

CASH BOX

NEWSWEEK



Cover Artists CBS 11 ARTISTS

Corvettes May Sell 60,000 Units
Berkwick Closes Bargain
The Best Month Ever For CBS

New Tape Package Unveiled
Bar-Goaling Approval Delayed
Capitol Tests Tough New Tapes

Stephen Bishop

goes

"ON and ON"



...THE AIR

Special thanks WASH, Washington, D.C.

WPGC—new
WCAO—new
WLEE—new
WYRE—new
WROV—new
WRVQ—new
WORC—29
WPRO—22

WGNG—new
WCRO—new
WYSL—new
KING—23
KJR—(D)
KJRB—(LP)
KTAC—(LP)
KPAM—new

KJOY—new
KSTN—new
KDWB—15-13
KSTP—23-21
WAKY—19-12
KFYR—17-13
KKLS—11-10
KKXL—28-25

KVOX—16
KQWB—8
WOOK—new
WFLB—new
WKIX—new
WMAK—30
WTIX—31
WQXI—30

WLAC—new
WFOM—14-10
WABB—28-23
KAAY—21-18
WMPS—29
KOMA—38
WULK—new
KAKC—new

WBBQ—28-24
WAAY—8-5
WGSU—18-14
WSGN—26-21
KINT—25
WORD—20

...THE CHARTS

THE SINGLE "ON AND ON"

BILLBOARD 43*

RECORD WORLD . . 60*

CASHBOX 64*

...THE ROAD

New York City
July 11, 12
"THE OTHER END"

Boston
July 15, 16
"PAULS MALL"

Los Angeles
July 21-24
"THE GREEK THEATER"

Philadelphia
July 14
"THE MAIN POINT"

Washington, D.C.
July 18, 19
"THE CELLAR DOOR"

abc Records
GRT TAPES

CASH BOX

VOLUME XXXIX — NUMBER 9 — July 16, 1977

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SUBSCRIPTION RATES \$60 per year anywhere in the U.S.A. Published weekly by CASH BOX, 119 West 57th St., New York, N.Y. 10019. Printed in the U.S.A. Second class postage paid at New York, N.Y., and additional mailing offices.

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POSTMASTER: Send form 3579 to CASH BOX, 119 West 57th St., New York, N.Y. 10019.

cash box editorial**Outlook For Summer**

Undoubtedly, the nature of the record business is cyclical. The hit artists of today are the cutouts of tomorrow. And by the same token, an artist without previous significant success can come along and sell in the millions of records.

Accordingly, projecting the sales patterns of various artists, as well as various companies, is difficult. Labels approaching bankruptcy today can, with a couple of hit artists, become financial successes tomorrow.

We obviously accept the cyclical nature of this business; it extends to every level of it. Drastic changes in success do not simply apply to artists and manufacturers; they apply to managers, producers, writers and even radio stations as well.

Some people have categorized the record industry as a "crap shooting" industry, where it is possible to make large amounts of money in a short period of time. Conversely, the risks are just as great, and it is possible to lose a great deal of money in a short period of time.

When we sit down and try to project the future sales pattern of the industry, a lot of variables enter into the picture. First of all, what may hold true for the industry as a whole may not be true for individual companies. And while the entire industry may be down, one or two companies with hot artists may be experiencing unbelievable sales success.

So where do we stand as we head into summer? It's kind of hard to tell. CBS is coming off their best month ever. Other companies report the same. Much rests on the summer release patterns, and yet labels have been known to hold off major releases until the fall.

Nevertheless, all factors point to a good and yet not outrageous, summer selling season. Consumer income and confidence remain up, release patterns look stable and consumers are in the stores. If all of those factors remain stable, we should be able to report a positive summer for the industry.

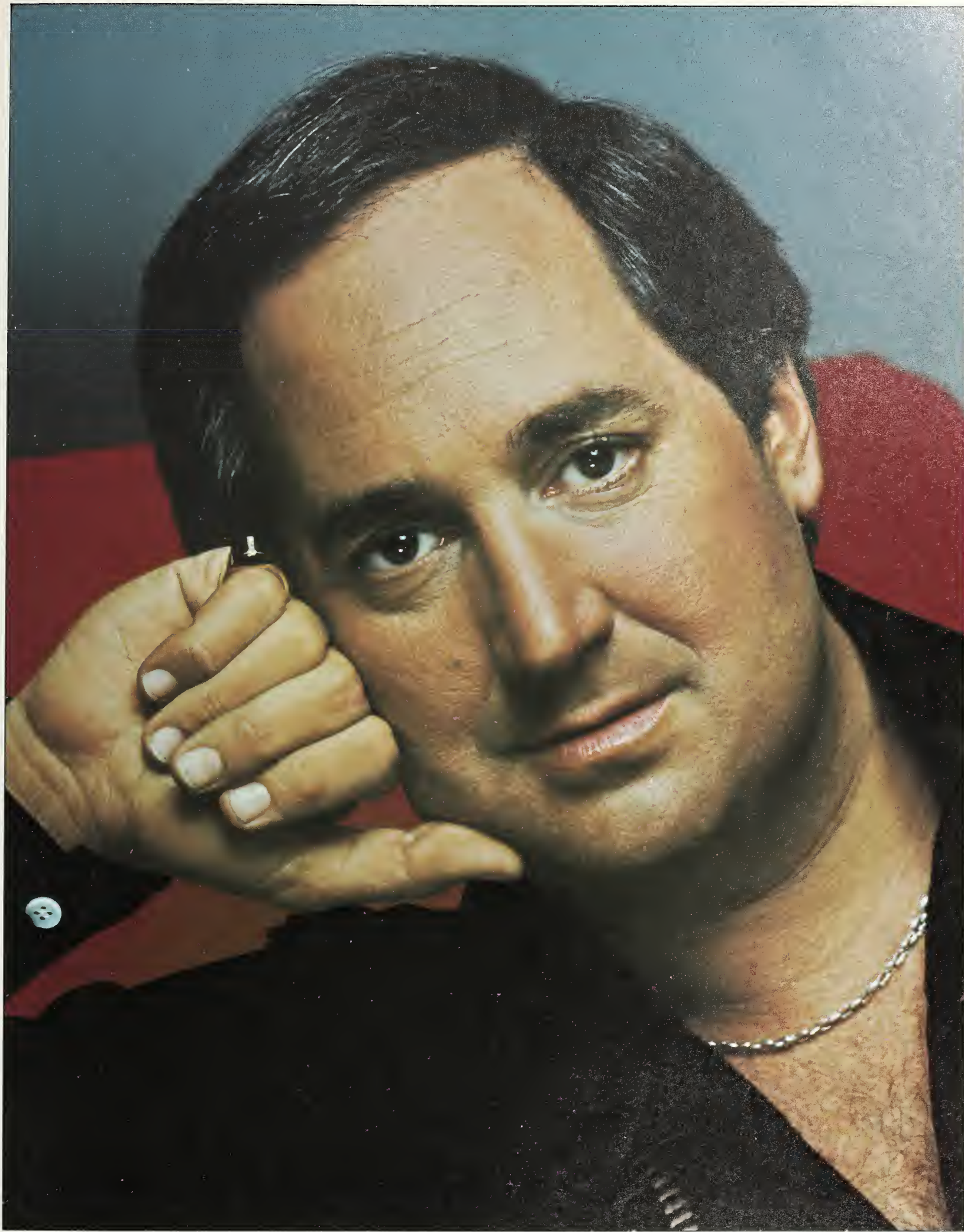


**NUMBER ONE
SINGLE OF THE WEEK**
DA DO RON RON
SHAUN CASSIDY
Curb/WB WBS 8365
Writers: J. Barry, P. Spector
E. Greenwich



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

A VERY SPECIAL SINGLE FROM NEIL SEDAKA'S ALBUM, "A SONG" ON ELEKTRA RECORDS



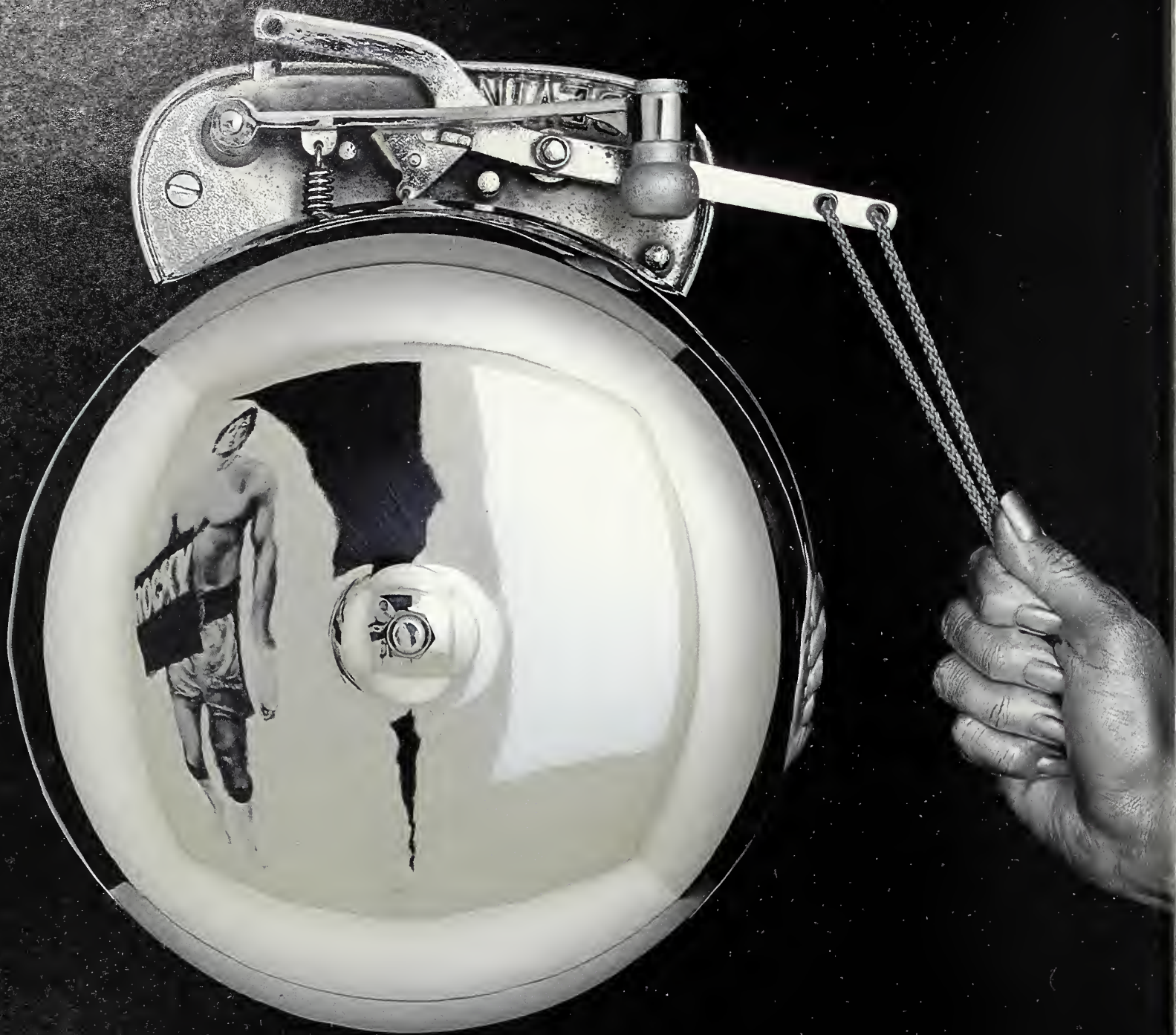
"ALONE AT LAST"



PRODUCED BY GEORGE MARTIN.

E-45421

A Million to one shot comes home



June 1977
On United Artists Records and Tapes 



WEA AT THE UN — WEA Corporation recently embarked on a national sales campaign for "Golden Soul," featuring recordings by Atlantic artists Ben E. King, the Drifters, Roberta Flack and Otis Redding, among others. Net proceeds from retail sales will go exclusively to aid the United Nations High Commission for Refugees. Pictured during a presentation of the LP to UNHCR regional representative Virendra Dayal are from left: George Rossi, New York branch manager for WEA; Dayal; Rich Leonetti, vice president of sales for WEA; and Larry Herman, New York branch marketing coordinator for WEA.

CBS Announces Best Month Ever For Records Div.

NEW YORK — CBS Records reported that June was the best sales month in its history, with revenues for the month topping those of January, 1977, the previous record-breaker. Results for the second quarter of 1977, according to the company, were "an outstanding follow-up to the company's previous record-breaking first quarter, together comprising the all-time strongest half-year period."

The unusually strong performance of CBS Records' various labels during June underlines the importance of the summer season to record manufacturers. According to Paul Smith, vice-president of marketing for CBS Records, this has been a growing trend in recent years and one which CBS has tried to take maximum advantage of (*Cash Box*, May 28).

Second Quarter Highlights

During its second quarter, CBS Records garnered a total of 14 certifications from the Recording Industry Association of America, including 11 gold and three platinum certifications. Altogether for the first half of the year, CBS labels had 21 gold and seven platinum records.

On Columbia, sales of the soundtrack to the film "A Star Is Born" have exceeded quadruple platinum, according to CBS. Boz Scaggs' "Silk Degrees" has sold nearly three million copies thus far.

The biggest success on Epic this year

(continued on page 47)

Expected Sale Of Korvettes' Chicago Units May Throw Market Into Transitional Phase

New Opportunities For Aggressive Chains

by Mark Mehler

NEW YORK — The sale of at least four and possibly all six Korvettes stores in Chicago will leave a gap in that market's record retailing segment that is likely to be filled eventually by any number of growing, young entrepreneurial specialty retailers, according to local industry figures.

Two Korvettes sources in Chicago said that while no official word has been related to store personnel, the sale of two units to Goldblatts and two to K mart is apparently imminent. Two other informed sources said an agreement has been reached to sell the last two Korvettes Chicago outlets to the Woolco chain. Venture stores, a division of

the May Co., had been negotiating for those last two units, but recently dropped out of the running.

Korvettes sources and spokesmen at Korvettes' headquarters in New York were unavailable for official comment on the purported jettison of Chicago operations. Chicago distributors confirmed that record sales volume at the six Korvettes stores was fairly strong, and the departments were not beset by the intense price competition currently afflicting New York and other metropolitan markets where Korvettes maintains stores.

Mike Waggoner, assistant manager of CBS's Chicago branch, said the six stores

had moved over \$1 million in CBS product last year. One Korvettes store source added his unit alone had grossed about \$1 million in recorded music in 1976, but lamented, "Records can't carry all our other departments." He noted that soft goods lines throughout the store had been experiencing depressed sales.

Rumors have been circulating in recent months that the entire 58-store Korvettes chain, owned by Arlen Realty Corp., is in deep trouble stemming from a number of factors, including the fact that over half its stores are in the unstable New York market.

Small Retailers May Benefit

"The sale, if it goes through," said another Korvettes spokesman, "will definitely leave a wide hole in the market. K mart, Woolco, Goldblatts... they don't get into records to the extent that we do now."

Among the small chains which may expand further into the suburban areas, where Korvettes does most of its business, are the seven-unit Flip Side chain, which according to a source at CBS, is studying sites for new stores; the four-unit Sounds Good chain, owned by the sons of Merrill and Jim Rose of Rose Records; and the local two-unit Sound Warehouse operation.

