROLLERS — Sir Doug & The Texas Tornados — Producer: Huey P. Meaux — List: 6.98

It's been awhile since we've heard from Doug Sahm — and though The Texas Tornados aren't quite as pop-oriented as was the Sir Douglas Quintet, Doug's new group definitely shows potential for that market. The album will also be a favorite in the progressive country market. Pop programmers will enjoy the laid-back feel of "I'm Missing You" and the chunka-chunka rhythm of "Floatway," while country favorites might well be the tasty "I Love The Way You Love (The Way I Love You)" and The Tornados' cover of the somewhat dusty hit "Wolverton Mountain."



HOMETOWN FROLICS — Tommy West — Lifesong LS 6003 — Producers: Terry Cashman, Tommy West — List: 6.98

A warm and simple initial solo offering from Tommy West, an artist who has established himself as a fine singer-songwriter while a part of the Cashman/West team. "Hometown Frolics" represents Tommy West's early influences while performing with leading country artists on the early forties radio program of the same name. The feel is soft and mellow, yet the tunes bear an unmistakable intensity that makes them more than just songs — they're emotional statements. The AM and progressive country markets will share the joy of programming many melodies from this LP.



LOVE IS A FIRE — Country Joe McDonald — Fantasy F-9511 — Producer: Jim Stern — List: 6.98

Country Joe has a voice that's immediately distinguishable and a knack for writing tunes that you can't help but fall in love with. The melodies are simple, the spotlight is definitely on Country Joe's vocals. The arrangements are clean and uncluttered, but everything is there — there're no holes. This offering will be warmly welcomed by the Country Joe fans that are scattered throughout the AM, FM and progressive country markets. "It Won't Burn" and "In Love Naturally" stand out as prime examples of the toe-tappin' feel that this LP generates.

Copyright Bill fr 22

While rejecting an amendment to provide such a royalty, the House subcommittee did adopt a provision requiring the Register of Copyrights to report to Congress on performance royalties by January 3, 1978.

The least controversial, yet most far-reaching measure of the bill, will be the extension of the term of copyright ownership to life-plus-fifty-years. The copyright term now in effect is two 28-year periods, and all but 15% of copyrights lapse after the first

term. Life-plus-fifty means that works will be under copyright for a much longer time. The copyright office estimates an average of 75 years.

The copyright term extension brings the U.S. in line with international copyright standards. With passage of the copyright revision bill, the U.S. has a good chance of belonging to the Berne Copyright Convention, and joining over 100 other nations in its copyright protections.

Major Work Done

All these provisions are tentative, however, and could be changed by the full

House Judiciary Committee, on the House floor, or by the House-Senate Conference Committee. But the Judiciary subcommittee has finished the major work, and it is unlikely that anyone will tamper much with the complicated revision bill.

Some participants wonder if the bill may again die this Congress, since both the House and the Senate must pass a bill before it is sent to the President for signature. One Washington music industry spokesman was pessimistic. "The House is moving slower than anticipated, and what with recesses, campaigning, and the

November election, it might not make it." However, both subcommittee chairman Kastenmeier and full judiciary chairman Rodino (D-N.J.) seem determined to push the bill through this session. Said one observer, "They swear up and down they will make it."

NYC Price War fr 7

mer, Esther Satterfield, The Richie Family, Parliament, and Van McCoy advertised at that price, Jimmy's offered (in the July 29 edition of the Daily News) a "Super Special" of any three \$6.98 LP's in stock for \$10.

It's Spreading

The dilemma doesn't seem to be exclusive to the New York metropolitan area, either. "It's up in Syracuse and Rochester," Levy confirmed. "And I've just received reports that retailers in Buffalo are selling records for \$2.99. Even in Philadelphia we're facing competition on the pricing level from places like Record Museum and Wee Three. Its not just from Korvettes." So far, Korvettes has not altered its pricing structure in Philadelphia, choosing to maintain the recently established \$3.97 sale price that was apparent in its ads appearing in Baltimore, Chicago, Detroit, and Washington, D.C. this week.

However, how long this situation will remain constant is anyone's guess. **Cash Box** reported in its July 17 edition that the New York "price war" was spreading to Philadelphia; Levy thinks it's there already. "There's a similar situation (to New York) in Philadelphia, which is why our prices have remained the same in both markets through this recent development."

The future is not bright for record retailers either. It is expected that this week's lower-than-wholesale prices at Korvettes will not be the chain's last such venture. And Levy has hinted that the \$3.99 price at Goody stores may drop even lower. "Next week's advertising will contain some interesting items," he suggested.

Interestingly enough, Disc-O-Mat, another of the retail operations cited as a major cause for the "Price war," has not advertised in major New York daily newspapers for several weeks. The three-store chain has been blamed by numerous retailers, including Korvettes and Goody, for a reduction in record traffic at their midtown outlets due to Disc-O-Mat's existing locations at 38th Street on the west side of Manhattan and 58th Street on the east side. Recently, Disc-O-Mat sold its downtown outlet, leaving the operation with two stores.

RCA's 'Best 6 Mos.' fr 16

of each station," he argued. "The tightness of playlists is one of the problems record companies are going to have to look at. How you begin a new artist is a problem." He added that at KDIA they were experimenting with on-air artist interviews conducted by a psychologist on the station's staff. They were also beginning to get more involved with album cuts. Adams stated that "90% of what we play is singles, but 10% is LP cuts. Albums outsell singles by a ratio of 10-20 to one. We're trying to reflect the massive unit sale of LPs and reflect the older audience demographic."

Comments from the audience explored the value of secondary markets, record company promotion, and the difficulties some stations around the country are having holding on to the younger audiences when they try to gain an older audience. It was noted that younger listeners do not seem to mind hearing the same 15 or 20 records played over and over again every hour and a half. While this was detrimental to the record industry, it was what the radio station was successful with and was able to sell to its advertisers. Radio stations have their own selling job, too, in having to sell advertisers contracts for time buys on their radio stations," added Adams. And sometimes the needs of the radio station and record company do not coincide.

Has Video Revolution Really Come Of Age? fr 10

cassette can then be produced for a myriad of uses."

Elaborating on the potential of this color video tape, Landry commented, "This type of presentation can be instrumental in familiarizing the record company's regional distributors and promotion staff with the artists that they are representing. Such a tape can also eliminate time-consuming steps in the booking of concert dates. "The booking agents," Landry explained, "can also put together much more effective concerts by lining up acts with compatible shows, both aurally and visually."

Landry continued in pointing out the uses of the video cassette in the development of a successful artist, "Video cassettes are an excellent means of advance tour publicity — via preview showings to key radio and retail personnel, and they eliminate much traveling to showcase an act or introduce the act to key radio programmers."

Putting It All On A Disk

All of these applications of video seem to lead to the next logical step in the progression of the development of video technology — the video-disc.

The video-disc, which is also referred to technically as "video software," is a concept which intrigues the record industry. However, at this time only two major companies are working toward consumer applications of the video-disc — MCA and RCA.

MCA Disco-Vision, Inc., a subsidiary of MCA, has developed a video-disc which can be played on a turntable that utilizes a laser beam rather than a conventional stylus. The turntable, or "hardware," will be marketed worldwide by Magnavox, a division of Phillips, through an agreement made with MCA (See **Cash Box**, Jan. 31, 1976).

David Lipton, head of public relations for MCA Disco-Vision, reported that MCA has no present plans to market any music-related product on the video-disc. Said Lipton, "Our research shows that the most effective application of the video-disc at the present is in feature films. Therefore, we intend to test market the product aimed at that market initially — which will be by the end of next year."

Lipton cited enormous logistical problems as the main obstacle in the way of musical development. "To begin with, companies wishing to market musical artists on video-discs will have to re-negotiate all of their contracts, and this alone will take an incredible amount of time."

Along with the use of feature films, MCA Disco-Vision has plans to market children's shows and "how-to" programs for everything from golf to cooking. "Yes, I can see the video-disc playing a very important role in the music industry," speculated Lipton, "but that's a way off down the road and I think the applications of the video-disc in the music industry are only limited by the imaginations of the record companies themselves — they're the ones who are going to have to decide whether or not certain products are commercially viable."

MCA, RCA See Eye-To-Eye

A spokesman for RCA told **CB** that they too are going to concentrate their initial video-disc efforts on the production of feature films. The source commented that educational and "how-to" shows were also on the top of their list of priorities, noting that any musical applications are still speculative. The RCA effort is also scheduled for test marketing on a consumer level sometime over a year from now.

Both companies said that the legal problems of royalties and copyright infringement are nil, as the projected usage will be via a direct tie-in to home TV sets, thereby making the video techniques subject to the same regulations as television. Piracy was also termed a "nonexistent problem" by both companies, as the reproduction and pressing equipment would be prohibitively expensive to the potential pirate. However, this is not the case with the present video-cassette. It is presently very simple to produce duplicates of the video-cassettes and several major manufacturers of the video hardware are presently experimenting with methods of scrambling the information on the tape so an attempted duplication without the appropriate decoder would prove fruitless.

Although it appears as though it's going to be quite awhile before we're able to slap a video-disc of Elton John on our home sets, certain applications of video which involve both music and visuals have been investigated. The film, "Jonathan Livingston Seagull," which was scored by Neil Diamond, was done entirely from viewings of video cassettes while Diamond toyed with musical ideas and tailored them to fit the various sequences.

Also in the film arena, a full-length feature film, "Norman, Is That You?," was recently filmed entirely on video equipment and then transferred to film for distribution. This method of filming consolidates several steps in the conventional filming process and therefore keeps production costs down.

Video Discos — Seeing Is Believing

With the increasing interest in disco type entertainment in this country, another avenue for video application is revealed. There are presently somewhere in the neighborhood of 1,000 discos in the country that are wired for video with many others in the process. Discos are not primarily interested in static films of artists performing their material, as this would encourage the audience to simply sit and watch the video show. Rather, the tapings are generally comprised of one or more video techniques which include cartoon animation, computer

animation, light shows (which, unlike the "color organ" types, have a virtually unlimited combination of color shades and patterns), documentary footage (the artist doing something other than performing) and footage of the artist performing his material.

Several companies are presently in business supplying the discos with hardware. The companies install the video hardware, which is leased by the disco who then obtains video cassettes on a subscription basis.

Some of the companies presently manufacturing and distributing the video equipment aren't quite as pleased with the growing market for their equipment in the discos. The president of one such company suggested that many of the disco clients are picking up the hardware and producing their own tape cassettes, which are of a very low quality. "This is merely a poor way for video to earn a reputation for credibility," he commented. He also called many of the disco clients "fly-by-nights" and said that they frequently order the equipment installed and go bankrupt before it can be paid for.

Video As A Technological Advancement — Commercially

Larry Silverman, president of Digital Lighting Company, referred to the incorporation of video into the music industry as a "technological advancement that's basically aimed at commercial applications at this time." Silverman said that he feels that such advancement, when attempted on a consumer level, often paradoxically fails due to the incredible demand for the item that's generated once it has been successfully introduced. Citing the recent introduction of quadraphonic music systems as an example, he elaborated, "The reason quad didn't last was because the demand that was generated by its immediate introduction on the consumer level just couldn't be met by manufacturers who weren't set up for this type of mass production. Consequently, while the industry tried to catch up to the demand, the public lost interest. That doesn't mean that quad wasn't a commercially viable innovation, it just means that it was marketed in the wrong way." Returning his thoughts to video, Silverman added, "Since video is starting out as a commercial innovation, the demand won't be as great initially and by the time it goes consumer, plenty of commercial outlets will have been established to handle the demand — this will eliminate the problem of consumer supply."

Just The Tip Of The Iceberg

In relating the significance of the developments in video to the music industry, one source told **CB**, "We're barely seeing the tip of the iceberg — in a couple of years we'll be able to delineate the tip that we're now trying to make out in a dense fog. In five years we may be able to determine just how big this iceberg really is!"

To what degree the implementation of video techniques will affect the recording industry remains to be seen — and as the old axiom says, "One picture is worth a thousand words!"

Next week **CB** will explore video and the world market in the International section.

Congratulations
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and the
SEX-O-LETTES
featuring
Sir Monti Rock III
on your newest hit
"DANCIN' KID"
★★★★★★★★★★★★★★★★★★★★
JOYCE AGENCY
435 E. 79th St., N.Y., N.Y. (212) 988-3371

NIGHTS ARE FOREVER — England Dan & John Ford Coley — Big Tree BT 89517 — Producer: Kyle Lehning — List: 6.98

A pleasant offering of smooth movers that leans in the direction of a Seals & Crofts feel. Clean instrumentation and finely-honed string arrangements perfectly complement the vocals of England Dan and John Ford Coley. Several cuts will make their mark on the FM market, particularly the Eagles-flavored "Westward Wind." The entire album is well thought out with respect to the pop market; all of the tunes are short and sweet — well suited for AM play and they'll surely grace those airwaves.



CROSS WORDS — Larry Hosford — Shelter SRL 52003 — Producers: Dino Airali, Larry Hosford — List: 6.98

Larry Hosford is bound to join the swelling ranks of C&W artists who are finding eager audiences in the pop market. This collection of straightforward tunes presents a pleasantly palatable introduction to this talented singer-songwriter, who is joined on this outing by such heavies as George Harrison and Tom Scott. Hosford's "jes' folks" stance is uncomplicated and believable — the kind of music you can kick back and unwind to. "Direct Me" and "Nobody Remembers The Losers" are choice cuts.



SHAKE SOME ACTION — Flamin' Groovies — Sire/ABC SASD 7521 — Producer: Dave Edmunds — List: 6.98

The Flamin' Groovies have been around for some time, taking their individualized brand of music from San Francisco to England — which is where you'll find them now. With many groups presently drawing heavily on the music of the early sixties, it's no surprise that a group has surfaced that does with the British pop sound what Sha Na Na did with fifties rock 'n' roll. The Groovies have the look, the sound and the material to flawlessly recreate the excitement that reigned in the earliest days of the British invasion. Pop programmers will delight at the thought of spinnin' this disk and we wouldn't be surprised if the FM programmers have some fun with it as well — the entire album is well done!



LIFE GOES ON — Faith, Hope & Charity — RCA APL 1-1821 — Producer: Van McCoy — List: 6.98

A slick offering from Faith, Hope & Charity that represents a fine blending of funky soul and disco. F.H&C always show off a finely-honed vocal expertise, but this time they have outdone themselves. All of the elements are here: great arrangements by Van McCoy that feature his velvety touch with a string section, a forceful rhythm section and pure lead and backup vocals. The R&B market will flip for this one and the chances of it hitting the pop airwaves are also quite good. Give a listen to "Gradually" and "Positive Thinking."



BEGINNING OF THE END — Beginning Of The End — Alston 4403 — Producer: Teddy Randazzo — List: 6.98

Tight funk is what Beginning Of The End is all about. Judging by the super-tight horns, funky percussion and upfront R&B vocals, we'd say that this group should have been called Beginning Of The Beginning, 'cause they're going nowhere but up! The overall instrumental quality is good, but the solos really cook. This offering will be heartily accepted in the R&B market and the reception in the pop market should also be a very warm one. "Super Woman" and "Jamaica" are outstanding examples of this group's no-holds-barred approach to the big brass sound.



IF I WERE BRITANNIA I'D WAIVE THE RULES — Budgie — A&M SP 4593 — Producers: Budgie — List: 6.98

A tasty combination of straight-ahead R&R and progressive rock, Budgie has come up with an offering that will please devotees of both of those musical forms. Lead vocals soar high atop a lofty mountain of clean trio instrumentals. We have no doubt that Budgie will be receiving much well-deserved attention in the FM progressive market while pop programmers may pick up on the possibilities of "Quacktors And Bureaucats."



POINTS WEST — Dick Clark is finally getting his own star on Hollywood's Walk of Fame, adjacent to the corner entrance of Home Savings and Loan Association on the northeast corner of Sunset & Vine. Dedication ceremony will be conducted Wednesday, Aug. 4 at 11:30 a.m. . . . Money magazine enhanced its July issue story, "The Economics of Being Single," with a full-color photo of the lovely MCA visage **Joan Bullard**. . . Shields & Yarnell, a mime duo spotlighted on **Mac Davis'** recent TV series have been signed as regulars on **Sonny & Cher**. Of course, that's not record news, but apparently the two sing as well, as **Lambert & Potter** are at least one record interest who have met with the team about a possible recording. . . **Stan Findelle** has resigned his position as advisor to **Sound Promotions** of Santa Monica.

SUMMER VACATION DEPT.: **John Oates** is going to school, studying piano and music writing. Oates, a fast learner, just wrote a song for the next **Peter Fonda** movie, "Outlaw Blues" . . . Meanwhile, partner **Darryl Hall** is producing **Ruth Copeland** and **Steven Dee** (both RCA artists) before skipping town on an "archaeological expedition" of some undisclosed sort . . . **Chappell Music** is releasing a comprehensive 88-page **Janis Joplin** songbook featuring songs and photographs spanning the career of the artist. Soft cover, \$6.95 retail . . . **Almo Music** has negotiated a deal for the use of the **Paul Williams/Roger Nichols** composition "Let Me Be The One" by ABC-TV. Tune will be changed to "Let Us Be The One," to be used as the flagship theme for the ABC fall season promotion. Spots have already begun and will continue through the fall season . . . **Barbara Gosa** of **The Management Company** (a division of **Steve Binder Productions**) has announced the completion of the first live **Tim Weisberg LP** recorded at the **Troubadour** in L.A. "Live At Last!" will be released through **A&M** this month.

Dolenz, Jones, Boyce & Hart have also recorded a live "in-concert" LP during their tour of the Orient. Performance taped at Tokyo's Yobin Chokin Hall . . . **Jimmy Dean** will follow up his Mother's Day smash, "I.O.U.," with a single called "Angel With An Apron." Dean will visit L.A. early in September to tape a TV commercial for **Capitol Records' Firestone Christmas Album** on which he is to be featured. While in town the sausage mogul will also do a "Dinah!" show on **CBS**. . . **Mark Lindsay**, lead singer of **Paul Revere and the Raiders**, is attempting a comeback with "Sing Your Own Song," a solo effort via **Greedy Records**.

REEL TO REEL: **Ken Mansfield** (producer) and **Barry Rudolph** (engineer) are in **Sound Labs** for **Laguna Productions' Robb Strandlund LP** to be released via **Polydor**. . . Also, a few names through **Village Recorder:** **The Band**, **Neil Diamond**, **Ta Ta Vega**, **Average White Band**, **Eddie Harris**, **Donovan**, **Olivia Newton-John**, **Eric Clapton**, **Arit Mardin** and **Robbie Robertson** (all on separate projects) . . . Finally, **Angel** is back on the touring track after being put out of commission when their equipment was stolen. The **Casablanca** group had parked their truck in front of a St. Louis hotel where they were staying and during the night bandits hijacked the vehicle along with some \$60,000 worth of electronic goods. Tour manager **Bill Schreck** went on **KMOX-TV** news to ask viewers for help and shortly thereafter the truck re-appeared, cargo intact. Two suspects have been arrested.

stephen fuchs

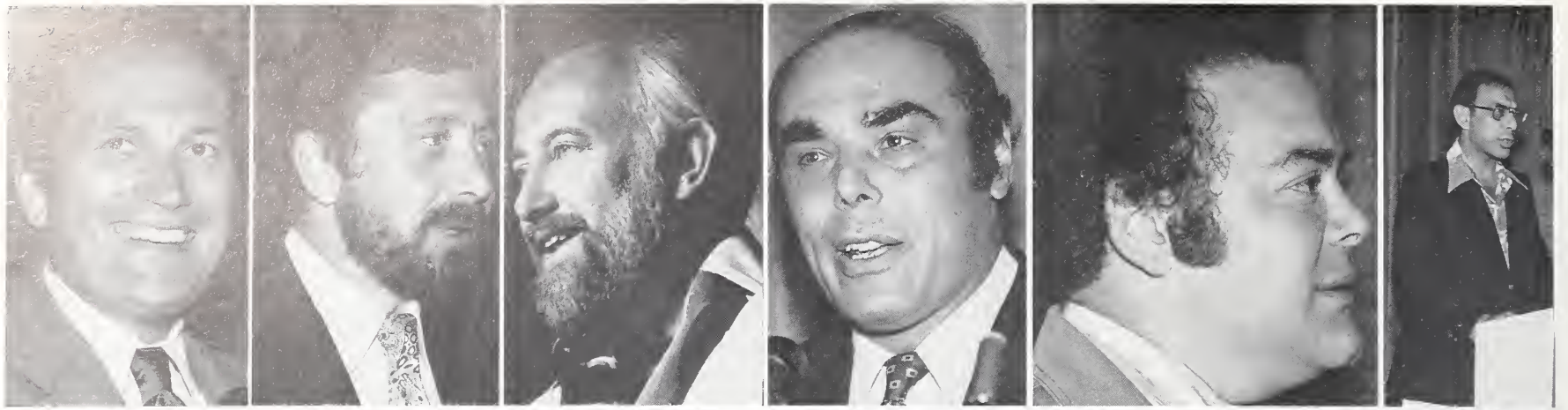
EAST COASTINGS — John Lennon is finally safe at home, here in New York, that is, after fighting four and one-half years of court battles to establish permanent residence in the United States. The turning point in that legal dispute came last October, when the deportation order resultant from Lennon's 1968 British conviction for possession of marijuana was overturned. At that time, the Court of Appeals saw Lennon's long struggle as a "testimony to his faith in the American dream." The hearing for final permanent resident status included a list of celebrated character witnesses, including **Gloria Swanson**, who testified to Lennon's importance in the lives of American youth, and **Norman Mailer**, who called the former Beatle "one of the great artists of the western world." As to why he was so dead-set upon residing in the states, Lennon said the U.S.A. is the modern-day center of culture: "This is where the action is."

CRIMESTOPPERS' TEXTBOOK — One of America's most famous hard-line law and order comic strips, **Dick Tracy**, has begun fighting evil and corruption in the record industry. The singing group is the **Gallstones**, a scrubbed, crew-cutted trio of collegiates that far surpasses the conservatism of any examples of today's moral resurgence (we don't think **Dick Tracy** recognizes that the **Lettermen** haven't had many hit singles lately). Their pirating, exploitive manager is a pony-tailed sharpie named **Bolo**, and the undercover **Tracy** affects tousled hair and a scruffy beard. Tune in next week . . . **Gene Palma**, the slick-haired street drummer who appears in the film "Taxi Driver," was playing out on the sidewalk opposite to **Cash Box's** New York offices last week, as he has many times this summer. Checking his collection box for coins deposited while he was executing a grand finale in the style of **Gene Krupa**, Palma found an envelope, the contents of which tuned out to be five crisp twenty dollar bills in a wrapper . . . Those who remember at the **Melody Maker** say that **Peter Frampton's** recent trouser-tearing incident in Connecticut was a repetition of a similar embarrassing moment that occurred on U.K. national television when he was a member of the **Herd**. . . Meanwhile, **Rick Derringer** wore his old "good-luck pants" on stage in Chicago, not at all troubled that they offered more than ample ventilation in the rear . . . The producers of "The Night That Made America Famous," a Broadway show featuring **Harry Chapin** which closed after running only a few weeks, may be called upon to return nearly \$400,000 in investments, due to failure to comply with laws regarding transferral of shares under New York State law.

ON THE SOAP-BOX — "Reissues are a rip-off," exclaimed master alto saxophonist **Phil Woods** who is currently represented on repackages of albums he recorded on several labels, some in his late teens and early twenties. Woods explained that record companies rarely make the efforts to pay reissue royalties voluntarily, and that the legal expenses involved in collecting the normally small sums make the pursuit financially futile. Woods, currently signed to **RCA Records** through **Gryphon Productions**, said he did not feel that the proliferation of reissued material hindered sales of his current product.

HAPPENINGS — Last week saw **Skitch Henderson** leading the "Million Dollar Chorus" recording a love song to New York City, "Mad About You Manhattan." Aside from people who could make their living singing, including **Polly Bergen**, **Linda Hopkins** and **Robert Merrill**, the chorus includes **Jimmy Breslin**, **Osborn Elliot** (editor of **Newsweek**), **Bess Myerson**, **Otto Preminger** and **Gloria Steinem**. . . **Twiggy's** first album due in August . . . **Deep Purple** has finally published formal statements of the band's dissolution, with **John Lord** and **Ian Paice** staying together to form a new group . . . The next concert for the 100,000 seat **JFK Stadium** in Philadelphia will feature **Jefferson Starship**, **Robin Trower** and **The Band**. . . **The Ellen Kole Alliance**, a contemporary rock band with female vocalist and lead guitarist **Ellen Kole** front and center, appeared at Max's Kansas City last week with a number of record company brass on the scene to evaluate . . . **The Sound Suite**, a new Westlake-designed studio owned and operated by two ex-Motown engineers, opened in Detroit last week . . . **The Bay City Rollers** have set their first American tour to coincide with the release of their next Arista album, "Dedication." The tour begins in Toronto August 11 and ends in Atlanta September 3, hitting Chicago, Philadelphia and other major markets.

cash box



The CBS Records convention held at the Century Plaza Hotel July 20-25 was as much a celebration as it was an opportunity for the CBS Records group field force and executives to meet and discuss topics of importance to the company. Pictured above, **first row**, are the key executives whose speeches highlighted the proceedings. Pictured (l to r) are Arthur Taylor, president, CBS; Walter Yetnikoff, president, CBS Records group, Bruce Lundvall, president, CBS Records; Dick Asher, president, CBS International, Ron Alexenburg, senior vice president, Epic and associated labels; and Larry Harris, vice president and general manager, new CBS label. Other highlights from the festivities included artists and awards. Pictured **second row** (first photo, l to r) are: Carmella Scaggs, Bruce Lundvall, Boz Scaggs, Irving Azoff (Scagg's manager) and Joe Wissert (Scagg's producer); (second photo, l to r) are Bobby Ocean, KHJ air personality; Bruce Lundvall; Rosie Guevero, KHJ music director, and Johnnie Taylor, accepting award for achieving #1 position on KHJ for "Disco Lady"; (third photo, l to r) are Don Ellis, national vice president of A&R, Columbia Records, John and Esme Hammond, Walter Yetnikoff and Bruce Lundvall following John Hammond film presentation tribute. **Third row**, (first photo, l to r) accepting Ted Nugent gold records are: Tom Werman, producer, Jim Charne, product manager, Lou Fudderman, executive producer, and Jim Tyrell, vice president marketing, Epic and associated labels, Ted Nugent, Epic artist, Ron Alexenburg, and band members Derek St. Holmes, Cliff Davis, Rob Grange and John Nugent, (second photo, l to r) are Charlie Rich and son Allan Rich, Epic and Columbia recording artists, as Charlie accepted diamond record (in excess of 2 million albums sold; (third photo, l to r) are Aerosmith, Leber & Krebs, and Boston branch accepting gold record on behalf of their work on Aerosmith. **Fourth row** (first photo, l to r) are Ron Alexenburg, Jim Tyrell, Stan Snyder, vice president, national accounts marketing CBS Records, Neil Hartley, winner of the first annual Milt Goldstein memorial award as salesman of the year who works out of the Los Angeles branch, Walter Yetnikoff, Paul Smith, vice president marketing, branch distribution; (second row, l to r) are Bruce Lundvall, Don Van Corp, regional director, midwest region, award winner, Al Gurewitz, regional promotion marketing manager of the year, Epic and associated labels, Jim Jeffries, director national promotion, Epic and associated labels, Ron Alexenburg; (third photo, l to r) are Don Van Corp, Bruce Lundvall, Richard Mack, director national promotion special markets, Russell Timmons, special markets regional promotion marketing manager of the year (southwest region); Ron Alexenburg and Jim Tyrell. **Bottom row** (first photo, l to r) are Bruce Lundvall, and Arthur Taylor; (second photo, l to r) are Bob Sherwood, Columbia Records director of national promotion; Bob Feinagle, Columbia Records local promotion manager of the year (Cincinnati); Julie Godsey, Epic and associated labels, local promotion manager of the year (Cincinnati); Bruce Lundvall; Richard Mack, director of national promotion, CBS Records special markets; Eddie Sims, special markets local R&B promotion manager of the year, CBS Records (Los Angeles); Ron Alexenburg, and Jim Jeffries; (third photo, l to r) is Frank Mooney, L.A. branch manager, CBS Records accepting award for distributor of the year.

Certainly the jazz success story of 1976 is George Benson. His initial Warner Brothers LP "Breezin'" continues at the top of the **Cash Box** jazz chart while his most recent CTI effort "Good King Bad" moves up to number four. The beauty of **Benson** is that all this acclaim has not gone to his head. He is still the basic warm guy who burned up the world with **Jack McDuff's** group in the middle 60's. And he hasn't forgotten his compadres either. When **Grant Green** made his first Eastern appearance in several years at Newark's Key Club, **Benson** was there to renew acquaintances. Considering his amazing sales streak, could it be possible that reissues from Verve, A&M or Prestige might appear?

Speaking of reissues Roulette is continuing to march with their Echoes Of An Era series which will soon have new additions by **Jackie McLean**, **Randy Weston**, **John Handy** and others. **Betty Carter's** first album under her Roulette pact will ship September fifteen. Her own trio will provide the backing.

New LPs from **Jan Garbarek** and **Pat Metheny** in the current ECM release via Polydor. Also from Polydor are the Verve reissues which have an interesting recurring motif in the art covers. The complete mural is shown on the back of each LP while an excerpt makes up the cover for each album.

Bob Koester's Delmark label out of Chicago promises the first LPs from the United masters in the fall. Kicking off the series will be sets from **Tab Smith**, **Paul Bascomb**, and **Chris Woods**.

Muse will release five LPs late this month

headlined by **Pat Martino** and **Sonny Criss**. Also appearing will be the latest from pianist **Joe Bonner**, vocalist **Eddie Jefferson** and keyboard stylist **Cedar Walton**.

Jazz has rarely been well captured on film but if **Bruce Ricker** has anything to say about it all that may change quickly. **Cash Box** had the opportunity to see some footage from **Ricker's** unfinished film on Kansas City jazz. Among the featured performers are **Count Basie** and his Orchestra, **Jay McShann** with big band and small group and the great bluesman, **Big Joe Turner**. While the style for the full color film will be documentary, the relaxed atmosphere allows the musicians to be loose and natural. The music is dynamite also and **Ricker** has already sold some **Joe Turner** soundtrack material to **Norman Granz**.

One of the most interesting LPs of recent vintage is Sandcastle 1030 "New Orleans Jazz Brunch." The music is by the **Alvin Alcorn Trio** and is very nice indeed, but the kicker is the inclusion of some fabulous N.O. recipes inside the double-fold jacket. It seems that the Alcorn trio is regularly featured at the jazz brunch at Commanders Palace and the LP serves to promote some fine music and also the fine cuisine at the restaurant.

The Smithsonian Institute will issue retrospective sets on **Duke Ellington** and **Dizzy Gillespie** this fall. The **Ellington** is 1938 vintage while the **Gillespie** set will focus on **Dizzy** away from **Charlie Parker**. Also in the works from Smithsonian is a multi-record **Fletcher Henderson** package.

TOP 40 JAZZ ALBUMS

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

Jazz Album Picks

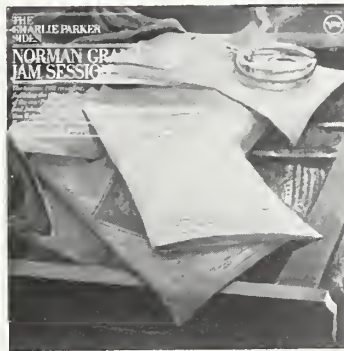
DEE GEE DAYS — Dizzy Gillespie — Savoy/Arista SJL 2209 — List: 7.98

John Birks Gillespie founded the Dee Gee label with Dave Usher in 1951, and until the company's masters were picked by Savoy some years later, he was able to exercise a degree of creative control previously unrealized working with other companies, during a time when bebop was often exploited for its commercial potential alone. This double set includes vocal blues, some early examples of Dizzy's experimentation with Afro-Cuban motifs, and some exciting all-out blowing featuring the likes of tenorman Budd Johnson, Art Blakey at the drums, Milt Jackson on vibes, and John Coltrane, alto sax.



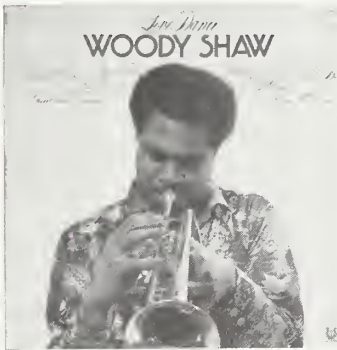
NORMAN GRANZ JAM SESSION/THE CHARLIE PARKER SIDES — Verve VE-2-2508 — List: 7.98 (Dist: Polydor)

Here is one of the great jam sessions of all time. The roster of artists was picked from the cast of Granz's touring troupe Jazz at The Philharmonic and includes Charlie Shavers, Flip Phillips and Oscar Peterson. But the key ingredient is the inclusion of the three most important alto saxophones of the time: Charlie Parker, Johnny Hodges and Benny Carter. The music is basic fare: two long blues, a medley of ballads and an uptempo outing on "What Is This Thing Called Love." There is scarcely a moment of less than great music and in his "Funky Blues" solo, Parker has left a masterpiece for all time.



SOPRANO SAX — Zoot Sims — Pablo 2310-770 — Producer: Norman Granz — List: 7.98

This is Zoot's first all-soprano LP and it is a major event for jazz. Unlike other musicians who may take up another horn for the purposes of picking up an occasional double, Zoot has mastered the straight saxophone more completely than anyone since Sidney Bechet. The eight-tune set is heavy on standards with "Ghost Of A Chance" and "Someday Sweetheart" being especially appealing. Solid support is rendered by Ray Bryant, George Mraz and Grady Tate. A beautiful album.



LOVE DANCE — Woody Shaw — Muse MR 5074 — Producer: Michael Cuscuna — List: 6.98

Woody Shaw is the natural heir to the trumpet tradition that extends from Dizzy Gillespie to Freddie Hubbard. Fronting a nine piece band here, he struts with bold assurance through a program of five original melodies. Among those lending support are Rene McLean and Billy Harper but it is the leader who impresses most with his bright as a diamond tone and bristling execution. The title track at twelve and a half minutes contains a striking example of this great musician at his best.



DREAMS SO REAL — Gary Burton Quintet — ECM-1-1072 — Producer: Manfred Eicher — List: 6.98

Gary Burton seems to be coming alive in his ECM recordings. There is a much more natural flow to his music now and this program of six Carla Bley originals brings out his creative best. His current band has two guitars, bass and drums and it serves to showcase his talents as well as any of his previous groups. The music alternates between laid-back ballads and highly charged energy music. Packaging is very classy with plastic-lined inner sleeves and, of course, there is extraordinarily rich recorded sound that is a hallmark of this label.



BLUE NOTE HITS A NEW NOTE.

Capitalizing on the tremendous surge in progressive music album sales and airplay, we, at Blue Note Records announce July as Blue Note Month.

At a time when our music constantly appears at the top of all the charts, we are embarking on a merchandising and marketing campaign to bring new Blue Note music and the historic Blue Note catalog to the entire American public.

Featuring the likes of Donald Byrd, Ronnie Laws, Bobbi Humphrey, Gene Harris, Marlena Shaw, Earl Klugh, Horace Silver, Alphonse Mouzon, Carmen McRae and much, much more, This is Blue Note Month:

Consumer print advertising blanketing the country in national and local publications.

A gigantic major market radio campaign geared to support hot, new releases, the Blue Note re-issue series and the entire Blue Note collection.

A Blue Note catalogue that's really a new consumer magazine with a wealth of feature story material and, of course, the essential album/tape listings.

The perfect in-store Blue Note display. A totally versatile mobile/center piece. An artist image poster series. "Open/Closed" signs that decorate doors with more than just a pretty face. And Blue Note T-shirts.

A trio of special edition samplers: An in-store play sampler featuring key Blue Note albums released in July;

A contemporary sampler for customers featuring the best of the new albums from Blue Note; A re-issue sampler for customers introducing them to one of the industry's most successful lines of specially priced two record sets.

No One Is
Going To Miss
This Campaign.

**A very big, bright,
new note from Blue
Note Records and
Tapes.**



KEEL — Fewer Records And No 'Automatic Adds'

by J.B. Carmicle

LOS ANGELES — "We're trying to get our credibility back," reflected Charlie Ross, music director at KEEL, a Shreveport rocker. "The whole purpose of a short playlist is to play the hits, develop a familiar sound, and move 'em off the survey fast."

Compete

The station beams a powerful 50,000 watt signal heavily into Texas, but it has to compete primarily with two other rock-oriented stations in the city, K-ROCK and KOKA, according to Ross. In order to successfully compete in the ratings, Ross's objectives are to lower the number of records being played and to expose new product.

"We're down from 45 to 33 numbered records and three hitbounds now," he continued, "and future plans call for only 30 numbered records with four or five extras maximum. When I first got here, some records had been on the playlist for sixteen weeks, and that's entirely too long. Steve Kelly (station pd) and I knew this was a great breakout market . . . we could tell in two weeks if a record was going to go . . . so exposing new product was a must."

One New Record

Ross said he spent one Saturday on the air and played only one new record in four hours. "All new records are played every two and a half to three hours now, and that's the way it's going to be in the future. We add new records every week and I feel that the new product should be surrounded by recognizable hits." He expressed that taking a shot with a new record requires exposing it in a familiar atmosphere. "It has to sound like another smash record on the air," commented Ross.

Harder

The argument against a tight playlist traditionally has been that new product will be harder and harder to get on the air. And fewer records being played is usually a indication to record promotion people that a familiar artist like Olivia Newton-John will be an automatic add, and any new artist may not get a chance. "We don't do things that way," Ross replied. "Olivia Newton-John is no longer a 'cinch add' . . . we're programming by sound and if it's not there, she may not get on the list. It's been so easy here in the past to get a record played . . . anything and everything was getting into the control room, but we've improved that with this new rotation."

Familiar Sound

KEEL's decision to rotate fewer records more often and establish a more familiar

sound for the station are moves that Charlie Ross feels will "get the credibility back after finding records on the station's survey for too long." Although record promotion people might feel that an attempt to get their new artist played on KEEL will be harder, Ross's statement that no artist is a 'cinch add' may prove to be "fighting ground" for record promotion people who feel their new product outdoes a superstar's latest single.

Radio Briefs

Johnson New Starr Pres.

Bruce Johnson has resigned as president of SRO Broadcasting and will assume the position of president of Starr Broadcasting located in New York City. Johnson was president of RKO Radio prior to his joining SRO.

RKO's Mednick Promoted

Harvey Mednick has been named vice president, special projects for the RKO Radio chain. Mednick will report to Dwight Case, RKO Radio president, in the creation, development and production of new properties and projects for the 13 AM and FM RKO stations. Mednick will continue to oversee advertising and promotion for the corporation as he has in the past.

Secondary Radio Conference Set

LOS ANGELES — The Northeast Secondary Radio Conference will be held September 10 and 11 at the Sheraton-Tara Hotel, Framington, Massachusetts. The meeting of radio and music trade people from eight states in the northeast region is for the goal of "bringing together secondary radio, major market radio, retail, wholesale and promotion representatives to solve some of the problems that exist and to show the influence the secondary markets have on the music industry. Questions and reservation information should be directed to Tony Muscolo, 8467 Beverly Blvd., Los Angeles, California 90048.



A&M AND WRVR SHARE GOLD — Van Jay, WRVR's music director, accepted a gold album presented to the station in recognition for its help in making A&M's Brothers Johnson album "Look Out For #1" turn gold. Pictured above (l to r) are: Mel Fuhrman, A&M's easy coast operations director; Boo Frazier, independent promotion representative; Van Jay, WRVR's music director; Peter Mollica, A&M's New York promotion manager; Barney Lane, WRVR's program director; Rich Totoian, A&M's national album promotion director; and Bruce Hest, WRVR's PR director.

New FM Action LPs

Most Added LPs

1. GO — Island
2. Love Is A Fire — Country Joe McDonald — Fantasy
3. Keep Your Hat On — Jess Roden — Island
4. If I Were Britannia I Would Waive The Rules — Budgie — A&M
5. Chocolate Kings — PFM — Asylum
6. Widower — UA
7. I've Got A Reason — Richie Furay Band — Asylum
8. Hopes Wishes & Dreams — Ray Thomas — Threshold/London
9. We Can't Go On Meeting Like This — Hummingbird — A&M
10. Surreal Thing — Kris Kristofferson — Monument
11. Sincerely — Dwight Twilley Band — Shelter/ABC
12. Point Blank — Arista
13. Old Loves Die Hard — Triumvirat — Capitol
14. Joan Armstrading — A&M
15. The Gist Of Gemini — Gino Vannelli — A&M

Most Requested Cuts

1. With Your Love/Cruisin' — Jefferson Starship — Grunt/RCA
2. Fly Like An Eagle (title)/Rock 'N' Me — Steve Miller Band — Capitol
3. Killing Of Georgie — Rod Stewart — WB
4. Frampton Comes Alive (entire LP) — Peter Frampton — A&M
5. I Never Cry — Alice Cooper — WB

Predictions

1. GO (entire LP)/Winner-Loser — Island
2. I've Got A Reason (entire LP)/We'll See — Richie Furay Band — Asylum
3. Point Blank (entire LP)/Wandering — Arista
4. Still The One — Orleans — Arista
5. Alan Parsons Project (entire LP) — 20th Century

Station breaks

Bob Slavin named program director of KMYR, Albuquerque. Slavin was music director at WBCN, Boston.

Ralph Wimmer is new music director at WRVQ, Richmond.

KPOL Los Angeles "Good Music" station adds Roger Layng to staff to handle FM station. AM will continue to be handled by Al Herskovitz, KPOL program director. Layng comes to the station from KNX-FM.

Lauren Glassman named creative services coordinator of WHDH/WCOZ, Boston. Ms. Glassman was at WBCN, Boston where she served as promotion director.

Arlene Kaplan rejoins staff at K-Earth, 101, Los Angeles as promotion director.

Bill Bailey joins staff at WOKY, Milwaukee as afternoon drive jock.

David V. Wallis appointed as new account executive at WRKO, Boston. Wallis comes to WRKO from Quinn and Johnson where he served as account supervisor.

Steve Norris in as new morning personality at WAIR, Winston-Salem.

Jimmy Boyd joins staff at WAUG, Augusta, Georgia in 3-7 slot. He was formerly with WGOW, and WFLI, both Chattanooga.

Russ Martin in at WBSR, Pensacola as morning drive jock. Martin comes to the station from KRYS.

Earth News for week of August 2-8 features daily discussions with Dean Torrance of Jan & Dean, actor Richard Hatch and occultist Dan Greenberg, who recently wrote a book on the supernatural.

WXRT, Chicago and WTTW-TV, Chicago join forces to broadcast "Soundstage," public television contemporary music series, this fall. WXRT will be Chicago simulcast station for the program, which has been renewed for third season on 230 PBS stations in U.S.

WROR, Boston explores parapsychology and related fields in a program called "Exploration," that began airing on the station July 25. The hour long show emphasizes listener participation through phone conversations and George Ministeri, psychic and lecturer acts as host.

WIRE, Indianapolis country outlet, hosts annual "I Like You" picnic to be held Sunday, August 8, and will feature Marty Robbins. Admission is free to the event by displaying a WIRE window sticker on listeners' cars.

Dees PD's WMPS

Rick Dees has been selected as the program director at WMPS, Memphis. Dees replaces Roy Mack who left the station recently.



MAN CONNECTS IN L.A. — MCA recording artists Man were in Los Angeles last week making contact "The Welsh Connection" way with KMET radio personnel, stopping by before their Starlight Bowl appearance. Pictured at KMET are (left to right) Man members Phil Ryan, Deke Leonard, and Mickey Jones, seated on KMET air personality Rachael Donahue's lap.

WNEW-FM — NEW YORK — Vin Scelsa

- Timer — Rederberi — PA/USA
- Love Is A Fire — Country Joe McDonald — Fantasy
- Quire — RCA
- Keep Your Hat On — Jess Roden — Island
- From The Heartland — Becky Hobbs — Tattoo
- Diamond In The Rough — Jessi Colter — Capitol
- Surreal Thing — Kris Kristofferson — Monument
- Chocolate Kings — PMF — Asylum
- Joan Armatrading — A&M
- Sanborn — David Sanborn — WB
- Love Is A Fire — Country Joe McDonald — Fantasy

WPLJ-FM — NEW YORK — Corinne Baldassano

- Whistling Down The Wire — Crosby-Nash — ABC
- Olias Of Sunhillow — Jon Anderson — Atlantic
- A Night On The Town — Rod Stewart — WB
- At The Speed Of Sound — Wings — Capitol
- Rock 'N' Roll Music — Beatles — Capitol
- Frampton Comes Alive — Peter Frampton — A&M
- Spitfire — Jefferson Starship — Grunt/RCA

WBAB-FM — LONG ISLAND — Bernie Bernard

- Love Is A Fire — Country Joe McDonald — Fantasy
- GO — Island
- Yes, We Have No Mananas — Kevin Ayers — Harvest (IMP)
- Lady's Choice — Bonnie Bramlett — Capricorn/WB
- Nights Are Forever — England Dan & John Ford Coley — Big Tree
- A Banquet In Blue — John Mayall — ABC
- Surreal Thing — Kris Kristofferson — Monument
- The Legendary Christine Perfect — Chris McVee — Sire
- Humors Of Lewis Furey — Lewis Furey — A&M
- Hometown Frolics — Tommy West — Lifesong
- Sanborn — David Sanborn — WB
- Spitfire — Jefferson Starship — Grunt/RCA
- Nights Are Forever (entire LP) — England Dan & John Ford Coley — Big Tree

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

- Joan Armatrading — A&M
- If I Were Britannia I Would Waive The Rules — Budgie — A&M
- Surreal Thing — Kris Kristofferson — Monument
- We Can't Go On Meeting Like This — Hummingbird — A&M
- Jonathan Richman — Beserkley
- GO — Island
- Don't Lie To The Band — Dillenger — Daffodil (IMP)
- Quire — RCA
- Scoops Last News Show — Beserkley
- Love Is A Fire — Country Joe McDonald — Fantasy
- Jump Mama — Jess Roden — Island
- Return To The Melody/NY State Of Mind — Mark-Almond — ABC
- Wandering — Point Blank — Arista

WLIR-FM — LONG ISLAND — Denis McNamara

- Love Is A Fire — Country Joe McDonald — Fantasy
- Keep Your Hat On — Jess Roden — Island
- GO — Island
- Widomaker — UA
- Wait For Night — Rick Springfield — Chelsea
- Airborne — Curved Air — (IMP)
- Buzzard Bait — Back Pocket — Joyce
- Farther Along — Spirit — Mercury
- Fly Like An Eagle — Steve Miller Band — Capitol
- Royal Scam — Steely Dan — ABC
- Free In America — Ben Sidran — Arista

KEZY-FM — ANAHEIM — Ron Burnstein

- Point Blank — Arista
- Rebel — John Miles — London
- Chocolate Kings — PFM — Asylum
- Olias Of Sunhillow — Jon Anderson — Atlantic
- Grinderswitch — Capricorn/WB
- Alice Cooper Goes To Hell — Alice Cooper — WB
- Rollin' On — Duke & The Drivers — ABC
- At The Speed Of Sound — Wings — Capitol
- Live Bullet — Bob Seger — Capitol
- Stop What You're Doin' — Back Street Crawler — Atco

KLOS-FM — LOS ANGELES — Dabar Hoorelbeke

- GO — Island

KMET-FM — LOS ANGELES — Billy Jugs

- Spitfire — Jefferson Starship — Grunt/RCA
- Fly Like An Eagle — Steve Miller Band — Capitol

KWST-FM — LOS ANGELES — Mark Cooper

- Hopes Wishes & Dreams — Ray Thomas — Threshold/London
- In Trance — Scorpions — RCA
- If I Were Britannia I Would Waive The Rules — Budgie — A&M
- Love Is A Fire — Country Joe McDonald — Fantasy
- Spitfire — Jefferson Starship — Grunt/RCA
- Rocks — Aerosmith — Columbia

WSDM-FM — CHICAGO — Russ James

- Warren Zevon — Asylum
- Happiness Is Being With The Spinners — Spinners — Atlantic
- Winwood & Shi
- Soul Searching — Average White Band — Atlantic
- Firefall — Atlantic
- Fly Like An Eagle — Steve Miller Band — Capitol
- Long May You Run — Stills & Young — WB
- Still The One — Orleans — Asylum
- Don't Go Breaking My Heart/Snow Queen — Elton John & Kiki Dee — Rocket/MCA
- You'll Never Find Another Love Like Mine — Lou Rawls — Phila. Int'l./Epic

WXRT-FM — CHICAGO — Bob Shulman

- GO — Island
- Keep Your Hat On — Jess Roden — Island
- Chocolate Kings — PFM — Asylum
- Corky Siegel — Dhaima
- Dreamboat Annie — Heart — Mushroom
- Silk Degrees — Boz Scaggs — Columbia
- Jailbreak — Thin Lizzy — Mercury
- Firefall — Atlantic
- Fly Like An Eagle — Steve Miller Band — Capitol
- Spitfire — Jefferson Starship — Grunt/RCA

WMRR-FM — PHILADELPHIA — Paul Fuhr

- Keep Your Hat On — Jess Roden — Island
- Best Of Lighthouse — Janus
- Surreal Thing — Kris Kristofferson — Monument
- I Don't Want To Go Home — Southside Johnny & The Asbury Jukes — Epic
- Wired — Jeff Beck — Epic
- Firefall — Atlantic
- Steal Your Face — Grateful Dead — Grateful Dead/UA
- Fly Like An Eagle — Steve Miller Band
- Wild Honey/Don't Ask Me — Graham Parker — Mercury
- I've Got A Reason (entire LP) — Richie Furay Band — Asylum

WABX-FM — DETROIT — Ken Calvert

- If I Were Britannia I Would Waive The Rules — Budgie — A&M
- Love Is A Fire — Country Joe McDonald — Fantasy
- Let's Stick Together — Bryan Ferry — Atlantic
- Sincerely — Dwight Twilley Band — Shelter/ABC
- Viva! Roxy Music — Roxy Music — Atco
- A Night On The Town — Rod Stewart — WB
- Spitfire — Jefferson Starship — Grunt/RCA
- Shouting & Pointing — Mott — Columbia
- Two For The Show (entire LP) — Trooper — MCA

WWWW-FM — DETROIT — Karen Savelly

- Viva! Roxy Music — Roxy Music — Atco
- Rollin' On — Duke & The Drivers — ABC
- Point Blank — Arista
- Cheata' — Hub
- Modern Lovers — Home Of The Hits
- Old Loves Die Hard — Triumphvirat — Capitol
- GO — Island
- 2nd Street — Back Street Crawler — Atco
- If I Were Britannia I Would Waive The Rules — Budgie — A&M
- Keep Your Hat On — Jess Roden — Island
- The Gist Of Gemini — Gino Vannelli — A&M
- Let's Stick Together — Bryan Ferry — Atlantic
- Still The One — Orleans — Asylum
- Don't Fear The Reaper — Blue Oyster Cult — Columbia
- Snakes On The Run — Jay Ferguson — Asylum

KSAN-FM — SAN FRANCISCO — Don Potoczak

- Lady's Choice — Bonnie Bramlett — Capricorn/WB
- A Banquet In Blue — John Mayall — ABC
- We Can't Go On Meeting Like This — Hummingbird — A&M
- Sanborn — David Sanborn — WB
- David Grisman — Rounder
- Trick Bag — The Meters — WB
- Joan Armatrading — A&M
- The Gist Of Gemini — Gino Vannelli — A&M
- Rainbow In Your Eyes — Al Jarreau — WB
- Alice Cooper Goes To Hell — Alice Cooper — WB
- GO — Island
- Widomaker — UA
- Sincerely — Dwight Twilley Band — Shelter/ABC
- Old Loves Die Hard — Triumphvirat — Capitol
- Love Is A Fire — Country Joe McDonald — Fantasy
- 8.5 — Earthquake — Beserkley
- Spitfire — Jefferson Starship — Grunt/RCA
- Viva! Roxy Music — Roxy Music — Atco

KSJO-FM — SAN JOSE — Paul Wells (The Lobster)

- Spin — A*ola/America/Capitol
- Widomaker — UA
- Glow — Al Jarreau — WB
- We Can't Go On Meeting Like This — Hummingbird — A&M
- Keep Your Hat On — Jess Roden — Island
- Don't Touch That Dial — U.S. Radio Band — ABC
- Buzzard Bait — Back Pocket — Joyce
- Angela — Jose Feliciano — Private Stock
- Chocolate King — PFM — Asylum
- Love Is A Fire — Country Joe McDonald — Fantasy
- I'm Nearly Famous — Cliff Richard — Rocket/MCA
- Fly Like An Eagle (title) — Steve Miller Band — Capitol
- You Nearly Did Me In — Ian Hunter — Nipperor/Atlantic

KOME-FM — SAN JOSE — Dana Jang

- Little River Band — Harvest/Capitol
- Love Is A Fire — Country Joe McDonald — Fantasy
- Hopes Wishes & Dreams — Ray Thomas — Threshold/London
- Wild Cherry — Epic
- Surreal Thing — Kris Kristofferson — Monument
- We Can't Go On Meeting Like This — Hummingbird — A&M
- Let Me In — Charlie Bleak — PIP
- GO — Island
- Spitfire — Jefferson Starship — Grunt/RCA
- A Night On The Town — Rod Stewart — WB
- Winner/Loser — GO — Island
- Trade Winds — Mark-Almond — ABC

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

- Trick Bag — The Meters — Reprise
- Lady's Choice — Bonnie Bramlett — Capricorn/WB
- Sanborn — David Sanborn — WB
- Gottle O'Geer — Fairport Convention — Island (IMP)
- Mike Finnagin — WB
- Unorthodox Behaviour — Brand X — Charisma (IMP)
- Everybody Loves The Sunshine — Roy Ayers Ubiquity — Polydor
- A Night On The Town — Rod Stewart — WB
- GO (entire LP) — Island
- Joan Armatrading (entire LP) — A&M

WCOZ-FM — BOSTON — Beverly Mire

- Sweet Summer Music — Attitudes — Dark Horse
- With Your Love — Jefferson Starship — Grunt/RCA
- Summer — War — UA

KFWD-FM — DALLAS — Tim Spencer

- The Gist Of Gemini — Gino Vannelli — A&M
- Long May You Run — Stills-Young — WB
- Need Your Love — Texas Rose — STA
- City Boy — Mercury
- Soul Searching — Average White Band — Atlantic
- I've Got A Reason — Richie Furay Band — Asylum
- The Gist Of Gemini — Gino Vannelli — A&M
- Wired — Jeff Beck — Epic
- This Masquerade — George Benson — WB
- Hot Water/Cruisin' — Jefferson Starship — Grunt/RCA
- Last Child — Aerosmith — Columbia
- The Gist Of Gemini (entire LP) — Gino Vannelli — A&M

KADI-FM — ST. LOUIS — Pete Parisi

- Old Loves Die Hard — Triumphvirat — Capitol
- City Boy — Mercury
- Hopes Wishes & Dreams — Ray Thomas — Threshold/London
- GO — Island
- I've Got A Reason — Richie Furay Band — Asylum
- I'd Really Love — England Dan & John Ford Coley — Big Tree
- More Than Ever — Blood Sweat & Tears — Columbia
- Frampton Comes Alive — Peter Frampton — A&M
- Fleetwood Mac — WB
- Alan Parsons Project (entire LP) — 20th Century

KSHE-FM — ST. LOUIS — Ron Stevens

- If I Were Britannia I Would Waive The Rules — Budgie — A&M
- Sincerely — Dwight Twilley Band — Shelter/ABC
- Chicken Train Stomp — Ozark Mountain Daredevils — A&M
- Long May You Run — Stills & Young — WB
- Sad Wings Of Destiny — Judas Priest — Janus
- Farther Along — Spirit — Mercury
- Grinderswitch (entire LP) — Capricorn/WB

WDVE-FM — PITTSBURGH — Steve Hansen

- I Don't Want To Go Home — Southside Johnny & The Asbury Jukes — Epic
- GO — Island
- Viva! Roxy Music — Roxy Music — Atco
- I've Got A Reason — Richie Furay Band — Asylum
- Long May You Run — Stills & Young — WB
- The Gist Of Gemini — Gino Vannelli — A&M
- Money Machine — James Taylor — WB
- Magic Man — Heart — Mushroom
- I Never Cry — Alice Cooper — WB
- Mother Russia — Renaissance — Sire/ABC
- The Gist Of Gemini (entire LP) — Gino Vannelli — A&M

WYDD-FM — PITTSBURGH — Steve Downes

- Viva! Roxy Music — Roxy Music — Atco
- I've Got A Reason — Richie Furay Band — Asylum
- Chocolate Kings — PFM — Asylum
- R.E.O. — Epic
- Red Card — Streetwalker — Mercury
- 8.5 — Earthquake — Beserkley
- GO — Island
- Fly Like An Eagle — Steve Miller Band — Capitol
- Baby Is Callin' Me Home/Fool Hard/I Can't Help The Feeling — S.S. Fools — Columbia
- Olias Of Sunhillow (entire LP) — Jon Anderson — Atlantic
- Derringer (entire LP) — Rick Derringer — Blue Sky/Epic

KPFT-FM — HOUSTON — Larry Foster

- Everybody Loves Sunshine — Roy Ayers Ubiquity — Polydor
- On Love — David T. Walker — Ode
- Tom Thumb The Dreamer — Michael Dinner — Fantasy
- Love Is A Fire — Country Joe McDonald — Fantasy
- The Gist Of Gemini — Gino Vannelli — A&M
- Alter The Rain — Frank Strazzeri — Catalyst
- Sincerely — Dwight Twilley Band — Shelter/ABC
- Texas Rock For Country Rollers — Sir Doug — Dot/ABC
- Stoneground — Fallout
- Spitfire — Jefferson Starship — Grunt/RCA
- Love Is A Fire (entire LP) — Country Joe McDonald — Fantasy

WKTK-FM — BALTIMORE — Steve Cochran

- Widomaker — UA
- Howlin' Wind — Graham Parker — Mercury
- Wild Cherry — Epic
- Little River Band — Harvest/Capitol
- Long May You Run — Stills & Young — WB
- Killing Of George — Rod Stewart — WB
- Chicago X — Chicago — Columbia
- Royal Scam — Steely Dan — ABC
- Fly Like An Eagle — Steve Miller Band — Capitol
- Long May You Run — Stills & Young — WB

WMMS-FM — CLEVELAND — Charlie Kendall

- If I Were Britannia I Would Waive The Rules — Budgie — A&M
- Fantasy Girls — Charlie — Columbia
- Don't Lie To The Band — Dillenger — Daffodil (IMP)
- We Can't Go On Meeting Like This — Hummingbird — A&M
- Ask Anyone — I Don't Care — GRT
- Ill Pull The Plug — Starz — Capitol
- Cruisin' — Jefferson Starship — Grunt/RCA
- Let's Stick Together — Bryan Ferry — Atlantic
- Sincerely — Blondie — Private Stock
- Sincerely (entire LP) — Dwight Twilley Band — Shelter/ABC

M-105-FM — CLEVELAND — Eric Stevens

- Still The One — Orleans — Asylum
- Long May You Run — Stills & Young — WB
- Spitfire — Jefferson Starship — Grunt/RCA

KZOK-FM — SEATTLE — Norm Gregory

- Olias Of Sunhillow — Jon Anderson — Atlantic
- Old Loves Die Hard — Triumphvirat — Capitol
- Widomaker — UA
- Hopes Wishes & Dreams — Ray Thomas — Threshold/London
- Crazy On You — Heart — Mushroom
- This Masquerade — George Benson — WB
- Fly Like An Eagle (single) — Steve Miller Band — Capitol

WGRO-FM — BUFFALO — Tom Teuber

- Together — Johnny & Edgar Winter — Blue Sky
- Rainbow Rising — Blackmore's Rainbow — Oyster
- Streetheart — Dion — WB
- Point Blank — Arista
- Frampton Comes Alive — Peter Frampton — A&M
- Rocks — Aerosmith — Columbia
- Young And Rich — The Tubes — A&M
- Still The One — Orleans — Asylum
- City Boy (entire LP) — Mercury

WHCN-FM — HARTFORD — Paul Payton

- The Essential — Steve Goodman — Buddah
- Jitterbug Waltz — Eric Dolphin — Douglas
- Muddy Waters — Chem
- Unorthodox Behaviour — Brand X — Charisma (IMP)
- Silverado — RCA
- Shouting & Pointing — Mott — Columbia
- Wait For Night — Rick Springfield — Chelsea
- Dreamboat Annie — Heart — Mushroom
- 2nd Mitchell — Philo
- Tom Street — Back Street Crawler — Atco
- Glow — Al Jarreau — WB
- Sincerely — Dwight Twilley Band — Shelter/ABC
- Jonathan Richman — Beserkley
- Fleetwood Mac — Reprise/WB
- Live & On The Move — James Cotton Band — Buddah
- Cry Tough — Nils Lofgren — A&M
- Still The One — Orleans — Asylum
- I'm Your Man Rock & Roll — Tarney & Spencer — Private Stock
- Move Out Of The City — Gary Duckworth — RCA

KREM-FM — SPOKANE — Jeffrey Peel

- Dreams So Real — Gary Burton — Polydor
- Widomaker — UA
- Volunteer Jam — Various Artists — Capricorn/WB
- Hometown Band — Vally — A&M
- Joan Armatrading — A&M
- 15 Big Ones — Beach Boys — Brother/WB
- Bedtime Stories — John Payne Band — Arista
- Hot On The Tracks — Commodores — Motown
- High On Sunshine — Commodores — Motown

WAAL-FM — BINGHAMTON, N.Y. — Steve Becker

- I've Got A Reason — Richie Furay Band — Asylum
- Chocolate Kings — PFM — Asylum
- Point Blank — Arista
- Happiness Is Being With The Spinners — Spinners — Atlantic
- Wait For Night — Rick Springfield — Chelsea
- To The Heart — Mark-Almond — ABC
- Sincerely — Dwight Twilley Band — Shelter/ABC
- I Never Cry/Wish You Were Here/Guilty — Alice Cooper — WB
- Fly Like An Eagle (single)/Rock 'N' Me — Steve Miller Band — Capitol
- U.S. Blues/El Paso — Grateful Dead — Grateful Dead/UA
- Spotlight/Out Of The Darkness — Crosby-Nash — ABC
- If You Leave Me/Once Or Twice/Rainy Day in NYC — Chicago — Columbia
- Take A Hand — Rick Springfield — Chelsea
- Rubberband Man — Spinners — Atlantic
- Lone Star Fool — Point Blank — Arista
- We'll See — Richie Furay Band — Asylum

KWKI-FM — KANSAS CITY — Pete Parisi

- Old Loves Die Hard — Triumphvirat — Capitol
- City Boy — Mercury
- Hopes Wishes & Dreams — Ray Thomas — Threshold/London
- GO — Island
- I've Got A Reason — Richie Furay Band — Asylum
- I'd Really Love — England Dan & John Ford Coley — Big Tree
- More Than Ever — Blood Sweat & Tears — Columbia
- Frampton Comes Alive — Peter Frampton — A&M
- Fleetwood Mac — WB
- Alan Parsons Project (entire LP) — 20th Century

WBUS-FM — MIAMI BEACH — Dean Goodman

- Jayeche — Ofrenda — Discomoda
- Black Widow — Lalo Schifrin — CTI
- The Main Attraction — Grant Green — Kudu
- Whistling Down The Wire — Crosby-Nash — ABC
- On Love — David T. Walker — Ode
- Bright Side Of Life — Pat Metheny — ECM
- Breezin' — George Benson — WB
- NY State Of Mind — Mark-Almond — ABC
- Everybody Come On Out — Stanley Turrentine — Fantasy
- Jaws — Lalo Schifrin — CTI

WRON-FM — NEW ORLEANS — Tom Owens

- 15 Big Ones — Beach Boys — Brother/WB
- City Boy — Mercury
- Glow — Al Jarreau — WB
- Love To The World — LTD — A&M
- The Gist Of Gemini — Gino Vannelli — A&M
- Ain't That A Bitch — Johnny Guitar Watson — DJM
- Ain't That A Bitch — Johnny Guitar Watson — DJM
- The Gist Of Gemini — Gino Vannelli — A&M
- Glow (entire LP) — Al Jarreau — WB

WBLM-FM — PORTLAND, MAINE — Jose Diaz

- 2nd Street — Back Street Crawler — Atco
- Joan Armatrading — A&M
- Movies — Arista
- Live And On The Move — James Cotton Band — Buddah
- Texas Rock For Country Rollers — Sir Doug — ABC
- Nairam — Philip Catherine — WB
- Viva! Roxy Music — Roxy Music — Atco
- Sincerely — Dwight Twilley Band — Shelter/ABC
- I've Got A Reason — Richie Furay Band — Asylum
- Don't Fear The Reaper — Blue Oyster Cult — Columbia
- 2nd Street (entire LP) — Back Street Crawler — Atco

• ALBUMS ADDED

• MOST REQUESTED LP CUT(S)

† P.D./M.D. PREDICTED HITS

ADDITIONS TO THE POP PLAYLISTS

KEZY — ANAHEIM

#1 — Starland Vocal Band
*With Your Love — Jefferson Starship — Grunt
*Fifth Of Beethoven — Walter Murphy — Private Stock
*Amber Cascade — America — WB
*Wham Bam — Silver — Arista
*Still The One — Orleans — Asylum
*Little Bit More — Dr. Hook — Capitol
10 To 5 — Baby I Love — Peter Frampton
14 To 6 — Kiss And Say — Manhattans
18 To 8 — You Should Be Dancing — Bee Gees
19 To 9 — Don't Go Breaking — Elton John & Kiki Dee
30 To 23 — Play That Funky Music — Wild Cherry
32 To 24 — Lowdown — Boz Scaggs
33 To 25 — I'd Really Love — England Dan & Coley
Extra To 33 — Summer — War
Extra To 34 — Street Singin' — Lady Flash
Extra To 35 — Tonight's The Night — Rod Stewart — Z-93

Z-93 — ATLANTA

#1 — Seals & Crofts
You'll Never Find — Lou Rawls — Phila. Int'l.
A Little Bit More — Dr. Hook — Capitol
20 To 11 — Shake Your Booty — KC & Sunshine Band
WXI — ATLANTA
#1 — Seals & Crofts
If You Leave — Chicago — Columbia
I'd Really Love — England Dan & Coley — Big Tree
15 To 7 — Let Her In — John Travolta
18 To 14 — Play That Funky Music — Wild Cherry
20 To 12 — Shake Your Booty — KC & Sunshine Band

WBBO — AUGUSTA

#1 — Manhattans
You'll Never Find — Lou Rawls — Phila. Int'l.
She's Gone — Hall & Oates — Atlantic
Shower The People — James Taylor — WB
If You Leave — Chicago — Columbia
14 To 5 — Play That Funky Music — Wild Cherry
16 To 10 — Don't Go Breaking — Elton John & Kiki Dee
18 To 13 — Wham Bam Shang-A-Lang — Silver
20 To 11 — Rainbow — Leon & Mary Russell
27 To 21 — A Little Bit More — Dr. Hook

WAUG — AUGUSTA

#1 — Manhattans
Wham Bam — Silver — Arista
*She's Gone — Hall & Oates — Atlantic
*Struttin' My Stuff — Elvin Bishop
21 To 17 — Little Bit More — Dr. Hook
19 To 15 — If You Know — Neil Diamond
20 To 12 — Rainbow — Leon & Mary Russell
15 To 11 — I'd Really Love — England Dan & Coley
Extra To 30 — Magic Man — Heart
Extra To 29 — Say You Love Me — Fleetwood Mac
Extra To 28 — Shake Your Booty — KC & Sunshine Band

KAFY — BAKERSFIELD

#1 — Wings
*Still The One — Orleans — Elektra
*Shake Your Booty — KC & The Sunshine Band — TK
7 To 2 — I'd Really Love To See You — Dan & Coley
24 To 16 — A Little Bit More — Dr. Hook

KERN — BAKERSFIELD

#1 — Peter Frampton
*Play That Funky Music — Wild Cherry — Sweet City/Epic
*Shake Your Booty — KC & The Sunshine Band — TK
*Rose Of Cimarron — Poco — ABC/Dot
25 To 18 — If You Leave Me — Chicago
25 To 18 — This Masquerade — George Benson
Extra To 23 — Fifth Of Beethoven — Walter Murphy

WCAO — BALTIMORE

#1 — Lou Rawls
A Little Bit More — Dr. Hook — Capitol
Devil Woman — Cliff Richard — MCA
You To Me Are Everything — Real Thing — UA
14 To 9 — I'd Really Love — England Dan & Coley
23 To 17 — Get Closer — Seals & Crofts
25 To 19 — Heaven Must Be — Tavares
28 To 23 — Young Hearts Run Free — Candi Staton

WFBR — BALTIMORE

#1 — Manhattans
Turn The Beat — Vicki Sue Robinson — RCA
Shake Your Booty — KC & Sunshine Band — TK
Springtime Mama — Henry Gross — Lifesong
Street Singin' — Lady Flash — RSO
She's Gone — Hall & Oates — Atlantic
19 To 13 — This Masquerade — George Benson
28 To 23 — Heaven Must Be — Tavares

WSGN — BIRMINGHAM

#1 — Elton John & Kiki Dee
Shower The People — James Taylor — WB
She's Gone — Hall & Oates — Atlantic
Wham Bam Shang-A-Lang — Silver — Arista
11 To 4 — A Little Bit More — Dr. Hook
12 To 8 — Got To Get You — Beatles
17 To 9 — A Fifth Of Beethoven — Walter Murphy
19 To 12 — Play That Funky Music — Wild Cherry
25 To 13 — Summer — War
27 To 16 — Say You Love Me — Fleetwood Mac
28 To 21 — Still The One — Orleans
29 To 23 — Baby, I Love — Peter Frampton

WERC — BIRMINGHAM

#1 — Parliament
I Can't Hear You — Helen Reddy — Capitol
Get The Funk Out — Brothers Johnson — A&M
If You Leave — Chicago — Columbia
Nitty Gritty — Coyote McCloud — Midland Int'l.
18 To 13 — With Your Love — Jefferson Starship
19 To 15 — Shake Your Booty — KC & Sunshine Band
24 To 18 — Play That Funky Music — Wild Cherry
27 To 19 — A Little Bit More — Dr. Hook
28 To 24 — Rainbow — Leon & Mary Russell

WRKO — BOSTON

#1 — Manhattans
Shake Your Booty — KC & Sunshine Band — TK
With Your Love — Jefferson Starship — Grunt
*Don't Stop Believin' — Olivia Newton-John — MCA
*I Can't Hear You — Helen Reddy — Capitol
*Superstar — Paul Davis — Bang
*How Zap — Sherbert — Infinity
18 To 13 — Devil Woman — Cliff Richard
25 To 17 — Wham Bam Shang-A-Lang — Silver
28 To 14 — High Fly — John Miles
27 To 22 — I'd Really Love — England Dan & Coley
29 To 20 — Play That Funky Music — Wild Cherry
Extra To 21 — A Fifth Of Beethoven — Walter Murphy

WKBW — BUFFALO

#1 — Lou Rawls
No new additions
6 To 2 — Let 'Em In — Wings
8 To 1 — You'll Never Find — Lou Rawls
20 To 9 — Turn The Beat — Vicki Sue Robinson
23 To 18 — Shower The People — James Taylor
28 To 21 — Play That Funky Music — Wild Cherry
29 To 8 — I'd Really Love — England Dan & Coley
Extra To 25 — You Should Be Dancing — Bee Gees

WYSL — BUFFALO

#1 — Elton John & Kiki Dee
Fifth Of Beethoven — Walter Murphy — Private Stock
Turn The Beat — Vicki Sue Robinson — RCA
She's Gone — Hall & Oates — Atlantic
*Say You Love Me — Fleetwood Mac
*Shake Your Booty — KC & Sunshine Band — TK
*Summer — War — UA
*If You Leave Me — Chicago — Columbia

10 To 2 — You'll Never Find — Lou Rawls

26 To 17 — Play That Funky Music — Wild Cherry
21 To 16 — The Reaper — Blue Oyster Cult
Extra To 26 — Ode To Billy Joe — Bobbie Gentry
WAYS — CHARLOTTE
#1 — Walter Murphy
A Little Bit More — Dr. Hook — Capitol
23 To 16 — Heaven Must Be — Tavares

WLS — CHICAGO

#1 — Starland Vocal Band
You Should Be Dancing — Bee Gees — RSO
7 To 4 — You're My Best Friend — Queen
10 To 6 — Get Closer — Seals & Crofts
11 To 7 — I'm Easy — Keith Carradine
12 To 8 — You'll Never Find — Lou Rawls
22 To 17 — Say You Love Me — Fleetwood Mac
24 To 13 — Let 'Em In — Wings
25 To 18 — I'd Really Love — England Dan & Coley
27 To 11 — Don't Go Breaking — Elton John & Kiki Dee

WDHF — CHICAGO

#1 — Starland Vocal Band
You'll Never Find — Lou Rawls — Phila. Int'l.
Say You Love Me — Fleetwood Mac — Reprise
11 To 6 — Get Closer — Seals & Crofts
19 To 9 — Don't Go Breaking — Elton John & Kiki Dee

WSAI — CINCINNATI

#1 — Wild Cherry
Shake Your Booty — KC & Sunshine Band — TK
*I Can't Hear You — Helen Reddy — Capitol
*Princess & The Punk — Barry Mann — Arista
*Anything You Want — Jim Valenti — Ariola America
*If You Leave — Chicago — Columbia
25 To 15 — You'll Never Find — Lou Rawls
27 To 14 — Turn The Beat — Vicki Sue Robinson
28 To 19 — Say You Love Me — Fleetwood Mac

Q-102 — CINCINNATI

#1 — Seals & Crofts
Tear The Roof Off — Parliament — Casablanca
If You Know — Neil Diamond — Columbia
12 To 7 — Turn The Beat — Vicki Sue Robinson
13 To 6 — Don't Go Breaking — Elton John & Kiki Dee
Extra To 22 — A Little Bit More — Dr. Hook

WGCL — CLEVELAND

#1 — Starland Vocal Band
You'll Never Find — Lou Rawls — Phila. Int'l.
Don't Go Breaking — Elton John & Kiki Dee — Rocket
*Shake Your Booty — KC & Sunshine Band — TK
*Fifth Of Beethoven — Walter Murphy — Private Stock
*Say You Love Me — Fleetwood Mac — Reprise
*Still The One — Orleans — Asylum
*Devil Woman — Cliff Richard — MCA
*Roxey Roller — Sweeney Todd — London
19 To 5 — You Should Be Dancing — Bee Gees
24 To 8 — I'd Really Love — England Dan & Coley
Extra To 18 — Baby, I Love — Peter Frampton

WCOL — COLUMBUS

#1 — Elton John & Kiki Dee
With Your Love — Jefferson Starship — Grunt
Still The One — Orleans — Asylum
Springtime Mama — Henry Gross — Lifesong
Popsicle Toes — Michael Franks — Reprise
13 To 6 — You Should Be Dancing — Bee Gees
17 To 9 — Let 'Em In — Wings
23 To 8 — Baby, I Love — Peter Frampton
25 To 19 — A Little Bit More — Dr. Hook
27 To 16 — You'll Never Find — Lou Rawls
32 To 23 — She's Gone — Hall & Oates
34 To 28 — Devil Woman — Cliff Richard
37 To 32 — Shake Your Booty — KC & Sunshine Band
40 To 33 — Wham Bam Shang-A-Lang — Silver

WNCI — COLUMBUS

#1 — Elton John & Kiki Dee
Teddy Bear — Red Sovine — Starday
Say You Love Me — Fleetwood Mac — Reprise
You Should Be Dancing — Bee Gees — RSO
I'd Really Love — England Dan & Coley — Big Tree
14 To 7 — You'll Never Find — Lou Rawls

KNUS — DALLAS

#1 — Starland Vocal Band
Turn The Beat — Vicki Sue Robinson — RCA
Let Her In — John Travolta — Midland Int'l.
A Little Bit More — Dr. Hook — Capitol
23 To 8 — Don't Go Breaking — Elton John & Kiki Dee
24 To 6 — You'll Never Find — Lou Rawls

KLIF — DALLAS

#1 — Walter Murphy
With Your Love — Jefferson Starship — Grunt
She's Gone — Hall & Oates — Atlantic
20 To 14 — Don't Go Breaking — Elton John & Kiki Dee
23 To 17 — This Masquerade — George Benson
24 To 19 — You're My Best Friend — Queen

WING — DAYTON

#1 — Beach Boys
Teddy Bear — Red Sovine — Starday
With Your Love — Jefferson Starship — Grunt
Wake Up Susan — Spinners — Atlantic
Still The One — Orleans — Asylum
She's Gone — Hall & Oates — Atlantic
The Reaper — Blue Oyster Cult — Columbia
Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century
Magic Man — Heart — Mushroom
24 To 19 — Play That Funky Music — Wild Cherry

TKLK — DENVER

#1 — Starland Vocal Band
Say You Love Me — Fleetwood Mac — Reprise
Play That Funky Music — Wild Cherry — Sweet City
Who'd She Coo — Ohio Players — Mercury
*A Fifth Of Beethoven — Walter Murphy — Private Stock
16 To 10 — Shake Your Booty — KC & Sunshine Band
18 To 9 — Wham Bam Shang-A-Lang — Silver
26 To 19 — Street Singin' — Lady Flash
33 To 27 — Tear The Roof Off — Parliament
38 To 28 — Ode To Billy Joe — Bobbie Gentry
36 To 25 — Let Her In — John Travolta

KIMN — DENVER

#1 — Manhattans
Baby, I Love — Peter Frampton — A&M
Shake Your Booty — KC & Sunshine Band — TK
Wham Bam Shang-A-Lang — Silver — Arista
She's Gone — Hall & Oates — Atlantic
KIOA — DES MOINES
#1 — Starland Vocal Band
Don't Go Breaking — Elton John & Kiki Dee — Rocket
12 To 2 — Kiss And Say Goodbye — Manhattans
14 To 7 — Let 'Em In — Wings

CKLW — DETROIT

#1 — Starland Vocal Band
Getaway — Earth, Wind & Fire — Columbia
9 To 4 — Play That Funky Music — Wild Cherry
21 To 14 — Rock And Roll Music — Beach Boys
29 To 14 — I'd Really Love — England Dan & Coley
Extra To 18 — Hard Work — John Handy
Extra To 20 — Shake Your Booty — KC & Sunshine Band
WDRQ — DETROIT
#1 — Manhattans
Don't Go Breaking — Elton John & Kiki Dee — Rocket
Shake Your Booty — KC & Sunshine Band — TK
14 To 3 — Play That Funky Music — Wild Cherry
21 To 17 — Party — Van McCoy
23 To 14 — Let 'Em In — Wings
30 To 18 — Hard Work — John Handy
31 To 26 — Let Her In — John Travolta

WVBF — FRAMINGHAM

#1 — Manhattans
Fifth Of Beethoven — Walter Murphy — Private Stock
Play That Funky Music — Wild Cherry — Sweet City
Popsicle Toes — Michael Franks — Reprise
*Can You Do It — Grand Funk Railroad — MCA
9 To 4 — Don't Go Breaking — Elton John & Kiki Dee
15 To 10 — Let 'Em In — Wings

WDRG — HARTFORD

#1 — Manhattans
Sophisticated Lady — Natalie Cole — Capitol
You Are The Woman — Firefall — Firefall
With Your Love — Jefferson Starship — Grunt
A Fifth Of Beethoven — Walter Murphy — Private Stock
Wham Bam Shang-A-Lang — Silver — Arista
10 To 5 — Don't Go Breaking — Elton John & Kiki Dee
18 To 13 — Let 'Em In — Wings
23 To 17 — I'd Really Love — England Dan & Coley
27 To 23 — This Masquerade — George Benson
29 To 24 — You Should Be Dancing — Bee Gees

KILT — HOUSTON

#1 — Seals & Crofts
If You Leave — Chicago — Columbia
I Can't Hear You — Helen Reddy — Capitol
Still The One — Orleans — Asylum
14 To 8 — Let 'Em In — Wings
25 To 12 — You'll Never Find — Lou Rawls
26 To 17 — Let Her In — John Travolta
33 To 23 — Play That Funky Music — Wild Cherry

KRBE — HOUSTON

#1 — Starland Vocal Band
No new additions
WNDE — INDIANAPOLIS
#1 — Starland Vocal Band
A Little Bit More — Dr. Hook — Capitol
If You Leave — Chicago — Columbia
5 To 1 — Afternoon Delight — Starland Vocal
7 To 2 — Let Her In — John Travolta
8 To 3 — Don't Go Breaking — Elton John & Kiki Dee

WAVE — JACKSONVILLE

You'll Never Find — Lou Rawls — Phila. Int'l.
Say You Love Me — Fleetwood Mac — Reprise
Wham Bam Shang-A-Lang — Silver — Arista
Still The One — Orleans — Asylum
12 To 3 — Let 'Em In — Wings
13 To 8 — Got To Get You — Beatles
15 To 10 — You Should Be Dreaming — Bee Gees
24 To 17 — Play That Funky Music — Wild Cherry
26 To 14 — This Masquerade — George Benson
28 To 22 — Devil Woman — Cliff Richard

KBEQ — KANSAS CITY

#1 — Starland Vocal Band
Baby, I Love — Peter Frampton — A&M
I'd Really Love — England Dan & Coley — Big Tree
Play That Funky Music — Wild Cherry — Sweet City
10 To 2 — Don't Go Breaking — Elton John & Kiki Dee
15 To 11 — Teddy Bear — Red Sovine
16 To 12 — Got To Get You — Beatles
22 To 9 — I'm Easy — Keith Carradine
27 To 23 — Chicken Train — Ozark Mountain Daredevils
29 To 20 — Say You Love Me — Fleetwood Mac

KHJ — LOS ANGELES

#1 — Wings
*How Zap — Sherbert — Infinity
*I Can't Hear You — Helen Reddy — Capitol
*Don't Stop Believin' — Olivia Newton-John — MCA
11 To 7 — Baby, I Love — Peter Frampton
17 To 11 — You Should Be Dancing — Bee Gees
21 To 16 — I'd Really Love — England Dan & Coley
23 To 17 — You'll Never Find — Lou Rawls
25 To 20 — Heaven Must Be Missing — Tavares
29 To 23 — Play That Funky Music — Wild Cherry
Extra To 25 — Lowdown — Boz Scaggs
Extra To 26 — A Fifth Of Beethoven — Walter Murphy

WAKY — LOUISVILLE

#1 — Elton John & Kiki Dee
Devil Woman — Cliff Richard — MCA
Did You Boogie — Flash Cadillac — Private Stock
Turn The Beat — Vicki Sue Robinson — RCA
18 To 10 — Let 'Em In — Wings

WKLO — LOUISVILLE

#1 — Beatles
You Are The Woman — Firefall — Atlantic
Popsicle Toes — Michael Franks — Reprise
Street Singin' — Lady Flash — RSO
*Still The One — Orleans — Asylum
*The Reaper — Blue Oyster Cult — Columbia
*I Never Cry — Alice Cooper — WB
25 To 20 — Baby, I Love — Peter Frampton

WMP5 — MEMPHIS

#1 — Elton John & Kiki Dee
*Springtime Mama — Henry Gross — Lifesong
*Still The One — Orleans — Asylum
*Street Singin' — Lady Flash
15 To 2 — I'd Really Love — England Dan & Coley
17 To 11 — Let 'Em In — Wings
21 To 13 — This Masquerade — George Benson
Extra To 26 — I'm Easy — Keith Carradine
Extra To 27 — Devil Woman — Cliff Richard
Extra To 21 — Play That Funky Music — Wild Cherry
Extra To 24 — Little Bit More — Dr. Hook

WHBO — MEMPHIS

#1 — George Benson
Shake Your Booty — KC & Sunshine Band — TK
A Little Bit More — Dr. Hook — Capitol
*Don't Stop Believin' — Olivia Newton-John — MCA
14 To 8 — Baby, I Love — Peter Frampton
19 To 15 — Teddy Bear — Red Sovine
21 To 13 — You'll Never Find — Lou Rawls
26 To 14 — You Should Be Dancing — Bee Gees
27 To 23 — Play That Funky Music — Wild Cherry
28 To 20 — A Fifth Of Beethoven — Walter Murphy
29 To 22 — If You Know — Neil Diamond

Y-100 — MIAMI

#1 — KC & Sunshine Band
Get Closer — Seals & Crofts — WB
I'm Easy — Keith Carradine — ABC
If You Leave — Chicago — Columbia
Fifth Of Beethoven — Walter Murphy — Private Stock
14 To 8 — Let 'Em In — Wings
17 To 10 — Play That Funky Music — Wild Cherry
18 To 13 — Young Hearts Run Free — Candi Staton
23 To 18 — Popsicle Toes — Michael Franks

WQAM — MIAMI

#1 — Elton John & Kiki Dee
Turn The Beat — Vicki Sue Robinson — RCA
Heaven Must Be — Tavares — Capitol
I'd Really Love — England Dan & Coley — Big Tree
Play That Funky Music — Wild Cherry — Sweet City
18 To 5 — Shake Your Booty — KC & Sunshine Band
19 To 9 — Young Hearts Run Free — Candi Staton
20 To 15 — You Should Be Dancing — Bee Gees
24 To 12 — You'll Never Find — Lou Rawls

WOKY — MILWAUKEE

#1 — Red Sovine
Devil Woman — Cliff Richard — MCA
Mamma Mia — Abba — Atlantic
Wham Bam Shang-A-Lang — Silver — Arista
9 To 5 — Rock And Roll Music — Beach Boys
24 To 15 — Don't Go Breaking — Elton John & Kiki Dee
29 To 19 — Magic Man — Heart

WZUU — MILWAUKEE

#1 — Starland Vocal Band
This Masquerade — George Benson — WB
WDGY — MINNEAPOLIS
#1 — Manhattans
You'll Never Find — Lou Rawls — Phila. Int'l.
This Masquerade — George Benson — WB
I'm Easy — Keith Carradine — ABC
15 To 10 — Don't Go Breaking — Elton John & Kiki Dee
KSTP — MINNEAPOLIS
#1 — Wings
Summer — War — UA
Devil Woman — Cliff Richard — MCA
9 To 3 — Don't Go Breaking — Elton John & Kiki Dee
15 To 9 — You Should Be Dancing — Bee Gees
28 To 21 — Still The One — Orleans

WHYY — MONTGOMERY

#1 — Elton John & Kiki Dee
With Your Love — Jefferson Starship — Grunt
*Play That Funky Music — Wild Cherry — Sweet City
*If You Leave — Chicago — Columbia
*Can You Do It — Grand Funk — MCA
14 To 7 — Devil Woman — Cliff Richard
21 To 15 — Lucky Man — Starbuck
24 To 14 — Baby, I Love — Peter Frampton
Extra To 21 — This Masquerade — George Benson
Extra To 23 — Superstar — Paul Davis

WMAK — NASHVILLE

#1 — Manhattans
Play That Funky Music — Wild Cherry — Sweet City
Say You Love Me — Fleetwood Mac — Reprise
Devil Woman — Cliff Richard — MCA
9 To 4 — You Should Be Dancing — Bee Gees
12 To 7 — Don't Go Breaking — Elton John & Kiki Dee
16 To 10 — I'd Really Love — England Dan & Coley
24 To 19 — Shake Your Booty — KC & Sunshine Band
26 To 21 — A Little Bit More — Dr. Hook
Extra To 27 — Wham Bam Shang-A-Lang — Silver