Merrill Rose, whose two-store Rose Records operation is the largest specialty record retailer in downtown Chicago, said while Rose Records did not envision expansion, Sounds Good might well decide to open more units in suburban malls or strip locations.

Other aggressive multi-outlet operations in Chicago which may pick up some of the slack left in the wake of the Korvettes takeover are Hear Here, Metro, Record World and Rainbow stores. The latter chain recently opened two new units. In addition, the nationwide Musicland and Disc Records chains are important forces in the market.

"I hope that some of these chains will expand" asserted Sam Citro, Capitol branch manager. "Korvettes did a very good

(continued on page 47)

Pickwick Closes Burlingame Branch; Month-Long Strike Partly To Blame

by Ken Terry

NEW YORK — Pickwick International has officially closed its warehouse in Burlingame, California. Henceforth, customers of the Rack Service Division in the San Francisco area will receive shipments from Pickwick's Los Angeles branch. However, Pickwick will maintain a sales office in Burlingame to service its accounts in the area.

One immediate result of the closing of the Burlingame warehouse is that 27 striking warehousemen will lose their jobs. The workers, who went on strike a month ago (*Cash Box*, June 18), were demanding a substantial wage increase. Both their own union leaders and Pickwick management had predicted that the company would close the branch if the strike continued.

However, according to Maurice Whelan, vice president of administration for Pickwick, the company had considered shutting down the warehouse even before the strike began. "We were looking at this for some time, as we continue to look at our organization with the goal of making it more effective. Of course, they (workers) helped us in that direction by going on strike and teaching us how well we could operate with that branch shut down."

No Reduction In Service

Since it is several hundred miles from Los Angeles to San Francisco, it would appear that a longer period of time will be required to ship records to San Francisco accounts. But Whelan denied that this poses a problem. "It might seem to on the surface," he remarked, "but we have discovered that we can make the change and achieve the efficiencies we want with no reductions in

customer service whatsoever."

In support of his argument is the fact that all through the strike period, Pickwick accounts in the San Francisco area were supplied from Los Angeles with no apparent hitches. Warren Sholsted, record buyer for Sears, Roebuck & Co., which has a group of stores in the area, said that Pickwick's service during this period had been satisfactory. In addition, Al Geigle, national retail sales manager for Montgomery Ward, which operates 15-20 stores in the region serviced by the Burlingame branch, declared that the rack jobber's track record with those units "has been very good. Our sales are way up. We're showing nice increases and good profits."

Effect Doubted

Geigle doubted that the closing of the Burlingame branch would affect this picture. "I don't think we'll have a problem with L.A. Our service is good in L.A., too." Nevertheless, he acknowledged that the distance could possibly reduce the timeliness of some deliveries. "If it does, we would be very much concerned about it, and we'd probably consider making a change."

Package Firm Unveils Tape Box Designed To Spur Impulse Buying

by Charles Palkert

NEW YORK — A new 8-track and cassette tape merchandising package, substantially larger than previous models, was unveiled last week at a midtown Manhattan press conference called by Ivy Hill Packaging Company.

The six-and-three-quarter inch square box, devised by the Brugail Licensing Company features an album cover's graphics, shot down to size, and standardized bar coding.

The package dimensions are for both 8-track and cassettes.

According to Lew Garlick, chairman of Ivy Hill Packaging, the Brugail package's large size and colorful graphics were utilized to "reduce pilferage and to boost impulse tape buying." Ideally, Garlick said, the package could be displayed in wire racks along a store's wall and be sold "just like paperback books, allowing the customer to pick them up and handle each one individually."

The cost of manufacturing each package, Garlick estimated, would be approximately 7½ to 8 cents per box, a 4½ cent increase to the manufacturer from present tape packaging costs.

It is the size of the Brugail package, though, that will probably present Ivy Hill

with its strongest marketing problems. These problems are related to warehouse storage space and retail floor space. "A problem would be the display area," stated Herb Freidman, manager of product development for the firm, "but stores with glassed-in tape shelves can be easily converted to a more striking wire basket display."

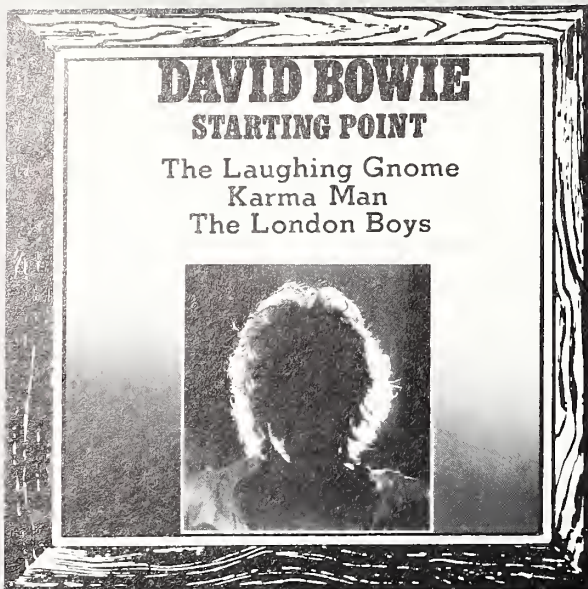
A spokesman for the 27-store Sam Goody chain confirmed that the box's size, while "visually attractive, presents a problem, because they don't fit into our browsers." However, Dave Rothfeld, vice-president and divisional merchandise manager for the 58-unit Korvettes chain, was enthusiastic about the package, commenting, "It's a big improvement, and has been needed for many years. I hope the industry has the foresight to accept it and standardize it."

Korvettes is scheduled to be among the chains used to test market the tape package in October. Stores in the nation's ten largest markets will be selected to test the product, Garlick said.

Garlick cited United Artists, A&M, Warner Brothers and Atlantic as record companies who have agreed to participate in the test marketing of the Brugail tape package.



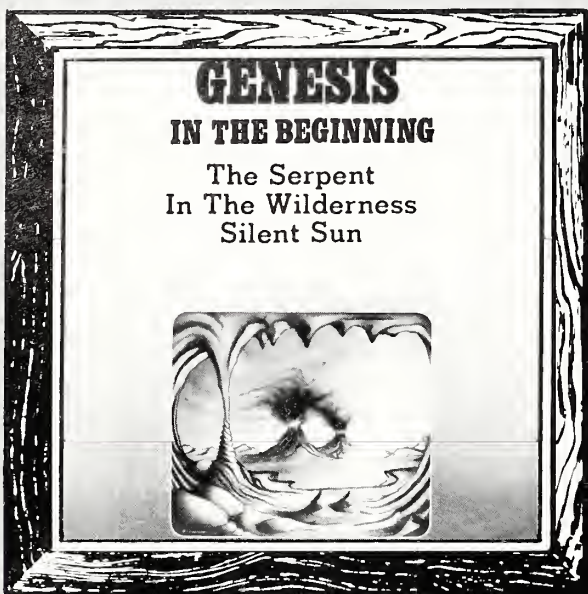
SILVER ALIGNMENT — Midsong International recording artists Silver Convention were in New York rehearsing for their upcoming world tour, and the ladies stopped by the offices of Midsong's distributors, RCA Records, to congratulate Louis Couttolenc, recently named president of RCA Records. Pictured (l-r) are: Ramona Wolf, member of the group; Bob Reno, president of Midsong International Records; Rhonda Heath, member of the group; Norby Waters, the group's manager; Zenda Jacks, member of the group; and Couttolenc.



LC 50007

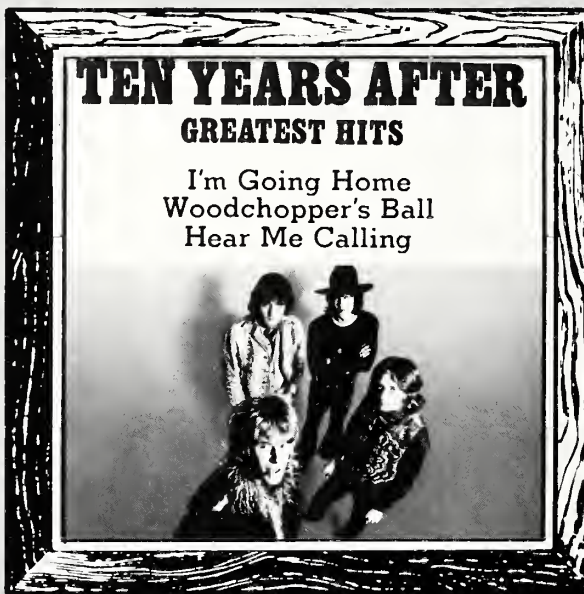
Ten of David's early sides which include: "The Laughing Gnome," "Karma Man" and "Join The Gang." The man, like his music, is ever changing, these early performances are well worth rediscovery.

We've added 5 to our collection.



LC 50006

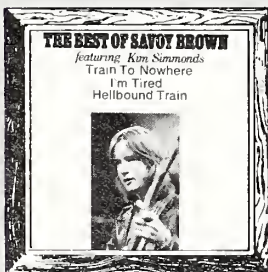
This l.p. represents the perfect chance to check out the roots of the band who were to become one of the most popular cult/commercial groups of the 70's.



LC 50008

Ten Years After came out of the British Blues circuit of the late sixties and this l.p. traces part of their careers and includes "I'm Going Home," unquestionably Ten Years After's anthem, which was immortalized in the movie "Woodstock."

Our original collection.



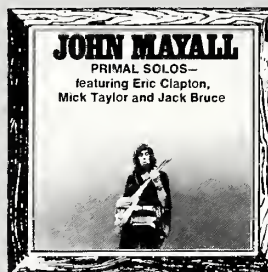
LC 50000



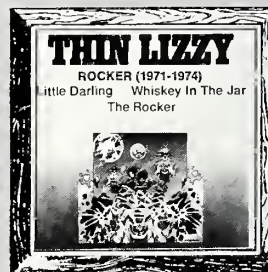
LC 50001



LC 50002



LC 50003



LC 50004

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Suggested List \$5.98

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Missouri Is 48th State To Enact Legislation Barring Sound Piracy

NEW YORK — Missouri recently became the 48th state to enact an anti-piracy statute. Only Wyoming and Vermont have not enacted similar laws.

The new law prohibits the manufacture or sale of unauthorized duplications of sound recordings as well as the sale of any sound recordings without the name and address of the manufacturer and the name of the performer.

In a related development, FBI agents raided two New York City stores and seized almost 2,000 allegedly bootleg recordings, including live performances by such artists as the Beatles, Rolling Stones, Wings, Led Zeppelin, Grateful Dead and Elton John.

Officials said these illicit recordings were purchased by the retailers for \$1.75 to \$2.

CASH BOX



- 1 Tony Williams, 2 Benny Golson, 3 George Duke, 4 Chick Corea (Return to Forever), 5 Freddie Hubbard, 6 Ramsey Lewis, 7 Miles Davis, 8 Lee Ritenour, 9 Al DiMeola, 10 Maynard Ferguson, 11 Hubert Laws, 12 Herbie Hancock, 13 Eric Gale, 14 Dexter Gordon, 15 Jeff Beck, 16 Bobbi Humphrey, 17 Marlena Shaw, 18 John McLaughlin (Shakti), 19 Wayne Shorter (Weather Report), 20 Joe Zawinul (Weather Report), 21 Jaco Pastorius (Weather Report)

The last five years have seen jazz music undergo several important transformations. The fusion of jazz and rock has created a musical language that is accessible to a wide audience, which in turn has begun to manifest a growing interest in jazz of all periods and styles. The CBS Records artists pictured on the cover of this week's **Cash Box** embrace many bands in the jazz spectrum, yet all have recorded albums that have charted on the **Cash Box** Jazz and/or Top 200 Albums charts.

By showing that diverse forms of jazz have commercial potential, CBS has set an example that should open up this field even more in the future.

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Capitol Tests Its New 'Touch Me' Tapes; Dealers Are Skeptical About New Packages

by Mark Mehler & Ken Terry

NEW YORK — The seven-unit Recordland chain in Cleveland this week became the first retailer in the 27 markets surveyed by **Cash Box** to advertise Capitol's new "Touch Me Tapes." It was, in addition, one of the very few retailers to prominently advertise tapes in any package.

The chain advertised 14 titles for \$2 off the \$7.98 list price, or \$5.98. These 14 titles, selected by Capitol to test the introduction of the unique packaging format, include Bob Seger's "Night Moves," Steve Miller's "Book Of Dreams" and "Fly Like An Eagle," Pink Floyd's "Dark Side Of The Moon," the Beach Boys' "Endless Summer," Helen Reddy's "Ear Candy" and the Beatles' "Abbey Road" and "Live At The Hollywood Bowl." The new cassette and 8-track tapes, wrapped in blisterpaks which are designed either for open bin or wall display, were shipped to the stores about a month ago (**Cash Box**, June 11).

Two Recordland store managers said that while the ad had boosted tape sales somewhat, the actual "touch me" packaging was not a factor in increasing point of purchase sales, and in fact, was a hindrance to their operations.

"The people who come in here don't pay any attention to the packaging of the tapes," asserted Bill Deibel, one of the Recordland managers. "What boosts sales are the titles . . . particularly hot items like Pink Floyd, Bob Seger and the Beach Boys . . . that, and the fact that we put the tapes on sale for \$2 off."

Deibel lamented that the Touch-Me-Tapes presented two difficult problems: lack of display space and the failure of the new package format to deter potential

shoplifters.

"We have two waterfall racks in the store. Normally I could get perhaps 50 tapes on a rack. With these, I can only fit about a half dozen. The new format just doesn't allow you the room to keep everything in plain sight."

Mark Anelli, manager of another Recordland mall outlet, likewise indicated that the ad in Friday's *Cleveland Plain Dealer* had drawn customers only for the titles and the price. "We would have sold the same number of tapes with regular packaging," Anelli noted.

He said he was bothered by not being able to fit the packages into the regular tape cabinets, and could not find the space near the front checkout counter of his 120-foot-deep store to hang them on peg boards. He added that he was trying to follow the manufacturer's advice and display the tapes adjacent to their LP counterparts.

"Frankly," he concluded, "I don't see where the manufacturer can make much money, having to individually produce each tape with the album picture on it."

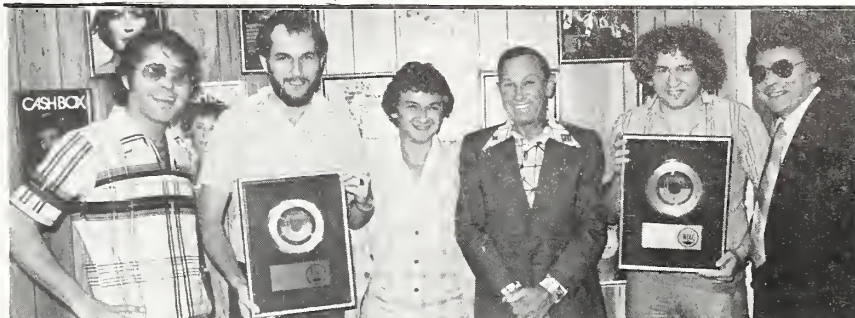
Both Recordland managers and another midwest retailer said they had been having some initial problems with shoplifters ripping off the perforated cardboard backing and removing the tape from the plastic container.