WAZV — NEW HAVEN

#1 — Tavares
Street Singin' — Lady Flash — RSO
Devil Woman — Cliff Richard — MCA
You — Jasper Wrath
10 To 5 — You Should Be Dancing — Bee Gees
19 To 14 — Play That Funky Music — Wild Cherry
22 To 17 — Say You Love Me — Fleetwood Mac
24 To 18 — Still The One — Orleans
28 To 22 — Summer — War
29 To 23 — Dancin' Kid — Disco Tex
Extra To 24 — Wham Bam Shang-A-Lang — Silver
Extra To 30 — With Your Love — Jefferson Starship

WNOE — NEW ORLEANS

#1 — Gary Wright
Tear The Roof Off — Parliament — Casablanca
Moonlight Feels Right — Starbuck — Private Stock
Let Her In — John Travolta — Midland Int'l.
10 To 6 — Got To Get You — Beatles
14 To 10 — Boys Are Back — Thin Lizzy
20 To 15 — Baby, I Love — Peter Frampton
21 To 17 — I'll Be Good — Brothers Johnson
23 To 14 — Don't Go Breaking — Elton John & Kiki Dee
24 To 16 — Let 'Em In — Wings

WNTX — NEW ORLEANS

#1 — Manhattans
Play That Funky Music — Wild Cherry — Sweet City
Still The One — Orleans — Asylum
Wham Bam Shang-A-Lang — Silver — Arista
Gotta Be The One — Maxine Nightingale — UA
We're All Alone — Frankie Valli — Private Stock
9 To 3 — Moonlight Feels Right — Starbuck
12 To 7 — If You Know — Neil Diamond
17 To 10 — Tear The Roof Off — Parliament
21 To 13 — I'm Easy — Keith Carradine
24 To 17 — Don't Go Breaking — Elton John & Kiki Dee

WABC — NEW YORK

#1 — Manhattans
You Should Be Dancing — Bee Gees — RSO
This Masquerade — George Benson — WB
Love Is Alive — Gary Wright — WB
26 To 6 — Don't Go Breaking — Elton John & Kiki Dee
27 To 13 — Rock And Roll Music — Beach Boys

WPIX — NEW YORK

#1 — Elton John & Kiki Dee
A Little Bit More — Dr. Hook — Capitol
Shake Your Booty — KC & Sunshine Band — TK
Get Closer — Seals & Crofts — WB
18 To 13 — Baby, I Love — Peter Frampton
27 To 15 — You Should Be Dancing — Bee Gees
28 To 22 — This Masquerade — George Benson
Extra To 29 — Play That Funky Music — Wild Cherry

99X — NEW YORK

#1 — Lou Rawls
Love Is Alive — Gary Wright — WB
*Don't Stop Believin' — Olivia Newton-John — MCA
*How Zap — Sherbert — Infinity
16 To 11 — Rock And Roll Music — Beach Boys
24 To 21 — Baby, I Love — Peter Frampton
29 To 25 — Don't Stop The Music — Bay City Rollers
30 To 17 — Moonlight Feels Right — Starbuck

WGH — NORFOLK

#1 — Manhattans
Springtime Mama — Henry Gross — Lifesong
Still The One — Orleans — Asylum
Lowdown — Boz Scaggs — Columbia
Wham Bam Shang-A-Lang — Silver — Arista
*You To Me Are Everything — Real Thing — UA
*It Keeps You Runnin' — Carly Simon — Elektra
*Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century
*Devil Woman — Cliff Richard — MCA
7 To 2 — Let 'Em In — Wings

WJW — OKLAHOMA CITY

#1 — Elton John & Kiki Dee
Still The One — Orleans — Asylum
With Your Love — Jefferson Starship — Grunt
10 To 4 — Let 'Em In — Wings
21 To 15 — A Fifth Of Beethoven — Walter Murphy
23 To 19 — A Little Bit More — Dr. Hook

KOMA — OKLAHOMA CITY

#1 — Beatles
I'd Really Love — England Dan & Coley — Big Tree
*Baby I Love — Peter Frampton — A&M
Extra To 12 — Today's The Day — America
WOW — OMAHA
#1 — Manhattans
You'll Never Find — Lou Rawls — Phila. Int'l.
Summer — War — UA
16 To 8 — Don't Go Breaking — Elton John & Kiki Dee

WIRL — PEORIA

#1 — Beatles
Devil Woman — Cliff Richard — MCA
This Masquerade — George Benson — WB
Heaven Must Be — Tavares — Capitol
13 To 5 — Mamma Mia — Abba
20 To 12 — Don't Go Breaking — Elton John & Kiki Dee

KRIZ — PHOENIX

#1 — Beatles
Lowdown — Boz Scaggs — Columbia

- #1 ELTON JOHN AND KIKI DEE** — Prime movers at 33% of our reporters including WABC 26-6, WLS 27-11, WDRG 10-5, WOW 16-8, WLAC 20-8, WIRL 20-12, WBBQ 16-10, WDGY 15-10, WMAK 12-7, WLEE 22-12, KLEO 21-12, KLIF 20-14, WDFH 19-9, KJRB 14-6, Q-102 13-6, WGH 26-19, KNDE 8-3, KJR 18-11, KIIS 21-8, KSTP 9-3, KSLQ 16-6, WPEZ 20-15, Z-96 13-5, WOKY 24-15; #1 at WKY, WAKY, WSGN, WHHY, WQAM, WCOL, WNCI, WMPG. Top 5 rotation at 45% of our reporting stations including WORC-2, WDRG-5, WCAO-3, WAYS-3, KIOA-4, WIFI-5, KIMN-4, Y-100-3, WQXI-3, KXOK-5, WBGW-3, WNDE-3, WDGY-5, WHBQ-3, 99X-5, KHJ-2, WRKO-3, KTLK-2, KJOY-2, KSTP-3, WPRO-5, WPGC-2, WKBW-4, Z-96-5. Added at WDRQ, WGCL, 13Q, KIOA. Top 5 sales at Peaches/L.A./Cleve., Tower/S.F., Schwartz Bros./D.C., Peters/Boston, Musical Isle/S.F., Richman Bros./Phila., El Roy, Double B/L.I., Potomac/Balt./Wash., Aravox/N.Y., Prospect, Stark/Cleve., Galgano/Chi., Consolidated/Det., Ambat/Cinn., Harmony House/Det., Giant/Va., Franklin, Music Scene/Atl.
- #4 WINGS** — 10 jumps including WDRG 18-13, WAKY 18-10, WKY 10-4, KIOA 14-7, Y-100 14-8, WDRQ 23-14, WCOL 17-9, KXOK 20-9, WGH 7-2, WBGW ex-21, KIIS 14-6, WPGO 10-4, WLS 24-13, WBBF 15-10, WPEZ 25-20, WKBW 26-21. Top 5 rotation at WCAO-5, WAPE-3, WGCL-3, WOW-4, WJET-4, WSGA-4, WIFI-2, KIMN-3, KLEO-1, KJRB-5, WGH-2, KNDE-4, WERC-4, WHBQ-2, KHJ-1, WRKO-5, WPGC-4. Top 5 sales at L.A. City One Stop, Tower/S.F., Peaches/Cleve., Northern/Cleve., Ambat/Cinn., Lieberman/Chi. Strong sales at Peaches/L.A., Musical Isle/S.F., Schwartz Bros./D.C., Transworld/Albany, Richman Bros./Phila., Aravox/N.Y., Galgano/Chi.
- #8 SEALS AND CROFTS** — Added at Y-100. Jumps at WFIL 16-11, WCAO 23-17, WDFH 11-6, KXOK 13-7, WLS 10-6. Top 5 rotation at WKY-2, WAKY-4, 13Q-2, Z-93-1, WOW-2, KLAC-4, KIOA-4, WMAK-3, WQXI-1, KLIF-3, Q-102-1, WSAI-1, KSTP-2, WYBF-3. Top 10 sales at ABC/Atl., Peaches/Cleve., Peters/Boston, Bee Gee/Albany, El Roy/L.I., Potomac/Balt./Wash., Aravox/N.Y., Stark/Cleve., Galgano, Lieberman/Chi., Ambat/Cinn., Lieberman/Omaha, West. Merch./Amarillo.
- #9 BEE GEES** — Key Adds at WABC, WLS, WNCI, KSLQ, KCBQ. Big jumps at WDRG 10-5, WCOL 13-6, WLAC 11-7, WMAK 9-4, KRSP 22-15, WLEE 21-14, KLEO 23-17, WPGC 16-11, WQAM 20-15, WAPE 15-10, WFIL 18-12, 13Q 22-7, WGCL 19-5, WHBQ 26-14. Top 5 airplay at WORC-3, Z-93-4, WHHY-4, WGCL-5, WJET-5, WMAK-4, WERC-2, WRKO-4, WAVZ-5, WYBF-5, KJOY-3. Strong sales at Peaches/L.A., Tower/S.F., Schwartz Bros./D.C., Peters/Boston, Jerrys/Phila., El Roy/L.I., Richman Bros./Phila., Prospect/Cleve., Galgano/Chi., Ambat/Cinn., Lieberman/Omaha, West. Merch./Amarillo, Franklin/Atl. (Moved from 58 to 42 bullet on R&B singles chart).
- #10 LOU RAWLS** — 12 new additions: WOW, WBBQ, WDGY, WSGA, WBBF, Z-93, WGCL, WDFH, KJRB, Z-96, KTAC. Prime movers at WQAM 24-12, 13Q 21-16, WCOL 27-16, WSAI 25-15, WLS 17-8, WNCI 14-7, KBW 8-1, WHBQ 21-13, KFRC 19-15. Power rotation at WORC-4, WABC-2, WCAO-1, WFIL-2, WAYS-1, WGCL-4, WIFI-1, WDRQ-5, 99X-1, WAVZ-2, WPRO-4, WPGC-3, WKBW-1, KJOY-4. Strong sales at L.A. City One Stop, Peaches/L.A./St. Louis, Schwartz Bros./D.C., Norman Cooper/Phila., Peters/Boston, Jerrys, Richman Bros./Phila., El Roy, Double B/L.I., King Karol, Aravox/N.Y., Potomac/Balt./Wash., Northern/Cleve., West. Merch./Amarillo. (#1 R&B single).
- #11 KEITH CARADINE** — Adds at Y-100, KFRC, KCBQ. Last week added at WABC, KHJ, KSLQ. Key jumps at WLS 11-7, KBEQ 22-9. Top 5 airplay at WCAO-4, Z-93-3, WBBQ-5, WCOL-2, Q-102-3, WDRQ-3. Strongest sales out of Franklin/Atl., Lieberman/Omaha, Galgano/Chi., Prospect/Cleve., Aravox/N.Y., Peters/Boston, Schwartz Bros./D.C., King Karol/N.Y., ABC/Atl., Peaches/Cleve.
- #13 ENGLAND DAN** — Adds at WQAM, WQXI, WNCI, KBEQ, KCBQ. Jumps at WORC 28-18, WDRG 23-17, KEEL 15-11, WMAK 16-10, WGCL 24-8, WBGW 22-13, KAFY 7-2, Z-96 17-9, WKBW 29-8, WRKO 28-21. Top 5 rotation at WHHY-5, WZUU-2. Good sales at Tower/S.F., Peaches/Cleve., Schwartz Bros./D.C., King Karol/N.Y., Potomac/Balt./Wash., Stark/Cleve., Lieberman/Chi., Consolidated/Det., Giant/Va.
- #15 WALTER MURPHY** — Added at WDRG, Y-100, WGCL, KXOK, Z-96, WYBF. Jumped at WKY 21-15, WSGN 17-9, WHBQ 28-20, KHJ ex-21, WRKO ex-26. Strong radio at WAYS-1, WSGA-1, Y-100-1, WBBF-1, KLEO-1, KLIF-1, WAPE-4, WBGW-5. Best sales at Tower/S.F., Peaches/Cleve., Schwartz Bros./D.C., Double B/L.I., Potomac/Balt./Wash., Prospect, Northern/Cleve., Ambat/Cinn., West. Merch./Amarillo.
- #16 VICKI SUE ROBINSON** — Adds at Z-96, WQAM, WAKY, KCBQ. Jumped at WBBF 19-7, 13Q 18-4, Q-102 12-7, WSAI 27-14, WPEZ 24-18, KBW 21-9. Power rotation at WABC-5, WFIL-5, Y-100-4, 99X-4. Strong sales at Peaches/L.A./Cleve., Tower/S.F., ABC/Atl., Schwartz Bros./D.C., Peters/Boston, Richman Bros./Phila., El Roy Double B/L.I., Prospect/Cleve., Ambat/Cinn., West. Merch./Amarillo.
- #17 WILD CHERRY** — Nine adds: WMAK, KLEO, WQAM, WBGW, WHHY, KJR, KIIS, WBEQ, KTLK. 17 prime movers including WRKO 29-20, KHJ 29-23, WHBQ 27-23, KSLQ 24-10, WAVZ 19-14, WBBQ 14-5, WSGA 21-13, WLEE 29-22, Y-100 17-10, WQXI 18-14, WERC 24-18, WDRQ 14-3, WAPE 24-17, WING 24-19. Top 5 airplay at WAKY-3, 13Q-1, WBBQ-5, WCOL-2, Q-102-3, WDRQ-3, WPEZ-1, WSAI-1, WPGC-1. Strong sales at Peaches/Denver/Cleve./Delwood, Schwartz Bros./D.C., Richman Bros./Phila., Double B/L.I., Potomac/Balt./Wash., Prospect, Stark/Cleve., Consolidated/Det., Ambat/Cinn., Harmony House/Det., Lieberman/Omaha, Giant/Va., Franklin/Atl. (#10 bullet on R&B singles chart).
- #18 GEORGE BENSON** — Heavy adds at WABC, WPGC, WFIL, WDGY, WIRL. Jum-

- ped at WDRG 27-23, KEEL 25-10, WJET 30-15, WIFI 20-14, KLIF 23-17, WAPE 25-14, WHHY ex-21, WPRO 18-9, KFRC 16-12. Strong radio at WSGN-2, WERC-3, WDRQ-4, WHBQ-1, KJOY-1. Best sales out of L.A. City One Stop, Tower/S.F., Peaches/Denver, ABC/Atl., Musical Isle/S.F., Schwartz Bros./D.C., Jerrys/Phila., Richman Bros./Phila., El Roy, Double B/L.I., King Karol/N.Y., Stark, Northern/Cleve., Galgano/Chi., Consolidated/Det., West. Merch./Amarillo. (#3 R&B singles).
- #20 TAVARES** — Added at WIRL, WLEE, WBGW, KJR, WQAM, KING. Jumps at WJET 21-8, WSGA 25-20, WAYS 28-16, WCAO 25-19, KHJ 25-10. Power rotation at WORC-5, WABC-4, WIFI-4, 99X-2, WAVZ-1. Strong sales at L.A. City One Stop, Musical Isle/S.F., Peaches/Denver, Norman Cooper/Phila., Richman Bros./Phila., Double B/L.I., King Karol/N.Y., Potomac/Balt./Wash., Stark/Cleve. (#4 bullet on R&B singles).
- #21 K.C. AND THE SUNSHINE BAND** — Added at KEEL, WJET, WLEE, KIMN, WDRQ, WGCL, WSAI, KAFY, Z-96, WPEZ, WRKO, WHBQ, KTAC. Jumped at WIFI 23-16, KRSP 23-14, WMAK 24-19, WQAM 18-5, WQXI 21-12, WERC 19-15, Z-93 20-11, WFIL ex-26, WCOL 37-32, WGH 22-18. Top 5 radio at WLAC-3, Y-100-1, WQAM-5. Best sales at Tower, Musical Isle/S.F., Peaches/Denver, Norman Cooper/Phila., El Roy/L.I., Potomac/Balt./Wash., Stark/Cleve., Harmony House/Det., Franklin/Atl. (#12 bullet on R&B singles).
- #24 PETER FRAMPTON** — Added at KIMN, KXOK, KBEQ. Jumped at WORC 19-11, WLAC 22-16, WHHY 24-14, WSGN 29-23, WFIL ex-25, WGCL ex-18, WCOL 23-18, WHBQ 14-8, 99X 24-21, U-100 17-12. Top 5 rotation at WAVZ-4, KNDE-2. Heavy sales at L.A. City One Stop, Tower/S.F., Peaches/Denver, Delwood, ABC/Atl., Peters/Boston, Jerrys/Phila., King Karol/N.Y., Stark/Cleve., Harmony House/Detroit, Aravox/N.Y., Consolidated/Det., West. Merch./Amarillo, Franklin/Atl.
- #27 DR. HOOK** — Added at WIFI, WAYS, Z-93, WCAO, WBGW, WNDE, WHBQ. Jumps at WKY 23-19, KRSP 28-23, WLAC 24-9, WBBQ 27-21, WMAK 26-21, WERC 27-19, WSGN 11-4, WCOL 25-19, Q-102 ex-22, KAFY 24-16. Top 5 airplay WSGN-4, WHHY-2, WSGA-5, WBBF-2, KLIF-5. Strong sales at ABC/Atl., Schwartz Bros./D.C., Harmony House/Det.
- #28 FLEETWOOD MAC** — Adds at WMAK, WLEE, KLEO, WBBF, WAPE, WNCI, WDFH, WGCL, KTLK. Jumped at WSGN 27-16, WGH 29-20, WSAI 29-19, WLS 25-18, WAVZ 22-17, KBEQ 29-20. Strong sales at Musical Isle/S.F., Peaches/Denver, ABC/Atl., Schwartz Bros./D.C., El Roy, Double B/L.I., King Karol/N.Y., Singer, Galgano/Chi., Ambat/Cinn., Lieberman/Omaha.
- #30 CLIFF RICHARD** — 13 new adds this week including WAKY, WLAC, WJET, WIRL, WMAK, WCAO, WGCL, WGH, WYBF, WAVZ, WOKY, KSTP, KNDE. Jumped at WORC 27-15, KLEO 26-18, WAPE 28-22, WHHY 14-7, WCOL 34-28, KJRB ex-19, KRSP 17-9, KJR 19-13, WRKO 18-13. Best sales at Musical Isle/S.F., Bee Jay/Charlotte, Rapid Sales/Madison.
- #37 WAR** — Added at KSTP, WLAC, WOW, KTAC. Last week at KILT, KSLQ, 13Q. Took jumps at WORC ex-28, WSGN 25-13, WFIL ex-24, WAVZ 28-22. Heavy sales at Peaches/L.A., Tower/S.F., Schwartz Bros./D.C., Musical Isle/S.F., Norman Cooper/Phila., Bee Gee/Albany, Jerrys/Phila., King Karol/N.Y., Potomac/Balt./Wash., Prospect, Northern/Cleve., Lieberman/Omaha. (#17 bullet on R&B singles).
- #43 ORLEANS** — Most added single with 18 new stations including WIFI, WCOL, KRSP, WAPE, WGH, WFIL, WGCL, WING, KSLQ, WMPG, KILT. Jumped at WSGN 28-21, WAVZ 24-18, KSTP 28-21. Sales out of Potomac/Balt./Wash., Ambat/Cinn.
- #45 SILVER** — Added at WDRG, KEEL, KIMN, WAPE, WSGN, WGH, WOKY. Jumps at WBBQ 18-13, WMAK ex-27, WBBF 16-9, WCOL 40-33, WPGC 22-15, WAVZ ex-24, WRKO 25-17. Sales at Norman Cooper/Phila., Potomac/Balt./Wash., Ambat/Cinn.
- #46 BOZ SCAGGS** — Added at WGH, KRIZ. Last week added at Z-93, WGCL, KHJ, WCOL, KJOY, KIMN. Sales at Peaches/L.A./Cleve., Musical Isle/S.F., Jerrys/Phila., El Roy, Double B/L.I., King Karol/N.Y., Northern/Cleve.
- #47 RED SOVINE** — Adds at WNCI, Z-96, WING. Jumped at WORC 25-12, KRSP ex-29, WHBQ 19-15. Good sales at Peaches/St. Louis, Transworld/Albany, Richman Bros./Phila., King Karol/N.Y., Ambat/Cinn., Lieberman/Omaha, Knox/Knoxville.
- #53 LADY FLASH** — Added at WAVZ, WMPG, WKLO. Last week added at KLIF, WBBF, WMAK, WAKY, WLEE. Jumped at WORC ex-29, KTLK 26-19.
- #54 EARTH WIND AND FIRE** — Added at CKLW. Last week at WPRO, WING, WBLI. Jumped at WIFI 28-22. Strong sales at Tower/S.F., Musical Isle/S.F., Peaches/Denver, Jerrys/Phila., Richman Bros./Phila., El Roy, Double B/L.I., King Karol/N.Y., Potomac/Balt./Wash., Stark/Cleve., Knox/Knoxville. (#13 bullet on R&B singles).
- #57 JEFFERSON STARSHIP** — Added at WORC, WDRG, WKY, KLIF, WHHY, WCOL, KRSP, WRKO. Jumps at WIFI 27-23, WERC 18-13, WAVZ ex-30, KSLQ ex-33, KFRC 22-17, KTAC ex-22. Good sales at Peaches/Denver/Delwood, Jerrys/Phila., Richman Bros./Phila.
- #72 HALL AND OATES** — Adds at WBBQ, WSGA, KIMN, KLIF, WSGN, Z-96, WING. Jumped at WCOL 32-23.
- #76 CHICAGO** — Added at WBBQ, Y-100, WQXI, WERC, WNDE, WHHY, WSAI, KRSP, KJR, KILT.
- #77 HELEN REDDY** — Added at WRKO, WERC, WBGW, WSAI, WPGC, WPEZ, KHJ, KILT.
- #78 PAUL DAVIS** — Heavy adds at WRKO, KSLQ. Last week at WSAI, KILT. Jumped at WHHY ex-23.
- #82 OLIVIA NEWTON-JOHN** — Adds at KHJ, KFRC, 99X, WHBQ, KIIS.

- Baby, I Love — Peter Frampton — A&M
10 To 6 — Never Gonna Fall — Eric Carmen
17 To 12 — Baretta's Theme — Rhythm Heritage
21 To 13 — It Keeps You Runnin' — Carly Simon
- WFL — PHILADELPHIA**
#1 — Starland Vocal Band
This Masquerade — George Benson — WB
Still The One — Orleans — Asylum
16 To 11 — Get Closer — Seals & Crofts
18 To 12 — You Should Be Dancing — Bee Gees
Extra To 24 — Summer — War
Extra To 25 — Baby, I Love You — Peter Frampton
Extra To 26 — Shake Your Booty — KC & Sunshine Band
- WIFI — PHILADELPHIA**
#1 — Lou Rawls
Still The One — Orleans — Asylum
A Little Bit More — Dr. Hook — Capitol
*No, No, Joe — Silver Convention — Midland Int'l.
*Try Me — Donna Summer — Casablanca
20 To 14 — This Masquerade — George Benson
23 To 16 — Shake Your Booty — KC & Sunshine Band
27 To 13 — With Your Love — Jefferson Starship
28 To 22 — Getaway — Earth, Wind & Fire
- WPEZ — PITTSBURGH**
#1 — Wild Cherry
Shake Your Booty — KC & Sunshine Band — TK
I Can't Hear You — Helen Reddy — Capitol
15 To 10 — Take The Money — Steve Miller
20 To 15 — Don't Go Breaking — Elton John & Kiki Dee
22 To 17 — I'll Be Good — Brothers Johnson
24 To 18 — Turn The Beat — Vicki Sue Robinson
25 To 20 — Let 'Em In — Wings

- 130 — PITTSBURGH**
#1 — Wild Cherry
Don't Go Breaking — Elton John & Kiki Dee — Rocket
14 To 8 — Tear The Roof Off — Parliament
18 To 14 — Turn The Beat — Vicki Sue Robinson
21 To 16 — You'll Never Find — Lou Rawls
22 To 17 — You Should Be Dancing — Bee Gees
24 To 19 — Boys Are Back — Thin Lizzy
- KGW — PORTLAND**
#1 — John Travolta
You'll Never Find — Lou Rawls — Phila. Int'l.
Rocky Mt. Music — Eddie Rabbitt — Elektra
Last Child — Aerosmith — Columbia
Springtime Mama — Henry Gross — Lifesong
13 To 2 — Let 'Em In — Wings
17 To 7 — I'd Really Love — England Dan & Coley
22 To 12 — Devil Woman — Cliff Richard
25 To 13 — Say You Love Me — Fleetwood Mac
- KISN — PORTLAND**
#1 — Elton John & Kiki Dee
I Can't Hear You — Helen Reddy — Capitol
Still The One — Orleans — Asylum
Anything You Want — Jim Valenti — Ariola America
Loud Down — Boz Scaggs — Columbia
Take A Hand — Rick Springfield — Chelsea
Rocky Mountain Music — Eddie Rabbitt — Elektra
16 To 3 — A Little Bit More — Dr. Hook
30 To 20 — Springtime Mama — Henry Gross
- KPAM — PORTLAND**
#1 — Manhattans
With Your Love — Jefferson Starship — Grunt
*If You Leave Me — Chicago — Columbia

- *Still The One — Orleans — Asylum
*Young Hearts — Candi Staton — WB
9 To 4 — Got To Get You — Beatles
12 To 5 — Don't Go Breaking — Elton John & Kiki Dee
13 To 8 — You Should Be Dancing — Bee Gees
24 To 19 — Fifth Of Beethoven — Walter Murphy
30 To 25 — Sophisticated Lady — Natalie Cole
ex to 27 — Magic Man — Heart
ex to 28 — Dr. Tarr & Prof. Fether — Allan Parsons
ex to 29 — This Masquerade — George Benson
- WPRO — PROVIDENCE**
#1 — Candi Staton
No new additions
18 To 9 — This Masquerade — George Benson
- WGNC — PROVIDENCE**
#1 — Starland Vocal Band
*Still The One — Orleans
*Shower The People — James Taylor — WB
*Little Bit More — Dr. Hook — Capitol
*Play That Funky Music — Wild Cherry — SweetCity/Epic
17 To 4 — Don't Go Breaking — Elton John & Kiki Dee
13 To 6 — You Should Be Dancing — Bee Gees
15 To 9 — Young Hearts — Candi Staton
26 To 16 — This Masquerade — George Benson
ex to 30 — Summer — War
ex to 27 — Shake Your Booty — KC & Sunshine Band
- WLEE — RICHMOND**
#1 — Beatles
Heaven Must Be — Tavares — Capitol
Shake Your Booty — KC & Sunshine Band — TK
Shake Your Love Me — Fleetwood Mac — Reprise
21 To 14 — You Should Be Dancing — Bee Gees

- 22 To 12 — Don't Go Breaking — Elton John & Kiki Dee
29 To 22 — Play That Funky Music — Wild Cherry
- WBBF — ROCHESTER**
#1 — Walter Murphy
Highly — John Miles — London
You'll Never Find — Lou Rawls — Phila. Int'l.
Say You Love Me — Fleetwood Mac — Reprise
14 To 6 — Kiss And Say Goodbye — Manhattans
16 To 9 — Wham Bam Shang-A-Lang — Silver
19 To 7 — Turn The Beat — Vicki Sue Robinson
20 To 15 — Magic Man — Heart
22 To 11 — Don't Go Breaking — Elton John & Kiki Dee
23 To 16 — Rock And Roll Music — Beach Boys
- KNDE — SACRAMENTO**
#1 — Starland Vocal Band
Turn The Beat — Vicki Sue Robinson — RCA
Shake Your Booty — KC & Sunshine Band — TK
Devil Woman — Cliff Richard — MCA
- KRSP — SALT LAKE CITY**
#1 — Elton & Kiki
*Still The One — Orleans — Elektra
*If You Leave Me Now — Chicago — Columbia
*Grasshopper — Spin — Ariola
*With Your Love — Starship — RCA
*Can You Do It — Grand Funk — MCA
17 To 9 — Devil Woman — Cliff Richard
18 To 6 — Kiss And Say Goodbye — Manhattans
22 To 15 — You Should Be Dancing — Bee Gees
23 To 14 — Shake Your Booty — KC & Sunshine Band
24 To 16 — I'll Be Good To You — Bros. Johnson

Continued on page 2

ADDITIONS TO SECONDARY MARKET PLAYLISTS

WQUE — AKRON
#1 — Wild Cherry
*The Reeper — Blue Oyster Cult — Columbia
*She's Gone — Hall & Oates — Atlantic
*Getaway — EW&F — Columbia
8-2 — I'm Easy — Keith Carradine
20-3 — Let 'Em In — Wings
26-5 — Don't Go Breaking — Elton John & Kiki Dee
39-31 — Shake Your Booty — KC & Sunshine Band
ex-38 — Still The One — Orleans
ex-39 — Springtime Mama — Henry Gross
ex-40 — Say You Love Me — Fleetwood Mac
WPTR — ALBANY
#1 — Manhattans
Lowdown — Boz Scaggs — Columbia
Ode To Billy Joe — Bobbie Gentry — Capitol
Still The One — Orleans — Asylum
With Your Love — Jefferson Starship — Grunt
29 to 15 — Baby I Love — Peter Frampton
27 to 19 — You'll Never Find — Lou Rawls
25 to 20 — This Masquerade — George Benson
31 to 23 — Fifth Of Beethoven — Walter Murphy
KRKE — ALBUQUERQUE
#1 — Manhattans
Shake Your Booty — KC & Sunshine Band — TK
Fifth Of Beethoven — Walter Murphy — Private Stock
Devil Woman — Cliff Richard — Rocket
*If You Leave Me — Chicago — Columbia
9 to 3 — Don't Go Breaking — Elton John & Kiki Dee
15 to 11 — Play That Funky Music — Wild Cherry
19 to 14 — Boys Are Back — Thin Lizzy
ex to 20 — Let Her In — John Travolta
WAEB — ALLENTOWN
#1 — Beatles
One Love — Diana Ross — Motown
I Can't Hear You — Helen Reddy — Capitol
Wham Bam — Silver — Arista
Don't Stop Believin' — Olivia Newton-John — MCA
13 to 6 — I'd Really Love — England Dan & Coley
17 to 9 — Summer — War
24 to 17 — She's Gone — Hall & Oates
WRFC — ATHENS
#1 — Aretha Franklin
Shake Your Booty — KC & Sunshine Band — TK
*Magic Man — Heart — Mushroom
*I've Been Loving You — Easy Street — Capricorn
*If I Had A Hammer — Coasters — America Int'l.
24 to 13 — Don't Go Breaking — Elton John
30 to 15 — Play That Funky Music — Wild Cherry
21 to 16 — You'll Never Find — Lou Rawls
26 to 18 — Getaway — EW&F
29 to 22 — This Masquerade — George Benson
28 to 23 — Say You Love Me — Fleetwood Mac
34 to 26 — Play That Funky Music — Wild Cherry
33 to 27 — Can't Change — Cate Brothers
ex to 30 — Devil Woman — Cliff Richard
ex to 31 — Still The One — Orleans
ex to 32 — Superstar — Paul Davis
ex to 33 — Dr. Tarr & Prof. Fether — Allan Parsons
KFYR — BISMARCK
#1 — England Dan & John Ford Coley
*Fifth Of Beethoven — Walter Murphy — Private Stock
*This Masquerade — George Benson — WB
12-8 — Say You Love Me — Fleetwood Mac
16-11 — You Should Be Dancing — Bee Gees
18-12 — Little Bit More — Dr. Hook
22-16 — Summer — War
ex-20 — Rock And Roll Music — Beach Boys
ex-22 — She's Gone — Hall & Oates
WBGW — BOWLING GREEN
#1 — Manhattans
Play That Funky Music — Wild Cherry — Sweet City
Heaven Must Be — Tavares — Capitol
A Little Bit More — Dr. Hook — Capitol
I Can't Hear You — Helen Reddy — Capitol
*Rainbow — Leon & Mary Russell — Paradise
*You're The Woman — Firefall — Atlantic
*Let Her In — John Travolta — Midland Int'l.
22-13 — I'd Really Love — England Dan & Coley
23-17 — Springtime Mama — Henry Gross
ex-21 — Let 'Em In — Wings
WICC — BRIDGEPORT
#1 — Starland Vocal Band
No new additions
WGOW — CHATTANOOGA
#1 — Manhattans
*Still The One — Orleans — Asylum
*You'll Never Find — Lou Rawls — Phila. Int'l.
*With Your Love — Jefferson Starship — Grunt
*Street Singin' — Lady Flash — RSO
*Shower The People — James Taylor — WB
16 to 7 — Little Bit More — Dr. Hook
24 to 12 — Fifth Of Beethoven — Walter Murphy
22 to 11 — Baby I Love — Peter Frampton
ex to 23 — Shake Your Booty — KC & Sunshine Band
ex to 28 — Summer — War
ex to 29 — Wham Bam — Silver
ex to 30 — Springtime Mama — Henry Gross
WFLI — CHATTANOOGA
#1 — Manhattans
Magic Man — Heart — Mushroom
Devil Woman — Cliff Richard — Rocket
*With Your Love — Jefferson Starship — Grunt
*Lowdown — Boz Scaggs — Columbia
*Springtime Mama — Henry Gross — Lifesong
*You'll Never Find — Lou Rawls — Phila. Int'l.
13-9 — Little Bit More — Dr. Hook
24-10 — Fifth Of Beethoven — Walter Murphy
17-12 — Let 'Em In — Wings
21-14 — I'd Really Love — England Dan & Coley
26-21 — Say You Love Me — Fleetwood Mac
29-19 — Stranger — Johnny Duncan
ex-25 — Baby I Love — Peter Frampton
ex-30 — Summer — War
ex-18 — Shake Your Booty — KC & Sunshine Band
WMFJ — OAYTONA BEACH
#1 — Walter Murphy
*Shake Your Booty — KC & Sunshine Band — TK
*Wham Bam — Silver — Arista
*I Can't Hear You — Helen Reddy — Capitol
*Lowdown — Boz Scaggs — Columbia
*High Fly — John Miles — London
18 to 12 — You Should Be Dancing — Bee Gees
ex to 28 — Devil Woman — Cliff Richard
ex to 29 — Still The One — Orleans
ex to 30 — Getaway — EW&F
WEAO — EAU CLAIRE
#1 — Starland Vocal Band
Still The One — Orleans — Asylum
Shake Your Booty — KC & Sunshine Band — TK
Listen To The Buddha — Ozo — DJM
Brand New Love Affair — Jigsaw — Chelsea
Lowdown — Boz Scaggs — Columbia
29 to 16 — Did You Boogie — Flash Cadillac
30 to 25 — This Masquerade — George Benson
KINT — EL PASO
#1 — Manhattans
No new additions
18-13 — Let 'Em In — Wings
ex-16 — I'd Really Love — England Dan & Coley
ex-17 — Turn The Beat — Vicki Sue Robinson
WJET — ERIE
#1 — Beach Boys

Devil Woman — Cliff Richard — MCA
Shake Your Booty — KC & Sunshine Band — TK
21-8 — Heaven Must Be — Tavares — Capitol
30-15 — This Masquerade — George Benson
KRKO — EVERETT
#1 — Manhattans
*Don't Stop Believin' — Olivia Newton-John
*Street Singin' — Lady Flash — RSO
*I've Been Loving You — Easy Street — Capricorn
*Still The One — Orleans — Asylum
15-10 — Last Child — Aerosmith
16-11 — Baby I Love — Peter Frampton
17-12 — You Should Be Dancing — Bee Gees
ex-28 — Shake Your Booty — KC & Sunshine Band
ex-29 — Wham Bam — Silver
ex-30 — This Masquerade — George Benson
WFLB — FAIRMONT
#1 — Starland Vocal Band
With Your Love — Jefferson Starship — Grunt
Devil Woman — Cliff Richard — Rocket
*Dancing Kid — Disco Tex — Chelsea
*Can You Do It — Grand Funk Railroad — MCA
9 to 4 — Shake Your Booty — KC & Sunshine Band
14 to 10 — You Should Be Dancing — Bee Gees
18 to 11 — Heaven Must Be — Tavares
19 to 12 — Let 'Em In — Wings
22 to 16 — Don't Go Breaking — Elton John & Kiki Dee
23 to 17 — I'd Really Love — England Dan & Coley
26 to 22 — Getaway — EW&F
28 to 23 — Something He Can Feel — Aretha Franklin
30 to 24 — Lowdown — Boz Scaggs
ex to 29 — Still The One — Orleans
ex to 28 — Little Bit More — Dr. Hook
ex to 30 — One Love — Diana Ross
KOWB — FARGO
#1 — Elton John & Kiki Dee
Play That Funky Music — Wild Cherry — Sweet City/Epic
Amber Cascades — America — WB
16 to 8 — Kiss And Say — Manhattans
15 to 9 — Wham Bam — Silver
WFJZ — FORT WORTH
#1 — Starland Vocal Band
Say You Love Me — Fleetwood Mac — Reprise
Little Bit More — Dr. Hook — Capitol
With Your Love — Jefferson Starship — Grunt
*She's Gone — Hall & Oates — Atlantic
17-8 — Shake Your Booty — KC & Sunshine Band
19-10 — Don't Go Breaking — Elton John & Kiki Dee
KYNO — FRESNO
#1 — Santana
*Little Bit More — Dr. Hook — Capitol
*Young Hearts — Candi Staton — WB
*Wham Bam — Silver — Arista
*She's Gone — Hall & Oates — Atlantic
*The Reeper — Blue Oyster Cult — Columbia

*Party Line — Andrea True — Buddha
*Anything You Want — John Valenti — Ariola
*Shower The People — James Taylor — WB
32 to 18 — Devil Woman — Cliff Richard
24 to 17 — Something He Can Feel — Aretha Franklin
23 to 16 — Baby I Love — Peter Frampton
26 to 14 — Getaway — EW&F
18 to 6 — Play That Funky Music — Wild Cherry
ex to 36 — Magic Man — Heart
ex to 37 — Wham Bam — Silver
ex to 38 — Take A Hand — Rick Springfield
WIVC — LANSING
#1 — Beatles
This Masquerade — George Benson — WB
Baby I Love — Peter Frampton — A&M
You'll Never Find — Lou Rawls — Phila. Int'l.
*Dancing Kid — Disco Kid — Chelsea
*Lowdown — Boz Scaggs — Columbia
*Young Hearts — Candi Staton — WB
*Shake Your Booty — KC & Sunshine Band
*Still The One — Orleans — Asylum
15 to 10 — Last Child — Aerosmith
27 to 16 — I'd Really Love — England Dan & Coley
18 to 13 — Sophisticated Lady — Natalie Cole
ex to 29 — Summer — War
KENO — LAS VEGAS
#1 — Manhattans
Fifth Of Beethoven — Walter Murphy — Private Stock
Still The One — Orleans — Asylum
12 to 7 — Shake Your Booty — KC & Sunshine Band
WBLI — LONG ISLAND
#1 — Manhattans
*Play That Funky Music — Wild Cherry — Sweet City/Epic
Say You Love Me — Fleetwood Mac — Reprise
9 to 4 — Don't Go Breaking — Elton John & Kiki Dee
ex to 10 — You Should Be Dancing — Bee Gees
ex to 7 — You'll Never Find — Lou Rawls
KIHS-FM — LOS ANGELES
#1 — Manhattans
*Don't Stop Believin' — Olivia Newton-John — MCA
*Sunrise — Eric Carmen — Arista
*Play That Funky Music — Wild Cherry — Sweet City/Epic
14-6 — Let 'Em In — Wings
21-8 — Don't Go Breaking — Elton & Kiki
WISM — MAISON
#1 — Captain & Tennille (Muskrat Love)
Shake Your Booty — KC & Sunshine Band — TK
You To Me — Real Thing — UA
*Another Rainy Day — Chicago — Columbia
*Let's Rock — Ellison & Chase — Big Tree
*With Your Love — Jefferson Starship — Grunt
22 to 16 — Baby I Love — Peter Frampton
27 to 22 — Say You Love Me — Fleetwood Mac
ex to 29 — This Masquerade — George Benson
ex to 30 — Still The One — Orleans

You'll Never Find — Lou Rawls — Phila. Int'l.
She's Gone — Hall & Oates — Atlantic
Wham Bam — Silver — Arista
24 to 5 — Play That Funky Music — Wild Cherry
17 to 3 — Don't Go Breaking — Elton John & Kiki Dee
21 to 13 — This Masquerade — George Benson
30 to 18 — Shake Your Booty — KC & Sunshine Band
KTSA — SAN ANTONIO
#1 — Manhattans
Shake Your Booty — KC & Sunshine Band — TK
Baby I Love — Peter Frampton — A&M
26 to 15 — Don't Go Breaking — Elton John & Kiki Dee
19 to 13 — I'd Really Love — England Dan & Coley
15 to 9 — Got To Get You — Beatles
KONO — SAN ANTONIO
#1 — Manhattans
*Winnie The Pooh For President — Walt Disney
*Don't Stop Believin' — Olivia Newton-John — MCA
7-1 — Kiss And Say — Manhattans
18-12 — Mamma Mia — Abba
19-13 — I Need To Be — Carpenters
29-23 — Let 'Em In — Wings
32-28 — Don't Go Breaking — Elton John & Kiki Dee
35-30 — Adios — Santa Fe
38-32 — Summer — War
40-34 — Peas In A Pod — Sammy Johns
KLIV — SAN JOSE
#1 — John Travolta
*Summer — War — UA
*Another Rainy Day — Chicago — Columbia
*Shake Your Booty — KC & Sunshine Band
9-5 — Kiss And Say — Manhattans
16-8 — You Should Be Dancing — Bee Gees
ex-12 — You'll Never Find — Lou Rawls
ex-18 — Fifth Of Beethoven — Walter Murphy
ex-20 — Lowdown — Boz Scaggs
KSLY — SAN LUIS OBISPO
#1 — George Benson
*Shake Your Booty — KC & The Sunshine Band — TK
*Long May You Run — Steve Stills & Neil Young — WB
*Princess & The Punk — Barry Mann — Arista
13 to 8 — Say You Love Me — Fleetwood Mac
15 to 11 — Magic Man — Heart
17 to 13 — Don't Let Me Down — Buckingham Nicks
18 to 14 — Little Bit More — Dr. Hook
21 to 15 — You Should Be Dancing — Bee Gees
24 to 16 — Play That Funky Music — Wild Cherry
ex to 29 — The Reeper — Blue Oyster Cult
ex to 30 — I'm A Song — Stuart Goetz
ex to 31 — Still The One — Orleans
ex to 32 — Any Other Woman — Great Khin
WORO — SPARTANBURG
#1 — KC & Sunshine Band
*If You Leave Me — Chicago — Columbia
*With Your Love — Jefferson Starship — Grunt
*Struttin' My Stuff — Elvin Bishop — Capricorn
*Still The One — Orleans — Asylum
*Free Spirit — Atlanta Rhythm Section — Polydor
*After The Dance — Marvin Gaye — Tama
19 to 8 — Don't Go Breaking — Elton John & Kiki Dee
ex to 13 — Who'd She Coo — Ohio Players
WJON — ST. CLOUD
#1 — Red Sovine
*Lowdown — Boz Scaggs — Columbia
*Wham Bam — Silver — Arista
10 to 5 — Don't Go Breaking — Elton John & Kiki Dee
20 to 15 — You Should Be Dancing — Bee Gees
ex to 16 — Say You Love Me — Fleetwood Mac
ex to 17 — You'll Never Find — Lou Rawls
ex to 18 — Kiss And Say — Manhattans
WSPT — STEVENS POINT
#1 — Cliff Richard
*Still The One — Orleans — Asylum
*Wham Bam — Silver — Arista
*Heaven Must Be — Tavares — Capitol
11 to 6 — Let 'Em In — Wings
21 to 7 — Let's Rock — Ellison & Chase
19 to 9 — Don't Go Breaking — Elton John & Kiki Dee
15 to 11 — You Should Be Dancing — Bee Gees
17 to 13 — Magic Man — Heart
26 to 21 — Muskrat Love — Captain & Tennille
29 to 23 — Ode To Billy Joe — Bobbie Gentry
28 to 24 — Baby I Love — Peter Frampton
ex to 26 — This Masquerade — George Benson
ex to 27 — Play That Funky Music — Wild Cherry
ex to 28 — Fifth Of Beethoven — Walter Murphy
ex to 29 — Too Easy To Love — Dakotah
ex to 30 — Street Singin' — Lady Flash
WOLF — SYRACUSE
#1 — Elton John & Kiki Dee
Shake Your Booty — KC Sunshine Band — TK
*Don't Touch Me There — Tubes — A&M
8 to 3 — Let 'Em In — Wings
4 to 1 — Don't Go Breaking — Elton John & Kiki Dee
ex to 28 — Summer — War
ex to 30 — Heaven Must Be — Tavares
WNRD — SYRACUSE
#1 — Starland Vocal Band
Still The One — Orleans — Asylum
Street Singin' — Lady Flash — RSO
15 to 11 — Baby I Love — Peter Frampton
ex to 28 — Wham Bam — Silver
WLCY — TAMPA
#1 — John Travolta
Mamma Mia — Abba — Atlantic
The Raven — Allan Parsons — 20th Century
Summer — War — UA
15 to 8 — Let 'Em In — Wings
7 to 2 — I'll Be Good — Brothers Johnson
26 to 9 — Don't Go Breaking — Elton John & Kiki Dee
20 to 7 — Shake Your Booty — KC & Sunshine Band
18 to 6 — Don't Touch Me There — Tubes
ex to 25 — Fifth Of Beethoven — Walter Murphy
KEWI — TOPEKA
#1 — Elton John & Kiki Dee
Teddybear — Red Sovine — Starday
Little Bit More — Dr. Hook — Capitol
Young Hearts — Candi Staton — WB
Devil Woman — Cliff Richard — Rocket
Lowdown — Boz Scaggs — Columbia
13 to 1 — Don't Go Breaking — Elton John & Kiki Dee
15 to 7 — Play That Funky Music — Wild Cherry
20 to 12 — Let 'Em In — Wings
33 to 17 — Magic Man — Heart
KTOP — TOPEKA
#1 — Elton John & Kiki Dee
*Say You Love Me — Fleetwood Mac — Reprise
*Devil Woman — Cliff Richard — Rocket
*Summer — War — UA
18-10 — Play That Funky Music — Wild Cherry
26-15 — I'm Easy — Keith Carradine
ex-26 — Magic Man — Heart
WTRY — TROY
#1 — Manhattans
Still The One — Orleans — Asylum
Springtime Mama — Henry Gross — Lifesong
Devil Woman — Cliff Richard — Rocket
22 to 11 — Don't Go Breaking — Elton John & Kiki Dee
21 to 12 — Heaven Must Be — Tavares
29 to 16 — Fifth Of Beethoven — Walter Murphy
25 to 19 — Shake Your Booty — KC & Sunshine Band

Singles To Watch

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

1. She's Gone — Hall & Oates — RCA
2. Magic Man — Heart — Mushroom
3. (Don't Fear) The Reaper — Blue Oyster Cult — Columbia
4. If You Leave Me — Chicago — Columbia
5. I Can't Hear You No More — Helen Reddy — Capitol
6. Don't Stop Believin' — Olivia Newton-John — MCA
7. Shower The People — James Taylor — Warner Bros.
8. Dr. Tarr & Professor Fether — Alan Parsons Project — 20th Century
9. I've Been Loving You — Easy Street — Capricorn
10. One Love In My Lifetime — Diana Ross — Motown

*Superstar — Paul Davis — Bang
8 to 2 — Baby I Love — Peter Frampton
14 to 10 — Devil Woman — Cliff Richard
19 to 14 — I Never Cry — Alice Cooper
20 to 15 — Don't Go Breaking — Elton John & Kiki Dee
23 to 19 — Lowdown — Boz Scaggs
ex to 29 — Heaven Must Be — Tavares
ex to 30 — With Your Love — Jefferson Starship
WLAV — GRANO RAPIOS
#1 — Starland Vocal Band
*You'll Never Find — Lou Rawls — Phila. Int'l.
*Wham Bam — Silver — Arista
19 to 11 — Let 'Em In — Wings
18 to 14 — Say You Love Me — Fleetwood Mac
ex to 15 — Shake Your Booty — KC & Sunshine Band
ex to 16 — You Should Be Dancing — Bee Gees
ex to 17 — Baby I Love — Peter Frampton
Z-96 — GRAND RAPIOS
#1 — Starland vocal Band
Rock And Roll Music — Beach Boys — Reprise
Young Hearts Run Free — Candi Staton — WB
Teddy Bear — Red Sovine — Starday
Turn The Beat — Vicki Sue Robinson — RCA
You'll Never Find — Lou Rawls — Phila. Int'l.
*Fifth Of Beethoven — Walter Murphy — Private Stock
*Shake Your Booty — KC & Sunshine Band — TK
*She's Gone — Hall & Oates — Atlantic
*The Reeper — Blue Oyster Cult — Columbia
13-5 — Don't Go Breaking — Elton John & Kiki Dee
17-9 — Getaway — Earth, Wind & Fire
KEIN — GREAT FALLS
#1 — Wings
I Can't Hear You — Helen Reddy — Capitol
I'm Your Man — Tarney & Spencer — Private Stock
Shake Your Booty — KC & Sunshine Band — TK
Play That Funky Music — Wild Cherry — Sweet City/Epic
Still The One — Orleans — Asylum
17-10 — Don't Go Breaking — Elton John & Kiki Dee
15-6 — Teddy Bear — Red Sovine
WCRO — JOHNSTOWN
#1 — Wild Cherry
*No No Joe — Silver Convention — Midland Int'l.
*If You Leave Me — Chicago — Columbia
*With Your Love — Jefferson Starship — Grunt
*Rainbow — Leon & Mary Russell — Paradise
*Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century
21-13 — Shake Your Booty — KC & Sunshine Band
20-15 — Baby I Love — Peter Frampton
26-19 — Springtime Mama — Henry Gross
28-23 — Little Bit More — Dr. Hook
ex-27 — Wham Bam — Silver
ex-28 — Lowdown — Boz Scaggs
ex-29 — Sophisticated Lady — Natalie Cole
ex-30 — She's Gone — Hall & Oates
WQPD — LAKELAND
#1 — KC & Sunshine Band
I Can't Hear You — Helen Reddy — Capitol
Don't Stop Believin' — Olivia Newton-John — MCA
*Struttin' My Stuff — Elvin Bishop — Capricorn
*Sing Me — Stuart Goetz

WFOM — MARIETTA
#1 — Wings
*With Your Love — Jefferson Starship — Grunt
*If You Leave Me — Chicago — Columbia
*Disco Duck — Rick Dees — RSO
*I Can't Hear You — Helen Reddy — Capitol
16 to 6 — You Should Be Dancing — Bee Gees
14 to 7 — Don't Go Breaking — Elton John & Kiki Dee
27 to 20 — Say You Love Me — Fleetwood Mac
30 to 23 — Wham Bam — Silver
23 to 17 — Little Bit More — Dr. Hook
16 to 10 — I'm Easy — Keith Carradine
ex to 19 — Young Hearts — Candi Staton
ex to 24 — Still The One — Orleans
KNOE — MONROE
#1 — Manhattans
Devil Woman — Cliff Richard — Rocket
22-10 — Don't Go Breaking — Elton John & Kiki Dee
ex-39 — The Reeper — Blue Oyster Cult
WLOF — ORLANDO
#1 — Lou Rawls
*Little Bit More — Dr. Hook — Capitol
*Fifth Of Beethoven — Walter Murphy — Private Stock
5-1 — You'll Never Find — Lou Rawls
13-4 — Shake Your Booty — KC & Sunshine Band
11-7 — Let 'Em In — Wings
14-10 — You Should Be Dancing — Bee Gees
16-12 — Don't Go Breaking — Elton John & Kiki Dee
21-17 — Heaven Must Be — Tavares
24-18 — Play That Funky Music — Wild Cherry
26-22 — She's Gone — Hall & Oates
28-24 — Summer — War
ex-27 — Say You Love Me — Fleetwood Mac
ex-28 — Lowdown — Boz Scaggs
KACY — OXNARO
#1 — Elton John & Kiki Dee
No new additions
17 to 11 — Don't Go Breaking — Elton John & Kiki Dee
14 to 2 — Let 'Em In — Wings
18 to 3 — You Should Be Dancing — Bee Gees
29 to 14 — I'd Really Love — England Dan & Coley
28 to 18 — Tear The Roof — Parliament
WBSS — PENSACOLA
#1 — Seals & Crofts
*The Reeper — Blue Oyster Cult — Columbia
*Still The One — Orleans — Asylum
*End Is Not In Sight — Amazing Rhythm Aces — ABC
21 to 14 — You Should Be Dancing — Bee Gees
23 to 16 — Baby I Love — Peter Frampton
25 to 18 — Heaven Must Be — Tavares
26 to 20 — Don't Go Breaking — Elton John & Kiki Dee
28 to 22 — Summer — War
34 to 26 — You'll Never Find — Lou Rawls
38 to 31 — Shake Your Booty — KC & Sunshine Band
ex to 35 — I've Been Loving You — Easy Street
ex to 36 — Wham Bam — Silver
ex to 37 — Springtime Mama — Henry Gross
ex to 39 — Shower The People — James Taylor
ex to 40 — Street Singin' — Lady Flash
WKIX — RALEIGH
#1 — Candi Staton

continued on pg. 50

THE CASH BOX POP RADIO ANALYSIS

<i>most added records</i>	This Week	To Date	<i>station adds this week</i>
1. Still The One — Orleans — Asylum	20%	40%	KSLQ, KILT, WMPs, WFIL, WFI, WGCL, WCOL, KJOY, KTAC, WKLO, WING, KAFY, WGH, KJRB, WAPE, WKY, WORC, KRSP, WSGA
2. Shake Your Booty — KC & The Sunshine Band — TK	16%	69%	WRKO, WPIX, WPEZ, WSAI, WDRQ, WGCL, KNDE, KATC, WHBQ, KAFY, Z-96, KIMN, WLEE, WJET, KEEL
3. You'll Never Find A Love — Lou Rawls — Phila. Int'l.	15%	68%	Z-93, WGCL, WDFH, KGW, KTAC, KING, Z-96, KJRB, WAPE, WBBF, WSGA, WDGY, WBBQ, WOW
4. Devil Woman — Cliff Richard — Rocket	15%	44%	WGCL, WCAO, KYA, KNDE, KSTP, WOKY, WAVZ, WVBF, WMAK, WJET, WIRL, WLAC, WAKY
5. Play That Funky Music — Wild Cherry — Sweet City/Epic	11%	69%	KJR, WQAM, KTLK, KREQ, WVBF, KIIS, WHHY, WBG, KLEO, WMAK
6. Say You Love Me — Fleetwood Mac — Reprise	11%	58%	WDFH, WNCI, WGCL, KJOY, KTLK, WAPE, WBBF, KLEO, WLEE, WMAK
7. If You Leave Me Now — Chicago — Columbia	11%	11%	KJR, KILT, WSAI, WQXI, Y-100, KRSP, WHHY, WNDE, WERC, WBBQ
8. A Little Bit More — Dr. Hook — Capitol	10%	52%	WPIX, KNUS, WCAO, Z-93, WAYS, WFI, WNDE, WBG, WHBQ
9. With Your Love — Jefferson Starship — Grunt/RCA	10%	39%	WRKO, KLIF, WCOL, KAKC, KRSP, WHHY, WKY, WDR, WORC
10. A Fifth Of Beethoven — Walter Murphy — Private Stock	9%	69%	KXOK, Y100, WGCL, WDR, KYA, KTLK, Z-96, WVBF
11. I Can't Hear You No More — Helen Reddy — Capitol	9%	9%	WRKO, KHJ, WPEZ, WPGC, KILT, WSAI, WBG, WERC
12. Wham Bam Shang-A-Lang — Silver — Arista	8%	30%	WOKY, WGH, WSGN, WAPE, KIMN, KEEL, WDR
13. She's Gone — Hall & Oates — Atlantic	8%	16%	KLIF, WING, Z-96, WSGN, KIMN, WSGA, WBBQ
14. You Should Be Dancing — Bee Gees — RSO	7%	99%	WLS, WABC, KSLQ, WNCI, KCBQ, KYA
15. This Masquerade — George Benson — Warners	7%	91%	WABC, WFIL, WPGC, WZUU, WDG, WIRL

<i>radio active singles</i>	<i>looking ahead to the top 100</i>
1. Don't Go Breaking My Heart — Elton & Kiki Dee — Rocket/MCA WABC 26-6, WLS 27-11, KJR 18-11, WDFH 19-9, Q-102 13-6, KLIF 20-14, WPIX ex-29, WMPs ex-21, KTAC 29-24, WDR 18-13, WOW 16-8, WLAC 20-8, WIRL 20-12, WBBQ 16-10, WDG 15-10, WMAK 12-7, WLEE 22-12, KLEO 21-12, KIIS 21-8, WNDE 8-3, WGH 26-19, KJRB 14-6, WBBF 22-11, KNUS 23-8, WNDE 23-14, U-100 16-3, KING 15-3, KCBQ 17-2, KRBO 10-2, KSTP 9-3, KSLQ 16-6, WOKY 24-15, WPEZ 20-15, Z-96 13-5, WVBF 9-4.	101 LIGHT UP THE WORLD WITH SUNSHINE (Blacksheep/American Dream — ASCAP) HAMILTON, JOE FRANK & DENNISON (Playboy P6077)
2. Play That Funky Music — Wild Cherry — Sweet City/Epic CKLW 9-4, WKBW 28-21, Y-100 17-10, WQXI 18-14, WERC 24-18, WDRQ 14-3, WAPE 24-17, WSGN 19-12, WBBQ 14-5, WSGA 21-12, WLEE 29-22, WGH 18-13, WING 24-19, WAVZ 19-14, KSLQ 24-10, WHBQ 27-23, KHJ 29-23, WRKO 29-20, KILT 33-23, KING 29-20.	102 I NEVER CRY (Ezra/Early Frost — BMI) ALICE COOPER (WB WBS 8228)
3. Let 'Em In — Wings — Capitol Y100 14-8, WDRQ 23-14, WAPE 12-3, WCOL 17-9, KXOK 20-9, WGH 7-2, WMPs 17-11, WORC 18-13, WAKY 18-10, WKY 10-4, KIOA 14-7, WPGC 10-4, WLS 24-13, WVBF 15-10, WPEZ 25-20, WBG ex-21, KIIS 14-6, WKBW 6-2, KILT 14-8, KGW 13-2, WNOE 24-16, B-100 10-5.	103 KID CHARLEMAGNE (ABC/Dunhill — BMI) STEELEY DAN (ABC 12195)
4. You Should Be Dancing — Bee Gees — RSO/Polydor WFIL 18-12, 13Q 22-17, WGCL 19-5, WPIX 27-15, U-100 12-5, WQAM 20-15, WCOL 13-6, KXOK 21-11, WPGO 16-11, WAVZ 10-5, KRSP 22-15, WDR 29-24, WLAC 11-7, WMAK 9-4, WLEE 21-14, KLEO 23-17, WAPE 15-10, KSTP 15-9, WHBQ 26-14.	104 YOU TO ME ARE EVERYTHING (Screen Gems/Columbia — BMI) BROADWAY (Granite G540/ATV)
5. I'd Really Love To See You Tonight — England Dan & John Ford Coley — Big Tree/Atlantic CKLW 29-24, WMPs 15-2, WGCL 24-8, WKBW 29-8, WRKO 27-20, Z-96 17-9, KAFY 7-2, WBG 22-13, WMAK 16-10, KEEL 15-11, WDR 23-17, WORC 28-18, KING 11-5, U-100 19-13, KGW 19-7.	105 SOLITARY MAN (Tallyrand — BMI) T.G. SHEPPARD (Hitsville H6032F)
6. Baby I Love Your Way — Peter Frampton — A&M WFIL ex-25, WGOL ex-18, WCCL 23-18, WHBQ 14-8, 99x 24-21, WNOE 20-15, B-100 20-16, WPIX 18-13, WSGN 29-23, WHHY 24-14, WLAC 22-6, WORC 19-11, WKLO 25-20.	106 IT AIN'T THE REAL THING (Meadow Ridge — ASCAP) BOBBY BLAND (ABC 12189)
	107 UP THE CREEK (WITHOUT A PADDLE) (Stone Diamond — BMI) THE TEMPTATIONS (Gordy G7150F)
	108 DON'T GET ME WRONG (Island — BMI) DODGERS (Island 058)
	109 DEVIL WITH A BLUE DRESS (Stone Agate — BMI) PRATT & McCLAIN (Reprise/WB RPS 1361)
	110 YOU TO ME ARE EVERYTHING (Colgems — ASCAP) REVELATION (RSO/Polydor 854)
	111 STRANGER (Resaca — BMI) JOHNNY DUNCAN (Columbia 3-10302)
	112 FUNNY HOW TIME SLIPS AWAY (Tree — BMI) DOROTHY MOORE (Malaco/TK M1033)
	113 STRUTTIN' MY STUFF (Crabshaw Music — ASCAP) ELVIN BISHOP (Capricorn/WB CPS 0256)
	114 RESCUE ME (Chezis — BMI) MELISSA MANCHESTER (Arista AS 0196)
	115 CHERRY BOMB (Bad Boys — BMI) RUNAWAYS (Mercury 73819)
	116 WICHITA JAIL (Night Time — BMI) CHARLIE DANIELS (Epic 6-50423)
	117 GET IT WHILE IT'S HOT (Stone Diamond/Mills & Mills — BMI) EDDIE KENDRICKS (Tamla S4270)
	118 THE PRINCESS AND THE PUNK (Screen Gems Columbia/Summertime — BMI) BARRY MANN (Arista 0194)
	119 BETTER THAN AVERAGE (Foxborough Jr./Intersong USA — ASCAP) BRIAN GARI (Vanguard VSD 35192)
	120 BUTTERFLY FOR BUCKLE (Unart/Per In Hand — BMI) BOBBY GOLDSBORO (UA 100000)

COUNTRY ARTIST OF THE WEEK

Sheila Tilton



"Heavenly Voice" — When Sheila Tilton was born on the island of Oahu, Hawaii, her mother and father christened her Sheila Leolani Tilton. In Hawaiian Leolani means "heavenly voice."

Sheila began her musical career at the age of twelve when she and her two sisters, Gwen and Muriel, formed a trio called The Tilton Sisters. They began performing for the local rodeos, Oahu's military clubs and were featured on the now defunct Hawaiian Hayride. Then, at the age of sixteen, Sheila was voted "Queen of the Rodeo" at Barbers Point, sponsored by Hawaii's only full time country music station.

When Gwen and Muriel dropped out of performing, Sheila formed her own group, The Suburbans, and continued playing throughout the islands.

It was then that Jack Cione (known worldwide as the originator of the "naked waiters") offered Sheila a chance to perform in his well-known Honolulu nightclub The Dunes. Sheila was there for over a year, performing six nights a week. After The Dunes it was to downtown Waikiki and the New Frontier nightclub for another extended period of time. Then to the Anchor Club with Bill Spilliard and the Nite Lites, and on up to the present, the military club circuit on Oahu with The Country Classics, one of Hawaii's top country bands.

Considered Hawaii's top female country vocalist, she has appeared with many of country music's superstars who have traveled to Hawaii to perform. She has shared billing with such artists as Buck Owens, Nat Stuckey, Roy Orbison, Tommy Overstreet, Tennessee Ernie Ford and many others.

Last year when Sheila appeared in the Times Opryland TV special with such names as Dennis Weaver, Sandy Duncan, Johnny Rodriguez, Billy Thundercloud and Jim Stafford, Billy Walker, Sheila's producer, was the musical director of the show. During the early part of this year she toured with the George Jones road show.

Sheila Tilton is now on the Con Brio label where she has had such releases as "Brass Buckles," "Let Your Lovin' Do The Talkin'," "I'm Beginning To See The Light" and her current hot charting "Half As Much" (#47 bullet in **Cash Box**).

Playboy Hosts Meet Of So. Distributors

NASHVILLE — Playboy Records' first southern distributors meeting took place recently at the downtown Hilton in Atlanta. The label presented an in-depth preview of the firm's future product, as well as reviewing all of its current material.

Highlight of the event included a film presentation, which featured Playboy artists in various surroundings, while introducing the label's roster of entertainers.

Playboy's national promotion manager Eli Bird plans to take this same presentation on a tour of other major cities throughout the United States.

Among those present at the Atlanta affair were regional distributors and their key

people from the southern cities of Nashville, Atlanta, Memphis, Charlotte, Miami, Houston, Dallas, New Orleans and Shreveport. Also attending were Playboy Records' general manager (Nashville division) Eddie Kilroy and national promotion director Nick Hunter, as representatives of the label's office in Music City.

Artists currently recording under the Playboy banner include Hamilton, Joe Frank & Dennison, Al Wilson, Weapons of Peace, Barbi Benton, Wynn Stewart, Chuck Price, Bobby Borchers, Lang Martine, Jr., Brenda Pepper, Sunday Sharpe and Mickey Gilley.

Another Duo Tops CB Singles Chart

by Linda F. Cauthen

LOS ANGELES — "Golden Ring," the Epic single by George Jones and Tammy Wynette, is the fourth single by a duo to reach the top of the **CB** country singles chart this year. The others were: "Sometimes" by Bill Anderson and Mary Lou Turner on MCA (Jan. 31), "Good Hearted Woman" by Waylon Jennings and Willie Nelson on RCA (Feb. 28), and "Suspicious Minds" by Waylon Jennings and Jessi Colter on RCA (July 24). In addition, "The Letter" by Conway Twitty and Loretta Lynn on MCA is number three bullet this week. Other duos with singles currently on the charts include Porter Wagoner and Dolly Parton, Jim Ed Brown and Helen Cornelius, and Del Reeves and Billie Jo Spears.

Second Twitty LP Reaches Number One

by Linda F. Cauthen

LOS ANGELES — "Conway Twitty Now And Then" on MCA Records holds the number one spot on the **CB** country LP charts, and is the second Twitty album to do so this year. "Twitty" held that spot the week of March 6. Twitty joins Ronnie Milsap, Elvis Presley and Willie Nelson, the other artists who have had two albums top the charts this year. Also, Twitty's duet LP with Loretta Lynn, "United Talent," is currently number four with a bullet.

'Mom' Stoneman Dies

NASHVILLE — Hattie Frost Stoneman, the mother of the singing Stoneman family, died on July 22 in Murfreesboro, Tenn., at the age of 75.

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COUNTRY ROUNDUP

Due for August release is the debut album on MCA Records by **Byron Berline and Sundance**, who recently signed a recording contract with the label. Byron, three times national fiddle champion, is well-known to bluegrass music lovers. With his new band, Sundance, he not only plays traditional bluegrass, but mixes in country-rock and country blues. Each band member plays an integral part in this unique musical direction. Joining Byron are **Dan Cravy**, acoustic guitar and vocals; **Jack Skinner**, lead vocals and bass; **John Hickman** banjo; and **Allen Wald**, acoustic guitar and lead electric guitar.

The **New Riders Of The Purple Sage** have scheduled a European tour with the **Grateful Dead** in August. The kickoff will be at Wembley Stadium, August 7, in England. Other dates on the tour include two in France and two in Germany. This is the second European tour for NRPS and marks the first time they have played with the Dead in recent years. The NRPS were a spinoff from the Dead. The newest release on MCA Records for the New Riders is "She's Looking Better Every Beer."

Following on the heels of her highly successful recording of "You've Got Me To Hold On To," which won the bronze award at the Tokyo Music Festival, **Tanya Tucker's** latest release on MCA Records is entitled "Here's Some Love." The song was written by **Richard Mainegra** and **Jack Roberts** and produced by **Jerry Crutchfield**. According to sources in Japan, Tanya is well on her way to becoming a major recording artist there.

Nat Stuckey's first MCA album, entitled "Independence," is due for release in the very near future in Australia. "I've never been to Australia," said Nat, "however, I have some good friends there and would welcome the opportunity to tour that country."

A real treat for **Loretta Lynn** fans is the annual "Loretta's Road Book," which was just published for sale at her personal appearances. The book contains plenty of photos and is written in Loretta's own words. Loretta has just completed recording material for an upcoming release on MCA Records at Bradley's Barn in Mt. Juliet, Tennessee.

The paperback rights to **Jerry Clower's** book "Ain't God Good" have been sold to **Simon & Schuster**, and it will be released in January of 1977. Jerry's current MCA album is titled "Ambassador Of Goodwill."



SIR DOUG EXITS-IN — Flanked by well-wishers, ABC/Dot Records recording artist **Doug Sahn** of **Sir Doug and the Texas Tornados** relaxes after his Friday night (July 23) set at Nashville's **Exit/In**. Left to right: **Don Cohen** (WCAS, Cambridge, Mass.), **Moe Shore**, kneeling (WCAS), **Kenny Greenblatt** (WBCN, Boston), **Doug**, **Huey Meaux** (Doug's producer), **Bob Pittman** (WMAQ, Chicago) and ABC/Dot vice president **Larry Baunach**.

David Allan Coe and **Debra Lynn Cole** were married July 4th following the **Willie Nelson** Day performance. The wedding took place in Dallas at the Electric Ballroom.

Roy Clark has been signed to co-host the Country Music Association's Awards Show on CBS, October 11. The show this year will be expanded to 90 minutes from the current one-hour format. **Johnny Cash** will share the hosting honors with Roy.

Don Williams has accomplished the astounding feat of landing all six of his ABC/Dot albums in the Top 20 of the country charts of the British trade magazine **Music Week**. Even more impressive is the fact that four of the albums hold down the first four spots on the chart. "Harmony" leads the sweep at number one, followed by "Don Williams' Greatest Hits," "Don Williams Volume One" and "You're My Best Friend." The other two albums in the top 20, "Don Williams, Volume Three" and "Don Williams, Volume Two" are locked solidly into the number 15 and 19 slots.

Epic recording artist, **Joe Stampley**, has signed an exclusive booking agreement with the **Lavender-Black Agency**. Stampley's single, "All These Things", recently went to #1 position in all the country charts.

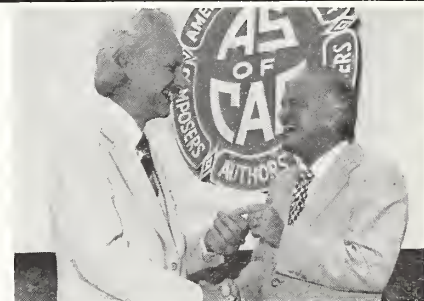
Parker, Doherty To New Posts At MCA

NASHVILLE — MCA Records, Inc. has announced the appointments and promotions of **Jack Parker** to vice president, A&R Nashville, and **Chic Doherty**, to vice president, operations, Nashville.

Prior to the appointment, Parker was the director of artist development and formerly district manager for MCA in the midwest.

Doherty will coordinate relations between the label and artists located in Nashville while acting as liaison and administrator for company activities in the Nashville area. Doherty's career with the company began thirty years ago, working for the Decca label in New Orleans. He was district manager in Dallas before moving to the Nashville office in 1970.

Jack Parker will continue to report to **Bob Davis**, MCA vice president of artist acquisition, with Doherty reporting to Parker in Nashville.



GMA RECEIVES ASCAP CONTRIBUTION — **Ed Shea** (r), southern region executive director of the American Society of Composers, Authors and Publishers (ASCAP) in Nashville, presents **Don Butler**, chairman of the fund raising committee of the Gospel Music Association and member of GMA board of trustees, with a \$10,000 leadership contribution to the proposed GMA Hall of Fame. The ASCAP donation is among the first music industry gifts to the effort.

★ HE flipped

★ SHE flipped

★ WE flipped

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TOP 50 COUNTRY ALBUMS

	Weeks On Chart		Weeks On Chart
1		CONWAY TWITTY NOW AND THEN CONWAY TWITTY (MCA 2206)	3 10
2		20-20 VISION RONNIE MILSAP (RCA APL 11666)	1 11
3		ARE YOU READY FOR THE COUNTRY WAYLON JENNINGS (RCA APL 1-1816)	6 5
4		UNITED TALENT LORETTA LYNN & CONWAY TWITTY (MCA 2209)	5 6
5		ELVIS PRESLEY BOULEVARD, MEMPHIS TENNESSEE ELVIS PRESLEY (RCA APL 1-1508)	2 8
6		ONE PIECE AT A TIME JOHNNY CASH (Columbia KC 34193)	4 10
7		TOO STUFFED TO JUMP AMAZING RHYTHM ACES (ABC/Dot DOSD 940)	8 7
8		WHAT I'VE GOT IN MIND BILLIE JO SPEARS (United Artists UA LA 608G)	11 5
9		ROCKY MOUNTAIN MUSIC EDDIE RABBITT (Elektra 7E-1065)	10 7
10		HARMONY DON WILLIAMS (ABC/Dot DOSD 2049)	9 14
11		CHARLIE RICH GREATEST HITS (Epic PE 34240)	13 6
12		SADDLE TRAMP CHARLIE DANIELS BAND (Epic PE 34150)	7 12
13		LOVE REVIVAL MEL TILLIS (MCA 2204)	14 5
14		THE WINNER AND OTHER LOSERS BOBBY BARE (RCA APL 1-1786)	20 5
15		WILLIE NELSON LIVE (RCA APL 1-1487)	12 14
16		BLOODLINE GLEN CAMPBELL (Capitol SW 11516)	15 15
17		LONE STAR BEER AND BOB WILLS MUSIC RED STEAGALL (ABC/Dot DOSD 2055)	17 7
18		LIVE AT THE GRAND OLE OPRY HANK WILLIAMS, SR. (MGM MG 1-5019)	19 6
19		THE BEST OF JOHNNY DUNCAN (Columbia KC 34243)	27 3
20		LONG HARD RIDE MARSHALL TUCKER BAND (Capricorn CP 0170)	22 3
21		THE SOUND IN YOUR MIND WILLIE NELSON (Lone Star/ Columbia KC 34092)	16 19
22		TEDDY BEAR RED SOVINE (Starday SD 968X)	28 4
23		IT'S A GOOD NIGHT FOR SINGIN' JERRY JEFF WALKER (MCA 2202)	25 3
24		THE SUN SESSIONS ELVIS PRESLEY (RCA APM 1-1675)	21 16
25		ALL THESE THINGS JOE STAMPLEY (ABC/Dot DOSD 2059)	38 4
26		MERCY AIN'T LOVE GOOD JEAN SHEPPARD (United Artists UA LA 609G)	31 3
27		GILLEY'S GREATEST HITS MICKEY GILLEY (Playboy PB 409)	23 17
28		IN CONCERT ROY CLARK (ABC/Dot DOSD 2054)	36 4
29		ANGELS, ROSES AND RAIN DICKEY LEE (RCA APL 1-1725)	18 11
30		THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON JESSI COLTER/TOMPALL GLASER (RCA APL 1-1321)	29 28
31		THE AMBASSADOR OF GOODWILL JERRY CLOWER (MCA 2205)	33 3
32		REMEMBERING THE GREATEST HITS OF BOB WILLS (Columbia KC 34108)	32 5
33		MY LOVE AFFAIR WITH TRAINS MERLE HAGGARD (Capitol ST 11544)	43 2
34		THE GREATEST HITS OF JOHNNY RODRIGUEZ (Mercury SRM 1-1078)	24 17
35		THIS IS BARBARA MANDRELL (ABC/Dot DOSD 2045)	26 9
36		BECAUSE YOU BELIEVED IN ME GENE WATSON (Capitol P ST 11529)	34 7
37		HAROLD, LEW, PHIL & DON STATLER BROTHERS (Mercury SRM 1-1077)	30 16
38		I.O.U. JIMMY DEAN (GRT 8014)	40 2
39		RAY PRICE RAINBOWS AND TEARS (ABC/Dot DOSD 2053)	42 2
40		BUCK 'EM BUCK OWENS (Warner Bros. BS 2952)	48 2
41		IT'S ALL IN THE MOVIES MERLE HAGGARD (Capitol ST 11483)	41 22
42		THE BEST OF RAY PRICE (Columbia KC 34160)	37 6
43		A LITTLE BIT MORE DR. HOOK (Capitol ST 11522)	35 13
44		FASTER HORSES TOM T. HALL (Mercury SRM 1-1076)	44 17
45		ELITE HOTEL EMMYLOU HARRIS (Reprise MS 2236)	45 28
46		WILDERNESS C.W. McCALL (Polydor 0698)	46 14
47		MEL STREET'S GREATEST HITS (GRT 8010)	39 9
48		COME ON OVER OLIVIA NEWTON-JOHN (MCA 2186)	47 21
49		THE BEST OF MEL TILLIS (MGM 1-5021)	— 1
50		SUNDAY MORNING WITH CHARLEY PRIDE (RCA APL 1-1359)	50 14

LOOKING AHEAD TO COUNTRY TOP 100

Stop The World (And Let Me Off) Donny King (WB)	Boatride R.W. Blackwood Singers (Capitol)
ike Jim Mundy (ABC/Dot)	One More Time Crystal Gayle (UA)
Whispers And Grins David Rogers (Republic)	Cabin High Don King (Con Brio)
Don't Stop Believin' Olivia Newton-John (MCA)	The Curse Of A Woman Eddy Raven (ABC/Dot)
Peanuts And Diamonds Bill Anderson (MCA)	The Great American Classic Cowboy Penny Dehaven (Starcrest)
The End Is Not In Sight Amazing Rhythm Aces (ABC/Dot)	Honky Tonk Love Ray Stevens (WB)
Whiskey Talkin' Joe Stampley (Epic)	Summertime Love Lang Martine (Playboy)
Brother Shelton Brenda Lee (MCA)	I've Been There Too Kenny Seratt (Hitsville)
Teardrops In My Heart Rex Allen Jr. (WB)	I'll Never See Him Again Sue Richards (ABC/Dot)
Emmylou Brush Arbor (Monument)	38 And Lonely Dave Dudley (UA)
I've Been To Georgia On A Fast Train Tennessee Ernie Ford (Capitol)	Tragedy Ronnie Dove (Hitsville)
Love Is Thin Ice Barbara Mandrell (ABC/Dot)	Here Comes That Rainy Day Feeling Again Connie Cato (Capitol)
	Wabash Cannonball Charlie McCoy (Monument)

NO. 1



Six-time National All-Around Rodeo Champion **Larry Mahan** is busting out of Chute #1 over at Warner Bros. with his hard-riding first album, **King of the Rodeo**, produced by Snuff Garrett and Steve Dorff.

Stand back and listen up!



LARRY MAHAN'S

KING OF THE RODEO

another winning entry from the heart of Warner Country. BS 2959

ADDITIONS TO COUNTRY PLAYLISTS

KCKN — KANSAS CITY

Let's Put It Back Together Again — Jerry Lee Lewis — Mercury
 Here's Some Love — Tanya Tucker — MCA
 Can't You See — Waylon Jennings — RCA
 My Prayer — Narvel Felts — ABC/Dot
 I'll Never See Him Again — Sue Richards — ABC/Dot
 The End Is Not In Sight — Amazing Rhythm Aces — ABC/Dot
 Papa's Sugar — The Carter Family — Columbia
 Honky Tonk Love — Ray Stevens — WB
 Summertime Love — Lang Martine, Jr. — Playboy
 You're One Of The People — DeWayne Phillips — UA
 Teardrops Will Kiss The Morning Dew — Del Reeves & Billie Jo Spears — UA

WVVA — WHEELING, W.V.

These Hard Times — Billy Parker — SCR
 The Night Time And My Baby — Joe Stampley — ABC/Dot
 Try A Little Tenderness — Billy Thundercloud — Polydor
 I'll Never See Him Again — Sue Richards — ABC/Dot
 My Prayer — Narvel Felts — ABC/Dot
 Emmylou — Brush Arbor — Monument
 Texas Woman — Pat Boone — Hitsville
 I Never Met A Girl I Didn't Like — Jim Mundy — ABC/Dot
 Here's Some Love — Tanya Tucker — MCA
 Truck Drivin' Man — Red Steagall — ABC/Dot
 Teardrops Will Kiss The Morning Dew — Del Reeves & Billie Jo Spears — UA
 Mississippi — Barbara Fairchild — Columbia
 Sunday School To Broadway — Sammi Smith — Elektra
 Mr. Guitar — Cates Sisters — Caprice
 Sunday Afternoon Boatrider — R.W. Blackwood — Capitol
 The Great American Classic Cowboy — Penny DeHaven — Starcrest

KBOX — DALLAS

Can't You See — Waylon Jennings — RCA
 Love You All To Pieces — Billy Walker — RCA
 Here's Some Love — Tanya Tucker — MCA

KYAL — DALLAS

Dear Darcie — Steven Fromholz — Capitol
 My Prayer — Narvel Felts — ABC/Dot
 If You've Got The Money — Willie Nelson — Columbia
 Stop The World (And Let Me Off) — Donny King — WB
 Another Perfect Night — Larry Kingston — WB
 I Never Met A Girl I Didn't Like — Jim Mundy — ABC/Dot
 Here's Some Love — Tanya Tucker — MCA
 Half Way In And Half Way Out — Little David Wilkins — MCA
 Easy Come — East Go — Katy Moffett — Columbia

WIRE — INDIANAPOLIS

Teardrops In My Heart — Rex Allen Jr. — WB
 Don't Stop Believin' — Olivia Newton-John — MCA
 Peanuts And Diamonds — Bill Anderson — MCA
 Texas Woman — Pat Boone — Hitsville
 11 Months And 29 Days — Johnny Paycheck — Epic
 Mississippi — Barbara Fairchild — Columbia
 One More Time — Crystal Gayle — UA
 Baby Love — Joni Lee — MCA
 Love Is Thin Ice — Barbara Mandrell — ABC/Dot
 Summertime Love — Lang Martine — Playboy

WHOO — ORLANDO

Put It Back Together Again — Jerry Lee Lewis — Mercury
 Cabin High — Don King — Con Brio
 Don't Stop Believin' — Olivia Newton-John — MCA
 The Curse Of A Woman — Eddy Raven — ABC/Dot
 Peanuts And Diamonds — Bill Anderson — MCA
 Love Is Thin Ice — Barbara Mandrell — ABC/Dot
 Honky Tonk Love — Ray Stevens — WB

WWOK — MIAMI

Let's Put It Back Together Again — Jerry Lee Lewis — Mercury
 Here's Some Love — Tanya Tucker — MCA
 I Don't Want To Have To Marry You — Jim Ed Brown & Helen Cornelius — RCA
 Don't Stop Believin' — Olivia Newton-John — MCA

country radio active most added singles

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

1. Here's Some Love — Tanya Tucker — MCA
2. Can't You See — Waylon Jennings — RCA
3. My Prayer — Narvel Felts — ABC/Dot
4. Baby Love — Joni Lee — MCA
5. Teardrops Will Kiss The Morning Dew — Reeves & Spears — UA
6. Don't Stop Believin' — Olivia Newton-John — MCA
7. Honky Tonk Love — Ray Stevens — WB
8. Love Is Thin Ice — Barbara Mandrell — ABC/Dot
9. Peanuts And Diamonds — Bill Anderson — MCA
10. Emmylou — Brush Arbor — Monument

most active singles

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

1. Golden Ring — George Jones & Tammy Wynette — Epic
2. You Rubbed It In All Wrong — Billy "Crash" Craddock — ABC/Dot
3. I'm A Stand By My Woman Man — Ronnie Millsap — RCA
4. Because You Believed In Me — Gene Watson — Capitol
5. Bring It On Home — Mickey Gilley — Playboy
6. Cowboy — Eddy Arnold — RCA
7. The Letter — Conway Twitty & Loretta Lynn — MCA
8. I Don't Want To Have To Marry You — Brown & Cornelius
9. Sold Out Of Flagpoles — Johnny Cash — Columbia
10. If You've Got The Money — Willie Nelson — Columbia

KJJJ — PHOENIX

Love You All To Pieces — Billy Walker — RCA
 Can't You See — Waylon Jennings — RCA
 All I Can Do — Dolly Parton — RCA
 I'll Never See Him Again — Sue Richards — ABC/Dot
 Here's Some Love — Tanya Tucker — MCA
 Baby Love — Joni Lee — MCA
 Teardrops Will Kiss The Morning Dew — Del Reeves & Billie Jo Spears — UA
 Whiskey Talkin' — Joe Stampley — Epic

WAXU — LEXINGTON

Half As Much — Shelia Tilton — Con Brio
 Sold Out Of Flagpoles — Johnny Cash — Columbia
 Emmylou — Brush Arbor — Monument
 Can't You See — Waylon Jennings — RCA
 Here's Some Love — Tanya Tucker — MCA
 I've Loved You All Of The Way — Donna Fargo — WB
 If You've Got The Money — Willie Nelson — Columbia
 Try A Little Tenderness — Billy Thundercloud — Polydor
 I'm Easy — Keith Carradine — ABC

KENR — HOUSTON

Teardrops Will Kiss The Morning Dew — Del Reeves & Billie Jo Spears — UA
 Waiting For The Tables To Turn — Wayne Kemp — UA
 Here's Some Love — Tanya Tucker — MCA
 Baby Love — Joni Lee — MCA
 My Prayer — Narvel Felts — ABC/Dot
 The End Is Not In Sight — Amazing Rhythm Aces — ABC/Dot
 Honky Tonk Love — Ray Stevens — WB

WXCL — PEORIA

Peanuts And Diamonds — Bill Anderson — MCA
 Honey Hungry — Mike Lunsford — Starday
 Honky Tonk Women Love Redneck Men — Jerry Jaye — Hi
 Baby Love — Joni Lee — MCA
 Mississippi — Barbara Fairchild — Columbia
 Homemade Love — Tom Bresh — Farr
 The Great American Classic Cowboy — Penny DeHaven — Starcrest
 Sunday Afternoon Boatrider — R.W. Blackwood & Singers — Capitol
 Love Is Thin Ice — Barbara Mandrell — ABC/Dot

KKYX — SAN ANTONIO

Lonesome Is A Cowboy — Mundo Earwood — Epic
 Even If It's Wrong — Ben Reece — Polydor
 Put A Little Lovin' On Me — Bobby Bare — RCA
 Support Your Local Honky Tonks — Ronnie Sessions — MCA
 After The Storm — Wynn Stewart — Playboy

WMC — MEMPHIS

After The Storm — Wynn Stewart — Playboy
 Half As Much — Shelia Tilton — Con Brio
 Let's Put It Back Together Again — Jerry Lee Lewis — Mercury
 Sunday School To Broadway — Sammi Smith — Elektra
 I've Loved You All Of The Way — Donna Fargo — WB

KLAC — LOS ANGELES

I'll Go Back To Her — Waylon Jennings — RCA
 I Don't Want To Have To Marry You — Jim Ed Brown & Helen Cornelius — RCA
 I've Loved You All Of The Way — Donna Fargo — WB
 Put A Little Lovin' On Me — Bobby Bare — RCA
 Frog Kissin' — Chet Atkins — RCA
 If You've Got The Money I've Got The Time — Willie Nelson — Columbia

WHK — CLEVELAND

Baby Love — Joni Lee — MCA
 Try A Little Tenderness — Billy Thundercloud — Polydor
 Here Comes That Rainy Day Feelin' Again — Connie Cator — Capitol
 Cowboy — Eddy Arnold — RCA
 Don't Stop Believin' — Olivia Newton-John — MCA
 Here's Some Love — Tanya Tucker — MCA
 The Night Time And My Baby — Joe Stampley — ABC/Dot
 I've Loved You All Of The Way — Donna Fargo — WB

WJJD — CHICAGO

All I Can Do — Dolly Parton — RCA
 I Don't Want To Have To Marry You — Jim Ed Brown & Helen Cornelius — RCA
 Here's Some Love — Tanya Tucker — MCA
 Half As Much — Shelia Tilton — Con Brio

A HIT!!!

Duane Murray

God Created A Woman

(OP 10050)

Produced by Jimmy Bowen



National winner of the Grand Ole Opry's 50th Anniversary Talent Search held throughout the U.S. and Canada.