Pilferage

Jim Mazza, vice-president of marketing for Capitol, conceded that the new package has not stopped pilferage. "We had a little problem with the blister actually popping loose (on the package). Now we're securing it with different kinds of cement and so forth. So that problem is being worked on now."

Mazza also admitted that the 6" by 12" "touch me" packages can pose a space

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GOLD FROM ABBA — Atlantic Records representatives recently presented RIAA gold records to **Cash Box** for Abba's single, "Dancing Queen." The single was certified gold last March. Pictured from left are: Jess Levitt, west coast trade liaison for Atlantic; Gary Cohen, editor-in-chief of **Cash Box**; Dick Kline, senior vice president of promotion for Atlantic; George Albert, president and publisher of **Cash Box**; Howard Lowell of the **Cash Box** research department; and Bob Greenberg, vice president and west coast general manager of Atlantic.

Top Management Is Restructured At Pickwick Intl.

by Ken Terry

NEW YORK — In a restructuring of top-level responsibilities at Pickwick International, three key company executives have moved into new slots.

Gene Patch, senior vice president of Pickwick, has assumed responsibilities for the direction of customer and vendor relations for all divisions of the company. In this capacity, he will be working with Pickwick's general managers, sales and purchasing personnel, and will be coordinating customer and vendor programs for all divisions.

Taking over Patch's former duties is Jack Mishler, who has been appointed general manager of the rack services division. Mis-

(continued on page 36)

Copyright Hearings Rehash Performance Rights Question

by Joanne Ostrow

WASHINGTON, D.C. — It was familiar territory for seven members of the Copyright Office and nine witnesses presenting testimony at last week's hearings on performance royalties in Arlington, Va. The positions pro and con were reiterated through last year's revision process and again in response to the office's request for written comments (**Cash Box**, June 11, 25). The current hearings and those scheduled for July 26-28 in Beverly Hills, Calif., should leave the Register with few unanswered questions, although she again asked for additional comments from interested parties.

Theodore Dorf, general manager of WGAY-AM-FM in the Washington market,

was first up, and predictably he spoke for broadcasters opposing the proposed royalty, saying ". . . there is no justification for adding yet another burden to the broadcast industry — licensed to serve the public — for the benefit of a few highly successful artists and record companies which are already well paid for their services and products." His "beautiful music" formatted stations have special concerns, Dorf said, due to the shortage of music product for them, which he attributed to the absence of artist or label mentions in that format. The record companies might turn around if beautiful music stations started to promote titles and artists on the air, he said.

'Quid Pro Quo'

Copyright Office general counsel John Baumgarten interjected that, from reading all the comment letters from broadcasters, one would think the broadcast industry exists not to make profits but to serve as an ancillary promotion arm of the record industry, to which Dorf replied, "It's quid pro quo . . . we need each other."

The witness for the National Endowment for the Arts told of the "horror stories" he has heard about musicians being exploited by broadcasters (especially poor musicians in old folks' homes who years ago sat in on recordings which are still making money . . .) and said he is unimpressed by the argument that broadcasters provide crucial exposure for records, since "overexposure can hurt record sales." He noted that the record industry, through RIAA, has volunteered to contribute a percentage of the new royalties, if the proposed legislation is enacted, toward the commercially non-viable arts (symphony, opera, folk music), but he declined to suggest that be

(continued on page 39)



STEWART GETS PLATINUM — Janus recording artist Al Stewart recently was awarded a platinum LP for his album "Year Of The Cat." Pictured (l-r) are: Tom Bonetti, vice president, GRT Corporation; Stewart; Ed De Joy, president of Janus Records and Luke O'Reilly, Stewart's manager.

UPC Council Asks Revisions In 3 Bar Coding Proposals

by Randy Lewis

LOS ANGELES — Bar coding for the record industry suffered another setback June 28 when the Universal Product Code (UPC) Council failed to give full approval to the RIAA/NARM proposals adopted earlier in June (*Cash Box*, June 18).

According to Stanley Gortikov, president of the RIAA, the Council agreed to the industry's recommendations on most aspects of bar coding, but that it wanted "amplification in three areas of our suggested system."

Gortikov said it will require "at least two weeks for me to work out what they asked and get back to them for their approval."

The three areas the UPC Council differed with the RIAA/NARM joint committee's recommendations were those of human-readable symbol arrangement, optical character recognition (OCR) type-face and multiple manufacturer number assignments.

Problem Areas

The first area the UPC Council has asked for a revision of RIAA/NARM proposals was in the configuration of human-readable symbols, which will be placed below the series of dark and white lines making up the machine-readable code symbol.

The industry requested that human-readable numbers be placed in the same 4-5-1 configuration as the code symbol will be interpreted. (The first four digits identifying the manufacturer, followed by a five-digit

selection number and, lastly, one digit identifying configuration types.)

The UPC Council, however, wishes human-readable numbers to appear in the standard 5-5 configuration used in drug, grocery and other industries which have adopted bar coding, Gortikov said. This does not affect the actual 4-5-1 machine interpretation, Gortikov emphasized, but only the human-readable number portion of the symbol.

The second aspect the UPC Council questioned was the industry's choice of typefaces to be used with OCR codes. The RIAA/NARM committee's suggestion was that the font "A" typeface be used. The Council, however, asked that the more standard font "B" typeface be employed when OCRs are used.

Reassurance

The last item in question, Gortikov said, was that of multiple manufacturer number

(continued on page 38)



WARNER BROS. SIGNS EMUIR DEODATO — Brazilian composer-arranger-performer Emuir Deodato recently signed with Warner Bros. Records. Pictured (l-r) at the signing are: Clyde Bakkemo, Warner Bros. general manager; Deodato; Mo Ostin, Warner Bros. board chairman and president and Tommy LiPuma, Warner Bros. staff A&R producer.

E/A Promo Execs Meet With Local, Regional Staffs

LOS ANGELES — Elektra/Asylum Records' top promotion executives met with local and regional staffers in the promotion departments of E/A's Atlanta, New York, Chicago and Los Angeles offices the last week of June as part of its regional meetings.

Ken Buttice, vice-president of promotion; Fred DeMann, national promotional director; and Burt Stein, national album promotion director, met with the local promotion people in the local offices.

"Rather than hold a national meeting in Los Angeles," Buttice said, "we were able to feel out each area and give more personalized attention than we could have in a centralized, convention-style gathering."

E/A also plans a program in which regional sales and promotional representatives will each work a week in the Los Angeles headquarters.

Mercury To Open Atlanta Offices

CHICAGO — Phonogram, Inc./Mercury Records will open its second southern branch office in Atlanta at 230 Peachtree St., Suite 1800.

Heading the new office will be Jud Phillips who will split his time between Atlanta and Memphis, where he runs the Phonogram office.

"This office in Atlanta is an expansion of our overall belief in southern music," Phillips said. "Southern Music is more than just master purchases. It will also let us deal on a first hand basis with artists we have in Atlanta."

While Phillips indicated the decision to move into Atlanta was based partly on a newly signed pact with Lowery Music in Atlanta (*Cash Box*, April 23, 1977), which will produce several acts a year for the Mercury label, he also said that Atlanta-based talent already signed to the label, such as William Bell, influenced the decision.

Label Release Announcements

McCoo & Davis Album Tops ABC's July LPs

LOS ANGELES — ABC Records and its associated labels will release four albums in July, including "The Two Of Us" by Grammy award winners Marilyn McCoo & Billy Davis, Jr.

"Shake It Well" is the Dramatics' fourth album for ABC and is scheduled for release this month, as are "Grady Tate," the debut album on Impulse by the singer of the same name and "Joe Barry," the country singer's first album on ABC/Dot.

Springboard Inks Deal

NEW YORK — Springboard International Records has signed an agreement for distribution of all Pick-A-Hit Records product.

The first release under the new agreement will be the debut single by Special Affair, "Love Quake." Other artists whose product will be distributed by Springboard include Little Anthony and The Imperials, French Coffee and Droopy.

1st Parachute 45 Due This Month

LOS ANGELES — Recently-established Parachute Records plans to release a variety of music later this summer according to Russ Regan, Parachute president. Casablanca Records will handle marketing, distribution and some promotion for the new label.

David Castle, a former staff writer at United Artists, will have a single out in approximately one month, with the album set for September. Castle has written material for Helen Reddy.

A&M Declares July As 'Mangione Month'

LOS ANGELES — The month of July becomes "Mangione Month" at A&M Records as part of a promotional campaign for A&M recording artist Chuck Mangione.

The promotion consists of a series of major sales, promotion, merchandising, advertising and publicity campaigns geared to his major markets during July. In addition, catalog flyers, in-store samplers, full-color trade ads, posters, display materials, radio spots and localized marketing campaigns have been co-ordinated to take place throughout the month.

New York Promoter Tries Reducing Prices To Break Acts Locally

by Charles Palkert

NEW YORK — In an effort to break new acts in the New York market, promoter Ron Delsener is charging only \$3.50 per seat for a July 18 concert at the Palladium Theatre in Manhattan. Epic recording artists REO Speedwagon will headline the show, and will be joined by Starz, a Capitol recording group and Judas Priest, recording on Columbia Records. Ticket prices at the Palladium normally range from \$6.50 to \$9.50.

The musicians have agreed to perform at union scale, and will divide an additional \$2,000 if the concert sells out. Delsener said he would break even if the show is a sell out, but would "take the loss" if it isn't.

"We're trying to expose the acts," Delsener commented. "Hopefully they click and next time we'll be able to step them up to a bigger show where we'll be able to charge \$7. It's an investment in the future."

Jim Tyrrell, vice president of marketing for Epic, Portrait and the associated labels, said that Epic and REO Speedwagon were "making a contribution, because we all have a mutual concern to break the act in this market." Epic's contribution, Tyrrell stated, has been to "help considerably with the advertising." In addition, he predicted "I think we will see this practice duplicated around the country many times in the coming months."

Goody Steps Up Promotions; Expands Advertising Avenues

by Charles Palkert

NEW YORK — Since the beginning of the year, Sam Goody, the 27-unit retail record chain with 16 stores in metropolitan New York, has substantially boosted its frequency of advertising and promotions, apparently in response to the ultra-competitive nature of the New York market.

Sources within Sam Goody estimate that the chain's advertising has gone up by as much as 35% during the past year. George Levy, president of the chain would neither confirm nor deny that figure, but he did note, "If advertising in this market has gone up, it's probably because of the amount of advertising that Jimmy's has done."

Jimmy's Music World, the 38-unit New York retailer has severely disrupted the New York market structure since last summer by regularly offering albums on sale at \$2.99 and \$3.99, with heavy ad support in print, radio and television.

As a result, Goody, long one of metropolitan New York's retail mainstays, was dragged into a bitter local price war. Now, Goody has decided to go on the offensive, firming a more innovative and aggressive advertising posture.

The most unusual advertising done by Goody recently has been the "Buy 'em and Try 'em" promotion, supported by radio spots and weekly ads in the Sunday editions of the *New York Times* and the *New York Daily News*. Approximately 10 non-established albums are selected for the promotion and sold at \$3.94. If the customer isn't satisfied with the music he or she has seven days to return the album for a full refund or exchange.

Goody executives have termed the promotion a success, despite an estimated 30% return rate. In fact, the chain recently

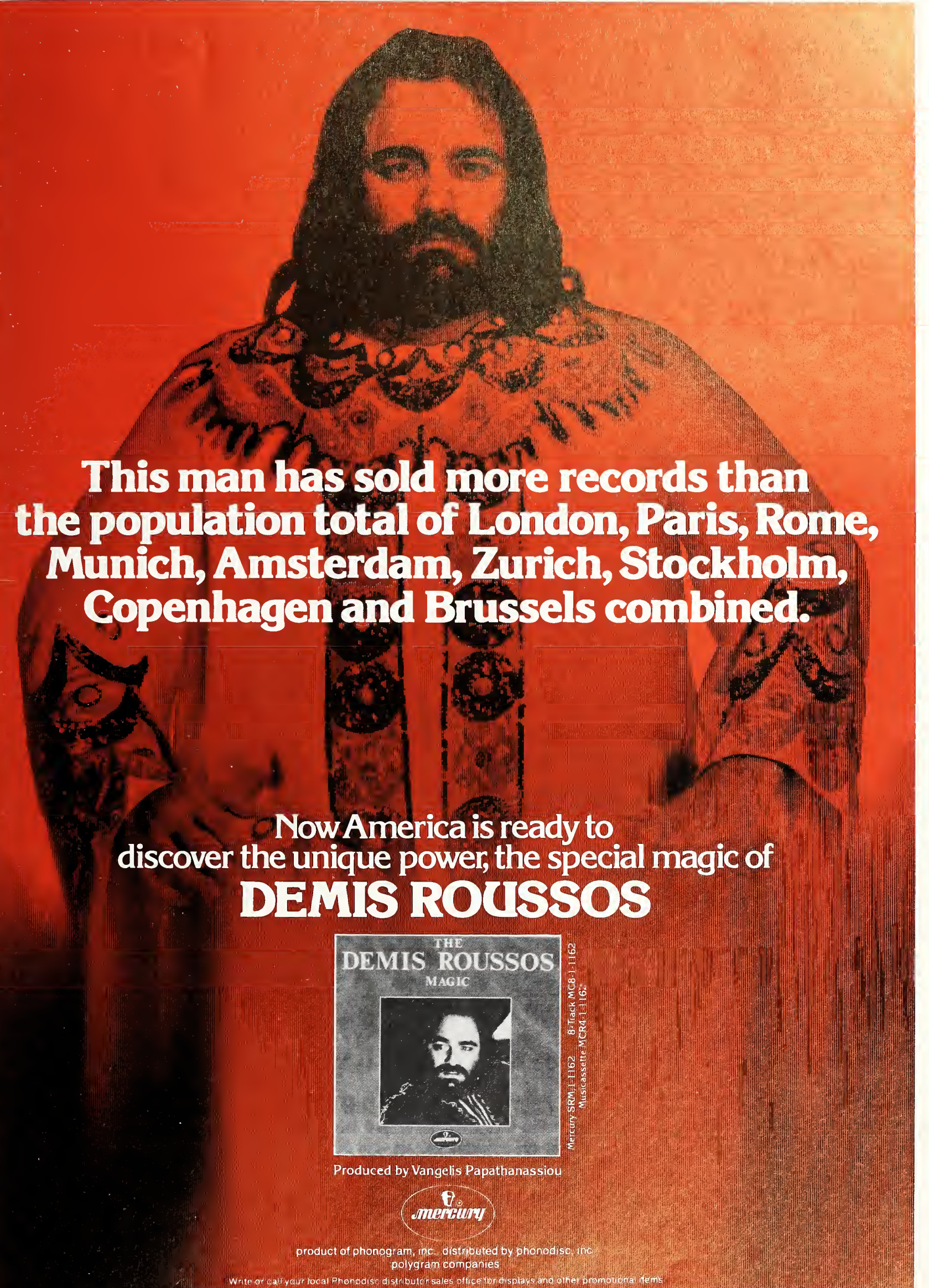
began a new "Buy 'em and Try 'em" campaign including the latest albums by the Munich Machine and the Salsoul Orchestra on Casablanca; 10cc on Mercury; Illusion on Island; Little River Band on Capitol; Helen Schneider on Windsong; and Pierce Arrow and Lake on Columbia.