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 Nashville, Tenn. 37203
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COUNTRY SINGLES REVIEWS/ALBUM REVIEWS

CRYSTAL GAYLE (United Artists UA XW 838Y)

One More Time (3:27) (Morning (USA) — ASCAP) (J. Heilder, C. Heilburg, B. Blackburn)
Moving from a nostalgic tender love ballad into the swinging honky tonk piano era and back again, this Allen Reynolds production has the sound of another top crossover for Crystal.

BARBARA MANDRELL (ABC/Dot DOA 17644)

Love Is Thin Ice (2:45) (Pi-Gem/Cumberland — BMI) (G. Morgan)

With the sound of top charting, Barbara gives good advice on an infectious uptempo cross country single pulled from the LP "This Is Barbara Mandrell." Excellent production by Tom Collins.

DAVID WILLS (Epic 8-50260)

(I'm Just Pouring Out) What She Bottled Up In Me (2:37) (Belinda — BMI) (D. Owens, J. Vowell)

Honest true country ballad complete with "story" lyric. Produced by Henry Strezelecki, a top bet for heavy box and chart action.

EDDY RAVEN (ABC/Dot DOA 17646)

The Curse Of A Woman (3:05) (Tree Pub. Co. — BMI) (S. Whipple)

A strong lyric given excellent interpretation by Eddy Raven. An uptempo best bet for top action, produced by Don Gant.

FLYING BURRITO BROTHERS (Columbia 3-10389)

Waitin' For Love To Begin (2:47) (Fox Box — BMI) (P. Kleinow, G. Guilbeau)

Rockin' disco country beamed directly to the boxes, will also capture airplay. Produced by John Fischback.

HARLAN SANDERS (Epic 8-50261)

Honky Tonker (2:45) (Warner Tamerlane — BMI) (H. Sanders, R.C. O'Leary)

Many quarters will make many spins on the boxes with this pure country story of the life of a little boy.

THE OZARK MOUNTAIN DAREDEVILS (A&M 1842)

Chicken Stomp (2:28) (Lost Cabin — BMI) (S. Cash)

Heavy bluegrass. The incredible title is exceeded only by the incredible sound of the instrumentation. Hearing is believing! From the LP "Ozark Mountain Daredevils," produced by David Anderle.

JIMMY BUFFET (ABC 12200)

Woman Going Crazy On Caroline Street (2:58) (ABC/Dunhill — BMI/Pajamas Inc. — ASCAP) (J. Buffett, S. Goodman)

Rock flavored country with a story about a woman that's usually "whispered" about. Production by Don Gant.

LARRY BALLARD (Capitol P4309)

Silver Eagle (2:29) (Beechwood/Window — BMI) (Larry Ballard)

Snappy cajun truckin' produced by Pete Drake, placing heavy emphasis on the instrumental.

MACK WHITE (Commercial COM 1319)

Take Me As I Am (Or Let Me Go) (2:53) (Acuff-Rose — BMI) (Boudleaux Bryant)

A smooth ballad penned by Boudleaux Bryant and given excellent MOR production and vocal delivery by Mack White.

THE CATES SISTERS (Caprice CA 2024)

Mr. Guitar (2:33) (Sound Corp. — ASCAP) (J. Hunter, Roger LeBlanc)

Margie and Marcy have arranged, produced and played all but three instruments, plus vocals on this first for Caprice. A delightful uptempo crossover could command much attention.

ALEXANDER HARVEY (Buddah BDA 533)

Lonesome Cup Of Coffee (3:39) (Harrison — ASCAP) (Bob Russell)

Alexander gives this Bob Russell-penned tune a strong pop appearance. Excellent for MOR and FM plays. Production by Ben Talent and Harvey.

THE FOUR GUYS (Woodsmoke WS 112)

You Made It Right (3:30) (BMI) (Dillion, Anderson)

Smooth uptempo country making full use of banjo and dobro. The Four Guys are Sam, Brent, Rick and Gary.

TOM DESTRY (Phoenix PXR 129)

Deputy Dog Of Hurricane Holler (3:20) (Four Seasons/Botink — ASCAP) (T. Destry)

Straight from Hurricane Mills comes this novelty about the dog that keeps an eagle eye on Loretta Lynn's dude ranch. Good bet for plays.

JAMES HENDRICKS (GRT 060)

Long Lonesome Highway (1:45) (ENP Co. — BMI) (J. Hendricks)

An excellent marriage between artist, producer and material giving a sure bet for good charting. Country bluegrass produced by Scott Turner.

NATE HARVELL (Republic IRDA R-265)

Wine And Weakness (3:01) (Bocephus — BMI) (Steven Story)

Wine, weakness and stolen love makes for good country listening. Produced by Dave Burgess, with dobro licks produced by Hank Williams, Jr.

BOBBY WARREN (Trucking TR 7461)

Motorcycle Maniac (2:01) (Little River Pub. — BMI) (Melvin Nash)

The only missing item is the CB radio in this great novelty that could go all the way.

VIVAN BELL (GRT 055)

What In The Name Of Love (2:28) (Blue Moon — ASCAP) (E. Conley)

Uptempo country about a lost love, produced by Nelson Larkin.

BOXCAR WILLIE (Column One SC 1004)

I Remember Roy Rogers (2:03) (Kuan Yin Pub. — BMI) (Boxcar Willie)

Putting the "western" back into "country and western" is this nostalgic lyric about musical pioneers, with production by Jim Martin.

CHERI JOHNSON (Woodsmoke WS 111)

A Little Bit Of Love (2:16) (MCA — BMI) (Helen Cornelius)

A happy uptempo toe-tapper penned by Helen Cornelius has the sound of good charting. Production by G. Rienfand and W. Myrick.

MY FIRST ALBUM — Randy Cornor — ABC/Dot DODS 2048

In "My First Album" Randy's smooth country style of delivery brings a refreshing simplicity to his current hit single "Heart Don't Fail Me Now," plus other familiar hits like "Sometimes I Talk In My Sleep," "Love Doesn't Live Here Anymore," "Silver Wings And Golden Rings," "Bitter They Are (Harder They Fall)," "Nobody Ever Loves Me Anyway," "She's Just Not Over You Yet," "(Play That Song Again) About The Loser," "Sugar Foot Rag" and "Rocky Top." Produced by A.V. Mittelstedt.



GENE AUTRY COWBOY HALL OF FAME — Gene Autry — Republic IRDA R-6012

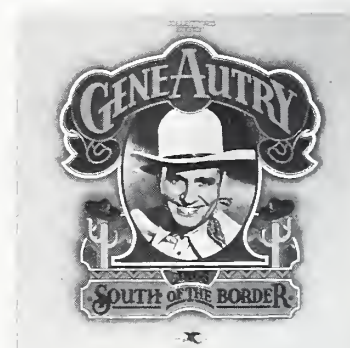


FAVORITES — Gene Autry — Republic IRDA R6013



A pioneer — a leader — a most imitated artist of western music and movies, Gene Autry has now reactivated his Republic record label and re-issued his original masters in new packages. These four albums, released simultaneously, include his first big hit of the late '30s, "That Silver Haired Daddy Of Mine," with other great standards which span three decades. Collectors edition "Cowboy Hall Of Fame," contains fourteen bands of true western selections. Collectors edition "Favorites," has twelve, such as "San Antonio Rose," "You Are My Sunshine" and "Tweedle-O-Twill." Collectors edition "South Of The Border" offers a two-record package, containing a total of 24 bands, while the fourth collectors edition, "Live From Madison Square Garden," carries 12 cuts.

SOUTH OF THE BORDER — Gene Autry — Republic IRDA R6011



LIVE FROM MADISON SQUARE — Gene Autry — Republic IRDA 6014



SONGS OF REBELLION — Jim Burroughs with Eric Weissberg and Deliverance — Audio Fidelity AFSD 6278

Balladeer Jim Burroughs, an American Revolutionary War authority, has teamed with Eric Weissberg and Deliverance, putting together a lesson in history. Fourteen great bands make for great listening, one of the most familiar being "Barbara Allen." Produced, arranged and edited by Jim Burroughs.



CASH BOX TOP 100 COUNTRY

August 7, 1976

	Weeks On Chart	7/31		Weeks On Chart	7/31		Weeks On Chart	7/31
1 GOLDEN RING GEORGE JONES & TAMMY WYNETTE (Epic 8-50235)	2	10	32 CRISPY CRITTERS C.W. McCALL (Polydor PD 14331)	49	6	67 WHEN A MAN LOVES A WOMAN JOHN WESLEY RYLES (Music Mill IRDA 240)	97	2
2 SAY IT AGAIN DON WILLIAMS (ABC/Dot DOA 17631)	3	9	33 HOLLYWOOD WALTZ BUCK OWENS (Warner Bros. WBS 8223)	40	7	68 STRANGER JOHNNY DUNCAN (Columbia 3-10302)	47	17
3 THE LETTER CONWAY TWITTY & LORETTA LYNN (MCA 40572)	4	8	34 AFTERNOON DELIGHT JOHNNY CARVER (ABC/Dot DOA 17640)	38	4	69 A BUTTERFLY FOR BUCKY BOBBY GOLDSBORO (United Artists UA XW 793Y)	32	13
4 ROCKY MOUNTAIN MUSIC/DO YOU RIGHT TONIGHT EDDIE RABBITT (Elektra E45315A)	6	8	35 I DON'T WANT TO HAVE TO MARRY YOU JIM ED BROWN & HELEN CORNELIUS (RCA PB 10711)	50	5	70 THE WAY HE'S TREATED YOU NAT STUCKEY (MCA 40568)	39	7
5 LOVE REVIVAL MEL TILLIS (MCA 40559)	5	11	36 VAYA CON DIOS FREDDY FENDER (ABC/Dot DOA 17627)	16	12	71 ALL THESE THINGS JOE STAMPLEY (ABC/Dot DOA 17642)	64	16
6 ONE OF THESE DAYS EMMYLOU HARRIS (Reprise/WB RPS 1353)	7	10	37 SUSPICIOUS MINDS WAYLON JENNINGS & JESSI COLTER (RCA PB 10653A)	8	15	72 "A" MY NAME IS ALICE MARIE OSMOND (Polydor PD 14333)	80	5
7 BRING IT ON HOME TO ME MICKEY GILLEY (Playboy P6075)	15	7	38 THE DOOR IS ALWAYS OPEN DAVE & SUGAR (RCA JH 10625)	17	17	73 LET'S PUT IT BACK TOGETHER AGAIN JERRY LEE LEWIS (Mercury 73822)	79	2
8 SAVE YOUR KISSES FOR ME MARGO SMITH (Warner Bros. WBS 8213)	10	11	39 A COUPLE MORE YEARS DR. HOOK (Capitol P4280)	42	9	74 THE LAST WORD IN LONESOME IS ME TERRY BRADSHAW (Mercury 73808)	82	3
9 TEDDY BEAR RED SOVINE (Starday SD 142)	1	7	40 WHILE THE FEELING'S GOOD KENNY ROGERS (United Artists 812)	46	6	75 SLEEP ALL MORNIN' ED BRUCE (United Artists UA XW 811Y)	45	8
10 COWBOY EDDY ARNOLD (RCA JH 10701)	23	7	41 WARM AND TENDER LARRY GATLIN WITH FAMILY & FRIENDS (Monument/Columbia ZS 8-696)	43	7	76 HERE'S SOME LOVE TANYA TUCKER (MCA 40598)	—	1
11 SOLITARY MAN T.G. SHEPPARD (Hitsville/Motown H6032F)	11	11	42 AIN'T LOVE GOOD JEAN SHEPPARD (United Artists 818)	51	6	77 AFTER THE STORM WYNN STEWART (Playboy 6080)	—	1
12 IN SOME ROOM ABOVE THE STREET GARY STEWART (RCA JH 10680)	14	12	43 FLASH OF FIRE HOYT AXTON (A&M 1811)	21	13	78 FIRE AT FIRST SIGHT LINDA HARGROVE (Capitol P4283)	81	4
13 MISTY BLUE BILLIE JO SPEARS (United Artists UA XW 813Y)	22	7	44 SEE YOU ON SUNDAY GLEN CAMPBELL (Capitol P4288)	54	5	79 YOU ARE MY SPECIAL ANGEL BOBBY G RICE (GRT 061)	83	3
14 IS FOREVER LONGER THAN ALWAYS PORTER WAGONER & DOLLY PARTON (RCA PB 10652)	9	13	45 I'VE LOVED YOU ALL OF THE WAY DONNA FARGO (Warner Bros. WBS 8227)	65	4	80 BABY LOVE JONI LEE (MCA 40592)	85	2
15 BECAUSE YOU BELIEVED IN ME GENE WATSON (Capitol P4279)	24	8	46 LIQUOR, LOVE AND LIFE FREDDY WELLS (Columbia 3-10352)	53	5	81 AFTERNOON DELIGHT STARLAND VOCAL BAND (Windsong 10588)	—	1
16 I MET A FRIEND OF YOURS TODAY MEL STREET (GRT 057)	25	8	47 HALF AS MUCH SHEILA TILTON (Con Brio CBK 110)	66	5	82 TRY A LITTLE TENDERNESS BILLY THUNDERKLOUD & THE CHIEFTONES (Polydor PD 14338)	84	2
17 WHEN SOMETHING IS WRONG WITH MY BABY SONNY JAMES (Columbia 3-10335)	13	13	48 PUT A LITTLE LOVIN' ON ME BOBBY BARE (RCA PB 10718)	55	6	83 JUST YOU 'N' ME SAMMI SMITH (Zodiac ZS 1005)	91	2
18 THINK SUMMER ROY CLARK (ABC/Dot DOA 17625)	20	9	49 SOLD OUT OF FLAGPOLES JOHNNY CASH (Columbia 3-10381)	58	3	84 SUPPORT YOUR LOCAL HONKY TONKS RONNIE SESSIONS (MCA 40584)	—	1
19 REDNECK! (THE REDNECK NATIONAL ANTHEM) VERNON OXFORD (RCA JH 10693)	29	10	50 IF YOU'VE GOT THE MONEY I'VE GOT THE TIME WILLIE NELSON (Columbia 3-10383)	63	3	85 11 MONTHS AND 29 DAYS JOHNNY PAYCHECK (Epic 8-50249)	—	1
20 YOU RUBBED IT IN ALL WRONG BILLY "CRASH" CRADDOCK (ABC/Dot DOA 17635)	30	6	51 FAMILY REUNION OAK RIDGE BOYS (Columbia 3-10349)	56	7	86 MY PRAYER NARVEL FELTS (ABC/Dot DOA 17643)	—	1
21 HERE COMES THAT GIRL AGAIN TOMMY OVERSTREET (ABC/Dot DOA 17630)	26	9	52 SO SAD (TO WATCH GOOD LOVE GO BAD) CONNIE SMITH (Columbia 3-10345)	19	8	87 HOW DO YOU START OVER BOB LUMAN (Epic 8-50247)	88	4
22 TRUCK DRIVIN' MAN RED STEAGALL (ABC/Dot DOA 17634)	31	7	53 HOMEMADE LOVE TOM BRESH (Farr 004)	18	14	88 RED SAILS IN THE SUNSET JOHNNY LEE (GRT 065)	94	3
23 IT'S DIFFERENT WITH YOU MARY LOU TURNER (MCA 40566)	28	8	54 GATOR JERRY REED (RCA PB 10717)	59	6	89 THE BEST I'VE EVER HAD JEANNIE C. RILEY (Warner Bros. WBS 8226)	—	1
24 HEY SHIRLEY (THIS IS SQUIRRELY) SHIRLEY & SQUIRRELY (GRT 054)	27	8	55 CAN'T YOU SEE WAYLON JENNINGS (RCA JH 10721)	60	3	90 HONEY HUNGRY MIKE LUNSFORD (Starday SD 143)	—	1
25 (I'M A) STAND BY MY WOMAN MAN RONNIE MILSAP (RCA JH 10724)	35	5	56 LIVIN' ON LOVE STREET SHYLO (Columbia 3-10343)	57	7	91 LOVIN' SOMEBODY ON A RAINY NIGHT LACOSTA (Capitol P4264)	48	13
26 WICHITA JAIL CHARLIE DANIELS BAND (Epic 8-50243)	44	6	57 TEXAS WOMAN PAT BOONE (Hitsville/Motown H6037F)	67	3	92 RODEO COWBOY LYNN ANDERSON (Columbia 3-10337)	61	8
27 I WONDER IF I EVER SAID GOODBYE JOHNNY RODRIGUEZ (Mercury 73815)	41	4	58 ALL I CAN DO DOLLY PARTON (RCA JH 10730)	78	2	93 SUITCASE LIFE SIDE OF THE ROAD GANG (Capitol 4298)	—	1
28 FROG KISSIN' CHET ATKINS (RCA JH 10616)	34	8	59 DISCO-TEX LITTLE DAVID WILKINS (MCA 40579)	70	5	94 MAKIN' LOVE DON'T ALWAYS MAKE LOVE GROW DICKY LEE (RCA JH 10684)	33	10
29 HERE I AM DRUNK AGAIN MOE BANDY (Columbia 3-10361)	36	7	60 WE'RE GETTING THERE RAY PRICE (ABC/Dot DOA 17637)	73	4	95 DOING MY TIME DON GIBSON (Hickory/Polydor 372)	76	10
30 HERE COMES THE FREEDOM TRAIN MERLE HAGGARD (Capitol P4267)	12	20	61 EVEN IF IT'S WRONG BEN REECE (Polydor PD 14329)	90	2	96 TEARDROPS WILL KISS THE MORNING DEW DEL REEVES & BILLIE JO SPEARS (United Artists UA XW 832Y)	—	1
31 HONKY TONK WOMEN LOVE REDNECK MEN JERRY JAYE (Hi 2922)	37	5	62 LOVE YOU ALL TO PIECES BILLY WALKER (RCA PB 10729)	89	2	97 (I WANT) THE REAL THING STONEY EDWARDS (Capitol P4346)	98	2
			63 MISSISSIPPI BARBARA FAIRCHILD (Columbia 3-10378)	96	2	98 BRIDGE FOR CRAWLING BACK ROY HEAD (ABC/Dot DOA 17629)	74	9
			64 THE NIGHT TIME AND MY BABY JOE STAMPLEY (ABC/Dot DOA 17642)	72	3	99 MacARTHUR'S HAND CAL SMITH (MCA 40563)	75	10
			65 SUNDAY SCHOOL TO BROADWAY SAMMI SMITH (Elektra E45334)	71	3	100 WAITING FOR THE TABLES TO TURN WAYNE KEMP (United Artists UA XW 805Y)	52	5
			66 BEWARE THE WOMAN RUBY FALLS (Fifty States FS 43)	92	3			

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

"A" (Caseyem/Twentieth Century/Osmysm — BMI/ASCAP)	72	Gator (Unart/Vector — BMI)	54	Lovin' On Love (Partner/Julep — BMI)	56	Suspicious Minds (Screen Gems/Col. — BMI)	37
A Butterfly (Unart/Pen In Hand — BMI)	69	Golden Ring (Tree — BMI)	1	Love Revival (Sawgrass — BMI)	5	Teardrops Will (Rocky Top — BMI)	96
A Couple (Evil Eye/Horse Hairs — BMI)	39	Half As Much (Fred Rose — BMI)	47	Love You All (Tree/Joe Allen — BMI)	62	Teddy Bear (Cedarwood — BMI)	9
Afternoon Delight (Cherry Lane — ASCAP)	34, 81	Here Comes That Girl (Chappell — ASCAP)	21	Love's Somebody (Leeds/Antique — ASCAP)	91	Texas Woman (Mandina — BMI)	57
After The (Proud Bird — BMI)	77	Here Comes The Freedom (Wa-We — ASCAP)	30	MacArthur's Hand (Tree — BMI)	99	The Best (Jeannie C. Riley — BMI)	89
Ain't Love (Prize/Open Wide — ASCAP)	42	Here I Am (Cedarwood — BMI)	29	Makin' Love (Tree — BMI)	94	The Door Is Always Open (Jack — BMI)	38
All I Can (Owepar — BMI)	58	Here's Some (Screen Gems — BMI)	26	Mississippi (Al Gallico/Algee — BMI)	63	The Last Word (Tree — BMI)	74
All These Things (Tune-Kel — BMI)	71	Hey Shirley (La Debra — BMI)	24	Misty Blue (Talmont — BMI)	13	The Letter (Twitty Bird — BMI)	3
Baby Love (Stone Agate — BMI)	80	Hollywood Waltz (WB/Kicking Bear — ASCAP)	33	My Prayer (Skidmore — ASCAP)	86	The Night Time (Al Gallico/Algee — BMI)	64
Because You Believed (Belinda — BMI)	15	Home Made Love (Unart — BMI)	53	One Of These Days (Altam — BMI)	6	The Way He's Treated (Contention — SESAC)	70
Beware (Don Wayne/Stars & Stripes/Hit-Kit — BMI)	66	Honey Hungry (Power Play — BMI)	90	Put A Little (Hall Clements — BMI)	48	Think Summer (September — ASCAP)	18
Bridge For (Ma-Ree/Porter Jones — ASCAP)	98	Honky Tonk (Partner — BMI/Bill Black — ASCAP)	31	Redneck! (Velour — BMI)	19	Truck Drivin' Man (Belinda/Elvis Presley — BMI)	22
Bring It On Home (Kags — BMI)	7	How Do You (Acuff-Rose — BMI)	87	Red Sails (Shapiro & Bernstein — ASCAP)	88	Try A Little (Robbins — ASCAP)	82
Can't You See (No Exit — BMI)	55	I Don't Want To Have (Blackwood/Inusic — BMI)	35	Rocky Mountain (Briar Patch — BMI)	4	Vaya Con Dios (Morley — ASCAP)	36
Cowboy (Welbeck — ASCAP/Sweco — BMI)	10	If You've Got (Peer Int'l. — BMI)	50	Rodeo Cowboy (Flagship — BMI)	92	Waiting For The (Tree — BMI)	100
Crispy Critters (American Gramophone — BMI)	32	(I'm A) Stand By (Pi-Gem — BMI)	25	Save Your Kisses (Easy Listening — ASCAP)	8	Warm And Tender (First Generation — BMI)	41
Disco-Tex (Ash Valley — ASCAP)	59	I Met (Hall-Clement/Maple Hill — BMI)	16	Say It Again (Hall-Clement — BMI)	2	We're Getting There (Fullness — BMI)	60
Doing My Time (Fred Rose — BMI)	95	In Some Room (Tree — BMI)	12	See You (ABC/Dunhill/One of a Kind — BMI)	44	When A Man (Pronto Quinny — BMI)	67
11 Months (Algee — BMI)	85	Is Forever Longer (Owepar — BMI)	14	Sleep All (UA/Big Ax — ASCAP)	75	When Something (publisher pending)	17
Even If It's (Unart/UA — BMI/ASCAP)	61	It's Different (Stallion — BMI)	23	Sold Out (House of Cash — BMI)	49	While The Feeling's (Brougham Hall/Hartline — BMI)	3
Family Reunion (David Allan Coe — BMI)	51	I've Loved You (Prima Donna — BMI)	45	Solitary Man (Tallyrand — BMI)	11	Wichita Jail (Night Time — BMI)	59
Fire At First (Beechwood/Window — BMI)	78	I Want (Blackwood/Back Road — BMI)	97	So Sad (Acuff-Rose — BMI)	52	You Are My (Tamerlane — BMI)	3
Flash Of Fire (Lady Jane — BMI)	43	I Wonder If (Acuff-Rose — BMI)	27	Stranger (Resaca — BMI)	68	You Rubbed It (Pick-A-Hit — BMI)	3
Frog Kissin' (Ahab — BMI)	28	Just You (Moose & Big Elk — ASCAP)	83	Suitcase (Colgems/Glory — ASCAP)	93		
		Let's Put It Back (Jack & Bill — ASCAP)	73	Sunday School (Mandy — ASCAP)	65		
		Liquor, Love (Young World — BMI)	46	Support Your (War Drum — BMI)	84		

R&B Ingredients

More signings are in the works. **Columbia/Epic** has signed **Bobbi Humphrey**, **Odia Coates** and "**Wah Wah**" **Watson**, the fine guitarist who has played on many of Motown's LPs. Also learned that one of the fine vocal groups of the past may be dropped from one of the heavier labels, but will be signed by another hot company... Congratulations to **Barbara Harris** on her appointment at **ABC**. Ms. Harris was formerly associated with **Atlantic Records**. . . Remember the name **Weapons of Peace**. . . **Maria Tynes**, president of **R&R Records**, has appointed **Ms. Ruby Stoner** to the position of general manager and controller of **R&R**. Ms. Stoner is a well-known industry veteran. . . "If You Leave Me Now" by **Chicago** is crossing over. . . **Wesley Jackson** is the newest member of the **Blackbyrds**. . . One of the heaviest soul/pop groups may be exiting their label for a new upcoming big label. More details later.

There's two **Tyrone Davis** singles out. Both are hot: "Give It Up (Turn It Loose)" on side A and "You're Too Much" on the flip on **Columbia**. "Saving My Love For You," also by **Tyrone**, has been released by **Dakar**. . . Remember the name **Weapons of Peace**.

Windy O'Grady called in from **Chicago** saying that he heard a great master. It's by a group called **Radiation**, an eight-piece rock-funk group produced by **Benny Colvin**. . . **Dobie Gray** will be releasing a very hot new single on **Capricorn** in two weeks. It is entitled "Find 'Em, Fool 'Em, Forget 'Em." It's a killer. . . The **Bar Kays** are back and they're with **Mercury**. . . Check out "Shake Your Rump To The Fump." It's hot. . . The **Miracles** really smoked the **Universal Amphitheatre** last week along with **Al Green**. . . **Bill Griffin** has come into his own as a very fine and talented lead singer. **Pete Moore**, **Ron White** and **Bobby Roberts** are as bad as ever. . . **Al** was also hot as he got into the spirit. As usual when he leaped from the stage into the audience dozens of very friendly females surrounded him. . . **Jeff Lane** is taking **Brass Construction** into the studios next month to begin work on their second LP for **UA**. . . **Stanley Turrentine's** new single "There Is A Place" was written by his 13-year-old daughter **Pamela**.

Capitol Records has announced that it is launching a massive marketing and merchandising campaign with their soul groups. The campaign is called "**Soulful Summer**" and it will include **Natalie Cole**, **Bill Cosby**, **Sun, Sylvers**, **Tavares** and **Nancy Wilson**. . . Writer/producers **Chuck Jackson** and **Marvin Yancy** have signed a new long-term exclusive worldwide co-publishing and publication agreement with **Chappell Music**. Their company is called **Jay's Enterprises**. . . The **Supremes** are back in the studios recording a new LP for **Motown** which will be produced by **Holland** and **Holland**. . . **Harry Belafonte** will headline the **Greek Theatre** on August 17 in a special concert for the **Sickle Cell Disease Research Foundation**. This concert marks the 20th year the organization has been in existence and opens its first fund raising campaign. Tickets are available by calling (213) 299-3600. . . The **Tavares** brothers may get into the **Guinness Book of Records**, but not for having the most gold records yet. That's coming. What they did do was help the **Tavares** family to consume 4,000 clams at a farewell clambake before the group left **New Bedford, Mass.** on their national tour. There are 356 members in the **Tavares** clan. . . **Chi-Town Records** has announced that they have changed the name of their company to **Chi-Sound Records**. **UA** manufactures and distributes the label. Their first LP release will be out very soon.

. . . **Stephen Schaffer** dropped by the **Cash Box** offices last week with some exciting tapes. First off, Steve's label is **Wing And A Prayer** and should be remembered for putting together the **Consumer Rapport**. They had a monster with "Ease On Down The Road" from the "Wiz." That group now has a new single out that is also hot entitled "Everybody Join Hands." Steve also produced the new **Dee Dee Bridgewater** LP for **Atlantic**. He played four sides which were sensational. The LP will be released very shortly. Steve is also working with **Gene Page** on the new **Fife & Drum Corp.** "Babyface" LP. This also should be released shortly. . . Remember the name **Weapons of Peace**. . . **Bob Jones**, publicity manager for **Motown Records**, has been selected to be included in the fourth (1977) edition of **Men of Achievement**. **Men of Achievement** is an international publication that recognizes the achievements of men of different nations, whether at the international, national, regional or even local level. . . **LTD** is taking off and so is **David T. Walker**. . . Heard from a reliable source that **Leon Haywood** has delivered his new LP to **Columbia**. . . that's soul.

jess levitt

Jim Maddox: Maverick Or Innovator

by Jess Levitt

LOS ANGELES — Jim Maddox, program director at **KDAY** in Los Angeles, is one of the new breed of young black programmers that is creating a new era in black radio. Maddox has taken **KDAY**, a former AM rocker, and turned it into one of the most progressive black AM stations in the country. Last week **Cash Box** interviewed Maddox about black radio in 1976.

Black Radio

Black radio has gone through some interesting changes lately. Black stations around the country are playing more LP cuts, more jazz and are quicker to pick up on crossover records. Maddox said the reason this is happening is that more and more black radio stations are becoming aware of their own needs rather than the needs of the record companies. "Radio stations are realizing that it is their purpose to serve the community. Our primary concern

is not to make the record companies happy; just because their A&R departments choose a certain single release doesn't necessarily mean that I have to play it. I think the time has come in black radio where programmers are not afraid of being badgered by record companies. We won't be made guilty if we don't cooperate with them. They can't wave the time buys in our faces. We are not being paid by the record companies and they know it."

A New Day

Maddox also pointed out that black radio is not the same type of entertainment vehicle as it was in the fifties and sixties. "In the fifties and sixties black radio was into public affairs and gospel hours on Sunday. Now in the seventies the mood of the public has changed to where they want to hear more music. I need time to play music and do it

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TOP 50 R&B ALBUMS

	Weeks On Chart		Weeks On Chart
1	18	26	9
BREEZIN' GEORGE BENSON (WB 2919)		STRETCHING OUT IN BOOTSY'S RUBBER BAND BOOTSY'S RUBBER BAND (WB BS 2920)	
2	8	27	3
SPARKLE ARETHA FRANKLIN (Atlantic SD 18176)		JUICY FRUIT (DISCO FREAK) ISAAC HAYES (Hot Buttered Soul/ABC 953)	
3	10	28	11
ALL THINGS IN TIME LOU RAWLS (Phila. Int'l./Epic PZ 33957)		ENERGY TO BURN B.T. EXPRESS (Columbia PC 34178)	
4	9	29	11
CONTRADICTION OHIO PLAYERS (Mercury SRM 1-1088)		LOVE POTION NEW BIRTH (Warner Brothers BS 2953)	
5	11	30	3
NATALIE NATALIE COLE (Capitol ST 11517)		HAPPINESS IS BEING WITH THE SPINNERS SPINNERS (Atlantic SD 18181)	
6	5	31	24
HOT ON THE TRACKS COMMODORES (Motown M6-867S1)		DIANA ROSS (Motown M6-861S1)	
7	10	32	13
HARVEST FOR THE WORLD ISLEY BROTHERS (Epic PZ 33809)		WHERE THE HAPPY PEOPLE GO THE TRAMMPS (Atlantic SD 18172)	
8	22	33	11
LOOK OUT FOR #1 BROTHERS JOHNSON (A&M SP 4567)		MISTY BLUE DOROTHY MOORE (Malaco/TK 6351)	
9	6	34	28
MIRROR GRAHAM CENTRAL STATION (WB BS 2937)		BRASS CONSTRUCTION (United Artists UA LA 545G)	
10	15	35	14
MANHATTANS (Columbia PC 33820)		RASTAMAN VIBRATION BOB MARLEY (Island ILPS 9383)	
11	28	36	6
MOTHERSHIP CONNECTION PARLIAMENT (Casablanca NBLP 7022)		SUMMERTIME MFSB (Phila. Int'l./Epic PZ 34238)	
12	8	37	4
SKY HIGH TAVARES (Capitol ST 11533)		ACCEPT NO SUBSTITUTES PLEASURE (Fantasy F9506)	
13	9	38	1
HARD WORK JOHN HANDY (ABC/Impulse ASD 9314)		DIANA ROSS'S GREATEST HITS (Motown M6-869S1)	
14	11	39	9
THOSE SOUTHERN KNIGHTS CRUSADERS (Blue Thumb/ABC BTSD 6024)		BORN TO GET DOWN MUSCLE SHOALS HORNS (Bang BLP 403)	
15	3	40	11
SOUL SEARCHING AVERAGE WHITE BAND (Atlantic SD 18179)		LET YOUR MIND BE FREE BROTHER TO BROTHER (All Platinum 7015)	
16	10	41	2
FEVER RONNIE LAWS (Blue Note/UA BNLA 628G)		AIN'T THAT A BITCH JOHNNY GUITAR WATSON (Amherst DJM/Amherst DJLPA-3)	
17	6	42	3
GIVE, GET, TAKE AND HAVE CURTIS MAYFIELD (Curtom/WB CU 5007)		FLOWERS EMOTIONS (Columbia PC 34163)	
18	6	43	1
GOOD KING BAD GEORGE BENSON (CTI 6062)		LOVE TRILOGY DONNA SUMMER (Oasis/Casablanca OC 5004)	
19	7	44	4
THREE BOB JAMES (CTI 6063)		JOE SIMON TODAY JOE SIMON (Spring/Polydor SP 16710)	
20	3	45	1
WILD CHERRY (Sweet City/Epic 34195)		ARABIAN KNIGHTS RITCHIE FAMILY (Marlin/TK 2201)	
21	4	46	3
TOGETHER AGAIN . . . LIVE BOBBY BLAND & B.B. KING (ABC ASD 9317)		SILK DEGREES BOZ SCAGGS (Columbia PC 33920)	
22	6	47	19
COLLECTOR'S ITEM HAROLD MELVIN & THE BLUENOTES (Phila. Int'l./Epic PZ 34232)		LEE OSKAR (United Artists UA LA 594G)	
23	3	48	22
YOU ARE MY STARSHIP NORMAN CONNORS (Buddah BDS 5655)		EARGASM JOHNNIE TAYLOR (Columbia PC 33951)	
24	11	49	11
YOUNG HEARTS RUN FREE CANDI STATON (Warner Bros. BS 2948)		BILL COSBY IS NOT HIMSELF THESE DAYS (Capitol ST 11530)	
25	19	50	8
I WANT YOU MARVIN GAYE (Motown T634251)		EVERYBODY COME OUT STANLEY TURRENTINE (Fantasy F9508)	

Soul Waves

Nat Jackson is now the full-time program director at **KNOX** in Ft. Worth. He will be assisting music director **Bernard Miller** with the music.

One of the hottest records out right now is "Play That Funky Music" by **Wild Cherry**. The record was first played by **Bill Moon** at **WKVO** in Columbus.

KATZ in cooperation with **Casablanca Records** is having a "Name The Mothership That Tore The Roof Off The Sucker And Discovered The Star-Child." This is a national contest. Local prizes will be \$100 worth of records to the first place winner, \$75 worth to second place winner and \$50 worth to the third place winner. National first place winner will receive \$1,000 worth of stereo equipment and records, second, \$500 worth of stereo equipment and records, and \$250 worth of stereo equipment and records for the third place winner, plus the national winner will be flown in for a Parliament concert in a city of his choice.

Steve Crumley, program director at **WORLD**, called in to say that his station was the #1 black station in his market in the most recent ARBs. On the weekends the station was #1 over the pop stations in their market.

Joe Fisher reported that **WRBD** doubled its audience in all time segments in their most recent ARB. Also **WCKO** stayed the same during the day but they had a 15% increase in listeners at night.

Donnie Brooks, operations manager at **WAMM** in Flint, called in and said that he recently married **Pamela A. Bakewell**. Donnie is also looking for a new morning man. Send tapes to him in care of the station. His address is 1223 S. Traverse St., Flint, Mich. 48503.

CASH BOX TOP 100 R&B

August 7, 1976

	Weeks On Chart	7/31		Weeks On Chart	7/31		Weeks On Chart	7/31
1 YOU'LL NEVER FIND ANOTHER LOVE LIKE MINE LOU RAWLS (Phila. Int'l./Epic ZS 8-3592)	1	13	33 I WANT YOU MARVIN GAYE (Tamla/Motown T5426F)	30	17	68 LET'S TAKE IT TO THE STAGE FUNKADELICS (Westbound/20th Century WT 5026)	69	6
2 SOMETHING HE CAN FEEL ARETHA FRANKLIN (Atlantic 45-3326)	2	12	34 BABY, WE BETTER TRY TO GET IT TOGETHER BARRY WHITE (20th Century TC 2298)	42	6	69 SONG FROM M.A.S.H. THE NEW MARKETTES (Farr FR 007)	79	8
3 THIS MASQUERADE GEORGE BENSON (WB WBS 8209)	3	11	35 COTTON CANDY SYLVERS (Capitol 4255)	36	7	70 COME ON AND RIDE ENCHANTMENTS (Desert Moon/Buddah DM 6403)	73	5
4 HEAVEN MUST BE MISSING AN ANGEL TAVARES (Capitol P4270)	5	11	36 BABY, I WANT YOUR BODY AL WILSON (Playboy P6076)	40	7	71 LET THE GOOD TIMES ROLL BOBBY BLAND & B.B. KING (Impulse/ABC IMP 31006)	84	2
5 SOPHISTICATED LADY (SHE'S A DIFFERENT LADY) NATALIE COLE (Capitol P4559)	4	14	37 FOXY LADY CROWN HEIGHTS AFFAIR (DeLite 1581)	31	16	72 OPEN UP YOUR HEART MUSCLE SHOALS HORNS (Bang 725)	82	2
6 GET UP OFF THAT THING JAMES BROWN (Polydor PD 14326)	8	12	38 WE THE PEOPLE GENERAL JOHNSON (Arista AS 0192)	41	6	73 LEAN ON ME MELBA MOORE (Buddah 535)	86	3
7 WHO'D SHE COO OHIO PLAYERS (Mercury 455)	11	7	39 GET IT WHILE IT'S HOT EDDIE KENDRICKS (Tamla/Motown T54270F)	35	8	74 AFTER THE DANCE MARVIN GAYE (Tamla/Motown 54273)	—	1
8 KISS AND SAY GOODBYE MANHATTANS (Columbia 3-10310)	6	20	40 THE LONELY ONE SPECIAL DELIVERY FEATURING JERRY HUFF (Mainstream MRL 55581)	37	17	75 WAITING AT THE BUS STOP KAYGEES (Gang/DeLite 1326)	76	7
9 SOMEBODY'S GETTIN' IT JOHNNIE TAYLOR (Columbia 3-10334)	7	11	41 KEEP THAT SAME OLD FEELING CRUSADERS (ABC/Blue Thumb BTA 269)	44	16	76 THANK YOU FOR TODAY SISTER SLEDGE (Cotillion/Atlantic 44202)	85	2
10 PLAY THAT FUNKY MUSIC WILD CHERRY (Sweet City/Epic 8-50225)	20	8	42 YOU SHOULD BE DANCING BEE GEES (RSO/Polydor RS 853)	58	4	77 I LOVE MYSELF BETTER THAN I LOVE MYSELF BILL COSBY (Capitol 4299)	89	2
11 YOUNG HEARTS RUN FREE CANDI STATON (Warner Bros. WBS 8181)	9	20	43 BLT LEE OSKAR (UA XW 807-Y)	39	10	78 ALWAYS THERE SIDE EFFECT (Fantasy 769)	80	8
12 (SHAKE, SHAKE, SHAKE) SHAKE YOUR BOOTY K.C. AND THE SUNSHINE BAND (TK 1019)	23	5	44 SARA SMILE DARYL HALL & JOHN OATES (RCA JH 10530)	33	20	79 NO NO JOE SILVER CONVENTION (Midland Int'l./RCA 10723)	—	1
13 GETAWAY EARTH, WIND & FIRE (Columbia 1-10373)	18	5	45 YOU TO ME ARE EVERYTHING THE REAL THING (UA XW833-Y)	54	4	80 IF I EVER DO WRONG BETTY WRIGHT (Alston/TK 3722)	88	2
14 IT AIN'T THE REAL THING BOBBY BLAND (ABC 12189)	15	12	46 WE BOTH NEED EACH OTHER NORMAN CONNORS (Buddah BDA 534)	60	4	81 YOU NEED LOVE LIKE I DO BOBBY WILLIAMS (R&R 15312)	83	4
15 HARD WORK JOHN HANDY (ABC/Impulse IMP 31005)	19	11	47 TRY ME... I KNOW WE CAN MAKE IT DONNA SUMMER (Oasis/Casablanca 406)	49	5	82 ONLY YOU BABE CURTIS MAYFIELD (Curton/WB CMS 0118)	—	1
16 I'M GONNA LET MY HEART DO THE WALKING SUPREMES (Motown M1391F)	17	11	48 ROCK CREEK PARK BLACKBYRDS (Fantasy F771A)	50	5	83 SLOW MOTION DELLS (Mercury 73807)	90	5
17 SUMMER WAR (UAXW834-Y)	21	5	49 AIN'T GOOD FOR NOTHING LUTHER INGRAM (Koko KODJ 721)	52	5	84 YOU + ME = LOVE UNDISPUTED TRUTH (Whitfield/WB 8231)	—	1
18 CAN'T STOP GROOVIN' NOW WANNA DO IT SOME MORE B.T. EXPRESS (Columbia 3-10346)	12	12	50 LOWDOWN BOZ SCAGGS (Columbia 3-10367)	61	5	85 FIFTH OF BEEHOVEN WALTER MURPHY AND THE BIG APPLE BAND (Private Stock 45073)	87	6
19 TEAR THE ROOF OFF THE SUCKER PARLIAMENT (Casablanca NB 856)	10	16	51 TEN PERCENT DOUBLE EXPOSURE (Salsoul 2008)	45	8	86 PORCUPINE NATURE ZONE (London 5N235)	—	1
20 THERE YOU ARE MILLIE JACKSON (Polydor/Spring 164)	22	9	52 LOVE HANGOVER DIANA ROSS (Motown M1392F)	38	19	87 L.O.D. (LOVE ON DELIVERY) BILLY OCEAN (Ariola America/Capitol P7630)	—	1
21 WAKE UP SUSAN SPINNERS (Atlantic 45-3341)	24	7	53 LOVE GRAHAM CENTRAL STATION (WB 8205)	47	12	88 KILL THAT ROACH MIAMI (Drive/TK 6251)	93	2
22 I'LL BE GOOD TO YOU THE BROTHERS JOHNSON (A&M 1806-S)	13	17	54 UP THE CREEK (WITHOUT A PADDLE) TEMPTATIONS (Motown G7-150F)	48	12	89 LITTLE GIRL BLUE LITTLE BEAVER (Cat/TK 2003)	91	6
23 CAUGHT IN THE ACT FACTS OF LIFE (Kayvette 5126)	16	12	55 FLOWERS EMOTIONS (Columbia 3-10347)	67	4	90 JUST LET ME HOLD YOU FOR A NIGHT CHOICE 4 (RCA 10714)	95	3
24 ONE FOR THE MONEY (PART 1) THE WHISPERS (Soultrain/RCA 10700)	29	7	56 UNIVERSAL SOUND KOOL & THE GANG (DeLite 1583)	56	4	91 I AIN'T GONNA TELL NOBODY (ABOUT YOU) CARL CARLTON (ABC 12166)	92	3
25 STRETCHIN' OUT (IN A RUBBER BAND) BOOTSY COLLINS (Warner Bros. WBS 8215)	28	8	57 YES, YES, YES BILL COSBY (Capitol P4528)	46	15	92 SENSATION, COMMUNICATION, TOGETHER ALBERT KING (Utopia/RCA UB 10682)	94	5
26 EVERYTHING'S COMING UP LOVE DAVID RUFFIN (Motown M1393F)	14	10	58 WANNA MAKE LOVE SUN (Capitol P4254)	55	15	93 TELL ME WHY STAIRSTEPS (Dark Horse/A&M 22004)	—	1
27 THE MORE YOU DO IT (THE MORE I LIKE IT DONE TO ME) RONNIE DYSON (Columbia 3-10356)	34	7	59 JUST LIKE IN THE MOVIES BLOODSTONE (London 1067)	59	4	94 FREE NATURAL 4 (Curton/WB 0119)	96	2
28 HEAR THE WORDS, FEEL THE FEELING MARGIE JOSEPH (Cotillion/Atlantic 45-44201)	26	12	60 ONE LOVE IN MY LIFETIME DIANA ROSS (Motown M1398F)	75	2	95 SNAP IT PHIL MEDLEY & M.V.B. ORCHESTRA (Pyramid P8003)	97	3
29 PARTY VAN MCCOY (H&L 4670)	27	7	61 LOVE CHANT ELI'S SECOND COMING (TK 7302)	51	8	96 BABY HOLD ON TO ME JONATHAN EDWARDS (Cotillion/Atl. 44203)	—	1
30 FUNNY HOW TIME SLIPS AWAY DOROTHY MOORE (Malaco/T.K. M1033)	43	4	62 SUPER DISCO RIMSHOTS (Stang/All Platinum)	66	8	97 YOU TO ME ARE EVERYTHING PART 1 REVELATION (RSO RS 854)	100	2
31 WHO LOVES YOU BETTER (PART 1) ISLEY BROTHERS (T-Neck/Epic ZS 8-2260)	25	14	63 I NEED IT JOHNNY GUITAR WATSON (Dick James/Amherst DJM 1013)	77	4	98 SHARING THE NIGHT TOGETHER ARTHUR ALEXANDER (Buddah 522)	99	2
32 ROOTS, ROCK, REGGAE BOB MARLEY (Island IS 060)	32	9	64 FAMILY REUNION O'JAYS (Phila. Int'l./Epic ZS 8-3596)	53	7	99 DANCE SISTER DANCE SANTANA (Columbia 3-10353)	98	2
			65 JIVE TALKIN' RUFUS (ABC 12197)	81	2	100 ANYTHING YOU WANT JOHN VALENTI (Ariola America/Capitol 7625)	—	1
			66 GET THE FUNK OUT OF MY FACE BROTHERS JOHNSON (A&M 8379)	—	1			
			67 YOU TO ME ARE EVERYTHING BROADWAY (Granite G540AM)	68	4			

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

After The Dance (Jobete — ASCAP) 74	Hard Work (Hard Work BMI) 15	Love Hangover (Jobete — ASCAP) 52	Summer (Far Out — ASCAP) 17
Ain't Good For (Klondike — BMI) 49	Hear The Words (Dozier — BMI) 28	Lowdown (Boz Scaggs/Mudmar — ASCAP) 50	Super Disco (Gambi — BMI) 62
Always There (Fizz/At Home — ASCAP) 78	Heaven Must Be (Bull Pen/Perren-Vibes — BMI/ASCAP) 4	No No Joe (Midsong — ASCAP) 79	Tear The Roof Off (Malbiz & Ricks — BMI) 19
Anything You Want (Menta — BMI) 100	I'll Be Good (Kidada/Goulgris — BMI) 22	One For The Money (Golden Fleece/Hip Trip Music Writers — BMI) 24	Tell Me Why (Screen Gems/Columbia — BMI) 93
Baby Hold On (Robosac — BMI) 96	I'm Gonna Let My (Holland-Dozier-Holland/Jobete — BMI/ASCAP) 16	One Love (Jobete — ASCAP) 60	Ten Percent (Lucky Three/Golden Fleece/Mighty Three — BMI) 51
Baby I Want (Caesars Music Library/Wet Bull — ASCAP) 36	I Need It (Viv-Jon — BMI) 63	Only You Babe (Mayfield — BMI) 82	Thank You (Oceans Blue/Friday's Child — BMI) 76
Baby, We Better (Savette/January — BMI) 34	I Ain't Gonna (Blackwood — BMI) 91	Open Up Your (Muscle Shoals/Gets — BMI) 72	The Lonely One (Brent — BMI) 40
BLT (Far Out/Ilke Bad — ASCAP) 13	I Love Myself (Stu Gardner — BMI) 77	Party That (Bema/Blaze — ASCAP) 10	The More You (Jay's Ent./Chappell — ASCAP) 27
Can't Stop Groovin' (Blackwood — BMI) 48	It Ain't The Real (Meadow Ridge — ASCAP) 14	Porcupine (Musical Development — BMI/Tom Dawes — ASCAP) 86	There You Are (Muscle Shoals — BMI) 20
Caught In The Act (Irving — BMI) 23	If I Ever (Sherlyn — BMI) 80	Rock Creek Park (Blackbyrd — BMI) 48	This Masquerade (Skyhill — BMI) 3
Come On And Ride (Willow Girl — BMI) 70	I Want You (Almo/Jobete — ASCAP) 33	Roots, Rock, Reggae (Tuff Going — ASCAP) 32	Try Me (Sunday/Rick's — BMI) 47
Cotton Candy (Perren-Vibes/Bull Pen — ASCAP) 35	Jive Talkin' (Casserole/Flamm — BMI) 65	Slow Motion (Probe II/Lasgo Rand/Gambi — BMI) 83	Universal Sound (Delightful/Gang — BMI) 56
Dance Sister Dance (Light — BMI) 99	Just Like In (Pap/Taya — ASCAP) 59	Somebody's Getting It (Groovesville — BMI/Conquistador — ASCAP) 9	Up The Creek (Stone Diamond — BMI) 54
Everything's Coming (Warner Tamerlane/V. McCoy/Ocean Blue — BMI) 26	Just Like Me (Charles Kipps — BMI) 90	Something He Can (Warner Tamerlane — BMI) 2	Waiting At (Delightful/Gang — BMI) 75
Family Reunion (Mighty Three — BMI) 64	Keep That Same (Four Knights — BMI) 41	Sophisticated Lady (Jay's Ent./Chappell — ASCAP/Cole-Arama — BMI) 5	Wake Up (Mighty Three — BMI) 21
Fifth Of Beethoven (RFT — BMI) 85	Kill That Roach (Sherlyn — BMI) 88	Song From M.A.S.H. (20th Cent. — ASCAP) 69	Wanna Make (Glenwood Osmosis — ASCAP) 58
Flowers (Sagifire — BMI/Kalimba — ASCAP) 55	Kiss And Say (Nattahnam/Blackwood — BMI) 8	Stretchin' Out (Backstage — BMI) 25	We Both Need (Electrocord — ASCAP) 46
Foxy Lady (Delightful — BMI) 37	Lean On Me (Van McCoy/Warner Tamerlane — BMI) 73		We The People (Music In General — BMI) 38
Free (Jays Ent./Chappell — ASCAP) 94	Let's Take It (Bridgeport — BMI) 68		Who'd She Coo (Tight — BMI) 7
Funny How Time (Tree — BMI) 30	Let The Good (Warock — ASCAP) 71		You & Me (Bovina — ASCAP) 41
Get Away (Kalimba — ASCAP) 13	Little Girl Blue (Sherlyn — BMI) 89		Yes, Yes, Yes (Turtle Head — BMI) 1
Get It While (Stone Diamond/Mills & Mills — BMI) 39	L.O.D. (Black Sheep/Heath Levy — BMI) 87		You & Me (Stone Diamond — BMI) 4
Get The Funk (Kidada — BMI) 66	Love (Nineteen Eighty Five — BMI) 53		You'll Never Find (Mighty Three — BMI) 1
Get Up Off That (Dynatone/Tub/ Belinda/Unichappell — BMI) 6	Love Chant (Oceans Blue/Friday's Child — BMI) 61		You Need (Lerobal/Music In General — BMI) 1
			Young Hearts Run (DaAnn — ASCAP) 1
			You Should (Casserole/Unichappell — BMI) 1
			You To Me (Colgens — ASCAP) 37

consistently all week. Public affairs and news are still important, but we make these spots short and they have a lot of impact when they are on."

Progressive

On the subject of being progressive, Maddox said that really depends on your market and how far you can open up your audience. "You have to be very careful of what you play, because you may do too much too soon and turn a portion of your listeners away. We're into formula radio to a degree, more music, a personality-oriented jock, not a wailer or screamer, but a guy that can relate to his audience. However, even if you want to call it formula radio, we try to disguise it. We like to bring familiarity to the air; however, it is important to keep the people guessing, so that they don't know that an O'Jays record is coming up. Free-form radio is not where I am at. I like a system and organization."

LP Research

Lately the trend around the country in black radio has been to add more LPs and LP cuts. KDAY was one of the first to make this move. "After a year's research in our market, I was finding that most of our listeners were more and more affluent, had a higher level of education and were buying more LPs than singles. They had the money to buy LPs, and were doing it because the LPs are better bargains in comparison to singles. Our audience is primarily 18 to 24 and 25 to 34. We're low in teens. These older listeners usually are more loyal in buying their favorite artists. So what I've done is not to do anything too drastic in programming; however, what I think I have done is refine and polish what we were doing in the beginning. We will still play singles, but stay away from the marginal ones. I only want to play records that benefit KDAY. I'm not interested in helping out A&R departments that are telling me what to play. If it is right for us then we'll play it," Maddox said.

Maddox also feels that it is inevitable that more white artists will be crossing over. "Right now the general market is better able to accept both black and white artists. Both artists are producing good product

that really doesn't fit any category. It's just good music. I see more and more black AMs getting into more white pop records, but not to the point where their stations will lose their black identity. Black stations like ourselves will keep our identity because our news and public affairs still primarily address themselves to black people. A lot of the racism, though, will be erased through this easier crossover situation. I think it's kind of criminal that I don't receive every LP that comes out — white, black, jazz, classical or whatever. Plus I also think that our biggest competitor, KHJ, should get every black LP that is released."

NATRA

While Maddox feels that people in black broadcasting need their own professional organization, he doesn't feel that is NATRA. "I like the concept of the organization; however, I understand why they have little support and low attendance. They don't have any seminars and they never seem to get anything accomplished. I personally like less talk and more action. I would like to go to a convention and share ideas with the rest of my colleagues in the field, but NATRA doesn't feel the same way I do. I think they need to clean up their act. I'm not going because I'm in the last part of my ARB period. I don't have time to go down and party. The only way to stay on top and be consistent is to add the hottest records week in and week out. The people that control NATRA are the old line of broadcasters, and they fail to realize that there is a whole new breed of young programmers who are very dedicated and very professional. These people have not kept up with the times. I personally have too much work to go down to Antigua and play games. Being a programmer is not a 9 to 5 job. It's a project by project job. I will gladly get behind any black organization that is serious about getting things done. I think it's a little sad that most of the jocks at our competitor KGFJ are not closer to us. I'm not into any diabolical plots; however, I wouldn't mind discussing improvements for the betterment of black radio with them. I think a NATRA could be a great organization if they restructured it so that we as communicators could come together to improve and enhance our industry."

ADDITIONS TO R&B PLAYLISTS

WBUL — BIRMINGHAM
#1 — Lonely One — Special Delivery
You To Me Are Everything — Real Thing — UA
Love Myself — Bill Cosby — Capitol
Fifth Of Beethoven — Walter Murphy — Private Stock
Jive Talkin' — Chaka Khan & Rufus — ABC
Come Get To This — Joe Simon — Spring
One Man In My Lifetime — Diana Ross — Motown
Baby, We Better Get It Together — Barry White — 20th
One For The Money — Whispers — Soul Train
38 to 22 — Play That Funky Music — Wild Cherry
19 to 12 — Rock Creek Park — Blackbyrds
#1 LP — Commodores
NEW LPs — Bill Cosby, Joe Simon, Emotions, Brother To Brother, Spinners

WBMX — CHICAGO
Entro — Graham Central Station — WB
Come Get To This — Joe Simon — Spring
Turn It Loose — Tyrone Davis — Columbia
All Right Is All Night — Honey White — Haven
#1 LP (tie) Boots Collins/Lou Rawls
New LPs — Roy Ayers, Fatback Band David T. Walker

WORL — ORLANDO
#1 — Getaway — Earth Wind & Fire
Come Get To This — Joe Simon — Spring
Lean On Me — Melba Moore
Chance With You — Brother To Brother — All Platinum
Life On Mars — Dexter Wansel — Phila Intl.
Magic Touch — Tony Silvester — Mercury
There Is A Place — Stanley Turrentine — Fantasy
12 to 5 — Shake Your Booty — K.C. and the Sunshine Band
24 to 14 — Funk Machine — Gary Davis
23 to 15 — Play That Funky Music — Wild Cherry
Pick to 28 — One Love In My Lifetime — Diana Ross
Nowhere to 30 — After The Dance — Marvin Gaye
#1 LP — Commodores
New LPs — Roy Ayers

KOWH — OMAHA
#1 — Kiss and Say Goodbye — Manhattans
We Both Need Each Other — Norman Connors — Buddah
You Should Be Dancing — Bee Gees — RSO
ex to 17 — Who'd She Coo — Ohio Players
15 to 11 — Sharing The Night — Arthur Alexander
ex to 24 — Getaway — Earth Wind & Fire
ex to 27 — Play That Funky Music — Wild Cherry
Pick to 28 — Fifth of Beethoven — Walter Murphy
#1 LP — Brothers Johnson
New LPs — People's Choice — Emotions

KOKY — LITTLE ROCK
#1 — Kiss And Say Goodbye — Manhattans
Free — Natural Four — Curtom
You To Me Are Everything — Real Thing — UA
#1 LP — Wild Cherry
New LPs — Graham Central Station

WAOK — ATLANTA
#1 — Flowers — Emotions
Ain't Good For Nothing — Luther Ingram — Koko
Come Get To This — Joe Simon — Spring
16 to 10 — Entro — Graham Central Station
#1 LP — Commodores
NEW LPs — Spinners, AWB, Roy Ayers

WDAO — DAYTON
#1 — Getaway — Earth, Wind & Fire
Just Let Me Hold You — Choice Four — RCA
Only You Babe — Curtis Mayfield — Curtom
You To Me Are Everything — Real Thing — UA
Entro — Graham Central Station — WB
Cajun' Man — Herbie Mann — Atlantic
We Both Need Each Other — Norman Connors
20 to 6 — The More You Do It — Ronnie Dyson
26 to 18 — Ain't Gonna Tell Nobody — Carl Carlton — ABC
30 to 19 — One For The Money — Whispers — Soul Train
31 to 24 — Bearing Straight — Roger & The Human Being
#1 LP — Sparkle
New LPs — Spinners, Dexter Wansel, Brick

WDIA — MEMPHIS
#1 — Something He Can Feel — Aretha Franklin
Play That Funky Music — Wild Cherry — Epic
We Both Need Each Other — Norman Connors — Buddah
Sensation Communication — Albert King — Utopia
No, No Joe — Silver Convention — Midland
Come Get To This — Joe Simon — Spring
28 to 16 — Funny How Time Slips Away — Dorothy Moore
25 to 13 — Ain't Good For Nothing — Luther Ingram — Koko
#1 LP — Commodores
New LPs — Norman Jenkins, Luther

WAMM — FLINT
#1 — Heaven Must Be Missing An Angel — Tavares
After The Dance — Marvin Gaye — Motown
No, No Joe — Silver Convention — Midland
You To Me Are Everything — Real Thing — UA
You Should Be Dancing — Bee Gees — RSO
Come Get To This — Joe Simon — Spring
#1 LP — Sparkle — Aretha Franklin
New LPs — Commodores, Peter Frampton, Silver Convention, Bobby Bland/B.B. King, AWB, Frankie Crocker, Norman Connors, Graham Central Station

WOKJ — JACKSON
#1 — Play That Funky Music — Wild Cherry
Only You Babe — Curtis Mayfield — Curtom
Funny How Time Slips Away — Dorothy Moore — Malaco
Let The Good Times Roll — Bobby Bland/B.B. King — ABC
One For The Money — Whispers — Soultrain
Cajun Man — Herbie Mann — Atlantic
Baby Hold On To Me — John Edwards — Cotillion
Lowdown — Boz Scaggs — Columbia
Strokin' — Leon Haywood — 20th
You To Me Are Everything — Real Thing — UA
You Should Be Dancing — Bee Gees — RSO
15 to 9 — Wake Up Susan — Spinners
19 to 12 — If I Move — Soul Children
30 to 22 — Shake Your Booty — K.C. And The Sunshine Band
#1 LP — Bobby Bland/B.B. King, Spinners, Emotions

WTMP — TAMPA
#1 — Who'd She Coo — Ohio Players
Ain't Good For Nothing — Luther Ingram — Koko
Jive Talkin' — Chaka Khan & Rufus — ABC
Only You Babe — Curtis Mayfield — Curtom
Just Like In The Movies — Bloodstone — London
We Both Need Each Other — Norman Connors — Buddah
You To Me Are Everything — Real Thing — UA
Hottest — Cotton Candy, This Masquerade, Summer, You Should Be Dancing
Hottest LP — Ritchie Family
New LPs — LTD, Fatback Band

KDKO — DENVER
#1 — Never Find Another Love — Lou Rawls
Anything You Want — John Valenti — Ariola
Magic Touch — Tony Silvester — Mercury
Only You Babe — Curtis Mayfield — Curtom
One Man In My Lifetime — Diana Ross — Motown
7 to 3 — Play That Funky Music — Wild Cherry
#1 LP — AWB
New LPs — Gene Harris, Fatback Band, Johnny "Guitar" Watson

WCHB — DETROIT
#1 — Get Up Off That Thing — James Brown
Only You Babe — Curtis Mayfield
Who'd She Coo — Ohio Players

WJLB — DETROIT
#1 — Play That Funky Music — Wild Cherry
Sweet Lovin' — Chuck Armstrong — R&R
Just A Thing That I Do — Major Harris — Atlantic
Fallin' In Love — Ninth Creation
Love To Love — Tina Charles — Columbia
Slow Motion — Dells — Mercury
Lowdown — Boz Scaggs — Columbia
20 to 17 — Funny How Time Slips Away — Dorothy Moore
7 to 4 — Getaway — Earth, Wind & Fire
#1 LP — Parliament
New LPs — Luther, Boots Collins

KDAY — LOS ANGELES
#1 LP — Norman Connors
Featured LPs — Pleasure, Bob James, Spinners
Featured Single — You Don't Have To Be A Star — Marilyn McCoo & Billy Davis — ABC
Anything You Want — John Valenti

KGFJ — LOS ANGELES
#1 — Never Find Another Love — Lou Rawls
You To Me Are Everything — Real Thing — UA
After The Dance — Marvin Gaye — Motown
Get The Funk — Brothers Johnson — A&M
Ten Per Cent — Double Exposure — Salsoul
You Don't Have To Be A Star — Marilyn McCoo & Billy Davis — ABC

KUTE/102 — LOS ANGELES
#1 LP — Norman Connors
New LPs — Roy Ayers, Wild Cherry

WRBD — FT. LAUDERDALE
#1 — Shake Your Booty — K.C. And The Sunshine Band
You're My Peace Of Mind — Faith, Hope & Charity — RCA
Chance With You — Brother To Brother — All Platinum
Gonna Have A Good Time — Crystal Image — IX Chains

R&B Singles To Watch

Singles listed below are receiving strong R&B radio support from key stations around the country.

1. After The Dance — Marvin Gaye — Motown
2. Come Get To This — Joe Simon — Spring
3. Only You Babe — Curtis Mayfield — Curtom
4. One Love In My Lifetime — Diana Ross — Motown
5. Chance With You — Brother To Brother — Turbo
6. No No Joe — Silver Convention — Midland
7. Get The Funk — Brothers Johnson — A&M
8. Give A Broken Heart A Break — Impact — Atco
9. Magic Touch — Tony Silvester — Mercury
10. Turn It Loose — Tyrone Davis — Columbia
11. Baby, Hold On To Me — John Edwards — Cotillion
12. Give Me Your Sweet Lovin' — Chuck Armstrong — R&R
13. Anything You Want — John Valenti — Ariola
14. You're My Peace Of Mind — Faith, Hope & Charity — RCA
15. Saving My Love For You — Tyrone Davis — Dakar

WTLC — INDIANAPOLIS
#1 — Slow Motion — Dells
Entro — Graham Central Station — WB
After The Dance — Marvin Gaye — Tamlia
Brazillia — Ramsey Lewis — Columbia
If You Can't Beat Em — Marc Radice — UA
Give A Broken Heart — Impact — Atco
Hold On — Sons Of Champlin — Ariola
15 to 2 — Play That Funky — Wild Cherry
20 to 13 — Getaway — EWF
25 to 14 — You Should Be — Bee Gees
23 to 15 — Lean On Me — Melba Moore
27 to 17 — I Love Myself — Bill Cosby
32 to 24 — Flowers — Emotions
36 to 28 — Let The Good Times Roll — BB King/Bobby Bland

Saving My Love For You — Tyrone Davis — Dakar
If You Love — Stuff 'n Ramjett — Chelsea
Very Hot — Betty Wright, Luther Ingram, Curtis Mayfield, Ohio Players
#1 LP — Bobby Bland/B.B. King
New LPs — AWB

WVOL — NASHVILLE
#1 — Sharing The Night — Arthur Alexander
Get The Funk Out — Brothers Johnson — A&M
One For The Money — Whispers — Soultrain/RCA
40 to 29 — Mothership Connection — Parliament (LP)
37 to 30 — You Should Be — Bee Gees
29 to 23 — Play That Funky — Wild Cherry
24 to 17 — Shake Your Booty — KC & Sunshine
38 to 32 — Summer — War
New LPs — Rendi Banks

Most Programmed New LPs

1. Flowers — Emotions — Columbia
2. Everybody Loves The Sunshine — Roy Ayers — Polydor
3. Night Fever — Fatback Band — Spring
4. Love On — David T. Walker — Ode
5. Ain't It A Bitch — Johnny 'Guitar' Watson — DJM.
6. Arabian Nights — Ritchie Family — T.K.
7. Good High — Brick — Bang
8. Get Up Off That Thing — James Brown — Polydor
9. Ain't Nothing But A Party — Mark Radice — UA
10. Love To The World — LTD — A&M

WSOK — SAVANNAH
#1 — Rock Creek Park — Blackbyrds
After The Dance — Marvin Gaye — Motown
You're My Peace Of Mind — Faith, Hope & Charity — RCA
Saving My Love — Tyrone Davis — Dakar
Baby Hold On To Me — John Edwards — Cotillion
Free & Red Hot — Shelly Black — Vigor
There Is A Place — Stanley Turrentine — Fantasy
29 to 23 — Shake Your Booty — KC And The Sunshine Band
12 to 6 — Let The Good Times Roll — Bobby Bland/B.B. King
Hot Singles — Sister Sledge, Wild Cherry
#1 LP — Johnny 'Guitar' Watson & Aretha Franklin
New LPs — David T. Walker

KCOH — HOUSTON
#1 — Who'd She Coo — Ohio Players
Turn It Loose — Tyrone Davis — Columbia
Come Get To This — Joe Simon — Spring
Chance With You — Brother To Brother — All Platinum
If You Love Me — Stuff 'n Ramjett — Chelsea
Magic Touch — Tony Silvester — Mercury
Porcupine — Nature Zone — London
New LPs — Ritchie Family

WEBB — BALTIMORE
Give Me Some — Chuck Armstrong — R&R
Accept — Johnny Baker — Cisco
21 to 9 — Wake Up Susan — Spinners
New LPs — Candi Staton, Bobby Williams

WOL — WASHINGTON, D.C.
#1 — You'll Never Find — Lou Rawls
You To Me — Revelation — RSO
Chance With You — Brother To Brother — Turbo
Face To Face — Dee Ervin — Roxbury
After The Dance — Marvin Gaye — Tamlia
Ain't Good For — Luther Ingram — Koko
Universal Sound — Kool & Gang — DeLite
Only You Babe — Curtis Mayfield — Curtom
One Love In My — Diana Ross — Motown
Lowdown — Boz Scaggs — Columbia
Come Get To This — Joe Simon — Spring
Girl We've Got To — Sotones — H&L
You + Me = Love — Undisputed Truth — WB
If I Ever Do Wrong — Betty Wright — Alston/TK
7 to 3 — Getaway — EWF
6 to 2 — Play That Funky — Wild Cherry
New LPs — Jimmy McGriff, Faith, Hope & Charity,

continued on pg. 50

CASH BOX COIN MACHINE

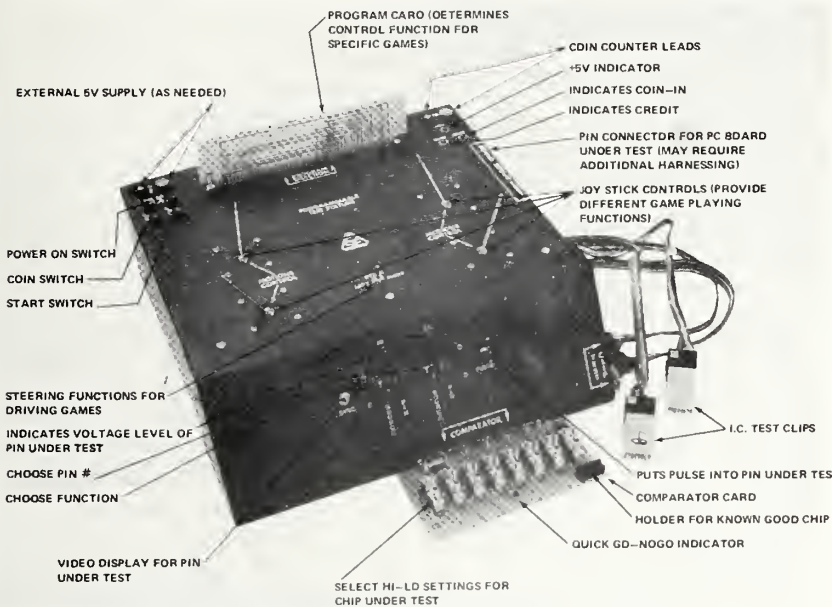
New Service Pkg. From PSE

SUNNYVALE, CA. — Project Support Engineering, producers of arcade games, video games and logic board test equipment, recently introduced a special service package which is designed to provide operators with complete repair capability for video games.

The package consists of a PTF-1 fixture to provide the necessary controls and power to operate the games, with a PSI-1

necessary to play the game. The UPC enables operators to program the cards for the games requiring repair at the time the repair work is needed, thus eliminating the necessity of making contact with the specific factory for delivery of the cards.

Another feature of the service package is an extender board which an operator can harness to a specific edge connector, to correct the problem of incompatible edge



portion to handle the necessary diagnostics for isolating and repairing problematic phase I and phase II boards. The PSI-1 contains a built-in pulsar, probe and logic comparator.

In addition, so that the test fixture may be programmed for the various different games, PSE provides a Universal Program Card (UPC) with pin assignment sheets which list all of the control functions

connectors.

Also included is an extender harness, wired in the same manner as the connector in the future so that games with compatible connectors (dual 22) may be turned over and worked on while under test conditions.

Further information about the package may be obtained by contacting Project Support Engineering, 750 N. Mary, Sunnyvale, California.

Tyrrell To Eastern Players Association

SYRACUSE — Jim Tyrrell, who has served as Tournament Director for the Irving Kaye Company's "Hurricane" table soccer tournament promotions, has departed his post with Kaye to join the Eastern Players Table Soccer Association as vice president.

Tyrrell is at present a director for the World Table Soccer Association, which is the national players organization. In his position with the Eastern Players group he will concentrate on a program of expanding the organization's membership base throughout the Northeast and encouraging more tournament play, as well as expanding the coverage of the Players Assn. newspaper "Games News and Tournaments" to include table soccer activities on

a national scale and to ultimately establish city table soccer leagues across the Northeast.

"I think my association with the Irving Kaye Company was beneficial to both the company and the sport of table soccer," Tyrrell said. "Kaye is one of the few manufacturers who have shown they believe in the potential of table soccer as a national sport and, in this belief, have sponsored a very successful series of player-oriented promotions in the form of tournaments. I will continue to work closely with the Irving Kaye Company, and their distributors, in the tournament promotion of table soccer.

"I feel, however, that I can benefit the sport of table soccer more effectively if I am not associated exclusively with one manufacturer.

"It is my hope that an independent players association will eventually become to table soccer what the PGA or PBA is to golf or bowling."

R.H. Belam Appointed Seeburg's Fla. Dist.

CHICAGO — R.H. Belam Company, Inc. has been appointed distributor of Seeburg phonograph, vending and Williams electronic products in the state of Florida, it was announced by William F. Adair, vice president marketing and sales, Seeburg Products Division.

The Belam office, to be known as Belam-Florida, a division of R.H. Belam Company, Inc., is located at 1541 Northwest 165th St., Miami, Florida. The division is headed by Marc Haim, and the day-to-day operational responsibilities will be handled by general manager Murray Kaye, formerly of Atlantic New York Corporation, a long time

associate of Seeburg.

Upon conclusion of the negotiations, Adair stated, "The R.H. Belam Company brings thirty years of experience and success in the coin industry to the family of Seeburg. Their knowledge of industry and operating needs in equipment, service and parts will enhance operating conditions in the state of Florida which is one of the more rapidly growing areas in the country.

"It is extremely gratifying," Adair continued, "that Victor Haim, president of the R.H. Belam Company, selected the products of Seeburg to launch the firm's expansion program into domestic distribution."

3 Exh. Halls Booked For MOA Expo '76

CHICAGO — Due to an unprecedented demand for space at the 1976 MOA Exposition, the association has booked an additional exhibit hall at the Conrad Hilton Hotel. The space addition is the North Hall, located adjacent to the registration area, and on the same level. Exhibitors, expected to attend in record numbers this year, will occupy a total of three exhibit halls, the East and West which were almost completely sold out by the end of June, and now the North.

The dates of Expo '76 are November 12, 13 and 14 and the convention's theme will reflect our nation's bicentennial.

As MOA's executive vice president Fred Granger indicated, not only will the show be the association's "biggest yet" but very likely one of its most spectacular in decor, since many exhibitors have expressed intentions of having newly designed and refurbished exhibits.

Foreign attendance is expected to reach an all time high this year, as Granger further noted, based on the number of inquiries received from abroad and the various overseas tours being planned expressly to coincide with Expo.

Atari Appts. Kantor Mktg. Research Mgr.

LOS GATOS, CA. — Carol Kantor has been named manager of the newly expanded market research department of Atari's coin-op products division. Kantor's responsibilities include the implementation of pre-market testing and evaluation, product analysis, forecasting and planning. Additionally, Kantor will conduct programs in consumer attitude research and target market analysis related to coin operated video game sales. Kantor has held marketing research positions with the Clorox Company and Fairchild Camera and Instrument Corporation.

Frank Ballouz, Atari national sales manager for the coin-op division, commented, "We believe that increased in-depth research in all phases of our business will help us gather the input we need to continue our leadership in the manufacturing of video games people will want to play, and that will be more profitable for our distributors and operators."



Carol Kantor

NEW



Flyball

- More realistic 2-player action
- Players can use tactics — bunts, home runs, fast balls, curve balls, hit placement
- Continuous joystick control
- Players don't have to switch sides after 3 outs
- Operator adjustable — 1 or 2 innings
- Built-in diagnostic system

Atari, Inc., 2175 Martin Ave., Santa Clara, CA 95050 (408) 984-1900



Ebsco Holds Vulcan Tourn.

RED BANK, NJ — Participants from throughout the state took part in heated competition at the recent Vulcan Fussball Tournament, sponsored by Ebsco Amusements at the Holiday Inn in West Long Branch, New Jersey.

Some sixteen teams faced off for \$500 in cash and prize awards at the double elimination event, according to Ebsco's tournament director Joe Bradford.

In addition to attracting a heavy spectator turnout, the tournament received extensive newspaper and radio exposure. Bradford said that, for the first time, the sport of fussball was given feature coverage by all four VHF channels operated by New Jersey Public Television. Bradford predicted that interest in the

continued on pg. 47

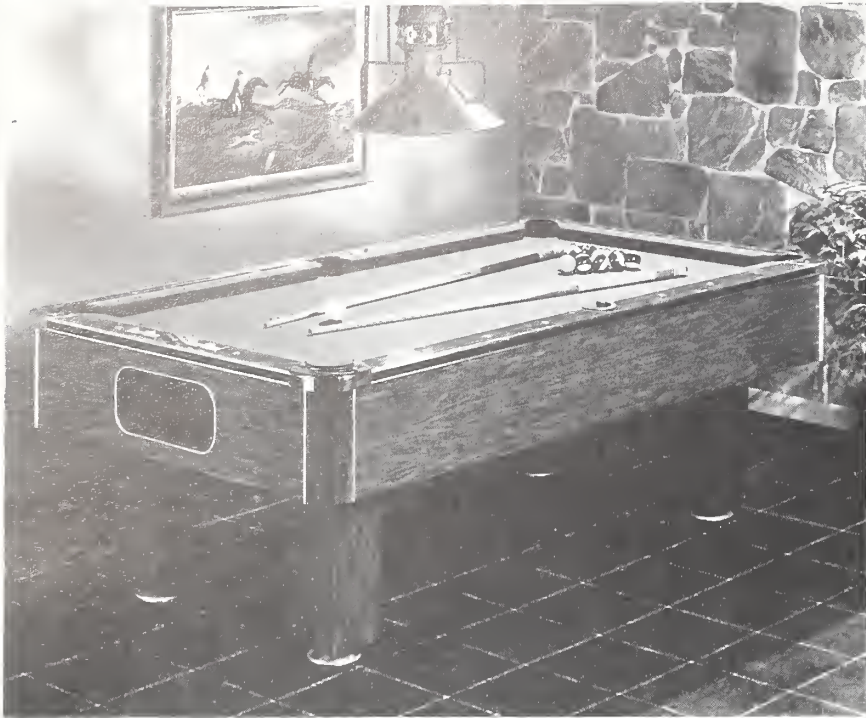


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'The Genie' Home Table From U.B.I.



UNION, N.J. — U.B.I. has combined durability of construction with simplicity of installation to produce a new professional home pool table called "The Genie," which has the added enhancement of elegance and beauty in design to compliment every home.

The model is available with one piece slate or matched three piece slate and the deluxe plywood cabinet is covered with high pressure, burn resistant mica laminate for long life.

High grade billiard cloth, professional cushions, and silent subway system add to the quality of the Genie, as U.B.I. officials noted, and the table is built with heavy gauge chrome trim and corners, and knock down construction capability for ease of installation.

The Genie comes in seven and eight pool sizes, both featuring wide heavy duty adjustable leg levelers. Standard equipment includes high quality phenolic balls, four cue sticks, bridge, triangle, chalk and table brush.

Wis. Senate Seeks To Aid Small Businesses

WISCONSIN — The Senate Small Business Committee for the state of Wisconsin held an organizational meeting recently to determine the nature and scope of the various problems relating to small businesses and to encourage the proprietors of such businesses to submit testimony and general comments that will aid the committee in determining concrete solutions.

Heartened by the effort, Leonard Roulier, executive director of the Wisconsin Music Merchants Assn., issued a special bulletin for distribution to the entire WMMA membership soliciting their cooperation in the project. He outlined the broad areas of testimony being sought: i.e., the problems encountered by the small businesses in raising and retaining capital; aspects of state tax policy which would be most beneficial in developing and fostering small businesses; changes in regulation and excessive licensing to help reduce the burdens of the small business and improve competition; and any other specific problems confronting small businesses in Wisconsin.

Individual testimony on these and related issues will provide a comprehensive view for the committee to study, as Roulier pointed out. Public hearings were scheduled in various areas of the state during the period of July 14 through September 22 and WMMA members were encouraged to participate in these hearings.

Atari Hosts Service Seminar

LOS GATOS, CA. — Atari, Inc. will hold a special seminar to further acquaint operators and distributors with techniques designed to troubleshoot problems associated with Atari's new microprocessor-based games.

The seminar, to be conducted primarily by Dan Van Elderen from Atari's engineering department, will be held at Atari headquarters Aug. 23-24.

Cash Box spoke with Don Smith, manager of customer services for Atari, who explained the importance of these sessions. "Video games until recently were using just straight digital processing. Now, microprocessors are being used more and more and about 90% of the people don't understand this process or have the equipment to deal with it. We intend to fully introduce them to this process and give them the confidence they need to work with this equipment and ultimately save themselves a lot of time and money."

Plans are also being formulated for a similar service seminar to be held at a later date in the Chicago area for Atari's eastern distributors. Those wishing to attend or receive additional information should contact Don Smith at Atari, Inc., 2175 Martin Ave., Santa Clara, Ca. 95050.

Jukebox Royalty Exemption Fails to Pass
see story on page 9

Your investments
are in dollars, your
receipts are in coins —
Gottlieb flipper pinballs
takes in the most coins.

D. GOTTLIEB & CO.



Attending to the chore of assigning exhibit space for the IAAPA National Convention at the Rivergate in New Orleans are: (seated, left to right) Marshall Caras (Rowe Int'l.); Robert Matlack (AREA); Harold Chance (Change Mfg.); and Ray Lusse (Lusse Bros.). Standing (left to right) are: Milton Brechner (Dan Brechner & Co.); Grace Urban (IAAPA); Jacques Smith (Rivergate); Dorothy Dyra (IAAPA); Roger Shaheen (IAAPA pres.); Robert Blundred (IAAPA exec. secy.); Ed Carroll, Jr. (IAAPA 2nd veepee) and Sam High (AREA). Photo was taken at the IAAPA office in Oak Park, Illinois during the Space Allocation Committee meeting. Show dates are November 19-21.

Earnings Report

TOLEDO, OHIO — Questor Corporation reported net earnings of \$1,601,000, \$1.16 per share on sales of \$215,755,000 for the six-month period ended June 30, 1976. For the comparable 1975 period, a net loss of \$1,214,000, \$1.14 per share, was incurred on sales of \$194,696,000.

For the second quarter ended June 30, the company earned \$2,552,000, \$1.27 per share, on sales of \$115,742,000. For the comparable 1975 period, sales were \$111,563,000 with earnings of \$2,541,000, \$1.27 per share.

Pretax earnings in the second quarter increased almost 16% from the same quarter in 1975. Net earnings for the first half and second quarter reflect appreciably higher income tax rates due to losses in certain foreign subsidiaries for which there are no present income tax benefits. Income tax rates were 53.6% in the second quarter of 1976 compared to 55.5% in 1975.

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ATARI
Innovative Leisure

continued on pg. 47

CHICAGO CHATTER

Mac Brier, a well-known coinbiz figure for some thirty-odd years, has joined the staff of National Coin here in town. "We're very pleased to have someone of Mac's knowledge and experience working along with us at National," was **Mort Levinson's** comment, speaking for himself and National owner **Elmer Schmitt**. In addition to his lengthy tenure on the distributing level, Brier was also an operator for a number of years.

A REMINDER for MOA members: August 5 is the deadline for submitting recommendations to fill the ten vacancies on the MOA board of directors. The nominating committee suggests that candidates be consulted before their names are submitted.

CAPSULE COMMENT from **Stan Jarocki** of Electra Games — "Initial reports on the new 'Wings' cocktail table are beyond our expectations!"

FROM THE LOCAL NAMA OFFICE comes word that, as of mid-July, 153 exhibitors had reserved booth space for the association's 1976 Convention-Exhibit in Philly. Included in the figure are 14 new exhibitors and 8 firms which had not participated in the '75 show. Thus far, the number of exhibitors has actually surpassed the exhibit footage of last year — indicating, according to NAMA's director of sales **Jack Rielley**, that the '76 event will be the largest ever staged by the association. Attendance is expected to top 8,000! Show dates are October 7-10 at the Civic Center in Philadelphia.

RUTHI ROSENSON of Allied Leisure Ind. will be motoring to the north come August 2, for a well earned vacation. Have fun!

RECEIVED A CALL FROM **Evelyn Dalrymple** of Lieberman One Stop in Omaha with a follow-up report on the single "Pillies Fever" by **Cash-Bowa-Schmidt-Luzinski & Maddox** (Grand Prix), indicating that the record has been making much progress with operators. Ev's personal promotion of it has resulted in heavy newspaper exposure, especially on the sports pages since the artists are all members of the Philadelphia Phillies ball team, and increased sales, of course! Ev's husband **Hank** called her attention to the record in the first place, simply because he heard it and thought it would be a good side for jukeboxes. She took it from there and has been enthusiastically pluggin' it ever since!

DATeline SAN DIEGO — home of Gremlin Ind. and its fast selling line of wallgames, including the exciting new Fooswall. Our conversation with the firm's marketing director **John Myers** centered largely on Gremlin's activities in the area of service schools. John said that field training manager **Leonard DeGroot** had recently conducted a series of training schools in various parts of Ohio and had planned subsequent sessions in Minneapolis, Milwaukee and Chicago. As a further customer service, of course, Gremlin also includes a comprehensive service manual with every game shipped!

AS OF THIS MORNING (2) production resumed at the Chicago Dynamic Ind. plant, following the annual summer vacation shutdown.

ALL IS IN READINESS at the World Wide Dist. showrooms for an August 4 Gremlin service school, to be held between the hours of 2:00 and 5:00 p.m., and conducted by Gremlin's **Leonard DeGroot**. A full house attendance is expected, as **Howie Freer** indicated, and he also had some fine comments to make about the firm's exceptional line of wallgames. "In the three years that we have been handling Gremlin's product line we have not as yet had one single trade-in on any of their models," he said, adding that "Play Ball," "Trapshoot" and "Fooswall" have been selling extremely well!

UPPER MID-WEST MUSINGS

Mr. & Mrs. **Darwin Leslie**, Bonesteel, SD, in the cities for a few days doing some shopping, also Les buying equipment . . . **Curly Krams**, Regina, Canada, in town for a few days on a buying trip . . . **Johnny Cooper**, Duluth, in his spare time is quite a boat man. Just traded his older boat for a new 26 ft. boat with 10 ft. beams, galley, sleeps 4 and a beauty . . . **Ernest Woytossek** and son **Bruce** in the cities for the day buying lots of equipment . . . Seen in town this past week were **Dar Holsman**, **Duane Johnson**, **Elmer Edel**, **Mason City**, **Gene Clennon**, **Cart Gedney**, and **Jack Kreidler** . . . **Cart Gedney** feeling much better since his last stay at Mayo Hospital in Rochester. Seems that Cart's heart acts up every now and then since his heart surgery. However he looks good but must take it easy and not overdo . . . **Vern Woytossek** stopping off in Minneapolis before driving home with his family from a week's vacation in Duluth . . . **Walter Jones**, just retired from Lieberman Music Co. is back from his 6 week trip to Europe. Stopped in to tell us about his experiences during his travels and how well he and his wife enjoyed the trip . . . **Perry Smith**, Perry Amusement Co. is resting comfortably since his disk operation on his back. Be awhile before he gets back on the route. In the meantime his dad **Phil** has taken over . . . **Bobby Lane**, parts dept. at Lieberman's is back after vacationing in Boston for 3 weeks. Mrs. Lane's folks live there and the Lanes visit them every summer . . . Mr. & Mrs. **Wally Littlefield** and their children in town just for the day on a hurry up trip. Driving in from Fargo in the morning and filling up their U-Haul and heading home . . . **Dick Benson**, Mabel, Minn. on a one day fast trip flying to the Bahamas for a few hours of gambling. One of these junkets that cost you nothing but what you lose or can win . . . **Dave McCann** on a week's vacation doing plenty of fishing which is his enjoyment . . . Up and coming entertainment: **Stills & Young** at the St. Paul Civic Center Friday Aug. 13, **Cleo Laine** at Orchestra Hall, Sunday and Monday July 25-26, **Judy Collins** at Northrup Auditorium Sat. July 31, **The Carpenters** July 29 at the Northrup Auditorium . . . Mr. & Mrs. **Rudy Grahek** in the cities for a few days making the rounds and Mr. & Mrs. **Gordon Runnberg** in town for the day.