Television and radio advertising is also playing an integral role in Goody's increased market visibility. One Goody executive estimated that the chain has used television almost twice as much this year compared to one year ago. In July, for example, Sam Goody has overlapping two week TV-radio packages set for Boston and Bruce Springsteen, as part of Columbia's "Summer Sale-A-Thon;" Carol Douglas, Silver Convention, New York Community Choir and Memphis Horns on RCA; and ARS and Ohio Players on Phonodisc distributed labels.

(continued on page 38)

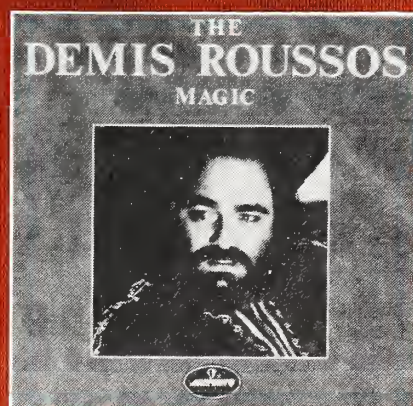


PRINE SHINES A LEGAL SMILE — Singer/songwriter John Prine recently signed with Elektra/Asylum Records and is currently in Nashville working on his debut LP for the label. Pictured in the E/A offices in Los Angeles (l-r) are: Joe Smith, E/A chairman; Prine; Al Bunetta, Prine's manager and Al Grodin, Prine's attorney.



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Munich, Amsterdam, Zurich, Stockholm,
Copenhagen and Brussels combined.**

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DEMIS ROUSSOS



Mercury SRM-1162 8-Track MC8-1162
Musicassette MCR4-1162

Produced by Vangelis Papathanassiou



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Write or call your local Phonodisc distributor sales office for displays and other promotional items



THINGS THEY DO FOR 10CC — In a promotional effort for "Deceptive Bends," the latest 10cc album on Mercury Records, Roy Rosenberg, the New York promotion representative for Phonogram, Inc./Mercury Records has obviously reached deceptive depths of his own. The album's cover art is the theme of this promotion picture, featuring (l-r): Rosenberg; Viv Roundtree, dj for WPLJ-FM in New York; a "Deceptive Bends" skin diver; and Corrine Baldassano, music director for WPLJ-FM.

Industry Announcements

Regional Meetings Planned By NARM

LOS ANGELES — A series of one-day regional meetings held throughout the country have been planned to replace NARM's mid-year conference.

The regional meetings, which will be chaired by NARM executive vice president Joseph A. Cohen, will feature workshops focusing on the particular problems facing the geographic area in which the meeting is held.

NARM officials have structured the meetings to allow merchandisers to meet with manufacturers for direct dialogue sessions providing an opportunity for manufacturers to present their current releases and supporting merchandising campaigns. Merchandisers will also have the chance to discuss day-to-day operational problems with manufacturers.

Soccer Sweepstakes To Promote Brasil '77 LP

LOS ANGELES — The Sergio Mendes Soccer Sweepstakes, a contest with 450 soccer tickets, record albums and Adidas footwear as prizes, has been initiated by Elektra/Asylum Records and the Washington Diplomats of the North American Soccer League. The contest ties in with the Brazilian composer's new LP, "The New Brasil '77."

Vanguard Slates LPs For Summer Release

NEW YORK — "Time Capsule" by Elvin Jones and "The Globetrotter" by Clark Terry have been slated for summer release by Vanguard. A third LP, "Joe Venuti In Milan," featuring violinist Joe Venuti and Italian guitarist Lino Patruno, rounds out the label's summer jazz offerings.

The Vanguard classical division will release the complete Mozart concertos for solo flute and orchestra, performed by flutist Julius Baker.

Capricorn Will Promote 'South's Greatest Hits'

MACON, GA. — Capricorn Records is planning to promote the recently released album "The South's Greatest Hits" with an advertising and merchandising campaign that will include heavy AM and FM radio concentration, color and black and white print ads, posters and blow-ups of the album cover.

KC & Band Single Out

LOS ANGELES — TK Records has released "Keep It Comin' Love," the new single by KC & The Sunshine Band. It is the third cut taken from the group's "Part 3" album.

Moody Blues Program Focuses On Live LP

NEW YORK — London Records has launched a marketing and sales campaign in support of the Moody Blues catalog, featuring their latest live release, "The Moody Blues, Caught Live + 5." The campaign features distributor/dealer discounts on the group's albums and its members' solo efforts. Special dealer kits include posters, streamers, and ad mats.

E/A Issues Five Country Albums

LOS ANGELES — Elektra/Asylum Records has released five albums July 5, including four from the "E/A Kicks Into Country" campaign. Besides the pop release "Pakalameridith" by the group of the same name, the label has issued "Country Sweet," Stella Parton's debut album for E/A, Vern Gosdin's "Til The End," Hargus "Pig" Robbins' "Country Instrumentalist Of The Year," and Sammi Smith's second E/A album "Mixed Emotions."

Disco Star Wars Theme Released On Prodigal

LOS ANGELES — The Prodigal Records division of Motown has released a disco version of the "Star Wars Theme" by the Graffiti Orchestra.

The disco rendition of the John Williams composition was produced and arranged by Ernie Freeman for Tono Productions, which is headed by Tom Hayden and Norman Winter.

Carly Simon's 1st 45 In One Year Released

LOS ANGELES — Carly Simon's first single release in more than a year was released last week by Elektra/Asylum Records. The song, "Nobody Does It Better," is the theme song to the latest James Bond film, "The Spy Who Loved Me," and was written by Marvin Hamlisch and Carole Bayer Sager.

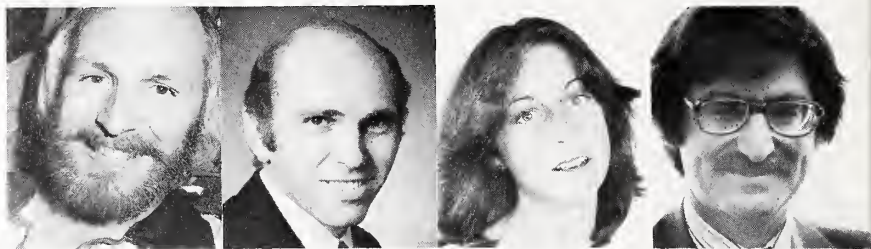
Phonogram Releases Its First 12" Disco Single

CHICAGO — Phonogram, Inc./Mercury Records released its first commercial 12-inch disco single, "Bohannon's Disco Symphony," on June 29.

New 2 LP Set By War Released On Blue Note

LOS ANGELES — "Platinum Jazz," a two-record set by War, has been released by United Artists Records on its Blue Note label. The album contains 12 expanded cuts and represents the first new collection of the songs by War in more than a year.

EXECUTIVES ON THE MOVE



Smith

Dash

Manzo

Selsky

Smith, Zurich Appointed At RSO — RSO Records has announced the appointments of Bob Smith and Bob Zurich to positions within the RSO/Island promotion company. Smith has been promoted to the position of national promotion manager for the company. He formerly served as RSO's west coast promotion manager. Zurich has been promoted to the position of national album promotion manager. Prior to joining RSO/Island, Zurich was regional promotion director for Island Records in the midwest, preceded by stints in the same capacity with Chrysalis Records and RCA Records.

Cooper To Motown — Mark Cooper, former music director in charge of programming, Century Broadcasting's KWST/FM Los Angeles, has been named west coast regional album promotion manager for Motown Records. Prior to joining Motown, Cooper was director, research and special projects, Century Broadcasting Los Angeles and San Francisco (KWST and KMEL).

Dash Appointed At CBS — CBS Records has announced the appointment of Joseph F. Dash as director of development, CBS Records. He joined CBS in 1969 as director of planning for CBS Records, and in 1975 he was appointed to the position of director, new product development.

Changes At Elektra/Asylum — Elektra/Asylum Records has announced several changes in the label's promotion staff. Dick Lempke, previously the midwest regional promo representative based in Chicago, has moved to E/A's New York offices where he will handle east coast regional promotion. Randy Ostin, formerly the local WEA promotional representative in Denver, has moved to Chicago to fill the midwest regional promotional slot. Charlie Reardon, formerly an independent promotion man in Denver, will replace Ostin at the Denver WEA office.

Manzo Promoted At Janus — Janus Records announced the promotion of Renee Manzo to national secondaries promotion. She has been with Janus for one year and was previously doing college promotion for the label.

Selsky, Ellner & Culpepper To ABC — ABC Records legal affairs department announced three major appointments. Ira B. Selsky has been promoted to the position of general attorney, ABC Records. He has been with ABC for over three years and has held the position of assistant general attorney for the past two. Ken Ellner has been promoted from staff attorney to assistant general attorney. Before coming to ABC in November, 1976, he practiced law in northern California where he also worked as personal manager for Cold Blood, as a large concert promoter, and as a member of the group Count Five. Gary Culpepper has been named as attorney. He comes to ABC from A&M where he held the post of manager, A&R administration for the past nine months.

Fein Joins E/A — Art Fein has joined the Elektra/Asylum publicity department as writer/publicist. Most recently Fein had been freelancing for the Los Angeles Times, L.A. Free Press, Performance magazine and the Earth News radio syndicate. Also added to the E/A publicity staff is Bubs Hopper, a USC journalism student, who will work on special projects.



Ellner

Culpepper

Fein

Escott

BMI Appoints Escott — Brooke Escott, who has been with BMI for five years, was named as west coast motion picture and television relations manager. In her new post, she will act as the liaison between the performing rights organization and motion picture and television composers.

Hoff Joins Mercury — Mercury Records has announced the appointment of Gerry Hoff as west coast A&R director for the firm. Before joining the Phonogram/Mercury family, Hoff, originally from Los Angeles, relocated to London where he was president/general manager of Threshold Records (the label owned by the Moody Blues).

Agresti Appointed At Columbia — Columbia special products has announced the appointment of Joseph C. Agresti as assistant to the vice president, Columbia special products. He joined CBS in 1963 and has held various CBS Records administrative positions, most recently as associate director, A&R administration.

Capitol Promotes Hargis — John W. Hargis has been promoted by Capitol Records, Inc., to director, administrative services. Previously he was based in Capitol's Glenbrook, Conn., plant where he held the position of vice president, CMP (Capitol Magnetic Products) Manufacturing, since 1973.

Vertue Named At Stigwood — Robert Stigwood Group, Ltd., has promoted Beryl Vertue to co-deputy chairman of the firm in the United Kingdom. In 1968, she joined the Robert Stigwood Organization, where she served as managing director of the firm's subsidiaries, the ALS Group of Companies.

Baumgart Joins Williamson — Bob Baumgart has joined Rodgers and Hammerstein's publishing company, Williamson Music. He will act as publishing liaison between Williamson and Chappell Music, which administers the Rodgers and Hammerstein catalog. Until recently, he was head of Chappell Music's theatre department.

Cage Named At Rogers & Cowan — Ruth Cage, who headed her own New York-based publicity organization, has been appointed executive assistant to Warren Cowan, president of Rogers & Cowan, Inc., public relations firm. She has dissolved her firm after many years of public relations activity in all areas of the entertainment industry, motion pictures, television and the legitimate theatre.

Manfredi Named At Rogers & Cowan — Karen Manfredi has been promoted to east coast tour publicist for the Rogers & Cowan office in New York.

Carole King
Hard Rock Cafe (4455)

From Her Forthcoming Album,

Simple Things
(SMAS-11667)





A FORTUNE FOR ATLANTIC — Sonny Fortune has signed an exclusive long-term contract with Atlantic Records. "Serengeti Minstrel," his debut LP for the label, has been set for release July 26. Pictured at the signing are, from left: Jerry Greenberg, president of Atlantic Records; Elliot Medow, Fortune's manager; Fortune; and Raymond Silva, east coast A&R director for Atlantic.

Retail Expansion

Ward Will Open 4 Stores In July; All With Records

NEW YORK — Montgomery Ward, the giant national general merchandise chain, is continuing its current policy of expansion by adding four new stores to the 435-unit chain July 28. The stores, each covering approximately 150,000 square feet, will be located in Dallas and Fort Worth, Texas; Kansas City, Missouri; and San Jose, California.

Record departments will be featured in all the new stores, and a Montgomery Ward spokesman stated that records would be merchandised with an "aggressive attitude." Besides increased visual in-store displays, the spokesman said, additional corporate-level attention to the record departments will result in "a better follow-up on an individual store basis."

New Stores Total 8

The four new stores bring Ward's total number of new stores opened in 1977 to eight, including units in Bedford, New Hampshire; Gathersburg, Maryland; Springfield, Illinois and Hawthorne, California.

Additional openings are scheduled in 1977 for stores set to be located in Montgomery, Alabama; St. Petersburg, Florida; Akron, Ohio; and Burlington, Vermont. The stores are expected to add a total of approximately 17 million square feet of retail space to the chain.

Platinum, Gold To 3 CBS Artists

NEW YORK — Platinum and gold RIAA certifications were recently awarded to three male vocalists recording for the CBS Records Division.

Neil Diamond's "Love At The Greek" on Columbia Records was certified platinum. In addition, Lou Rawls' "Unmistakably Lou" on Epic Records was certified gold, as was James Taylor's debut album for Columbia, "JT."

NOTICE

Effective June 27, 1977, Herman Mizrahi, aka Hy Mizrahi, and Gary Zangre are no longer employees, officers or agents of Roxy Records Incorporated and/or Platinum Plus Record Corporation.

Board of Directors
Roxy Records, Incorporated
Platinum Plus Record Corporation
9465 Wilshire Blvd., Beverly Hills, California

Musicland Adds Store To 275-Unit Operation

NEW YORK — Musicland opened its newest store, a 3,200 sq. ft. mall unit, in Anderson, Indiana. The new outlet features special lighting effects and multi-colored carpeting and is the chain's 276th unit nationwide. Musicland has embarked on a major expansion, and hopes to open about 25 more stores in the next 11 months, mainly in secondary markets.

CBS Record Plant Votes For N.J. Teamster Local

PITTMAN, N.J. — The Teamsters recently won their first effort to organize the CBS records plant here in a representation election affecting some 1,300 factory hourly employees.

The Teamsters union's Local 676 in Collingwood, N.J. won the sixth union election at the plant in 17 years, marking the first union win.

LOOKING AHEAD

- 101 **TAKE ME TONIGHT**
(Arch — ASCAP)
TOM JONES (Epic 8-50382)
- 102 **MAKING BELIEVE**
(Acuff-Rose — BMI)
EMMYLOU HARRIS (Warner Bros. 8388)
- 103 **IF YOU SEE ME GETTING SMALLER I'M LEAVING**
(White Oak — ASCAP)
JIMMY WEBB (Atlantic 3407)
- 104 **YOUR LOVE IS RATED X**
(Groovesville — BMI)
JOHNNIE TAYLOR (Columbia 3-10541)
- 105 **LET ME LOVE YOU ONCE BEFORE YOU GO**
(Almo — ASCAP)
DUSTY SPRINGFIELD (United Artists XY1006)
- 106 **TURNING TO YOU**
(Reruns — PRS)
CHARLIE (Janus 270)
- 107 **SHEENA IS A PUNK ROCKER**
(Taco Tunes/Bleu Disque — ASCAP)
THE RAMONES (Sire/ABC 746)
- 108 **SMOKEY MOUNTAIN, LOG CABIN JONES**
(Clovercraft — BMI)
WINTER BROTHERS (Atlantic 7082)
- 109 **I BELIEVE IN YOU**
(Musicways/Flying Address — BMI)
DOROTHY MOORE (Malaco/TK 1042)
- 110 **BABY LOVE**
(Satsongs — ASCAP)
MOTHER'S FINEST (Epic 50407)

Seeking concert stage manager with at least (3) years of experience. Must have extensive tour experience with all technical aspects of production. Resume required and all inquiries will be treated confidentially.



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EAST COASTINGS — TROOPERS AND CRACKERS — Pink Floyd are perfectionists when it comes to their stage presentation, and their no-nonsense approach is strictly enforced whenever possible. A single photographer's abuse of the "no flash" directive, for instance, led to a total ban on photographers for the final performance of their four-night engagement at Madison Square Garden. One group-perceived blemish on the show they couldn't erase was union control of theaters in New York City. Before the opening night encore, bassist Roger Waters took the stage and lashed out at the laws which prevented the Floyd from using the spotlight operators in their own technical crew. Summoning up a most acerbic sneer, he termed the union operators "a load of f---ing s---," while sternly requesting that the Garden alleviate the situation. Yet another problem that no one could correct was fireworks in the Garden, which were thick and frequent due to their easy availability over the July 4th weekend. WNEW-FM's announcers had been making a point of danger warnings through the week, asking concertgoers to leave the firecrackers home, and boos of disapproval at explosions indicated that the large majority of Floyd fans were in agreement. After the first encore opening night, however, guerilla forces scattered through the crowd were able to create a disturbance that drove at least half the crowd out of the hall, leaving Pink Floyd to play their second to a select number of the patient and courageous. The group later issued requests to cease fire, but the rather dangerous situation persisted throughout their stay.

THE SEVENTH SON — The New York City police department is investigating a rock and roll clue which they feel might lead them to a better understanding of the mysterious mass murderer who has identified himself as "Son of Sam." It seems that "Purple Haze," from Jimi Hendrix's classic 1967 album, contains the barely audible lines, "Help me, help me, help me, son of Sam, son of Sam." The criminal's practice of firing on young females he surprises with their male friends (which analysts feel might be a deranged revenge for his own rejection by a female) has been linked to another song on the album, "Hey Joe." While all this theorizing doesn't do much to help the police find the elusive gunman who has killed six and wounded five, they could at least further confirm reports that he is somewhere in the 25-30 age range. It's all in the realm of speculation, of course, but officials can't help but recall Charles Manson's fascination with the Beatles' "Helter Skelter."

DO YOU KNOW WHERE YOUR CHILDREN ARE? — The Sex Pistols, Damned, Ramones, et al., will be pleased to know that at least one American observer considers them a deadly national threat. William Safire, former Nixon speechwriter, began a recent New York Times column with the warning, "Punk is sweeping the nation." Somehow, his diatribe drifted to a recent Rolling Stone cover of the Bee Gees. Their name, he contended, is underground slang for a special combination of drugs. Oh well, can't win 'em all!

THE OTHER SIDE OF PARANOIA — Meanwhile, things in London have been a bit more serious, and Sex Pistol Johnny Rotten has his own theory to explain the attack against him in London about three weeks ago. Rotten claimed that members of the National Front were among the group that knifed him and his producer while they were on a break from recording their album. (We haven't discovered the purpose of this mysterious organization yet.) The Pistols, meanwhile, push on with a new British single, "Pretty Vacant," backed with the Stooges' "No Fun."

THE CRAFTSMEN ENTERTAIN — The Israel Bond dinner dance honoring ASCAP president Stanley Adams was capped by live performances by some of ASCAP's most talented and longstanding songwriters. The revue opened with Billy Taylor, followed by Charles Strouse, who performed selections from Broadway's "Annie" as well as the theme from "All In The Family," which he penned with Roger Kellaway. Cy Coleman gave a sampling of another new Broadway musical, "I Love My Wife," followed by a set courtesy of Arthur Schwartz, but the piece de resistance was delivered by the veritable dean of lyric writers, Sammy Cahn, who presented Adams with new sets of lyrics for many of the classic tunes that Cahn had written. "The Tender Trap" became "The Adams Trap," while "Thoroughly Modern Millie" underwent a gender change to "Stanley." The most satiric was the reworked "It's Been A Long, Long Time": "I joined ASCAP back in '36/ To get some dough/ It took a long, long, time! The gold they told me I'd get fast/ Came in awf'ly slow/ It took a long, long time!"

CONDOLENCES — Producer Lou Reizner, who conceived the stage production of "Tommy" and the recent "All This And World War II" album, met an untimely death two weekends ago at the age of 44, a victim of cancer. He was buried in Chicago, and an additional memorial service was held for him in London.

MARLEY TOUR CUT — An injury to Bob Marley's foot, which Island Records claims was the result of a soccer accident, caused the postponement of his U.S. tour, set to begin in Miami on Saturday, July 9. Doctors have prescribed two weeks rest, so Marley and the Wailers will pick up their route in Vancouver July 22, and the New York dates should not be affected. He will probably hit the admiring town of Miami directly after New York, since the dates have been sold out in advance for weeks.

THE BOYS ARE BACK IN TOWN — Seen in New York over Independence weekend were members of Thin Lizzy, who were in town for photo sessions after completing production on their forthcoming album, "Bad Reputation." Also, from England comes news that Lizzy guitarist Brian Robertson, who had to be replaced during the last American tour due to an injured finger, was with the group for Montreal recording sessions and will be performing with them during the UK's Reading Pop Festival, August 27. . . . Mick Jagger was spied checking out Phyllis Hyman at a recent gig in Newark, N.J. . . . Kevin Godley and Lol Creme, the two who left the 10cc lineup to concentrate on a new sonic device called the "gizmo," have completed their technical explorations, which will be revealed on an album called "Consequences," due at back-to-school time. . . . South African group Malombo, signed originally by WEA, Ltd. in their native land, were greeted with a special reception held in their honor in New York. Atlantic Records will distribute their recordings in the U.S. The group recently completed several New York performances before embarking on an extended European schedule.

phil dimauro

POINTS WEST — DAYS OF FUTURE PRESENT — After 3½ years of official separation, The Moody Blues are ready to try it again together. They have reportedly booked time in a local studio beginning in September and running through November, to lay out tracks for an album due out by the end of the year. Their forthcoming disc, the band's eighth for London Records, became a more certain possibility when they noted the consumer reaction to their recently released live album. . . . A highly unusual letter arrived from Shawn Phillips the other day, in which Shawn gave A&M sole responsibility for his upcoming album, which he freely admits "is not up to the standards of my previous albums." Shawn claims that A&M chose the material from unreleased out-takes and presented the acetate to him in final form with changes in sequencing impossible to perform. Shawn further writes that he persuaded A&M to let him re-mix the album but warns reviewers to be aware of what to expect. . . . Tattoo's Hollywood Hornets have just finished an album due for August release

(continued on page 15)

E/A Restructures Nat. Sales Dept.

LOS ANGELES — Elektra/Asylum records has made a number of changes to restructure its national sales department. Stan Marshall, vice president of sales, said that the reorganization will help the label "implement more programs" and help break new artists.

Lou Maglia, former northern regional sales manager, has come to Los Angeles to serve as national singles sales manager.

Alex Wilson, formerly with Capitol Records' Angel and Capitol import division, has joined E/A as midwest regional sales manager. He will work out of the company's Chicago offices and cover the Chicago/Cleveland region.

Alan Golden has moved to the Atlanta WEA office to handle the Atlanta and Dallas branches as southern regional manager. He previously served as E/A's midwest regional sales manager.

Irv Brusso, east coast regional sales manager, has expanded his responsibility to service the Boston/Hartford/Albany area in addition to his New York duties.

Sandra Renard has become assistant to Marshall out of the Los Angeles office.

David Cline, west coast regional sales manager, will continue to work out of the Los Angeles office.

Promoter Announces New NY Jazz Series

NEW YORK — The Newport Jazz Festival will officially be moved out of New York after a six-year stay, although a Big Apple Jazz Festival will occupy the same time period here starting next year. George Wein, producer of both events, revealed this new development at a press conference called here last week.

The new Newport Festival will take place in Saratoga, New York, during the month of August. The event will take place on a large area of the state park grounds, where music will take place on several widely set stages simultaneously, as well as in the city's indoor/outdoor theater.

First Gold For Pacific

NEW YORK — "Undercover Angel" by Alan O'Day, the first single on Pacific Records, has been certified gold by the RIAA.

CBS Jazz LPs Achieve Substantial Sales: Lundvall Points To Emerging Youth Market

by Bob Porter

NEW YORK — Weather Report, Al DiMeola, Ramsey Lewis, Herbie Hancock, Shakti featuring John McLaughlin, Maynard Ferguson, Return To Forever, Dexter Gordon, Eric Gale, George Duke, Miles Davis and Lee Ritenour all have at least two things in common. They are all artists who have had current albums on the **Cash Box** jazz chart, if not the Top 200 Pop Albums chart as well, and all of them record for Colum-

CBS Announces Plans For Annual Convention Scheduled For London

NEW YORK — The annual CBS Records Convention will be held this year in London during July 24-30. The gathering will attract over 1,100 company representatives, including a large contingent from CBS Records' International Division.

Jack Craig, senior vice president and general manager of marketing for CBS Records, will chair the convention, with Paul Smith, vice president of marketing and branch distribution, acting as vice chairman. Major executives attending the six-day affair will include John Backe, president of CBS Inc.; Walter Yetnikoff, president of the CBS Records Group; Bruce Lundvall, president of the CBS Records Division; Richard Asher, president of CBS Records International; and Ron Alexenburg, senior vice president of Epic, Portrait and the Associated Labels.

The convention will feature a series of departmental meetings and seminars on marketing, promotion, special markets and radio. Film and multi-media presentations will focus on new product and artist development, stressing the importance of building artists' careers.

Live shows by new and established acts will begin on the opening night of the convention and continue through the following four evenings.

The meetings will be coordinated by Roselind Blanch, director of merchandising, planning and administration for CBS Records.

bia, Epic and the associated labels of CBS Records.

The story hardly ends there. Bobbi Humphrey, Bob James, Stan Getz, Benny Golson, Helen Humes, Bobby Scott, Wah Wah Watson, The L.A. Express, Freddie Hubbard, Wayne Shorter, Jaco Pastorius, Alphonso Johnson, Marlena Shaw, Tony Williams, Jon Lucien, Webster Lewis, Janne Schaffer, Hubert Laws, Billy Cobham and Steve Kuhn all record for CBS. Even without the aforementioned charting artists, this would be an impressive jazz roster.

CBS Records claims a 25% share of the progressive music market, and the jazz division is expected to generate \$11 million in business this year. In addition, nearly all jazz acts on the CBS labels are presently registering sales figures of at least 100,000 units.

With chart statistics and sales figures such as these, questions of where to draw the line between "jazz" and "rock" are bound to result, even in the case of fusion artists whose roots are obviously in jazz. Bruce Lundvall, president of the CBS Records division, and a long-standing jazz fan, commented on the company's attitude toward terminology.

"We think of it as contemporary American music," Lundvall explained, shunning categories. "Our approach toward these artists is essentially the same one used in evaluating talent of any kind. We are looking for the unique artist who has an individual statement to make, looking to the development of long-term careers."

David Gest PR Moves

LOS ANGELES — David Gest & Associates Public Relations has moved to larger headquarters at 13749 Riverside Drive, Suite 103B, Sherman Oaks, Calif. 91423. The new phone number is (213) 986-7474.

Midler, Russo Relocate

LOS ANGELES — Bette Midler and Aaron Russo, along with Divine Pictures, their film company, have relocated their offices from the Burbank Studios to 1330 Doheny Drive, Los Angeles, Calif., 90069. They can be reached at (213) 278-0872.

Buffett Shines Gold

LOS ANGELES — Jimmy Buffett has received his first gold record as his ABC album "Changes In Latitudes — Changes In Attitudes" was certified gold by the RIAA.

And profitable ones, as recent results seem to indicate. Maynard Ferguson's album "Conquistador" has been boosted to sales of over 350,000 units and Weather Report's "Heavy Weather" has achieved similarly high sales. In further support of Lundvall's views on the effectiveness of CBS's artist development, Al DiMeola's second solo album, "Elegant Gypsy," is now approaching sales of 200,000 units.

Back To 'Bitches Brew'

Lundvall related the current explosion of fusion music back to Miles Davis' "Bitches Brew," released seven years ago, an album which he feels ushered in a new era in music. "This music goes beyond the traditional jazz audience," he continued. "There is a tremendous market emerging among young listeners today, a situation totally different than that which existed five years ago. We think it is in our best interests to have this roster pointed toward the commercial market."

Lundvall was asked where an artist like Dexter Gordon would fit into this scheme. Gordon has lived in Denmark since 1962, making sporadic appearances in the U.S. up to the present. In the midst of revived interest in his music, he was signed to Columbia, which released a live 2-LP set recorded at the Village Vanguard in New York. While it is already the largest selling of Gordon's long and distinguished career, the music is essentially the same bebop-rooted jazz that

(continued on page 47)

6 Colors Featured In Island T-Shirt Promo

LOS ANGELES — The T-shirt, now a venerable promotion item in the record industry, was given an unusual twist by Herb Corsack, executive vice president of Island Records. When the recent Steve Winwood campaign was begun, Corsack decided he would try to "put a little Christmas in July."

Accordingly, Corsack picked six colors for the Winwood T-shirt, boxed the green, grey, red, rust, yellow and blue shirts in gift boxes, and distributed them, "mostly to people who had high visibility, including a lot of one-stop operators, clerks, and other people who don't normally receive a promotional item."

The most difficult part of the promotion, according to the vice president, was finding sources for all the colors he wanted to use. Consequently, he used a few manufacturers, which resulted in a variety of styles and cuts.



MILLER AND THOMAS SHARE BILL — MCA Records and Chrysalis Records recently co-sponsored a special dinner show for the Los Angeles debut performances of Chrysalis' Frankie Miller and MCA's Mickey Thomas when the two artists shared the bill at the Roxy. Shown in the top photo (l-r) are: Billy Bass, Chrysalis national promotion director; Miller; Thomas; Joy Hall, MCA national album promotion director; Billy Juggs, KMET music director; Bonnie Simmons, KSAN program director; Bob Osborne, MCA Los Angeles promotion manager; Sam Bellamy, KMET program director and Paul Lambert, MCA national singles promotion director. In the bottom photo (l-r) are: Dennis Rosencrantz, MCA vice-president of A&R; Ron McLead, Chrysalis artist relations manager; John Barbis, Chrysalis national promotion manager; Sal Licata, Chrysalis vice-president of sales and promotion; Bass; Simmons; Rosie Guevarra, KHJ music director; Miller; Thomas; J.K. Maitland, MCA president, and Roger Sheppard, David Forest Company.

EAST COASTINGS / POINTS WEST

(continued from page 14)

entitled, "Still Crazy After These Beers." . . . Currently at work on their next LP in London, Queen says their next offering won't be named after a Marx Brothers movie . . . A new recording facility, Dawnbreaker Studio, owned by Seals & Crofts will open July 21 in the San Fernando Valley . . . Mercury's Jimmy Smith will record his second for the label in two day sessions at his North Hollywood supper club . . . Capitol has just released its first 12-inch disco single, featuring Maze and Raul de Souza on opposite sides. Carole King's debut release for the label is only days away.