EASTERN FLASHES

At press time last week samples of the newly premiered bicentennial pinball models (New World 4-player and Conquest 200 1-player) from Playmatic were expected to arrive at Universe Affiliate Int'l. Firm's **Barry Feinblatt** hinted at an exciting followup to the bicentennial series, a 4-player called "Hangers," which is tentatively scheduled for release in late fall. The new piece is patterned after the popular sport of hang gliding. Barry also said the distrib's been doing excellent business with the Sega "Road Race" and the Nintendo arcade pieces "Wild Gunman" and "Shooting Trainer" . . . Happy to report that business is good at Albert Simon Inc. — and that's the word from **Murry Sandow**. With the lifting of the pinball ban (though some regulations are still pending) there's been a surge in sales of pinball machines. Murry said the entire U.S. Billiards line is selling just great, with emphasis on pool tables, "Shark," "Air Jai Alai," "Pro Soccer," et al. He also mentioned that the distrib will be planning on some more service schools this fall **Ron Gold** of Cleveland Coin International is enjoying the expected breather following a most hectic and lucrative selling period. A short breather, however, but a welcome one. He had some excellent comments to make about the Williams "Space Mission" pingame which ranked as his "biggest seller to date" and the very outstanding Seeburg "Entertainer" phonograph; in his experience the "most well received Seeburg model since the introduction of the historic LPC-1!" In elaborating a bit further on the Entertainer, Ron noted that "the cosmetics of the model" has opened the door for its installation in many new locations which had previously been skeptical about utilizing phonograph equipment.

HOUSTON HAPPENINGS

Larry L. Gast is the new sales manager for Rowe International, Inc. distributor operations, Houston office. **R.A. (Bob) Helphenstine** is new sales representative for the same office. More about past connections and records of these gentlemen when space permits . . . Houston distributors enjoyed customary booming business on Monday (19) on sales to out of town operators. Managed to contact at a major distributorship these three: **Richard Irvin**, Richard's Music Co., La Grange, TX; **Richard Becerra Music Co.**, **Richard and Lois Becerra**, Rosenberg, TX; **Melvin J. Blum** and **Robert Allison**, Blum Music Co., Bay City, TX. . . Semi-retired **Joe Baine**, owner, long established Baine Amusement Co., Beaumont, TX does his coinmatic buying on Friday rather than Monday of each week. Joe's son **Don** performs practically all other duties pertaining to operation of the firm . . . **Ben Wells**, mgr. parts dept., Gulf Coast Distribution Co., Houston (Wurlitzer) back from annual vacation. He now has nothing to look forward to but payday and Christmas . . . Around middle of July 1976, H.A. Franz & Co. added Candyshop, Pastryshop, Snackshop, Smokeshop to its extensive line of Seeburg vending machines. Candyshop, Pastryshop, Snackshop, Smokeshop vendors are manufactured by Automatic Products Company, St. Paul, Minn. . . **Don Siegel**, sole owner of LE Corporation (2700 Milan St. at Dennis), has covered the entire front of one of his three buildings with the latest type of venetian blinds. It adds plenty to the outside appearance and inside comfort. LE Corporation is a Rock-Ola phonograph distributor in Houston . . . On account of the vacation period, no service schools are planned here until the fall months . . . Outside improvements and landscaping are now finished on the Franz Bldg. Interior work was completed several weeks ago . . . Hear ye and heed, all distributing companies. **Cash Box** is especially interested in reports of service schools. Will publish pictures if prints are glossy, black and white kind. No colored photos, please.

CALIFORNIA CLIPPINGS

A very exciting event, and the first of its kind that we know of, took place last weekend on the backlot premises of Pico Indoor Sports. **Bill Haun** and **Phil Gianone** of Bill & Phil's Coin Machine, together with **Chris Loumakis** of Pico Indoor Sports held an antique games and jukebox auction which attracted just under 200 buyers who came with their families and friends. According to Bill and Chris, the auction was an out and out smashing success. News of the event was broadcast over KNBC TV Saturday Evening News. Old 78 Seeburgs, 1015 Wurlitzers, and surplus video equipment were among the many items up for grabs . . . **Chris** told us that **Len Schmeller**, marketing director for U.S. Billiards was in town visiting last week. Sales on the whole U.S. line are good with the "Parquet" model doing extremely well in this area.

Pleasant chatting with **Harry Kane**, president of Sega of America who returned from his east coast visit with distributors. Harry said it was nice seeing everybody, but more than that, it's wonderful for business. Distributors and operators can see business trends taking form and "manufacturers should not ignore them. A sales cycle just isn't complete unless there is full contact with everyone." As for Sega's two new games, "Road Race" was well received despite a rather slow summer season and saturated market for driving games. "Tracer," a shooting game with new configurations was also well received."

Atari field service engineer, **Fred McCord**, will conduct operator training seminars as follows: August 12-13 at Rowe Int'l. in New Orleans; August 16-17 at Rowe Int'l. in Columbia, S.C.; August 19-20 at Brady Dist. in Charlotte, N.C.; Sept. 13-14 at Cleveland Coin in Columbus, Ohio; Sept. 16-17 at Cleveland Coin in Cleveland, Ohio; and Sept. 23-24 at Rowe Int'l. in Montreal, Canada.

Thanks to **Harvey Curry** from Disco Records in Seattle for these hot items in his area: "Play That Funky Music" by **Wild Cherry**; "Hot Stuff" by the **Rolling Stones**; "Who'd She Coo" by the Ohio Players; "Strokin'" by **Leon Haywood**; and "Something He Can Feel" by **Aretha Franklin**.

Earnings Report fr 46

The firm's Recreation Products Group experienced an improved operating level domestically. Demand for golf balls and equipment continued strong, but was partially offset by slower tennis and related equipment sales. For the first six months, earnings of the domestic operations are improved from last year. European operations, however, experienced seasonal losses and reduced demand for tennis products which adversely affected the

group's overall results.

Questor Corporation is a diversified international consumer products company serving the automotive, recreation, juvenile and home environmental products markets. Questor's products include such well known brands as AP exhaust systems; Spaulding sports equipment; Fischer billiard and game tables; Tinkertoy; Child Guidance toys; Evenflo baby bottles; Kantwet; Infanset; Lullabye and Baby Line juvenile furniture and Leslie-Locke home environmental products.

Ebsco Tourn. fr 45

table sport will continue to rise in the New Jersey, New York and Pennsylvania areas as subsequent tournaments are held.

Tournament winners were **Dominic Sciarappa** and **Domenico Penta** of Long Branch (1st place); **Steve Harvey** of Belmar and **Ken Batterson** of Parlin (2nd place); and **Les Nedrick** of Fair Haven and **Ernie Keise** of Eatontown (3rd place).



State Association Calendar 1976

August 27-29; No. Carolina Coin Ops. Assn., annual conv., Sheraton Motel, Charlotte	October 2-3; Coin Operated Industries of Nebraska, meeting, Ramada Inn, Omaha
September 10-12; Florida Amusement Merch. Assn., annual conv., Deauville Hotel, Miami Beach	October 2-3; Wisconsin Music Merchants Assn., annual conv., Holiday Inn, Wausau
September 16-18; Music Operators of Virginia, annual conv., Hyatt House, Richmond	October 14-16; West Virginia Music Vending Assn., annual conv., Sheraton Inn, Clarksburg

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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

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Eric Carmen Ir 10

touring was one of the most important things for an emerging artist to do. "Every time you go out you make more fans. Eric's first tour as a solo artist lasted seven months, during which he had three days off at home in Cleveland. The second day he was home I called him and told him that he would have to fly off to a meeting of the Arista distributors to meet them and see how they work. He went; those things are important." Poses added that while on the road, Carmen visited radio stations and met the local Arista promotion and distribu-

Lou Boorstein Dies

MIAMI, FLA. — Lou Boorstein, who at one time some 15 years ago had one of the hottest one-stop operations in New York, Leslie Distributors, died last week. He was 61 years old and collapsed in his doctor's office. He is survived by his wife Eleanor and four sons.

Bernie Boorstein, who owns Double B Records, the Freeport, Long Island one-stop, got his training at Leslie from his uncle, Lou.

tion people and did press interviews. He added that if there are important dates available which are less rewarding monetarily than others they will do them. "The money at this point is not what's important; we're building for long range growth. Some managers try to grab it all while they can, but I expect to be working with Eric in eight, ten years." Poses said that at the end of the next tour, which will begin in October, Carmen will have established his base. The tour will follow the release of his second LP in September.

In light of Carmen's success in three different areas of music, Poses was asked which of those directions he would pursue with the new album. "He's maturing musically, he's grown up like everybody else. If I had to put a label on it, I would say that he's heading towards FM, though we're not looking to lose the MOR audience. The direction comes by itself, and the people who listen to the various kinds of stations will pick what they like."

No Demo Tape Made

Poses managed the Raspberries during their last year and a half together, when he said there was conflict in the group. This was partly because when the band put

together the "best possible set," according to Poses, Carmen ended up singing eight out of ten of the songs. According to Poses, Jimmy Jenner (producer of the Raspberries and Carmen) and he always had in the back of their minds that Carmen would become a solo artist. When the time came to sign Carmen, his availability was made known but no demo tape was made. Poses feels that it is not fair to "peddle a tape." He was offering a package of artist, producer and manager, and he had the interested company representatives fly into Cleveland to listen to Carmen play some songs on his piano. "Clive Davis showed more interest than anyone, and within 24 hours his business people were back to me. The other thing was that Clive was building a new company; he had no superstars, and I knew I would get a shot." Poses said that Davis heard Carmen perform four songs, among which were part of "All By Myself" and "Never Gonna Fall In Love Again," Carmen's first and second singles respectively.

Poses was asked how important hit singles have been to Carmen's career. "Few artists will break, even strongly on FM, without a hit single. However, as far as Eric

is concerned, I think the most important thing has been concert appearances. The promoters gamble on building the acts of the future. We in the industry tend to pre-hype ourselves, and not wait for the reaction from the public." Poses feels that concerts are one place where the public reaction to an act can be accurately sensed.

'A Manager Is Like A Father'

Poses feels that the most important thing about managing is to understand the nature of the job. "Personal management is just that: personal management. A manager is looked on almost as a father, and you have to be as available as a father is. And that is seven nights and seven days a week." Poses also thinks that too many business people and lawyers assume that there is no real definition of management, that it only involves managing business affairs. "A manager has to be as comfortable handling the creative and personal ends of the job, as the business." He added that a manager must also be concerned with an artist's future, which for Carmen will involve production in addition to songwriting. "Basically," he emphasized, "a manager has to watch over every facet of an artist's career."

Retail LP Selling Prices Ir 7

Atlanta: At Franklin Music (3 locations), Moody Blues catalog and the four solo releases by the group's members for \$3.99/\$4.99 tape. At Richway (7), eight new releases from CBS and four new releases from WEA for \$3.88/\$4.99 tape. (*Sunday Atlanta Journal Constitution*).

Baltimore: At Korvettes (4 locations), the following features: multi-label sale (including Warner Bros., Atlantic CTI/Kudu, Elektra/Asylum, London, Buddah, UA, MCA) for \$3.97/\$5.69 tape; five recent releases from Capitol (including newest Wings, Steve Miller, Natalie Cole) for \$3.97 per LP (Beatles' "Rock 'N' Roll Music," 2-LP set for \$5.99); four recent releases from Atlantic (including newest AWB and Spinners) for \$3.97 per LP; three recent releases from Warner/Reprise (including newest Beach Boys and Rod Stewart) for \$3.97 per LP (newest Commander Cody, 2-LP set, for \$4.47); recent releases from Elektra/Asylum (Carly Simon, Chris Hillman) for \$3.97 per LP (newest Harry Chapin, 2-LP set, for \$4.47); four recent releases from CTI/Kudu (including newest Bob James and George Benson) for \$3.97 per LP. At Record and Tape Collector (5), 30 recent releases (including six classical releases) at the following prices: buy one and take 10% off regular store price; buy two and take 20% off regular store price; buy three and take 25% off regular store price. At Recordmasters (3), full-page ad including the following features: 15 recent releases from WEA (including newest Carly Simon, Aretha Franklin, Spinners, Rod Stewart, Beach Boys, and James Taylor) for \$3.99/\$5.79 tape (remainder of entire label's catalog for \$4.59 per LP); six recent releases from CBS (including newest Aerosmith, Jeff Beck, and Lou Rawls) for \$3.99/\$5.79 tape (remainder of entire label's catalog for \$4.59 per LP); all Beatles LPs (Apple/Capitol) and most recent Wings LP (Capitol) for \$4.59 each ("Rock 'N' Roll Music," 2-LP set, for \$6.19); four recent releases from RCA (including newest Jefferson Starship, Waylon Jennings, and David Bowie) for \$3.99/\$5.79 tape (remainder of entire label's catalog for \$4.59 per LP); four recent releases from Motown (including newest Diana Ross and Commodores) for \$3.99 per LP (remainder of entire label's catalog for \$4.59 per LP); five recent releases from A&M (including newest Captain/Tennille and Carpenters) for \$3.99/\$5.79 tape (remainder of entire label's catalog for \$4.59 per LP); four recent releases from ABC/Impulse (including newest Crosby/Nash and Isaac Hayes) for \$3.99 per LP (remainder of entire label's catalog for \$4.59 per LP); all Pablo jazz records for \$5.99 each (\$7.98 list); newest LPs by Norman Connors and Melba Moore (both Buddah) for \$3.99/\$5.79 tape; all Angel releases for \$3.99/\$5.79 tape; all London classical releases for \$3.99 per LP; all LPs in Vox/Turnabout and Victrola catalogs for \$2.49 per LP, any 5 for \$11; any five \$6.98 list LPs for \$21 (\$4.20 each); entire Arista catalog for \$3.79/\$5.79 tape. (*Sunday Baltimore Sun*).

Boston: No ads in *Sunday Boston Globe*.

Chicago: At Korvettes (6 locations), the same ad with the same offerings at identical prices that appeared in Baltimore. (*Sunday Chicago Tribune*).

Cleveland: At Record Theatre (5 locations), five most recent Spinners releases (Atlantic) for \$3.99/\$4.99 tape, plus "Spinners Live," 2-LP set for \$6.99/\$7.99 tape, with mention of upcoming television appearance. At Tokyo Shapiro (5), 12 recent releases (including newest Carpenters, Captain/Tennille, Cheech/Chong, Brothers Johnson, all A&M/Ode, ELO on UA, and Van McCoy on H&L) for \$3.99 per LP. At J.C. Penney (12), five releases from Liberate (American Variety International) for \$3.99/\$4.99 tape. (*Cleveland Plain Dealer*, July 23).

Dallas: At Thomas & Hart, sale on Beatles catalog and catalogs of four individual members (Capitol) for \$3.88/\$4.98 tape (similar discounts on multiple-LP packages, "Rock 'N' Roll Music" for \$6.28/\$8.08 tape. (*Sunday Dallas Morning News and Sunday Dallas Times Herald*).

Denver: At Budget Tapes & Records (16 locations), debut release by Southside Johnny/Asbury Jukes (Epic) for \$4.69/\$5.99 tape, tied to area concert appearance. (*Sunday Denver Post*).

Detroit: At Korvettes (5 locations), the following features over two pages: all LPs on London and affiliated labels for \$3.97/\$5.69 tape; newest LPs by Crosby/Nash, Steely Dan, and Bobby Bland/B.B. King (all ABC) for \$3.97 each — the same ad with the same offerings at identical prices that appeared in Baltimore and Chicago. Atlantic Records tie-in of Aretha Franklin's "Sparkle" soundtrack to the movie of the same name in an ad for the movie. (*Sunday Detroit News*).

Los Angeles: At The Warehouse (36 locations), full page Private Stock Records ad offering newest LP by Feliciano for \$3.88, tied to area concert appearance. At Tower Records (3), "Show Time" ad featuring original Broadway cast LPs from "Pacific Overtures," "Fiddler On The Roof," "Shenandoah," and "Rex" (all RCA) and original soundtracks from the movies "Sound Of Music," "The Omen," the television series "Space 1999" and a recording of film scores by David Raskin/New Philharmonic (all RCA) for \$3.88 per LP

("Rex" for \$4.88). At Licorice Pizza (18), four most recent release from Waylon Jennings (RCA) for \$3.77/\$4.99 tape. Chrysalis Records tie-in to upcoming area Tull/Trower/Gallagher/U.F.O. concert. CTI/Kudu Records ad promoting upcoming area concert appearance of various label artists as part of CTI's "Summer Jazz" program. Capricorn Records ad, with no store tie-ins, promoting area concert appearance of Elvin Bishop. At Wallichs Music City (7), assorted budget and cut-out records and tapes: records from 99¢ to \$3.99 (country albums); tapes from \$3.00 to \$5.00 (country tapes). (*Sunday Los Angeles Times Calendar* section).

Miami: No ads in *Sunday Miami Herald*.

Minneapolis: No ads in *Sunday Minneapolis Tribune*.

New Orleans: At Sears (10 locations), assorted budget releases from Springboard, Buckboard and UpFront for \$1.99/\$2.99 tape. (*Sunday New Orleans Times-Picayune*).

New York: At Sam Goody (27 locations), the following features: all CBS LPs for \$3.99/\$5.99 tape, highlighting 27 2-LP sets on Columbia-Odyssey for \$4.49 per set (\$7.98 list) with similar savings on five additional multi-record packages; 10 recently released LPs, including latest releases by Steely Dan (ABC), ELO (UA), Bob Marley (Island), Jefferson Starship (Grunt/RCA), and Chicago (Columbia), for \$3.59 each. At Korvettes (30), the following features: multi-label sale (including RCA, ABC, London, UA, MCA, CTI/Kudu, Buddah, Casablanca, Island) for \$3.97/\$5.69 tape; newest LPs by Neil Diamond, Chicago, Jeff Beck, Aerosmith, Harold Melvin/Blue Notes, Stephen Stills, Charlie Daniels (all CBS) for \$3.64 each; all LPs on classical labels London, RCA, Angel for \$3.64 each; newest LPs by ELO (UA), Ronnie Laws (Blue Note), Jefferson Starship (Grunt/RCA), Starland Vocal Band (Windsong/RCA), Neil Sedaka (Rocket/MCA) for \$2.99 each; LP of "Ballad For Americans" (UA) starring Brock Peters with Odetta for \$3.97; four recent releases from ABC (including newest Crosby/Nash and Steely Dan) for \$3.44 per LP; five recent releases from Capitol (including newest Wings, Steve Miller, and Natalie Cole) for \$3.44 per LP (Beatles' "Rock 'N' Roll Music," 2-LP set for \$5.38); four recent releases from CTI/Kudu (including newest George Benson and Bob James) for \$3.97 per LP; two recent releases from Polydor (Joe Simon, Millie Jackson) for \$3.44 per LP; debut LP by Henry Gross (Lifesong) for \$3.44 tied to recently completed area concert appearance; 18 ballets (Angel), including Rudolf Nureyev's "Don Quixote," tied to in-store appearance by Nureyev, and in conjunction with sale on all Angel LPs, for \$3.64 per LP. At Record World (6), eight recent releases from CBS, six recent releases from RCA/Midland/Grunt, four recent releases from ABC/GRT tapes, three recent releases from Capitol (also Beatles' "Rock 'N' Roll Music," 2-LP set for \$5.99), all for \$3.69/\$4.99 tape. (*Sunday New York Times*).

Philadelphia: At Sam Goody (10 locations), the following features: all CBS LPs for \$3.99/\$5.99 tape; latest releases from Eric Carmen and Ben Sidran (both Arista) for \$3.99 per LP plus "The Monkees' Greatest Hits" LP (Arista) for \$3.59; 10 recently released LPs (same as in New York) for \$3.59 each. At Korvettes (5), the same ad with the same offerings at identical prices that appeared in Baltimore, Chicago, and Detroit. (*Sunday Philadelphia Inquirer*).

Pittsburgh: No ads in *Sunday Pittsburgh Press*.

St. Louis: Capitol Records ad promoting Bob Seger's latest LP, with no store tie-ins, in conjunction with area concert appearance. (*Sunday St. Louis Post-Dispatch*).

San Francisco: At Odyssey Records (5 locations), newest LPs by Waylon Jennings (RCA) and Jefferson Starship (Grunt/RCA) for \$3.77 each. Epic Records ad promoting debut release of Southside Johnny/Asbury Jukes with no store tie-ins. CTI/Kudu Records ad promoting upcoming area concert appearance of various label artists as part of CTI's "Summer Jazz" program. (*Sunday San Francisco Examiner & Chronicle*, Date Book/This World).

Seattle: CTI/Kudu Records ad promoting upcoming area concert appearance of various label artists as part of CTI's "Summer Jazz" program. (*Sunday Seattle Times*).

Washington: At Giant department stores (4 locations), seven recent releases for \$3.99 per LP, with an additional reduction to \$3.60 by utilizing in-store coupons (Beatles' "Rock 'N' Roll Music," 2-LP set on Capitol, for \$6.99, \$6.30 with in-store coupons). At Record & Tape Ltd. (36) RCA shows and soundtracks for \$4.99/\$5.99 tape (LPs are \$7.98 list). At Korvettes (5), the same ad with the same offerings at identical prices that appeared in Baltimore, Chicago, Detroit, and Philadelphia. At Kemp Mill Records (4), all-label sale for \$3.99/\$5.29 tape, with features on nine recent Capitol releases (Beatles' "Rock 'N' Roll Music," 2-LP set, for \$6.99) and three recent RCA releases. At Viscount Records, all CBS LPs for \$3.99/\$5.49 tape. (*Sunday Washington Post and Washington Newsworks*, July 22-28).

Note: All information in the above chart gathered from July 25 editions unless otherwise indicated.

For The Record fr 25

and doing four days of television in Los Angeles... **Frank Sinatra** will tour the U.S. and Canada Aug. 21 to 29... "Tin Pan Alley," having been dedicated an American music landmark, was the scene of festivities and a plaque dedication last week. Presented to the city by National Academy of Popular Music president **Sammy Cahn**, the plaque can now be found at Broadway and 28th Sts... The **Jefferson Starship** have been denied a permit to put on a free outdoor concert by the city of San Francisco... **Judy Collins** at Westbury, August 16... Arista Records has signed the **Funky Kings**, a Texas-based band which includes **Jack Tempchin**, who penned "Already Gone" and "Peaceful Easy Feeling" for the **Eagles**... **Bruce Springsteen** and the **E Street Band** are playing the Monmouth Arts Center in Red Bank, N.J., August 1-7, strange for a group that certainly has expanded beyond the bounds of a local attraction, until one considers the lucrative side to playing virtually expense-free sellouts in your own backyard... The Aug. 7 **Don Kirshner's Rock Concert** features **10cc**, **Ramsey Lewis** and **Johnny Rodriguez**.

Letters To The Editor fr 12

hope that we are still running our own business at RDM, Inc., and I do not see where my letter implied in any way that we or anyone else was being forced to participate. However, here are the three "faults" I find in the ABC Records RAPP program:

- 1) You include 45 rpm singles in the percentage figures. I believe this to be very unrealistic, and in fact to be very unfair to a rack jobber like ourselves that merchandises an average of 140 singles titles. Furthermore, I believe it to be unfair inasmuch as geographically, some areas of the country are necessarily more involved with 45 rpm singles sales than other areas. This also holds true for one type of outlet versus another.
- 2) I do not agree with your stipulation that a six (6) month period must first be served in order to see if one qualifies for a membership, be it class "A," "B" or "C"; and then during the course of the next six (6) months you may, or may not, prove yourself deserving of the appropriate award. I feel that the deserving award should be given at the end of each six (6) month period, beginning with the very first period.
- 3) Your ABC Records RAPP program would better serve to reduce returns if it were programmed in such a manner as to reward your sales forces. There has to be direct and immediate compensation given to them, or else it will be very ineffective in its whole purpose. Sure, sales people are paid on net sales. However, they must be given an incentive from release to release to minimize the returns factor. And certainly the answer is *not* the old and usual quota system that is placed

on them.

You state in your letter that, and I quote, "The ABC Records RAPP program is not sealed in concrete and if other companies have a better plan, then we certainly are willing to listen," unquote. First let me say, my letter was addressing all major manufacturers regarding the evil of their *quota* and *allocation* systems, and that this was the prime cause of the return factor in this industry. Secondly however, the foregoing issues I take with RAPP I believe should be given serious considerations for implementation.

My letter to you of June 30, 1976 concerning this subject was published in full and verbatim in this week's **Cash Box** magazine. There is one statement which I made in the letter that I wish to retract. The statement was "Frankly, you insult my intelligence." Please accept my apology, as I know your intentions for the RAPP program are well meant.

In conclusion, it is my sincere belief that your RAPP program or anybody else's similar program will never be effective until ABC and all other major manufacturers see fit to either do away with or minimize the quota and allocation systems. I am not naive enough to believe that this will ever happen.

However, I do believe that the effectiveness of any "RAPP" programs lies therein.

Yours sincerely,
Record Department Merchandisers, Inc.
William L. Brown, Jr.
President

P.S. — I am taking the liberty of forwarding a photocopy of your letter of July 7, 1976 and a copy of this letter to **Cash Box** magazine and the same manufacturers or suppliers as carbon copied on my letter of June 30, 1976.

Secondary New Adds fr 34

35 to 23 — You'll Never Find — Lou Rawls
ex to 30 — Wham Bam — Silver
ex to 29 — This Masquerade — George Benson
ex to 26 — Say You Love Me — Fleetwood Mac
ex to 24 — Last Child — Aerosmith
ex to 35 — Lowdown — Boz Scaggs
980 — VIDALIA
#1 — Candi Staton
*If You Leave Me — Chicago — Columbia
*Springtime Mama — Henry Gross — Lifesong
*Can You Do It — Grand Funk Railroad — MCA
*Showdown — ELO — UA
*Take A Hand — Rick Springfield — Chelsea
6 to 2 — Sophisticated Lady — Natalie Cole
9 to 3 — Don't Go Breaking — Elton John & Kiki Dee
8 to 4 — Little Bit More — Dr. Hook
21 to 8 — Shake Your Booty — KC & Sunshine Band
15 to 9 — You Should Be Dancing — Bee Gees
28 to 18 — You'll Never Find — Lou Rawls
29 to 22 — Dr. Tarr & Prof. Fether — Alan Parsons
37 to 31 — Devil Woman — Cliff Richard
ex to 21 — Play That Funky Music — Wild Cherry
ex to 34 — The Reaper — Blue Oyster Cult
ex to 36 — Still The One — Orleans
WKWK — WHEELING
#1 — Wild Cherry
*Still The One — Orleans — Asylum
*Teddy Bear — Red Sovine — Starday
*Lowdown — Boz Scaggs — Columbia
*With Your Love — Jefferson Starship — Grunt
26 to 13 — Don't Go Breaking — Elton John & Kiki Dee
15 to 10 — Tear The Roof — Parliament
ex to 35 — Wham Bam — Silver
ex to 34 — Devil Woman — Cliff Richard
ex to 33 — Shake Your Booty — KC & Sunshine Band
ex to 31 — Summer — War
WAIR — WINSTON/SALEM
#1 — Leon & Mary Russell
One Love — Diana Ross — Motown
Summer — War — UA
8 to 3 — I'm Easy — Keith Carradine
10 to 4 — Play That Funky Music — Wild Cherry
13 to 6 — I'd Really Love — England Dan & Coley
14 to 10 — Shake Your Booty — KC & Sunshine Band
22 to 11 — Don't Go Breaking — Elton John & Kiki Dee

R&B New Adds fr 44

Spinners, Bob James, Johnny Guitar Watson, Lalo Schifrin
WLOU — LOUISVILLE
#1 — Play That Funky — Wild Cherry
After The Dance — Marvin Gaye — Tamla
No, No, Joe — Silver Convention — Midland Int'l
Only You Babe — Curtis Mayfield — Curtom
One Love In My — Diana Ross — Motown
You're So Beautiful — Mighty Clouds Of Joy — ABC
Kill That Roach — Miami — Drive/TK
Get The Funk Out — Brothers Johnson — A&M
15 to 2 — Getaway — EWF
13 to 4 — The More You — Ronnie Dyson
19 to 5 — Shake Your Booty — KC & Sunshine
23 to 6 — We Both Need — Norman Connors
18 to 7 — Baby, I Want You — Al Wilson
16 to 8 — Rock Creek Park — Blackbyrds
27 to 20 — You To Me — Real Thing
New LPs — Marc Radice
WGIV — CHARLOTTE
#1 — You'll Never Find — Lou Rawls
Hard Work — John Handy — ABC
One Love In My — Diana Ross — Motown
If I Ever — Betty Wright — Alston
It Ain't Good — Luther Ingram — Koko
Free And Red Hot — Shelly Black — Vigor
Come Get To This — Joe Simon — Spring
10% — Double Exposure — Salsoul
33 to 20 — You To Me — Real Thing
Ex-19 — Love On Delivery — Billy Ocean
WWRL — NEW YORK
#1 — You'll Never Find — Lou Rawls
Just Let Me Hold You — Choice 4 — RCA
Hard Work — John Handy — ABC,
Summer — War — UA
12 to 8 — Porcupine — Nature Zone
22 to 10 — Lowdown — Boz Scaggs
21 to 17 — You Should Be — Bee Gees
19 to 14 — A Fifth Of Beethoven — Walter Murphy
New LPs — Margie Joseph, Wild Cherry, Spinners,
Commodores, Jim Gilstrap
WCIN — CINCINNATI
#1 — Play That Funky — Wild Cherry
Get The Funk Out — Brothers Johnson — A&M
After The Dance — Marvin Gaye — Tamla
One Love In My — Diana Ross — Motown
Let The Good Times — BB King/Bobby Bland — ABC
Jive Talkin' — Rufus — ABC
Give A Broken Heart — Impact — Atco
21 to 13 — Funny How Time Slips — Dorothy Moore
24 to 15 — Flowers — Emotions
26 to 17 — Baby, We Better — Barry White
31 to 9 — One For The Money — Whispers
28 to 20 — People Want Music — Controllers
New LPs — Roy Ayers, Ritchie Family, James Brown
WDAS — PHILADELPHIA
#1 — Getaway — EWF
Play That Funky — Wild Cherry — Epic
One Love In My — Diana Ross — Motown
Entro — Graham Central Station — WB
15 to 8 — Who'd She Coo — Ohio Players
18 to 9 — Always There — Side Effect
19 to 10 — You Should Be Dancing — Bee Gees
27 to 15 — Chance With You — Brother To Brother
23 to 19 — Gonna Let My — Supremes
28 to 20 — If You Can't Beat — Marc Radice
29 to 21 — Give A Broken Heart — Impact
30 to 25 — Lean On Me — Melba Moore
33 to 26 — Porcupine — Nature Zone
39 to 29 — Get It While It's — Eddie Kendricks
WABO — CLEVELAND
#1 — Summer — War
We Both Need — Norman Connors — Buddha
Chance With You — Brother To Brother — Turbo
Flowers — Emotions — Columbia
If You Can't Beat — Marc Radice — UA
Only You Babe — Curtis Mayfield — Curtom
40 to 34 — Funny How Time — Dorothy Moore
36 to 27 — Come On & Ride — Enchantments
38 to 29 — Jive Talkin' — Rufus
39 to 25 — Shake Your Booty — KC & Sunshine
29 to 24 — Baby, We Better — Barry White
28 to 23 — Snap It — Phil Medley
25 to 20 — Face To Face — Dee Ervin
26 to 19 — You To Me — Real Thing
24 to 18 — One For The Money — Whispers
23 to 17 — Family Reunion — O'Jays
22 to 16 — We The People — General Johnson
27 to 21 — Rock Creek Park — Blackbyrds
KATZ — ST. LOUIS
#1 — Never Find Another Love — Lou Rawls
I Need It — Johnny "Guitar" Watson — D. James
Lowdown — Boz Scaggs — Columbia
Lean On Me — Melba Moore — Buddha
Just Like In The Movies — Bloodstone — London
18 to 10 — Hard Work — John Handy

Pop Adds fr 33

28 to 23 — A Little Bit More — Dr. Hook
ex to 29 — Teddy Bear — Red Sovine
KCPX — SALT LAKE CITY
#1 — Walter Murphy
*Teenage Rampage — Bo Donaldson & Heywoods — ABC
*Can You Do It — Grand Funk Railroad — MCA
*If You Leave Me — Chicago — Columbia
*With Your Love — Jefferson Starship — Grunt
20 to 16 — Play That Funky Music — Wild Cherry
21 to 12 — Last Child — Aerosmith
12 to 7 — Kiss And Say — Manhattans
ex to 29 — Summer — War
ex to 27 — The Reaper — Blue Oyster Cult
ex to 26 — Shower The People — James Taylor
B-100 — SAN DIEGO
#1 — Starland Vocal Band
No new additions
10 to 5 — Let 'Em In — Wings
19 to 15 — I'd Really Love — England Dan & Coley
20 to 16 — Baby, I Love — Peter Frampton
ex to 23 — A Fifth Of Beethoven — Walter Murphy
ex to 29 — Shake Your Booty — KC & Sunshine Band
ex to 30 — You'll Never Find — Lou Rawls
KFRG — SAN FRANCISCO
#1 — Starland Vocal Band
Don't Stop Believin' — Olivia Newton-John — MCA
How Zap — Sherbert — Infinity
I'm Easy — Keith Carradine — ABC
12 to 7 — Don't Go Breaking — Elton John & Kiki Dee
16 to 12 — This Masquerade — George Benson
19 to 15 — You'll Never Find — Lou Rawls
22 to 17 — Moonlight Feels Right — Starbuck
WSPA — SAVANNAH
#1 — Walter Murphy
You'll Never Find — Lou Rawls — Phila. Int'l
Still The One — Orleans — Asylum
She's Gone — Hall & Oates — Atlantic
13 to 9 — Shake Your Booty — KC & Sunshine Band
21 to 13 — Play That Funky Music — Wild Cherry
25 to 20 — Heaven Must Be — Tavares
KJR — SEATTLE
#1 — Wings
*If You Leave Me Now — Chicago — Columbia
*Play That Funky Music — Wild Cherry — Sweet City/Epic
*Heaven Must Be Missing — Tavares — Capitol
13 to 8 — Rock And Roll Music — Beach Boys
15 to 9 — Last Child — Aerosmith
14 to 10 — Got To Get You — Beatles
18 to 11 — Don't Go Breaking — Elton John & Kiki Dee
19 to 13 — Devil Woman — Cliff Richard
KEEL — SHREVEPORT
#1 — Starland Vocal Band
Shake Your Booty — KC & Sunshine Band — TK
Wham Bam Shang-A-Lang — Silver — Arista
Foxy Lady — Crown Heights Affair — DeLite
Peas In A Pod — Sammy Johns — WB
15 To 11 — I'd Really Love — England Dan & Coley
25 To 20 — This Masquerade — George Benson
KJRB — SPOKANE
#1 — Thin Lizzy
Still The One — Orleans — Asylum
You'll Never Find — Lou Rawls
14 To 6 — Don't Go Breaking — Elton John & Kiki Dee
Extra To 19 — Devil Woman — Cliff Richard
KSLO — ST. LOUIS
#1 — Starland Vocal Band
You Should Be Dancing — Bee Gees — RSO
Still The One — Orleans — Asylum
Superstar — Paul Davis — Bang
16 To 6 — Don't Go Breaking — Elton John & Kiki Dee
24 To 10 — Play That Funky Music — Wild Cherry
Extra To 33 — With Your Love — Jefferson Starship
KJOY — STOCKTON
#1 — George Benson
Still The One — Orleans — Asylum
Summer — War — UA
Long May You Run — Crosby/Nash — ABC
The Reaper — Blue Oyster Cult — Columbia
*Shower The People — James Taylor — WB
*Grasshopper — Spin — Ariola America
*Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century
*Hard Work — John Handy — ABC
*I've Been Loving You — Easy Street — Capricorn
*Get The Funk Out — Brothers Johnson — A&M
*Springtime Mama — Henry Gross — Lifesong
18 to 13 — Say You Love Me — Fleetwood Mac
19 to 15 — Young Hearts Run Free — Candi Staton
KTAC — TACOMA
#1 — Wings
You'll Never Find — Lou Rawls — Phila. Int'l
Shake Your Booty — KC & Sunshine Band — TK
Summer — War — UA
Still The One — Orleans — Asylum
10 to 5 — A Little Bit More — Dr. Hook
11 to 7 — Devil Woman — Cliff Richard
12 to 3 — I'm Easy — Keith Carradine
22 to 13 — This Masquerade — George Benson
29 to 24 — Play That Funky Music — Wild Cherry
ex to 27 — You To Me Are Everything — Real Thing
ex to 29 — With Your Love — Jefferson Starship
KAKC — TULSA
#1 — Elton John & Kiki Dee
With Your Love — Jefferson Starship — Grunt
The More I See You — Peter Allen — A&M
Heart On My Sleeve — Gallagher & Lyle — A&M
Don't Stop Believin' — Olivia Newton-John — MCA
26 to 14 — A Fifth Of Beethoven — Walter Murphy
23 to 17 — Hold On — Sons Of Champlin
KELI — TULSA
#1 — Wings
*Gotta Be The One — Maxine Nightingale — UA
*Can You Do It — Grand Funk Railroad — MCA
*Don't Stop Believin' — Olivia Newton-John
*With Your Love — Jefferson Starship — Grunt
*Wham Bam — Silver — Arista
8 to 3 — Don't Go Breaking — Elton John & Kiki Dee
18 to 13 — Last Child — Aerosmith
WPGC — WASHINGTON
#1 — Wild Cherry
*This Masquerade — George Benson — WB
*I Can't Hear You — Helen Reddy — Capitol
10 to 4 — Let 'Em In — Wings
16 to 11 — You Should Be Dancing — Bee Gees
22 to 15 — A Fifth Of Beethoven — Walter Murphy
KLEO — WICHITA
#1 — Walter Murphy
Say You Love Me — Fleetwood Mac — Reprise
Play That Funky — Wild Cherry — Sweet City
17 to 9 — Did You Boogie — Flash Cadillac
21 to 12 — Don't Go Breaking — Elton John & Kiki Dee
23 to 17 — You Should Be Dancing — Bee Gees
26 to 18 — Devil Woman — Cliff Richard
WORC — WORCESTER
#1 — Starland Vocal Band
Still The One — Orleans — Asylum
With Your Love — Jefferson Starship — Grunt
One Love — Diana Ross — Motown
20 to 10 — Young Hearts Run Free — Candi Staton
19 to 11 — Baby, I Love — Peter Frampton

Dr. Hook fr 20

foretelling a complete turnabout, Dr. Hook's newer material definitely shows a different side of this multi-talented group.

The Pousette-Dart Band provided an interesting contrast to the casual lunacy of Dr. Hook with their tight, professional playing. The Capitol recording group has a pronounced reggae feel to their music, especially on "Halo." Standout of their set was the banjo-tinged "Smile On Me."

l.f.c.

TEAR THIS OUT!

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SMALL INDEPENDENT PRODUCTION & RECORD ASSOCIATION

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Benny Carter fr 20

Through producer Norman Granz, Benny Carter will be heard on several upcoming recorded projects, including albums with Dizzy Gillespie and Count Basie.

p.d.

Country New Ads fr 39

WJOY — JACKSONVILLE
The End Is Not In Sight — Amazing Rhythm Aces — ABC/Dot
My Prayer — Narvel Felts — ABC/Dot
Emmylou — Brush Arbor — Monument
I've Been To Georgia On A Fast Train — Tenn. Ernie Ford — Capitol
WRCP — PHILADELPHIA
I'm A Stand By My Woman Man — Ronnie Milsap — RCA
See You On Sunday — Glen Campbell — Capitol
Afternoon Delight — Starland Vocal Band — Windsong
Think Summer — Roy Clark — ABC/Dot
Here Comes That Girl Again — Tommy Overstreet — ABC/Dot
Here Comes That Freedom Train — Merle Haggard — Capitol
Love Revival — Mel Tillis — MCA
KRAK — SACRAMENTO
Teardrops In My Heart — Rex Allen Jr. — WB
Gator — Jerry Reed — RCA
After The Storm — Wynn Stewart — Playboy
Afternoon Delight — Johnny Carver — ABC/Dot
Can't You See — Waylon Jennings — RCA
Crispy Critters — C.W. McCall — Polydor
Honky Tonk Love — Ray Stevens — WB
Teardrops Will Kiss The Morning Dew — Del Reeves & B.J. Soares — UA

BMI Canada Ltd. Owned, Operated North Of Border

**Music Promo Foundation, Royal Trust Co.
Hold Stock To Former American Subsidiary**

TORONTO — As of July 1 of this year, BMI Canada has become a totally owned and operated Canadian non-profit corporation.

Formerly a subsidiary of Broadcast Music Inc. of the U.S., an agreement has been made whereby all shares issued to BMI Canada are now held by Music Promotion Foundation, a non-profit company with the Royal Trust Company acting as trustees.

In an announcement issued July 12 by BMI Canada the new board of directors are: Harold Moon, a long time BMI executive now becomes chairman of the board; Gordon F. Henderson, Q.C., long time legal counsel for the music licensing company, is named president; and S. Campbell Ritchie continues as managing director and is now

vice president of the board of BMI Canada Ltd.

The first announcement of BMI Canada's autonomy came at the BMI Canada award dinner held in May of this year. At the time the announcement was made Henderson gave recognition to the leadership and assistance provided by BMI Inc., both on its own part and through BMI Canada Ltd. to Canadian composers, writers and publishers. "From its inception, it has encouraged an open-door policy which will continue to exist," said Henderson at that time.

Four new appointments to the board will be made in the fall and shortly after this a full board meeting is to be held, the first under the new autonomous BMI Canada Ltd.

20th To Phonogram Argentina

BUENOS AIRES — As of August 1, 20th Century Fox Records is being represented by Phonogram in Argentina. The label was previously marketed by Microfon which obtained strong results for artists like Barry White and Maureen McGovern. Phonogram's general manager John Lear told **Cash Box** that his company is preparing a strong promo campaign in behalf of its new label.

Phonogram, with the Brazilian Embassy in Buenos Aires, arranged a party at the Sheraton Hotel to present a new series of Brazilian records, by artists like Baden Powell, Elis Regina, Vinicius de Moraes and Toquinho. Enlightening the event, Toquinho was present in Buenos Aires — he came for appearances in several cities, with singer Simone — and drew strong applause with his show.

Trova's Dr. Carlos Garber reports very good sales for the new Susana Rinaldi LP, "A Un Semejante," which contains a selec-

tion of tango music and some tunes from the show Susana is playing at the Embassy Theater. Trova is also releasing an LP recorded by Jose Angel Trelles with the Astor Piazzolla orchestra; Trelles is being managed now by Fernando Iborra, one of the most powerful local impresarios, and has started a strong career as a soloist.

CBS' Raul Abramzon is having good success in Panama, and plans to return to Buenos Aires next September. The singer has recorded an LP recently and will present it with a TV show next month.

Som Livre and RCA have just signed an agreement by which all Som Livre owned by the Globo TV network original masters will be distributed and licensed all around the world by RCA companies. Contract calls for a first option in 40 days.

Roberto Carlos is now in Europe for a few shows in Spain and studying the English lyrics of his next recordings, which will be done in New York, probably this coming September.

"**Sinal Fechado**," a song written by Paulinho Da Viola and published by Intersong, was recorded in Italy by Ornella Valloni.

Mocedades, a group from Spain, just finished recording another Brazilian song, "Eu So Quero Um Xodo" by Dominginhos.

Canadian Notes

SASKATOON — Bachman-Turner Overdrive broke attendance records in Saskatoon on their first date of an expected 20 city concert tour of Canada. Having turned in order to do this second national tour of Canada, the group drew in excess of 7,000 fans at the Saskachimo Expo Grandstand with drummer Robbie Bachmas performing against doctor's orders with the help of an anesthetic. Shortly before the July 16 date in Saskatoon, the younger Bachman had flipped in a go-kart and pulled a joint in his arm. As it stands presently, BTO have cancelled three Maritime dates in order to get Rob Bachman's arm back in shape.

Gino Vannelli has cancelled all July concert dates in Canada, including an Olympic date, due to personal fatigue and changes in the band. Organist Richard Baker and drummer Graham Lear have formally declared resignation and speculation has it that they will be joining Gary Wright's touring band. Vannelli, meantime, is resting up in his Los Angeles home for a short while, then starting rehearsals for a major North American tour which is scheduled to start in Toronto, Sept. 16. Replacement musicians will be announced shortly, and A&M Records is going ahead with a July release schedule for his fourth album, "Gist Of The Gemini," a priority LP for the label.

A&M Records has announced the signing of The Hometown Band, a group currently backing Vancouver A&M artist Valdy.