GOODNIGHT AMERICA — Dan Peek has just announced his resignation from America after an eight-year association with the group and intends to go it alone as a solo artist. Remaining group founders Gerry Beckley and Dewey Bunnell remain friends but accepted Peek's announcement with regret and will continue their current commitments as a duo before seeking a replacement . . . Rufus drummer Andre Fischer has left the band to start his own production and publishing companies, based in L.A. Fischer's company, Big Fish Music, has exclusive rights to Cherl English, Adrian Williams and Fischer himself . . . ABC's The Masqueraders have signed with Memphis-based Pathfinder Group for management . . .

IN SEARCH OF THE LOST CHORD — Michel Schenker, UFO's lead guitarist, has disappeared without a trace in London, according to a concerned Chrysalis spokesman. Schenker and his colleagues had just completed a performance at the Roundhouse club and were set to embark on an American tour when Schenker vanished. Some think he may have joined an exotic religious cult because of his "acute interest in mystical cults and religious orders," the Chrysalis spokesman added. Until he returns, the band has enlisted the axe of Lone Star guitarist Paul Chapman, who will help out on the U.S. tour while the band traces clues . . . Just as Chuck Mangione made his entrance at an after-show party in his behalf, the lights went out under a specially constructed tent at the Universal

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picks of the week

THE MANHATTANS (Columbia 10586)

We Never Danced To A Love Song (3:08) (The Manhattans/Blackwood — BMI) (Alston, Bivins)

From the album "It Feels So Good," here are the Manhattans performing and plugging the slow-flowing, syrupy romantic music that brought them recognition. An appropriate string arrangement and exciting improvisations in the lead vocal will take this to R&B and pop stations.

10CC (Mercury 73943)

Good Morning Judge (2:54) (Man-Ken — BMI) (Stewart, Gouldman)

From the band that brought you "Things We Do For Love," this up-tempo number dances with energetic up-beats and tight rhythmic changes. As we can now expect from this ensemble, all the appropriate sounds are there, from the low pitched harmonies to the manifold guitar effects and even the jingling tambourine. This is the single from "Deceptive Bends" that first broke in England.

MARY MACGREGOR (Ariola America/Capitol 7667)

For A While (2:52) (Silver Down — ASCAP) (Yarrow, Hunter)

A new love affair for the soap-opera heroine of the AM waves, once again with Peter Yarrow listed as a co-writer. The lyric will remain a strong point, but a memorable descending string line and Ms. MacGregor's light, reedy voice will jolt listeners.

GRAHAM CENTRAL STATION (WB 8417)

Stomped Beat-Up And Whooped (2:56) (Nineteen Eighty Foe — BMI) (Graham, Jr.)

Threads of nostalgia are woven through this record, which is not the violent package its title might suggest. Rather, it's a powerful description of what it's like to be overcome by love, delivered in a doo-wop rhythm with assorted males and females working toward a memorable chorus. Open to various airplay situations.

JOHN MILES (London 20094)

Manhattan Skyline (3:06) (British Rocket — ASCAP) (Miles, Marshall)

One of the most played cuts from the "Stranger In The City" album, this single boasts a driving rhythm and a brief but incisive hook in the refrain. Comparisons to Elton John are inevitable, but the music stands on its own as a worthy addition to any pop playlist.

YVONNE ELLIMAN (RSO/Polydor 877)

I Can't Get You Out Of My Mind (3:05) (Perren Vibes — ASCAP) (Verdi, Yarian)

Following up a solid chart showing with the reworked "Hello Stranger," Ms. Elliman lends her voice to this love triangle song. The main thrust seems to be a frequently repeated refrain, with a key change adding momentum. For pop or easy listening.

JOHN LODGE (London 1072)

Summer Breeze (3:28) (Natural Avenue — ASCAP) (Lodge)

A single that begins as pure melodic wash, gradually picking up rhythmically through the middle verses and sax solo. Continuing the theme of the album "Natural Avenue," this record is reminiscent of Lodge's work with the Moody Blues.

JERRY JEFF WALKER (MCA 40760)

Mr. Bojangles (5:22) (Cotillion/Danel — BMI) (Walker)

If a collection of '60s classics is compiled, this song would have to have a place near the front of the book. It's been covered by countless artists, but here is the writer himself lending his distinctive voice in a live performance before an excited crowd.

HAMILTON BOHANNON (Mercury 73939)

Bohannon Disco Symphony (3:46) (Bohannon Phase II/Intersong-USA — ASCAP) (Bohannon)

This magnum opus from Bohannon's "Phase II" album has received heavy disco play in its long version. As with all this artist's music, the basic format remains simple, though heavy layers of classically influenced strings color this effort. Looking to R&B airplay.

JERRY BUTLER (Motown 1421)

Chalk It Up (3:40) (Iceman/Stone Diamond/Padavon Portfolio — BMI) (Wilson)

Butler speaks from an unusual position here, sort of an understanding father telling a girl to chalk up a broken heart to experience. An arrangement that calls certain Temptations records to mind in this single intended for R&B airplay.



KISS (Casablanca 889)

Christine Sixteen (2:52) (Kiss Songs — ASCAP) (Simmons)

The first single from "Love Gun" is penned by the group's most ardent rock and roller, Gene Simmons. It's a tale of teenage lust, put to a bump and grind rock accompaniment that utilizes channel-hopping vocals. The Army will see to it that Christine cuts an upward path on the charts.



BEE GEES (RSO/Polydor 880)

Edge Of The Universe (3:01) (Casserole/Flamm/Unichappell — BMI) (B. Gibb, R. Gibb)

This cut from "Here At Last — Live" has already been a favorite for play as an album cut. As a concert number as well as a single, the tune combines the sounds that made the Bee Gees popular in the '60s as well as the '70s, featuring an impeccably harmonized chorus and a tricky rock and roll bridge that keeps listeners begging for more.

O'JAYS (Phila. Intl./CBS 3631)

Work On Me (3:18) (Mighty Three — BMI) (Gamble, Huff)

Traces of S&M are woven through the lyric line of this single from the album "Travelin' At The Speed Of Thought." The chorus has a hypnotic rhythmic feeling that will attract programmers, and listeners will be pleasantly amused by the "ooh's" and "ouch's" interspersed.

GEILS (Atlantic 3411)

You're The Only One (3:05) (Juke Joint/Walden — ASCAP) (Wolf, Justman)

Sweet music from Magic Dick's harmonica provides the introduction for this simple, tastefully arranged song performed in rich, dark harmonics. This smooth and gentle melody is just the selection to turn AM ears toward the album "Monkey Island."

LAKE (Columbia 10580)

On The Run (3:28) (Colgems-EMI — ASCAP) (Petersen, Hopkins, Harrison)

A European group that combines American pop sounds with colorful effects more often associated with English music. The electric pianist plays a rhythm-guitar pattern while guitar and bass add heavy accents without damaging a glossy surface. Add well-blended vocal harmonies to this list of compatible pop ingredients.

SERGIO MENDES AND THE NEW BRASIL '77 (Elektra 45416)

The Real Thing (3:55) (Jobete/Black Bull — ASCAP) (Wonder)

It's hard to avoid copping a few of Wonder's arrangement and production touches when interpreting one of his songs, but Mendes' female vocalists and moderate Latin-disco beat create an individual sound for this record. For easy listening and pop play.

THE MIGHTY POPE (Private Stock 157)

Heaven On The Seventh Floor (2:45) (Keyboard Pendulum/Chappell — ASCAP) (Bugatti, Musker)

A great story lyric describes a guy getting stuck in an elevator with the girl he's crazy about. Clever lines are delivered by a strong lead vocalist, in a vocal/instrumental arrangement that will see this one doing well on the R&B airplay route at initial stages.

THE BIG WHA KOO (ABC 12290)

Love's Been Known (3:54) (Wha-Koo — ASCAP) (Palmer, Douma)

Distilled pop essences in a new single from this group's debut album. The verses feature lead vocalist David Palmer soliloquizing over a gospel piano, but the record's best moments come with the delicate high harmonies of the chorus and the grand finale. Good hooks for a top 40 contender.

ALESSI (A&M 1955)

Oh, Lori (3:21) (Alessi — BMI) (Alessi, Alessi)

Only the adventurous pop artist would attempt a single in cool jazz swing rhythm. This total production manages to work in nostalgia elements without getting corny, yielding a record that brims with twinkling vocals and interesting work from the instrumentalists. Already a UK hit.

LITTLE RIVER BAND (Harvest/Capitol 4428)

Help Is On Its Way (3:24) (Australian Tumbleweed — BMI) (Shorrock)

Using classic chord progressions, this pop group from Australia builds carefully detailed arrangements that showcase a tight vocal blend and bright guitar melodies. A strong sense of the dramatic buildup geared for top 40 and AOR play.

TINA CHARLES (Columbia 10548)

Rendezvous (2:35) (Mautoglade) (Robinson, Bolden)

The title track from Ms. Charles' most recent album, this record avoids a heavy rhythmic emphasis, showcasing her voice over a bubbling marimba. A memorably harmonized chorus should go far in exposing this international star to a new flock of American admirers.

SAMONA COOKE (Epic/Sweet City 50421)

Dance To Keep From Crying (3:54) (WB — ASCAP) (Peterik)

One of the few sad love stories to come from the disco floor, sung by a lady who feels the blues. The music settles into an even-tempo groove, danceable but never overbearing in the rhythm track. A chorus line that sticks. Initially directed at R&B stations.

MAZE (Capitol 4456)

Lady Of Magic (3:33) (Pecle — BMI) (Beverly)

A mellow tune sung with reserved intensity by Frankie Beverly. Instrumental effects fade in and out of the background for an ethereal effect, while the lead and backing vocals are mixed way up front to highlight catchy refrains. Aimed at R&B stations.

THE MCCRARYS (Portrait/CBS 70005)

Givin' It Up (2:50) (Island — BMI) (McCrary, Tucker, McCrary)

A tough female vocal group is showcased on this debut single that will first be heard at R&B stations. The chorus is catchy, but the vocalists really make this record by singing out at the appropriate moments.

DAVE LEWIS (Polydor 14407)

We're Gonna Make It (2:55) (Glenwood — ASCAP) (Lewis)

Clever changes mark this pure pop single from Lewis' "Time To Time" album. The filtered voice is blended into a reverberant mix, leaving details obscured but letting the song's strong points, especially the bridge, shine through.

ALFIE DAIVSON (RCA 11040)

Who Is Gonna Love Me (3:30) (All Of A Sudden/Brookside/Ceberg/Piedmong — ASCAP) (Davison)

A pleasant melody arranged about a Latin beat in this debut single. The effect is carried through with percussion interludes, a jazzy electric piano and a slick guitar solo. Danceable yet mellow.

NITE CITY (20th Century 2343)

Summer Eyes (3:12) (Bauhaus — ASCAP) (Manzarek, James)

A recurring melody, introduced by the organ and carried by electric guitars, is the basic building block of this song. The melody also occurs between the verses as well as forming the chorus. For stations with a penchant for heavy sounds.

BRENTON WOOD (Cream 7716)

Come Softly To Me (3:51) (Cornerstone — BMI) (Troxel, Ellis, Christopher)

For his first single on this label, Wood delves into the past to pick up the Fleetwood's 1959 classic. He croons over a lightly funky beat, drawing out the melody lines. Yes, the "dom-dooie-doo's" are all still here.

PATRICK GLEESON (Mercury 73936)

Main Title From "Star Wars" (3:15) (Fox Fanfare — BMI) (Williams)

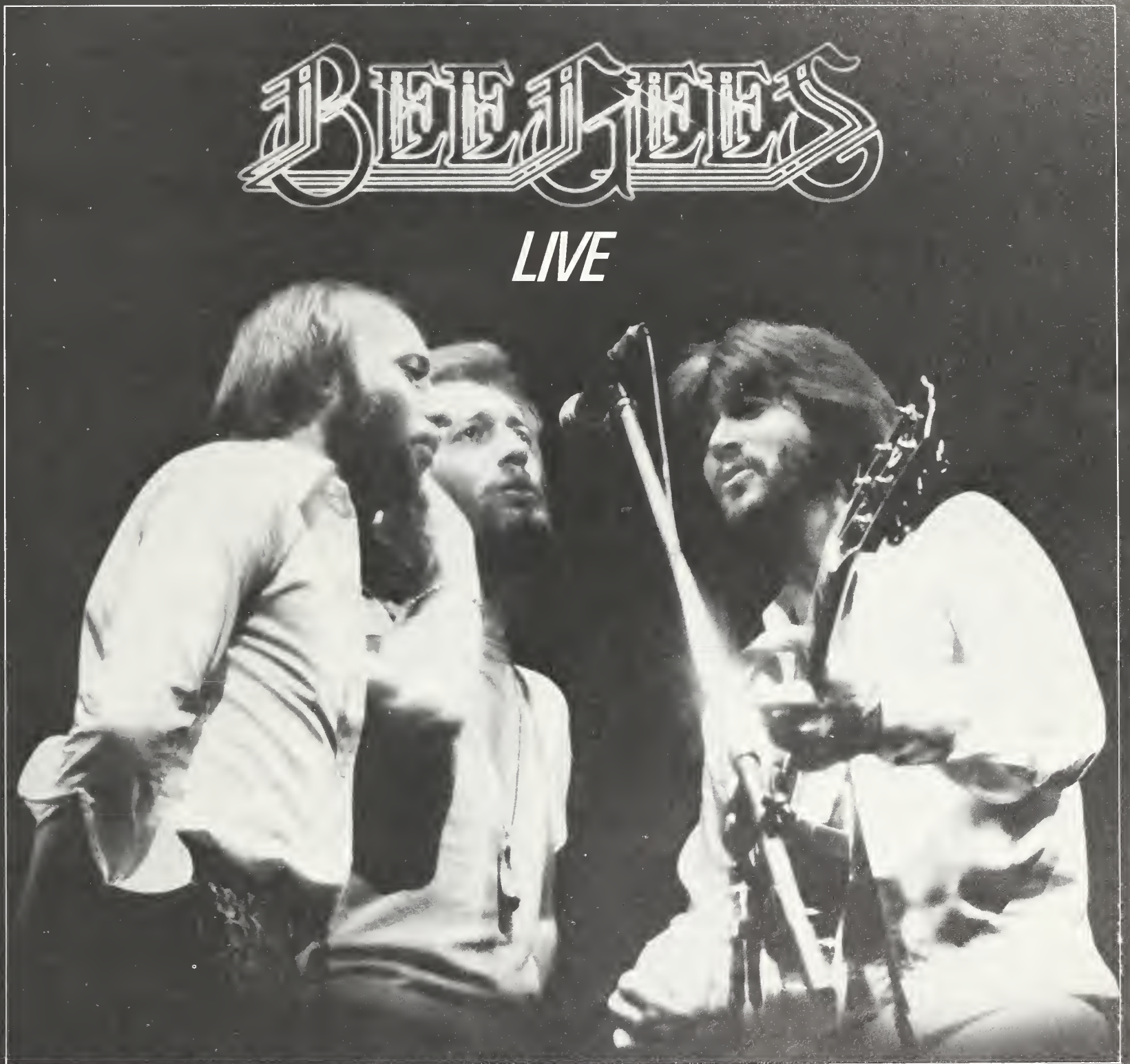
Synthesist Gleeson's interpretation of the theme from the season's hit film is not so funky as most of the versions now on the street, but it definitely lays aside the classicism of the original for a more foot-tappable beat. Many good effects, especially the beckoning sirens of the outer asteroids.

HERE AT LAST...
A SMASH SINGLE
"EDGE OF THE UNIVERSE"
RS 880

FROM THE BEST
LIVE ALBUM THIS YEAR

BEETLES

LIVE



RS2-3901

ALBUM REVIEWS

PLATINUM JAZZ — War — Blue Note/United Artists — BNLA-690-J2 — Producer: Jerry Goldstein — List: 9.98

With a mixture of something old and something new, this two-record set from War captures at the same time some of their best work from the past as well as a fresh offering of upbeat but socially conscious music for the times we're in. Always an excellent example of the fusion of diverse musical elements, War's latest follows the same successful formula but always with a new twist to keep you listening repeatedly. This may be an egotistical but probably not unrealistically titled album for a variety of playlists.

THE GRAND ILLUSION — Styx — A&M SP-4637 — Producer: Styx — List: 6.98

As the lyrics amply testify, Styx' success has been a maturing and enlightening experience, and some of what they've learned they want to pass it on. But far beyond the lyric message, there are layers of musical brilliance that should give them even more riches and acclaim to ponder the psychological and sociological significance of their quite universal pipe dreams. For AOR and top 40 programmers.

MORE STUFF — Stuff — Warner Bros. BS 3061 — Producer: Van McCoy, Charlie Kipps & Stuff — List: 6.98

Vocalist Gordon Edwards adds a kind of raspy raggedness to a band whose instrumental excellence hardly needs vocal interpretation. Operating in a highly accessible jazz/rock space, Stuff has a rich mixture of upbeat boogie and studio perfection that should make this second project for Stuff even more successful than the first. For R&B, top 40 and jazz playlists.

NEW DIRECTIONS — The Meters — Warner Bros. BS 3042 — Producer: David Rubinson & Friends Inc. — List: 6.98

The Meters' fifth effort strongly reflects the influence and direction of producer David Rubinson, his first time at the board for the Meters, and the obvious catalyst for the new direction the title alludes to. The Tower of Power Horns add a brassy compliment to the Meters but the band's basic R&B stance has a dash more rock bite as well. A finely balanced LP with "No More Okey Doke" a reminder that they've not forsaken their roots either. For R&B, AOR and disco playlists.

OUT OF THE MIST — Illusion — Island ILPS 94689 — Producer: Doug Bogie — List: 6.98

Jane Relf's folk-flavored vocals, echoes of the not-so-distant past, lead this jazz influenced sextet, whose haunting ballad style is equitably offset by a band ready and able to rock. Mostly, however, the mood is exceedingly mellow and well-suited to gentler moments of quiet reflection, quite ably carried by Jane, whose dynamic voice cannot help but remind you of several of music's premier feminine talents. For MOR and AOR playlists.

ANOTHER NIGHT TIME FLIGHT — Blue — Rocket PIG-2290 — Producer: Elton John and Clive Franks — List: 6.98

Close your eyes, sit back and listen . . . this mellow collection of tunes could be a long-lost Beatles album of 1965 or an old Badfinger tape from 1970. Elton's creative influence is evident and the innocence and simplicity of the vocals, instrumentation and production should make for ready-made airplay. Listen carefully to guest artist Redget Buntavan. For varied playlists.

LET THERE BE ROCK — AC/DC — Atco SD-36-151 — Producer: Vanda and Young — List: 6.98

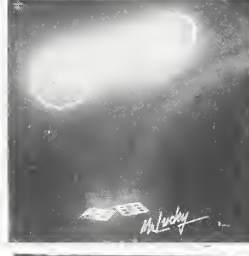
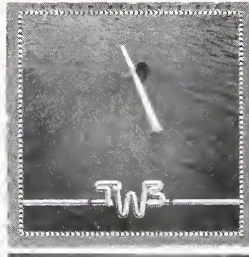
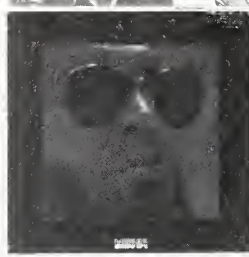
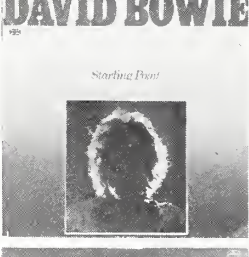
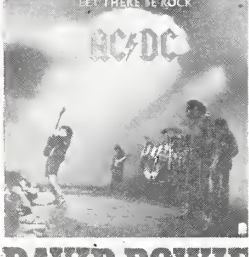
This is the second helping from Australia's AC/DC, supposedly a punk rock band but sounding much too classy to be lumped into that category on this high-energy cooker. Heavy metal is their special forte and there is plenty of voltage displayed on this electrified disc. With their first U.S. tour still in the planning stages, AC/DC hopes to maintain a high visibility wherever the fans seem to be. For AOR and some top 40 playlists.

STARTING POINT — David Bowie — London LC 50007 — List: 6.98

Before David got nearly lost amidst all the noise of his instrumental cohorts, his was a clear voice obviously sincere and full of earnest poetry. Here, London has captured and reassembled some of the best tracks of Bowie's early days. It's not quite where David is today but confirmed fans and even the supposedly indifferent will enjoy a look at the changes between then and now. Mostly for AOR playlists.

RIDIN' HIGH — Moxy — Mercury SRM1-1161 — Producer: Ed Leonetti & Jack Douglas — List: 6.98

The five Canadians who comprise Moxy finally got together last year after tiring of playing material that was too pop-oriented for their fiery sensibilities. On this, their second LP, Moxy flexes their collective muscle on a gritty set of rock, given a raspy vocal quality by lead singer Buzz Shearman. Their tight pacing and ballad power on reserve should win the ears of attentive AOR programmers.



BENNY AND US — Average White Band & Ben E. King — Atlantic SD 19105 — Producer: Arif Mardin, Jerry Greenberg & AWB — List: 7.98

Blue-eyed soul took on new meaning when AWB began laying down the spirited honky funk that even the most hardened ghetto dweller found hard to resist. With the collaboration of Ben E. King on lead vocals, the marriage is consummated and nervous racists will just have to accept that the cross-pollination of musical cultures is at last being more wholly realized than ever before. A sparking and entertaining testament to the power of music to break down barriers that legislation could never hope to overcome. For a variety of playlists.

TURN THIS MUTHA OUT — Idris Muhammad — Kudu Records KU-34 — Producer: David Matthews — List: 7.98

A volatile, spicy feast served up steaming hot for palates unafraid of exploration into the realm of new and fresh taste thrills. With a variety of interesting and innovative instrumentation leading the way for the mellow vocals complimenting the musical main course provided by Idris's talking drums, we are exposed to a rousing combination of R&B, jazz and progressive delicacies.

THE TIM WEISBERG BAND — United Artists UA-LA 733G — Producer: Johnny Sandlin — List: 6.98

You can tell immediately after the first track has begun that Tim's band this time out is something of a surprise. A decidedly more uptempo mood pervades much of the material but that's not to say that Tim's enchanting flute has lost any of its ability to lull you piper-like into a gentle mood of pensive reflection. Either way you want it, Tim has the moves for a relaxing audio message. For MOR, AOR and jazz playlists.

MR. LUCKY — Fools Gold — Columbia PC 34828 — Producer: Keith Olsen — List: 6.98

Denny Henson and Tom Kelly are the vocal team that comprise Fools Gold but they have some nice friends as well as the sweetest harmonies this side of Hall & Oates. To make this album the debut diamond in the rough that it is, the mood is mellow and controlled throughout and the contributions of a fine set of studio musicians make this newcomer a definite contender. For top 40, MOR and some AOR playlists.

STRANGE LADIES — David Axelrod — MCA-2283 — Producer: David Axelrod and Earl C. Palmer — List: 6.98

Axelrod has assembled some choice session men to interpret his latest batch of compositions and arrangements. As suggested in the title, Axelrod successfully communicates about women in his life in musical shapes with the result ranging between Latino, funk and the gentle. The recent surge of success for the jazz-rock genre should make for easy airplay for jazz and varied playlists.

DOWN AT THE HARDROCK CAFE — Brent Maglia — Fantasy F-9528 — Producer: Brent Maglia — List: 6.98

Fantasy's latest entry into the hard rock derby is Brent Maglia, whose pop-flavored vocals make him acceptably commercial to one crowd, while his talent-laden cohorts provide the punch to make him even more widely accepted by those who favor longer, stronger tracks. His ballads are also tasty and the versatility of this album insures that Brent's band will be heard on a variety of discerning playlists.

LET'S BE CLOSER TOGETHER — Tyrone Davis — Columbia PC-34654 — Producer: Tyrone Davis — List: 6.98

A healthy mixture of uptempo rhythm and blues, tastily and delicately laced and seasoned with robust ballads that justify the message . . . "closer together." Backed by a large orchestra, featuring horns and strings which enhance rather than overwhelm Davis' husky song styling, this product will blend easily and harmoniously with any playlist.

DOROTHY MOORE — Malaco Records/T.K. 6353 — Producer: Tommy Couch, James Stroud & Wolf Stephenson — List: 6.98

Dorothy Moore is taking great care not to be easily categorized. This album features a dazzling collection of diverse tracks displaying Dorothy's ability to cover a variety of styles, moods and musical material with ease and confidence. But it is on the ballads where Dorothy particularly shines and that is where most listeners will be seduced by her charms. For R&B, disco, MOR and top 40 playlists.

UNIVERSE — PBR International PBR-7002 — Producer: Patrick Boyle & Universe — List: 6.98

The overwhelming success of "Star Wars" may revive a somewhat dormant interest in space-age electronic music, which is the hallmark of this new band. Surprisingly though, unlike many bands who specialize in synthesized music, Universe does not neglect melody and are able to harmonize in a style somewhat reminiscent of the Moody Blues. Yet, there is still an other-worldly quality that sets this band apart from the mainstream. A treat for AOR programmers.

TOP FORTY CLASSICAL ALBUMS

		Weeks On Chart
1	RAVEL: Bolero Chicago Symphony Orchestra (Sir George Solti) London CS 7033 (7.98/1 LP)	14
2	THE GREAT PAVAROTTI London OS 26510 (7.98/1 LP)	20
3	BOLLING: Suite For Flute & Jazz Piano Rampal, Bolling Columbia M33233 (7.98/1 LP)	36
4	PACHELBEL: Kanon: Two Suites FASCH: Two Sinfonias and Concerto In D For Trumpet Andre, Pierlot, Chambon, Paillard Chamber Orchestra (Paillard) RCA FRL 1-5468 (7.98/1 LP)	24
5	PUCCINI: Suor Angelica Scotto, Horne, Cotrubas (Maazel) Columbia M34505 (7.98/1 LP)	14
6	MAHLER: Symphony #9 Chicago Symphony Orchestra (Giulini) DG 2707 097 (15.96/2 LPs)	20
7	PUCCINI: Tosca Caballe, Carreras, Wixell, The Orchestra & Chorus Of The Royal Opera House, Covent Garden (Davis) Philips 6700 108 (15.96/2 LPs)	8
8	GERSHWIN: Porgy And Bess Sherwin M. Goldwin/Houston Grand Opera RCA ARL 3-2109 (23.94/3 LPs)	6
9	HOLST: The Planets Tomita RCA ARL 1-1919 (7.98/1 LP)	28
10	CONCERT OF THE CENTURY: Various Artists Members of N.Y. Philharmonic (Bernstein) Columbia M2X 34256 (15.98/2 LPs)	36
11	WAGNER: Flying Dutchman Chicago Symphony Orchestra And Chorus (Solti) London OSA 13119 (23.94/3 LPs)	36
12	GERSHWIN: Porgy & Bess Mitchell, White, Cleveland Orchestra & Chorus (Maazel) London OSA 13116 (23.94/3 LPs)	36
13	GIORDANO: Andrea Chenier Domingo, Scotto, Milnes, National Philharmonic Orchestra/John Alldis Choir (Levine) RCA ARL 3-2046 (23.98/3 LPs)	12
14	BEETHOVEN: The Nine Symphonies Cleveland Orchestra (Szell) Columbia M7X 30281 (27.92/7 LPs)	28
15	VERDI: La Forza del Destino Price, Domingo, Milnes, London Symphony Orchestra (Levine) RCA ARL 4-1864 (31.92/4 LPs)	22
16	BEVERLY SILLS SINGS OPERA ARIAS Angel S37255 (7.98/1 LP)	28
17	GILBERT AND SULLIVAN: The Grand Duke D'Oyly Cart Opera Company (Nash) London OSA 12106 (15.96/2 LPs)	18
18	PUCCINI: La Boheme Pavarotti, Freni, Harwood, Ghiaurov, Berlin Philharmonic Orchestra (Von Karajan) London OSA 1299 (2 LPs/15.96)	18
19	OFFENBACH: Le Grande Duchesse de Gerolstein Regin Crespin Mesple, Vanzo, Plasson Columbia M234576 (15.96/2 LPs)	28
20	MEYERBEER: Le Prophete Horne, McCracken, Scotto, Hines, Royal Philharmonic Orchestra (Lewis) Columbia M4-34340 (27.92/4 LPs)	26
21	DRAMATIC SOPRANO ARIAS Caballe, Orquesta Sinfonica De Barcelona (Gatto, Guadagno) London OS 26497 (7.98/1 LP)	18
22	IMPROVISED: West Meets East Vol. 3 Shankar, Menuhin, Rampal Angel SFO 37200 (7.98/1 LP)	20
23	GERSHWIN: Rhapsody In Blue Gershwin, Columbia Jazz Band (Thomas) GERSHWIN: An American In Paris New York Philharmonic Orchestra (Thomas) Columbia (X)M 34205 (special low-priced album)	36
24	OTTO NICOLAI: Merrie Wives Of Windsor Bernard Klee, Chorus And Orchestra Of The Berlin State Opera DG 2709065	4
25	PRESENTING SYLVIA SAAS London OS 26524 (7.98/1 LP)	8
26	BACH: Brandenburg Concertos Stuttgart Chamber Orchestra (Munchinger) London STS 15336/7 (15.96/2 LPs)	22
27	BEETHOVEN: Symphony #6 Chicago Symphony Orchestra (Sir Georg Solti) London CS 6931 (7.98/1 LP)	14
28	FREDERICA VON STADE: French Opera Arias London Philharmonic Orchestra (Pritchard) Columbia M34206 (7.98/1 LP)	32
29	CARUSO: A Legendary Performer RCA Red Seal CRM 1-1749 (7.98/1 LP)	36
30	DVORAK: Piano Quintet In A, Op. 81 Bagatelles, Op. 47 Rudolf Firkusny, piano, Juilliard Quartet, Columbia M34515 (7.98/1 LP)	2
31	BOLLING: Concerto For Classic Guitar & Jazz Piano Bolling, Lagoya RCA FRL 1-0149 (7.98/1 LP)	36
32	PARKENING AND THE GUITAR: Music Of Two Centuries Angel S36053 (7.98/1 LP)	28
33	SHUBERT: "Trout" Quintet Tashi, Silverstein, Neidlinger RCA ARL 1-1882 (7.98/1 LP)	22
34	SIBELIUS: Symphony No. 1: Finlandia Boston Symphony Orchestra (Davis) Philips 9500.140 (7.98/1 LP)	24
35	VERDI: Macbeth Milnes, Fiorenza, Cossotto, The New Philharmonia (Muti) Angel SCLX-3833 (24.90/3 LPs)	20
36	BERLIOZ: Romeo & Juliet Hamari, Van Dam, Dupouy, The Boston Symphony & The New England Conservatory Chorus (Ozawa) DG 2707 089 (15.96/2 LPs)	20
37	STOKOWSKI CONDUCTS BIZET National Philharmonic Orchestra Columbia XM 34503 (1 LP/No List Price)	24
38	PROKOFIEV: The Gambler Soloists, Chorus & Orchestra Of The All Union Radio (Rozhdestvensky) Columbia M34579 (23.94/3 LPs)	2
39	VLADIMIR HOROWITZ'S FAVORITE BEETHOVEN SONATAS Columbia M34509 (7.98/1 LP)	14
40	ROSSINI: The Barber Of Seville Sills, London Symphony Orchestra (Levine) Angel SCLX-3761 (21.98/3 LPs)	2

Classical Stations Irked By Pub. B'cast Sponsor Raids

by Mike Falcon

LOS ANGELES — Commercial stations, particularly those which have a classical music format, are growing increasingly upset over public broadcasters' attempts to seek traditionally commercial sponsors. The Concert Music Broadcasters Association, an organization of classical format stations, will probably consider the problem at their October convention.