Contrary to expectation, the Canadian Radio and Television Commission has issued an FM license to Global TV president Allen Slaight. The station is to be operational by spring of 1977 and is to be a progressive format station. Another license issued went to record-store owner and promoter Harvey Glatt in Ottawa. The Ottawa license is to be operational by fall of this year.

After 25 years of booking Nashville and Maritime country music acts, the Horse-shoe Tavern in Toronto is switching entertainment policy in favour of progressive and bluegrass acts. To advertise the switch, Roy Buchanan was brought in for a three night stand, an artist who normally plays concert halls in this city.

A Canadian tour by ABC recording artist Freddy Fender was cut short following a Halifax appearance, no reason being given as yet.

Polydor Ltd. has announced a decision to reissue a classic Rompin' Ronnie Hawkins album. Entitled "The Return Of The Hawk," and scheduled to ship immediately, this Collector's Edition was previously released on the Yorkville label.

ABC, Disques Carrere Enter French Distribution

LOS ANGELES — ABC Records has signed a distribution agreement with Disques Carrere for France and several of its overseas territories.

Commenting on the new association, Steve Diener, president of ABC International, noted, "Disques Carrere is an extremely aggressive French company which has enjoyed a consistent history of success in creating and marketing top artists in their own market. During the past few years, at any given time, artists from Disques Carrere's roster have dominated both the French singles and album charts."

"Our objective in the French market," Diener continued, "was to find the proper associate who was strong in the area of promotion and who also understood the special nature of selling American repertoire to the French public, whose tastes can be quite specialized."

The agreement between ABC and Carrere was recently signed in Carrere's French headquarters with Diener, Claude Carrere, the French company's president, and Jean Marc Bel, Carrere's representative, attending.

Disques Carrere will distribute all of the ABC family of labels in the French market.

Currency Exchange Rates

This information is applicable to independent trading on a low-volume basis; accelerated volume (over one million dollars) will enjoy decreased rates. These figures compare against the U.S. dollar as quoted by Bank of America July 29 at 10 a.m.

Currency

Currency	Value
Pound Sterling (Britain)	\$1.7860
Dollar (Australia)	\$1.2378
Dollar (Canada)	\$1.02585
Mark (Germany)	\$.3910
Guilder (Holland)	\$.3692
Franc (France)	\$.2030
Lire (Italy)	\$.001197
Yen (Japan)	\$.003407
Cruzeiro (Brazil)	\$.09625
Peso (Mexico)	\$.0795
Peso (Argentina)	140 per dollar

New Carlin, Heath Levy Catalogs; Shelley Resigns Magnet Position

LONDON — **Paul Rich** of Carlin Music has returned from the states with a number of important catalogs acquired while there. The Jacksons, formerly the Jackson Five, are able to have their publishing interests Peacock Music and Stone Gold Music represented by Carlin. The Jacksons now record for CBS and an album and single are expected from them in September plus solo albums from Michael Jackson. Rich also acquired the important Light Music and Micache Music catalogs, which contain all songs written by Santana. This deal also gives Carlin the chart topping Omigus album. Santana will be touring Europe in August. Elvin Bishop's Crabshaw Music and John Sebastian's Sebastian Music were also secured by Rich and Carlin president Freddy Bienstock.

Eddie Levy has returned from America

where he acquired numerous copyrights for representation by HeathLevy Music in the U.K. HeathLevy will be administering all works from Boz Scaggs, Dan Fogelberg and Donald Byrd. Scaggs, currently riding high on the **Cash Box** charts in his own right, has written the Franki Valli single "We're All Alone" which will be released by Private Stock. Fogelberg will be releasing a new album and single on CBS this fall. Levy also met with the president of MCA Music; an announcement is expected shortly in connection with the appointment of a manager for HeathLevy's U.S. operation.

Peter Shelley, writer, producer, songwriter and executive, has resigned his position from the board of directors of Magnet Records and relinquished all interests in the firm. Shelley was with Magnet in its formation over two years ago.

CBS Sugar Releases Eleven ABC Singles

ROME — CBS Sugar has reached into the ABC Records catalog to launch two new singles series aimed at the nostalgia and disco markets.

During their first four months of work for the label, CBS Sugar has released 21 ABC albums and 24 singles.

More TV, LPs For Les Reed

LONDON — Les Reed will conduct the Swedish State Radio Orchestra augmented by British musicians for a TV presentation "The Musical World of Les Reed" to be screened on Swedish TV next New Year's Eve.

The arranger/songwriter/musical director will go to Stockholm at the end of November accompanied by key British musicians to lead sections of the Swedish Orchestra and the Chanter Sisters. The show will be recorded in the Swedish capital, and produced by Barbro Francke.

On July 20th Reed began an eleven-week series for BBC Radio 2 entitled "Les Reed and His Musical World" conducting the sixty piece BBC Radio Orchestra with Tony Mansell singers and Vince Hill who is also scripting and introducing the shows.

Decca is releasing a 25-track double album called "Focus On Les Reed" in September, and he is also planning a single coupling his arrangement of Elgar's "Nimrod" and his own "Lest We Forget" for Remembrance Day release this fall.

'Dragons Dream' Sets Fall Publishing For Album Sleeve Art Book

LONDON — Dragons Dream, publishers of the highly acclaimed book 'Views' are producing and publishing this fall a new book 'The Album Cover Album.' When issued, this book will be the first highly comprehensive study of the history of the record sleeve. Recognizing the album sleeve as an art form, the publishers intend this book to be the first of a series of annuals on the subject of best in sleeve art.

U.S.-Australian Broadcasts 19

"Although their population is smaller and there are fewer signals" (only about twelve stations in Melbourne as opposed to 76 in the greater Los Angeles area) "they're going after the same age groups," related Van Dyke.

Playlists

When asked how playlist sizes compare with a KHJ, Van Dyke pointed out that a similar rotation of some thirty to forty records is used (KHJ revolves around thirty), but "they seem to play a lot more older records. Their golden library goes back a lot further in time than ours."

Van Dyke, whose performance on a local drive-time show was taped for "Current Affair," a national Australian program, also noted that during the time he was in Melbourne, 3XY aired no less than five specials.

"A regular thing down there," commented Charlie, "is to play an album, start to finish, with the artists commenting. One of the guys at 3XY did this with a Kiss album before it was ever released in

Australia and it went over very well."

More Input

Earlier in the week, **Cash Box** conducted a similar dialogue with Digamae consultant and 2SM (Sydney) jock David White and Peter Harrison of Van Dyke's home-away-from-home, 3XY, Melbourne. The two were, of course, involved in the "Friends" exchange and broadcast, for their part, shows over KHJ here in Los Angeles.

CB asked White and Harrison who the American Research Bureau counterpart would be in Australia; who conducts the ratings?

Surveys

"Anderson-McNair," answered White, leading things off. "They used to be separate companies but they merged and they now do the surveying in Australia."

"Each year we have four separate eight-week surveys," added Harrison. "There's one on at the moment. The books aren't anywhere near as detailed as yours because the population isn't as wide. It would freak most Americans to read our book because the figures are so high."

"We've got seven stations in Sydney plus a couple of experimental FM," countered White. "We're the top rating at the moment

at something like 19% of the market. That's unheard of, I guess, in L.A. At breakfast, the number one station during peak time has 300,000 people listening. But it's only a matter of time before the FMers get in there and really start specializing. Then they'll cut that pie back until the number one station may only pull ten percent of the market. FM will come, but it's going to take awhile."

Censorship

How about censorship? The example was made of many American stations bleeping certain phrases out of Bob Dylan's recent "Hurricane" single.

White said his station did bleep words from that record; Harrison's did not.

"We've got an organization similar to the FCC which is called the FACB (Federation of Australian Commercial Broadcasters)," White explained. "They run a pretty tight operation. They check on all records that come into the country and issue a set of standards that are sent out to radio stations. FACB suggests a classification similar to 'PG' or 'X' which the station manager talks over with his music director."

Non-Rock Music

Aside from the "standard" classifications of pop, MOR, rock, "easy listening" . . . how does other music fit into the Australian picture? Is there such a thing as country? Latin? Jazz?

Harrison picked up the ball: "Country music has quite a big foothold, but mainly by Australian artists. Slim Dusty, for instance, has sold more records than anyone else — Beatles, Elvis included. Yet he never gets played on big city radio. Country radio is behind him, though, and there is a very big country market."

"Until the disco craze," segued White, "there were very few black hits. The disco seemed to break the market wide open for blacks. The commercial material has broken through. But I don't think a lot of people can relate to in-depth funk music yet in Australia."

How about domestic black music out of Australia?

"Only gimmick records," answered White. "Like Lionel Rose, who was a world-champion boxer. After he retired, he made a novelty record which was bought because he was a hero for awhile. You go back and Jimmy Little, who is an Aborigine, had a record about ten years ago that was played and bought on its merit but there isn't a domestic black population to support a music trend."

Lack Of Latin

Likewise, apparently, there is no Latin population to speak of in the land down under, as White related:

"If you said 'salsoul' a lot of people would shake their heads and say 'what?' It'll get played and it will sell, but not in massive quantities. You'll get an occasional breakthrough hit but not a swamping monster. Again, the commercial stuff like Santana. Neither is reggae very big yet. Marley and the Wailers are just starting to get through."

Harrison, the jazz buff, spoke of an ABC late-night jazz show from ten to midnight. "That's about the only national jazz show, however. As a programming format, it doesn't exist. An enthusiast would have to look up the ABC radio guide and find out when it's on. It's not a part of commercial stations at all."

Sample Market

Despite its seeming lack of wide-range programming versatility (although in one sense programming "potential" is enormous), White contends that "Australia is a very interesting sample market for the U.S., as some records do very well and then America follows. Maxine Nightingale is a case in point. 'Right Back To Where We Started From' was 99 on the **Cash Box** charts as the single was number 10 in Sydney."

If Australia is a potential sample market, we wondered which domestic groups looked to be most prime to cross borders and break the U.S.

"I would think Skyhooks," (Phonogram/Mercury), offered Harrison. "They recently toured the U.S. and really just laid the groundwork. They've got a foot in the door — a small toe, actually — but now they know what they're chasing, and they'll definitely be back."

"There was another record recently," added White, "called 'Yesterday's Hero' by John Paul Young (Ariola America), that got into the top half of the **CB** charts. The only reason it didn't do better is because John Paul Young wasn't here in the U.S. to follow up with personal appearances and television. That's the difference. We're so far away. If a record gets picked up by a top forty station here and starts to break, you either have to be there in person or get some videotape out there fast."

Competition

It's true, a body cannot be in two places at once, although one voice can certainly occupy two continents at one time. **Cash Box** wrapped up the interview with the two wandering Aussies by posing the same, inevitable question that we'd put to Charlie Van Dyke earlier: how does Australian radio stack up against the U.S. brand?

White and Harrison pondered, but not for long. Armed to the teeth with some seventy interviews with local L.A. personalities ranging from Mel Blanc to Cal Worthington, the duo knows *they'll* be pulling the ratings when they get back home. Their reply:

"We're right up to date with what the American radio stations are doing. I don't think we're in any way behind you guys. We follow American radio very closely. Because if you followed England, you'd be back in the Dark Ages. English radio is the worst radio in the world."

Customs Post

"*Customs Post*" is a weekly feature providing a calendar whereby the industry can keep abreast of which executives are in and out of the U.S. on international business. Listings are alphabetical. Deadline for listings is noon, Thursday.

Al Arashida of Kyodo Tokyo, Inc. — To L.A. for meetings with Henry Miller & Associates.

Paul Atkinson, director, int'l. a&r, CBS Records, U.K. — Returns to London following CBS national convention.

Marvin Cane, president of Famous Music Publishing — In London for meetings with Nicolas Firth, international head of Chappell, and Ken Barker, general manager, Famous/Chappell, London.

Royce Foster, of the Royce Foster Organization Pty. Ltd., Sydney — To L.A., looking for talent for Marrickville League Club and Chevron Hotel, Sydney and West Point Casino & Hotel in Hobart, Tasmania, Australia.

Bill Groves, national sales manager, A&M England — To L.A. for talks with U.S. offices.

Sid Herman, administrative vice president, Famous Music Publishing — see Marvin Cane.

Rene Leon, promoter, Producciones Aries, S.A., Mexico City — To L.A. on a buying trip.

Antonio Lustre, managing director, Home Industries, Philippines — Returns to Philippines from L.A.

Peter Pasternack, director, international, 20th Century Records — Returned to L.A. from Europe.

Phil Schapiro, Foster Miller Schapiro, inc. — To L.A. for meetings with Royce Foster and Henry Miller.

Simon Schmidt, director of Mediterranean operations, CBS Int'l. — In New York through August 4.

Cyril Shane of Cyril Shane Music — To New York (Waldorf Astoria Aug. 1-8) Nashville (Spence Manor Aug. 8-13), Hollywood (Beverly Hilton Aug. 13-28) visiting affiliates and acquiring new copyrights.

International Executives On The Move

Stephen Shrimpton, managing director of the EMI (Australia) Limited Record Division has announced the following staff positional changes:

Terry Howard, former public relations manager, assumes the new position of marketing development manager, responsible for active repertoire acquisition, development and exploitation and also the operation of the EMI (Australia) Limited studio complex.

David Wyatt named commercial manager. Formerly marketing services manager, Wyatt is now responsible for contracts, artists' fees, copyright statistics and reporting.

Roger Langford, former promotions coordinator and Arista/Bell product manager, has been made public relations manager. Langford will keep control of the Arista/Bell catalog with the help of an assistant until a replacement can be found.

Bryan Dawson has been appointed sales training development manager.

Patricia Byrne named 'classical' product manager, beginning a new emphasis on that area of catalog and its ultimate exploitation.

The following are just some of the World's Great Talents we are proud to have Presented on Concert, Club and/or Television engagements over the Pond

. . . *Glen Campbell, late Jack Benny, George Burns, Gladys Knight & the Pips, The Supremes, The Stylistics, Tony Bennett, Lena Horne, Wayne Newton, Charley Pride, Charlie Rich, Faron Young, Helen Reddy, Anne Murray, Dionne Warwick, Jerry Lewis, Abbe Lane, Marty Allen, Frank Gorshin, Buddy Greco, David Gates, Teresa Brewer, Seals & Crofts, Liberace, Jimmy Webb, Trini Lopez, Ronnie Milsap, The Chi-Lites, Connie Smith, Diana Trask, Freda Payne, Sarah Vaughan, Dave Barry, Sarah Johns, Barbie Benton et al. . .*

and more to come in the
1976 — 1977 Concert Season.



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Cash Box Top Albums/101 to 200

August 7, 1976

		Weeks On Chart			Weeks On Chart			Weeks On Chart
101 NEVER GONNA LET YOU GO VICKI SUE ROBINSON (RCA APL 1-1256)	6.98	101	133 FAITHFUL TODD RUNDGREN (Bearsville/WB BR 6963)	6.98	127	166 R.E.O. (Epic PE 34143)	6.98	162
102 ROSE OF CIMARRON POCO (ABC ABCD 964)	6.98	96	134 AEROSMITH (Columbia PC 32005)	6.98	129	167 BLACK ROSE JOHN DAVID SOUTHER (Asylum 7E-1059)	6.98	154
103 WHERE THE HAPPY PEOPLE GO THE TRAMMPS (Atlantic SD 18172)	6.98	102	135 LED ZEPPELIN IV (Atlantic SD 7208)	6.98	138	168 FLY WITH THE WIND McCOY TYNER (Milestone/Fantasy M9067)	6.98	164
104 EARGASM JOHNNIE TAYLOR (Columbia PC 33951)	6.98	98	136 ILLEGAL STILLS STEPHEN STILLS (Columbia PC 34148)	6.98	126	169 THE BEATLES 1967-70 BEATLES (Apple/Capitol SKBO 3404)	10.98	175
105 MORE, MORE, MORE ANDREA TRUE CONNECTION (Buddah BDS 5670)	6.98	103	137 BEATLES (WHITE LP) BEATLES (Apple/Capitol 101)	12.98	140	170 ON THE TRACK LEON REDBONE (Warner Bros. BS 2888)	6.98	174
107 MAIN COURSE BEE GEES (RSO/Atlantic SO 4807)	6.98	105	138 BILL COSBY IS NOT HIMSELF THESE DAYS BILL COSBY (Capitol ST 11530)	6.98	130	171 BORN TO GET DOWN MUSCLE SHOALS HORNS (Bang BLP 403)	6.98	163
107 ENERGY TO BURN B.T. EXPRESS (Columbia PC 34178)	6.98	104	139 THE BEST OF ROD STEWART (Mercury SRM 2-7507)	7.98	145	172 VOLUNTEER JAM VARIOUS ARTISTS (Capricorn CP 0172)	6.98	179
108 EVERYBODY COME OUT STANLEY TURRENTINE (Fantasy F9506)	6.98	106	140 YOUNG HEARTS RUN FREE CANDI STATON (Warner Bros. BS 2948)	6.98	144	173 THE MONKEES GREATEST HITS MONKEES (Arista 4089)	6.98	191
109 RESOLUTION ANDY PRATT (Nemperor/Atlantic NE 438)	6.98	119	141 HELEN REDDY'S GREATEST HITS (Capitol ST 11467)	6.98	143	174 TAPESTRY CAROLE KING (Ode/A&M 77099)	6.98	181
110 TOYS IN THE ATTIC AEROSMITH (Columbia PC 33479)	6.98	113	142 EVERYTHING'S COMING UP LOVE DAVID RUFFIN (Motown M6-866S1)	6.98	131	175 ENDLESS SUMMER BEACH BOYS (Capitol ST 11307)	6.98	187
111 I DON'T WANT TO GO HOME SOUTHSIDE JOHNNY & THE ASBURY JUKES (Epic PE 34180)	6.98	121	143 JUICY FRUIT (DISCO FREAK) ISAAC HAYES (Hot Buttered Soul/ABC ABCD 953)	6.98	169	176 ACCEPT NO SUBSTITUTES PLEASURE (Fantasy F-9506)	6.98	182
112 BLOW YOUR FACE OUT J. GEILS BAND (Atlantic SD 2-507)	7.98	111	144 ONE OF THESE NIGHTS EAGLES (Asylum 7E-1039)	6.98	137	177 THE JACKSON 5 ANTHOLOGY JACKSON 5 (Motown M7-868R3)	7.98	—
113 A CIRCLE FILLED WITH LOVE THE SONS OF CHAMPLIN (Ariola America/Capitol ST 50007)	6.98	107	145 SINCERELY DWIGHT TWILLEY BAND (Shelter/ABC SRL-52001)	6.98	167	178 GLOW AL JARREAU (Warner Bros. MS 2248)	6.98	—
114 GRATITUDE EARTH, WIND & FIRE (Columbia PG 33694)	7.98	116	146 SHOWCASE THE SYLVERS (Capitol ST 11465)	6.98	132	179 OLD LOVES DIE HARD TRIUMVIRAT (Capitol ST 11551)	6.98	186
115 VIVA! ROXY MUSIC ROXY MUSIC (Atco SD 36-139)	6.98	152	147 HIGH ENERGY SUPREMES (Motown M863S1)	6.98	133	180 GO STOMU YAMASHTA, STEVE WINWOOD, MICHAEL SHRIEVE (Island ILPS-9387)	6.98	—
116 STILL CRAZY AFTER ALL THESE YEARS PAUL SIMON (Columbia PC 33540)	6.98	109	148 DESIRE BOB DYLAN (Columbia PC 33893)	6.98	141	181 CHOCOLATE KINGS P.F.M. (Asylum 7E-1071)	6.98	—
117 VENUS AND MARS WINGS (Capitol SMAS 11419)	6.98	114	149 I'VE GOT A REASON THE RICHIE FURAY BAND (Asylum 7E-1067)	6.98	178	182 TO THE HEART MARK-ALMOND (ABC ABCD 945)	6.98	189
118 SEALS & CROFTS' GREATEST HITS (Warner Bros. BS 2886)	6.98	120	150 RIGHT BACK WHERE WE STARTED FROM MAXINE NIGHTINGALE (UA-LA 626-G)	6.98	142	183 THE BEATLES 1962-66 (Apple/Capitol SKBO 3403)	10.98	188
119 TURNSTILES BILLY JOEL (Columbia PC 33848)	6.98	110	151 SUMMERTIME MFSB (Phila. Int'l./Epic PZ 34238)	6.98	155	184 LOVE TO THE WORLD LTD (A&M 4589)	6.98	—
120 SILVER CONVENTION (Midland Int'l./RCA BKL 1-1369)	6.98	112	152 DARK SIDE OF THE MOON PINK FLOYD (Capitol SMAS 11163)	6.98	153	185 LOVE POTION NEW BIRTH (Warner Bros. BS 2953)	6.98	—
121 YOUNG AND RICH THE TUBES (A&M SP 4580)	6.98	115	153 THIS IS IT MELBA MOORE (Buddah 5657)	6.98	159	186 CHILD IN TIME IAN GILLIAN BAND (Oyster/Polydor OY 11602)	6.98	—
122 RELEASE HENRY GROSS (Lifesong LS 6002)	6.98	125	154 ARABIAN NIGHTS THE RITCHIE FAMILY (Marlin/TK 2201)	6.98	171	187 DERRINGER RICK DERRINGER (Epic PZ 34181)	6.98	—
123 BOBBY BLAND AND B.B. KING TOGETHER AGAIN... LIVE (ABC ASD 9317)	6.98	136	155 I ONLY HAVE EYES FOR YOU JOHNNY MATHIS (Columbia PC 34117)	6.98	156	188 BARRY MANILOW II (Arista 4007)	6.98	195
124 MOONLIGHT FEELS RIGHT STARBUCK (Private Stock PS 2013)	6.98	135	156 MOONMADNESS CAMEL (Janus JXS 7024)	6.94	147	189 STARZ STARZ (Capitol ST 11539)	6.98	192
125 YOU CAN'T ARGUE WITH A SICK MIND JOE WALSH (ABC ABCD 923)	6.98	118	157 ROCK 'N' ROLL LOVE LETTER BAY CITY ROLLERS (Arista AL 4071)	6.98	150	190 ARBOUR ZENA KEITH JARRETT (ECM/Polydor 1-1070)	6.98	193
126 FOOL FOR THE CITY FOGHAT (Bearsville/WB 6959)	6.98	123	158 WINGS OF LOVE TEMPTATIONS (Gordy/Motown G697S1)	6.98	146	191 AIN'T THAT A BITCH JOHNNY GUITAR WATSON (D.J.M./Amherst DJLPA-3)	6.98	196
127 SLIPPIN' AWAY CHRIS HILLMAN (Asylum 7E-1062)	6.98	128	159 JOHN DENVER'S GREATEST HITS (RCA CPL 1-0374)	6.98	165	192 BAND ON THE RUN PAUL McCARTNEY & WINGS (Apple/Capitol SO 3415)	6.98	194
128 STRUTTIN' MY STUFF ELVIN BISHOP (Capricorn/WB CP 0165)	6.98	122	160 A TRICK OF THE TAIL GENESIS (Atco SD 36129)	6.98	148	193 POINT BLANK POINT BLANK (Arista 4087)	6.98	199
129 GREATEST STORIES — LIVE HARRY CHAPIN (Elektra 7E-2009)	7.98	124	161 FACE THE MUSIC ELECTRIC LIGHT ORCHESTRA (UA LA 546G)	6.98	151	194 CITY BOY (Mercury SRM 1-1098)	6.98	—
130 THE OUTLAWS WAYLON JENNINGS, WILLIE NELSON, JESSI COLTER & TOMPALL GLASER (RCA APL 11321)	6.98	117	162 SALONGO RAMSEY LEWIS (Columbia PC 34173)	6.98	149	195 FARTHER ALONG SPIRIT (Mercury SRM 1-1094)	6.98	200
131 ABANDONED LUNCHEONETTE HALL & OATES (Atlantic SD 7269)	6.98	134	163 2112 RUSH (Mercury SRM 1-1079)	6.98	161	196 THE MOVIES (Arista AL 4085)	6.98	—
132 REGGAE GOT SOUL TOOTS & THE MAYTALS (Island ILPS 9374)	6.98	139	164 GIVE, GET, TAKE AND HAVE CURTIS MAYFIELD (Curtom/W.B. CU 5007)	6.98	170	197 EARL KLUGH (Blue Note/UA BNLA-596-G)	6.98	197
			165 WE GOT A LIVE ONE HERE COMMANDER CODY & HIS LOST PLANET AIRMEN (Warner Brothers 2LS-2939)	7.98	176	198 LET YOUR MIND BE FREE BROTHER TO BROTHER (Turbo/All Platinum TU 7015)	6.98	—
					3	199 THE RUNAWAYS (Mercury SRM 1-1090)	6.98	—
						200 DR. BUZZARD'S ORIGINAL 'SAVANNAH' BAND THE SAVANNAH BAND (RCA APL 1-1504)	6.98	—

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Aerosmith	10,110,134	City Boy	194	Handy, John	87	Mayfield, Curtis	164	R.E.O.	166	Stewart, Rod	30,139
America	56,57	Cole, Natalie	26	Hayes, Isaac	143	Melvin, Harold/Bluenotes	77	Ritchie Family	154	Stills, Stephen	136
Anderson, Jon	67	Commander Cody	165	Heart	35	MFSB	151	Robinson, Vicki Sue	101	Summer, Donna	94
Atlanta Rhythm Section	96	Commodores	43	Hillman, Chris	127	Miller, Steve	11	Rolling Stones	27	Supremes	147
Average White Band	24	Connors, Norman	98	Isley Brothers	15	Monkees	173	Ross, Diana	36,79	Sylvers	146
Bad Company	92	Cooper, Alice	45	Jackson 5	177	Moore, Dorothy	93	Roxy Music	115	Tavares	68
Bay City Rollers	157	Cosby, Bill	138	James, Bob	73	Moore, Melba	153	Ruffin, David	142	Taylor, James	17
Beach Boys	16,175	Crosby/Nash	33	Jarreau, Al	178	Movies	196	Runaways	199	Taylor, Johnnie	104
Beatles	6,137,169,183	Crusaders	58	Jarrett, Keith	190	Muscle Shoals Horns	171	Rundgren, Todd	133	Temptations	158
Beck, Jeff	12	Daniels, Charlie	72	Jefferson Starship	1	New Birth	185	Rush	163	Thin Lizzy	41
Bee Gees	106	Denver, John	159	Jennings/Nelson/Colter/Glaser	130	Newton-John, Olivia	91	Russell, Leon & Mary	63	Toots & The Maytals	132
Benson, George	8,88	Derringer, Rick	187	Jennings, Waylon	65	Nightingale, Maxine	150	Santana	71	Trammpp, The	103
Bishop, Elvin	128	Diamond, Neil	5	Jethro Tull	50	Nugent, Ted	90	Savannah	200	Travolta, John	49
Blackmore's Rainbow	76	Doobie Bros.	40	J. Geils	112	Ohio Players	20	Scaggs, Boz	18	Triumvirat	179
Bland, Bobby/B.B. King	123	Dylan, Bob	148	Joel, Billy	119	Oscar, Lee	80	Seals & Crofts	28,118	Tubes, The	121
Blue Oyster Cult	64	Eagles	9,144	John, Elton	39,97	Osmond, Donny & Marie	89	Sedaka, Neil	78	True, Andrea/Connection	105
Bootsy's Rubber Band	100	Earth, Wind & Fire	114	King, Carole	174	Parliament	46	Seeger, Bob	95	Turrentine, Stanley	108
Bowie, David	13	Electric Light Orch.	25,161	Kiss	70,75	Parsons, Alan	81	Silver Convention	120	Twilley, Dwight	145
Brass Construction	99	Firefall	48	Klugh, Earl	197	P.F.M.	181	Simon, Carly	21	Tyner, McCoy	168
Brothers Johnson	19	Fleetwood Mac	7	Laws, Ronnie	61	Pink Floyd	152	Simon, Paul	116	Volunteer Jam	172
Brother To Brother	198	Foghat	126	Led Zeppelin	52,135	Pleasure	176	Sons Of Champlin	113	Walker, Jerry Jeff	84
B.T. Express	107	Frampton, Peter	2	Lewis, Ramsey	162	Poco	102	Souther, John David	167	Walsh, Joe	125
Camel	156	Franklin, Aretha	22	Lightfoot, Gordon	42	Point Blank	193	Southside Johnny/Asbury Jukes	111	Watson, Johnny Guitar	191
Captain & Tennille, The	51,82	Furay, Richie	149	LTD	184	Pratt, Andy	109	Spinners	69	Wild Cherry	55
Carradine, Keith	85	Gaye, Marvin	47	Manhattans	54	Presley, Elvis	83	Spirit	195	Wings	3,117,192
Carpenter, Eric	74	Genesis	160	Manilow, Barry	60,188	Queen	23	Starz	124	Wright, Gary	14
Carpenters	31	Gilliam, Ian	186	Mark-Almond	182	Rawls, Lou	37	Starbuck	124	Yamashta/Winwood/Shrieve	180
Chapin, Harry	129	Graham Central Station	59	Marley, Bob/Wailers	38	Redbone, Leon	170	Starland Vocal Band	32		
Cheech & Chong	53	Grateful Dead	44	Marshall Tucker Band	29	Reddy, Helen	141	Starry	189		
Chicago	4,66	Gross, Henry	122	Mathis, Johnny	155	Renaissance	36	Staten, Candi	140		
		Hall & Oates	62,131					Steeley Dan	24		

INTERNATIONAL BEST SELLERS

Japan

- 1 **Yokosukasen Story** — Momoe Yamaguchi — CBS-Sony
- 2 **Beautiful Sunday** — Daniel Boone — Discomate
- 3 **Akayi High Heel** — Hiromi Oota — CBS-Sony
- 4 **Wakatte Kudasayi** — Akira Inaba — Discomate
- 5 **Kirameki** — Goro Noguchi — Polydor
- 6 **Soul Dracula** — Hot Blood — Overseas/Teichiku
- 7 **Natsu Ni Goyojin** — Junko Sakurada — Victor
- 8 **Kitano Yadokara** — Harumi Miyako — Columbia
- 9 **Ganpeki No Haha** — Yuriko Futaba — King
- 10 **Jaguar** — Hideki Saijo — RCA/RVC
- 11 **Koyibito Shiken** — Chiyeko Matsumoto — Canyon
- 12 **Oh Mariyana** — Seyiji Tanaka — Victor
- 13 **Bon Gayer!** — Masatoshi Nakurama — Columbia
- 14 **Yamaguchisanchi No Tsutomukun** — Hiroshi Kawahashi — Columbia
- 15 **Yamaguchisanchi No Tsutomukun** — Kozue Sayito — Philips/Phonogram
- 16 **Haru Urara** — Masamitsu Tayama — Canyon
- 17 **Kita Sakaba** — Hiroshi Itsuki — Minoruphone/Tokuma
- 18 **Sexy Bus Stop** — Oriental Express — Victor
- 19 **Rock And Roll Love Letter** — Bay City Rollers — Arista/Toshiba
- 20 **Natsuga Kita** — Candies — CBS-Sony

TOP FIVE LPs

- 1 **Yumin Brand** — Yumi Arayi — Toshiba
- 2 **Michikusa** — Keyi Ogura — Polydor
- 3 **Tezukuri No Gashu** — Hiromi Ohta — CBS-Sony
- 4 **Nanika Yiywasuretayoodo** — Akira Inaba — Discomate
- 5 **There's A Kind Of Hush** — Carpenters 7th Collection — King
- 6 **Asuni Mukatte Hashire** — Takuroo Yushida — For Life
- 8 **Yuzoo Kayama Best 40** — Toshiba
- 9 **Alice V** — Toshiba
- 10 **Yuzoo Kayama** — Umi Sono Ai — Toshiba

Great Britain

- 1 **The Roussos Phenomenon** — Demis Roussos — Philips
- 2 **Don't Go Breaking My Heart** — Elton John & Kiki Dee — Rocket
- 3 **Misty Blue** — Dorothy Moore — Contempo
- 4 **A Little Bit More** — Dr. Hook — Capitol
- 5 **Young Hearts Run Free** — Candi Staton — Warner Bros.
- 6 **You To Me Are Everything** — Real Thing — Pye
- 7 **You Are My Love** — Liverpool Express — Warner Bros.
- 8 **Kiss & Say Goodbye** — Manhattans — CBS
- 9 **You're My Best Friend** — Queen — EMI
- 10 **Leader Of The Pack** — Shangri-Las — Contempo
- 11 **Man To Man** — Hot Chocolate — Rak
- 12 **I Recall A Gypsy Woman** — Don Williams — ABC
- 13 **It Only Takes A Minute** — 100 Tons and a Feather — UK
- 14 **Tonight's The Night** — Rod Stewart — Riva
- 15 **Let's Stick Together** — Bryan Ferry — Island
- 16 **I Love To Boogie** — T-Rex — EMI
- 17 **The Boston Tea Party** — Alex Harvey Band — Mountain
- 18 **Heaven Must Be Missing An Angel** — Tavares — Capitol
- 19 **You Just Might See Me Cry** — Our Kid — Polydor
- 20 **Me And Baby Brother** — War — Island

TOP TEN LPs

- 1 **20 Golden Greats** — Beach Boys — Capitol
- 2 **A Night On The Town** — Rod Stewart — Riva
- 3 **Changesonbowie** — David Bowie — RCA
- 4 **Wings At The Speed Of Sound** — Wings — Capitol
- 5 **Abba's Greatest Hits** — Epic
- 6 **Forever & Ever** — Demis Roussos — Philips
- 7 **Happy To Be** — Demis Roussos — Philips
- 8 **A Kind Of Hush** — Carpenters — A&M
- 9 **Passport** — Nana Mouskouri — Philips
- 10 **Live In London** — John Denver — RCA

Argentina

- 1 **Quiero** — Julio Iglesias — CBS
- 2 **Llamada De Amor Indio** — Ray Stevens — Microfon
- 3 **Let's Twist Again** — Chubby Checker — EMI
- 4 **La Ultima Nieve De Primavera** — Franco Micalizzi — EMI
- 5 **Dama De Azul** — Joe Dolan — Music Hall
- 6 **Otra Mujer** — I Cugini di Campagna — Music Hall
- 7 **Dicen Que No Tiene Nonio** — Raul Padovani — EMI
- 8 **Me Gusta Amar** — Tina Charles — CBS
- 9 **No Es Ella Dulce** — Beatles — Polydor
- 10 **Serenata Para Dos Amores** — Jean Claude Borelli — Music Hall
- 11 **Siente Mi Amor** — Diego Verdagner — Music Hall
- 12 **Tema De Mahogany** — Diana Ross — Microfon
- 13 **Hermanos — Iodl** — EMI
- 14 **Historia Triste De Una Muchacha** — Quique Villanueva — RCA
- 15 **Yo Canto Porque Me Gusta** — Palito Ortega — RCA
- 16 **Alma Corazon Y Vida** — Dyango — EMI
- 17 **MI Amante Y Mi Companera** — Daniel Blanco — Music Hall
- 18 **Hay Una Especia De Silencio** — Carpenters — EMI
- 19 **Quedate Un Poquito Mas** — Mario Echeverria — EMI
- 20 **Vete Vete** — Los Blue Caps — Philips

TOP FIVE LPs

- 1 **El Amor** — Julio Iglesias — CBS
- 2 **Flecha Juventud** — Selection — RCA
- 3 **Oldies But Goldies** — Beatles — EMI
- 4 **Domingos Estudiantiles** — Selection — Music Hall
- 5 **Contata De Dos Orillas** — Luis Landriscina — Philips

France

- 1 **Derrlere L'amour** — Johnny Hallyday — Phonogram/Phillips
- 2 **Je Vais T'aimer** — Michel Sardou — Sonopresse/Trema
- 3 **Pas De Boogie Woogie** — Eddie Mitchell — Barclay
- 4 **Ne Parle Pas** — Daniel Guichard — Barclay
- 5 **La Declslon** — Dave — CBS
- 6 **Tu Me Fais Planer** — Michel Delpech — Barclay
- 7 **L'amour C'est Comme Les Bateaux** — Sylvie Vartan — RCA
- 8 **Besame Mucho** — Dalida — Is Record/Sonopresse
- 9 **La Ceggal E La Foormi** — Pierre Pechin — Barclay
- 10 **Tot Et La Musique** — Il Etait Une Fois — Pathe Marconi/EMI
- 11 **Tu Sals Je T'alme** — Shake — Carrere
- 12 **Dans Un Vieux Rock 'N' Roll** — William Sheller — Phonogram/Phillips
- 13 **T'aimer Encore Une Fois** — Romina Power/Al Bano — Carrere
- 14 **Right Back Where We Started From** — Maxine Nightingale — United Artists
- 15 **Music** — John Miles — Decca
- 16 **Get Up And Boogie** — Silver Convention — Polydor
- 17 **Samedi, Dimanche Et Fetes** — Carene Cheryl — Carrere
- 18 **We Don't Need The Money** — Peter Noone — Phonogram/Phillips
- 19 **Si Tu Me Loupes** — Martin Circus — Vogue

TOP FIVE LPs

- 1 **Radioactivity** — Kraftwerk — Pathe Marconi/EMI
- 2 **Sorrow** — Mort Shuman — Phillips
- 3 **L'enfant Aux Cheveux Blancs** — Patrick Juvet — Barclay
- 4 **Silly Love Songs** — Wings — Pathe Marconi/EMI
- 5 **Europa** — Santana — CBS

Brazil

- 1 **She's My Girl** — Morris Albert — Beverly
- 2 **Mahogany** — Diana Ross — Top Tape
- 3 **Love Hurts** — Nazareth — Philips
- 4 **Pavao Mysterlozo** — Ednardo — RCA
- 5 **Atlantica** — Seventy Five Music — Beverly

TOP TEN LPs

- 1 **Anjo Mau** — Internacional — Various — Som Livre
- 2 **Vai Ficar Na Saudade** — Benito Di Paula — Copacabana
- 3 **Pecado Capital Internacional** — Various — Som Livre
- 4 **Anjo Mau** — Nacional — Various — Som Livre
- 5 **Hotissimo Vol. 2** — Various — Top Tape
- 6 **Alem Do Horizonte** — Roberto Carlos — CBS
- 7 **Saramandaia** — Various — Som Livre
- 8 **Falso Brilhante** — Elis Regina — Philips
- 9 **Motown 18 Gold** — Various — Top Tape
- 10 **O Melhor Da Jovem Guarda** — Various — Som Livre

Italy

- 1 **Non Si Puo' Morire Dentro** — Gianni Bella — Derby
- 2 **Ramaya'** — Afric Simone — Barclay
- 3 **Linda Bella Linda** — Daniel Sentacruz — EMI
- 4 **La Prima Volta** — Andre & Nicole — EMI
- 5 **Dolce Amore Mio** — Santo California — Yep

TOP TEN LPs

- 1 **Amigos** — Santana — CBS
- 2 **La Batteria e Il Contrabbasso** — Lucio Battisti — Numero 1
- 3 **Desire** — Bob Dylan — CBS
- 4 **A Love Trilogy** — Donna Summer — Durium
- 5 **Buffalo Bill** — Francesco De Gregori — RCA
- 6 **Wish You Were Here** — Pink Floyd — EMI
- 7 **Silver Conventlon No. 2** — Silver Convention — Durium
- 8 **Mahogany** — Diana Ross — Motown
- 9 **Nashville** — Soundtrack — ABC
- 10 **Black And Blue** — Rolling Stones — Rolling Stones

Australia

- 1 **Howzat** — Sherbet — Infinity
- 2 **Love Really Hurts Without You** — Billy Ocean — GTO
- 3 **Save Your Kisses For Me** — Brotherhood Of Man — Astor
- 4 **We Do It** — R&J Stone — EMI
- 5 **Happy Days** — Silver Studs — Polydor
- 6 **Fernando** — Abba — RCA
- 7 **Only Sixteen** — Dr. Hook — Capitol
- 8 **Let Your Love Flow** — Bellamy Brothers. — WB
- 9 **Single Bed** — Fox — GTO
- 10 **Hollywood Seven** — Jon English — Polydor

TOP FIVE LPs

- 1 **Take It Greasy** — Ol'55 — Mushroom
- 2 **Best Of Abba** — Abba — RCA
- 3 **Beautiful Noise** — Neil Diamond — CBS
- 4 **Frampton Comes Alive** — Peter Frampton — RCA
- 5 **A Night On The Town** — Rod Stewart — WB

Holland

- 1 **Show Me The Way** — Peter Frampton — A&M
- 2 **Nice 'n Slow** — Jesse Green — Negram
- 3 **Standing On The Inside** — Fullhouse — CBS
- 4 **You To Me Are Everything** — Real Thing — VIP
- 5 **Arms Of Mary** — Sutherland Brothers & Quiver — CBS
- 6 **Blueberry Hill** — Fats Domino — UA
- 7 **I'll Go Where The Music Takes Me** — Jimmy James & The Vagabonds — Pye
- 8 **Kiss & Say Goodbye** — Manhattans — CBS
- 9 **If You Know What I Mean** — Neil Diamond — CBS
- 10 **Doctor Bernhard** — Bonnie St. Clair — Philips

TOP FIVE LPs

- 1 **It's Raining In My Heart** — Lee Towers — Ariola
- 2 **Beautiful Noise** — Neil Diamond — CBS
- 3 **Comes Alive** — Peter Frampton — Ariola
- 4 **Reach For The Sky** — Sutherland Brothers & Quiver — CBS
- 5 **Once Upon A Time In The West** — Ennio Morricone — Inelco

SUMMER DELIGHTS



John Mayall/A Banquet In Blues
ABCD 958

The British blues master's latest is one of his finest, with a long list of honored guests that includes Jon Mark, Johnny Almond, Sugarcane Harris, Blue Mitchell, and 19 more. A veritable feast.

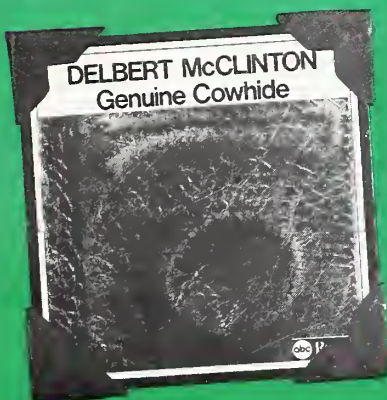
abc Records



Flamin' Groovies/Shake Some Action
SASD 7521

The Groovies are a fanzine favorite with one of the most eagerly awaited albums of the year—mid-seventies English rock. The Flamin' Groovies are back in 'Action.'

SIRE



Delbert McClinton/Genuine Cowhide
ABCD 959

To anyone who missed Delbert's last album, "Genuine Cowhide" is going to be a genuine surprise. It's a without-looking-back collection of rock and roll classics like "Pledging My Love," "Please, Please, Please," "It's Love Baby (24 Hours A Day)," and "Lovely Dovey."



Randy Cornor/My First Album
DOSD 2048

At 22 he's Houston's hottest session guitarist and lately he's become a singer, with two big hits already under his belt—"Sometimes I Talk In My Sleep" and "Heart Don't Fail Me Now"—both on his ABC/Dot debut album.

abc Dot Records



Buck Trent/Bionic Banjo
DOSD 2058

He's one of the Hee Haw regulars and Roy Clark's chief sidekick. He's also a bonafide, down-with-it, can't-quit-it, sweet-talking super-picker. His new album features his hit single, "The Wrestling Matches."



Christine McVie/The Legendary Christine Perfect Album
SASD 7522

Before joining Fleetwood Mac, Christine McVie recorded a solo album under her maiden name, Christine Perfect. It featured some very popular friends and contained her English classic, "I'd Rather Go Blind." A collector's item for the past couple years, it's now being released in this country for the first time.



Larry Hosford/Crosswords
SRL 52003

Larry Hosford writes new Western style music with a trucker's authority and a poet's command of language. He's an artist of the first rank with a brilliant second album.

S MELTEN



The Biblical Gospel Singers/Pray for the Good of the Land
SBLP 268

abc Songbird

abc Peacock



Crowns of Glory/God Save the Children
PLP 59224

The finest in contemporary Gospel from Peacock & Songbird Records.

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