Walter Neiman, president of classical formatted WQXR/AM & FM New York, claims that the organization's concerns center on advertisers, rather than listening audience.

"Our concern is not with listeners at all, but with public stations' blatant efforts to switch our advertisers to their media, and take away existing advertisers who are supporting commercial classical stations, and convert them to grant advertisers on public stations." Neiman thinks that grant advertisers may negotiate the amount of the grant, contingent on air mention of the "advertiser's" name, and that these mentions are very close to commercial ads in content.

"Tax-supported funds are used to com-

pete directly with us in our marketplace," claimed Neiman, who suggested that many commercial classical stations operate on marginal budgets, and noted a steady decline in the number of classical programmers.

Texaco Opera

A current illustration of the developing competition for sponsorship or ad dollars is the Texaco-sponsored Metropolitan Opera series. National Public Radio has been negotiating for rights to the Texaco series for more than a year, although the talks are enjoying a hiatus at present. Texaco has been buying commercial time for the series since its inception, and commercial classical stations feel they have built a

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CLASSICALCLIPS

NEW YORK — The third edition of the Symphonic Catalog of works licensed by the American Society of Composers, Authors and Publishers will be available on July 15. Covering a repertory of some 26,000 symphonic, chamber orchestra, chamber ensemble and choral works, the new catalog includes over 9,000 more contemporary compositions and arrangements than the 1966 edition. Published by the R.R. Bowker Company, the listing runs 521 pages, and sells for \$25.

In addition to the works of ASCAP composers, the catalog lists the works of numerous foreign composers whose U.S. performers are licensed by ASCAP through arrangements with music publishers and sister performing rights societies throughout the world. East German works appear for the first time, and listings of Canadian, Finnish, Russian, Swiss and Yugoslav compositions are far more extensive than in the previous edition.

While more and more classical cassette tapes are being released, manufacturers are still searching for the solution to

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Sievers Replaces King As Director Of ABC Classics

NEW YORK — John Sievers has been named classical product coordinator for ABC Records. Formerly production assistant, classical A&R, Sievers is currently in charge of all classical product development for ABC.

Kathryn King, Sievers' predecessor, left ABC a few weeks ago in a management shake-up following the appointment of Stephen Diener as president of ABC Records.

Sievers said he foresees immediate

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CLASSICAL ALBUM REVIEWS



RACHMANINOFF: Complete Works For Solo Piano: Volume IV. Ruth Laredo, pianist. Columbia M 34532. List: 7.98.

Featuring lambent, finely etched performances of the "Etudes Tableaux," Op. 39, and Rachmaninoff's keyboard transcriptions of Fritz Kreisler's "Liebeslied" and "Liebesfreud," this album maintains the high standard which Ms. Laredo set in earlier recordings of the composer's solo piano music. She carries off the most difficult technical feats with seeming ease, and avoids the kind of mushy affectation (as well as over-use of the sustaining pedal) which often conceals insufficient skill. Most marvelous of all, while uncovering the subtle details in these complex pieces, Ms. Laredo's playing has real guts.



MOZART: Symphony No. 38, "Prague"; Symphony No. 31, "Paris." Concertgebouw Orchestra, Amsterdam. Josef Krips, conductor. Philips 6500 466. List: 7.98.

This disc, part of Krips' traversal of all of Mozart's symphonies from No. 22 onward, demonstrates the conductor's sophisticated approach to Mozart's music. In the great first movement of the "Prague," for instance, he leads the Concertgebouw effortlessly from theme to theme, weaving a seamless fabric that portrays the work's many moods without overinterpretation. The languorous quality of the "Prague's" Andante is somewhat obscured by Krips' brisk pace; however, he more than makes up for this with his elegant treatment of the bittersweet Andante in the "Paris" Symphony.



CARNAVAL DE RAMPAL. Jean-Pierre Rampal, flutist; Futaba Inoue, pianist. RCA JRL 1-2315. List: 7.98

Ever since the release last year of Paula Robison's recording of romantic flute music, the genre's popularity has been growing. In the 10 selections on the present disc, Rampal rarely strays from the well-worn repertoire exemplified by such pieces as Ravel's "Habanera" and Debussy's "Claire De Lune." Nevertheless, his inimitable combination of apparently natural technical mastery and joy in music-making turns this into one of the best-done and most enjoyable LPs Rampal has recorded.

On Jazz

Jazz Week in New York is over but further evidence of the importance of the city to the music is detailed in the absolutely massive press coverage of jazz in recent weeks. The *Village Voice* had a 20-page pullout section in its July 4 issue, the *New York Times*, featuring regular critics **John S. Wilson** and **Robert Palmer**, seems to have something in the entertainment section every day; from nearby Long Island comes *Jazz Magazine*, a quarterly of very high standards. During the week, we met the editor of *Japanese Swing Journal* and now comes news that *Jazz Forum*, the magazine of the European Jazz Federation, will move its executive offices to New York.

New from Muse: **Sonny Phillips'** "My Black Flower"; **Barry Altschul's** "You Can't Name Your Own Tune"; **Eric Kloss & Richie Cole**, "Battle of the Saxes"; **Willis Jackson's** "In The Alley"; and the **Dave Matthews Band's** "Night Flight."

Joe Venuti with a string band? Yes sir, on a new Flying Fish album titled "S'Wonderful." Master violinist Venuti is accompanied by guitar, steel guitar and mandolin. The latest from ECM: "The Plot" by

Enrico Rava and "Shimri" by **Arild Anderson**.

Chess has issued a single by **Brother Jack McDuff** of "Ju Ju" from his "Sophisticated Funk" album.

Bassist **David Friesen** and guitarist **John Stowell** are working on albums for Inner City.

Guitarists **John Tropea** and **Larry Coryell** will be at The Beacon in New York on July 23.

A new California label, Jam Session, has appeared with four LPs of live LA sessions featuring the likes of **Wardell Gray**, **Gerry Mulligan**, **Maynard Ferguson** and **Art Farmer**.

Helan Merrill, a big hit in Japan, recorded an album with a Japanese rhythm section that will be issued by Trio Records.

The New York Jazz Museum has set **John Hicks** and **Pete Yellin** for Saturday concerts later this month.

Dollar Brand's "Children Of Africa" and **Hilton Rulz's** "Piano Man" are the latest releases from Inner City.

Art Farmer opens at the Village Vanguard July 12.

bob porter



CARTER AT LEOPOLD'S — Milestone recording artist Ron Carter stopped in at Leopold's Records in Berkeley while in town for the Berkeley Jazz Festival. Shown at the store are (l-r): Arthur Mitchell, general manager of Leopold's; Carter; Kirk Roberts, Fantasy/Prestige/Milestone national sales coordinator; Dub Ogi, Leopold's; and Bruce Wheeler and Chris Engel of M.S. Distributors.

TOP 40 JAZZ ALBUMS

	Weeks On 7/9 Chart		Weeks On 7/9 Chart
1 FREE AS THE WIND THE CRUSADERS (Blue Thumb/ABC BT-6029)	1 6	21 BOB JAMES 4 (CTI 7074)	19 15
2 HEAVY WEATHER WEATHER REPORT (Columbia PC 34418)	2 17	22 WATERCOLORS PAT METHENY (ECM 1-1097)	29 3
3 LIFESTYLE (LIVING & LOVING) JOHN KLEMMER (ABC AB 1007)	4 6	23 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	22 54
4 FRIENDS AND STRANGERS RONNIE LAWS (Blue Note/UA BNLA 730H)	3 12	24 AFRO BLUE IMPRESSIONS JOHN COLTRANE (Pablo Live 2620 101)	23 6
5 ELEGANT GYPSY AL DIMEOLA (Columbia PC 34461)	5 13	25 MUSICMAGIC RETURN TO FOREVER (Columbia PC 34682)	21 16
6 IN FLIGHT GEORGE BENSON (Warner Bros. BSK 2983)	7 23	26 MORE STUFF STUFF (Warner Bros. WB BS 3061)	33 2
7 FINGER PAINTINGS EARL KLUGH (Blue Note BN-LA 737-H)	12 4	27 GINSENG WOMAN ERIC GALE (Columbia PC 34421)	24 17
8 STAIRCASE KEITH JARRETT (ECM/Polydor 21090)	13 4	28 A REAL MOTHER FOR YA JOHNNY GUITAR WATSON (DJM/Amherst DJLPA-7)	30 8
9 RIGHT ON TIME BROTHERS JOHNSON (A&M SP 4644)	9 8	29 CAPTAIN FINGERS LEE RITENOUR (Epic PE 34426)	26 10
10 ENCOUNTER FLORA PURIM (Milestone M-9077)	11 6	30 LIGHT'N UP, PLEASE! DAVE LIEBMAN (Horizon/A&M SP 721)	32 5
11 LIFELINE ROY AYERS UBIQUITY (Polydor PD 1-6108)	17 4	31 DANCING IN YOUR HEAD ORNETTE COLEMAN (A&M SP-722)	34 3
12 V.S.O.P. HERBIE HANCOCK (Columbia PG 34688)	8 12	32 ROMANTIC JOURNEY NORMAN CONNORS (Buddah 5682)	27 15
13 TAILOR MADE BOBBIE HUMPHREY (Epic 34704)	15 4	33 LIVE! LONNIE LISTON SMITH (RCA APL1-2433)	— 1
14 SUPER TRIOS McCOY TYNER (Milestone M-55003)	20 4	34 MUSIC IS MY SANCTUARY GARY BARTZ (Capitol ST 11647)	35 5
15 CONQUISTADOR MAYNARD FERGUSON (Columbia PC 34457)	6 16	35 HOMECOMING DEXTER GORDON (Columbia PG 34650)	25 12
16 LOVE NOTES RAMSEY LEWIS (Columbia PC 34696)	10 9	36 BACK TOGETHER AGAIN CORYELL/MOUZON (Atlantic SD 18220)	38 2
17 FANTAZIA NOEL POINTER (United Artists BN-LA736-H)	16 8	37 FROM ME TO YOU GEORGE DUKE (Epic PE 34469)	37 17
18 PASSENGERS GARY BURTON WITH EBERHARD WEBER (ECM 1092)	18 6	38 WATER BABIES MILES DAVIS (Columbia PC 34396)	28 17
19 TURN THIS MUTHA OUT IDRIS MUHAMMAD (CTI KU 35)	14 8	39 HERE AND NOW DON CHERRY (Atlantic SD-18217)	— 1
20 AL JARREAU LIVE IN EUROPE/LOOK TO THE RAINBOW (Warner Bros. WB 2BZ 3052)	31 2	40 THE PLAYERS ASSOCIATION (Vanguard VSD 79384)	36 8

JAZZ ALBUM PICKS

LIVE! — Lonnie Liston Smith — RCA 2433 — Producer: Bob Thiele — List: 6.98

So much of the fusion music today is studio crested that it is unusual to hear an in-person set by a major artist of the idiom. Yet Lonnie Liston Smith demonstrates here that the power and the inventiveness of his music translates easily to an audience. His seven-piece crew is tight and together and the music leaps right out at the listener. We especially like "Sorceress," but the key element here is the ability to do it live, and to do it so well. The crowd loved it and so will the rest of the world.



OLD TIME SHUFFLE — Lloyd Glenn — Black And Blue 33077 — List: 7.98

Glenn is 68 and has been playing professionally since the '20s. Best known for his association with Kid Ory and Lowell Fulson, he has been seen in the company of Big Joe Turner lately. His album showcases both a trio and quartet (with the inspired addition of Tiny Grimes) and his mixture of blues and boogie piano is irresistible. Good feeling prevails here and blues or piano fans should be especially happy with this.



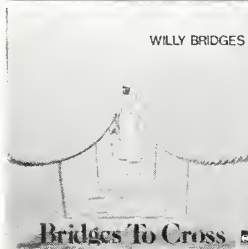
SONNY STITT WITH STRINGS — Catalyst 7620 — Producer: Pat Britt — List: 6.98

Sonny Stitt is one of the most recorded jazz artists and Catalyst seems to be meeting the challenge of providing fresh settings for him with considerable success. Here we have an entire album of Ellington material arranged in sterling fashion by Bill Finegan for soloist, rhythm section and eight strings. The string writing is the freshest, most inspiring, truly creative work we have heard in some time. Stitt responds with exceptional playing. The sound is superb and everyone should hear this one.



FACES — Gabor Szabo — Mercury 1141 — Producer: Wayne Henderson — List: 6.98

Szabo is a guitarist capable of broad musical vistas. There are moments on this album where he is almost consumed by the production but there are other cuts where Szabo transcends all. "The Biz" is classy funk and should garner strong airplay, but there is no Szabo stamp on it. On the other hand, "Magic Mystic Faces" contains the kind of spacy, gypsy magic one associates with the artist. This one should develop interest in several different areas.



BRIDGES TO CROSS — Willy Bridges — Buddah 5691 — List: 6.98

Bridges is no newcomer even though this is his first album. He has seen service with the Kingpins fronted by King Curtis, the fabulous backup group for Aretha Franklin. Bridges is a strong saxophonist fully capable of the tough or the tender on alto, tenor or soprano. Most of the material here is original yet the strings and the orchestral context makes it melodically accessible. For jazz and R&B play.



JUST ABOUT EVERYTHING — Bob Dorough — Inner City 1023 — List: 6.98

Dorough is a subtle singer/pianist with an attractive, intimate style. He is best on the traditional material "Tis Autumn," "Lazy Afternoon" and "Baltimore Oriole." Dorough has been involved with the "Multiplication Rock" TV spots and will be familiar to many even though not identified with them. A unique and interesting album.

MOST ADDED FM LPS

1. Steve Winwood — Island
2. Nothin' But The Blues — Johnny Winter — Blue Sky
3. Singin' — Melissa Manchester — Arista
Darling I Need You (45) — Doobie Brothers — WB
4. I, Robot — Alan Parsons Project — Arista
5. Burning For You — Strawbs — Polydor
6. Osuma — Island
7. Cascade — Tim Wiesberg -- UA
8. A+ — Stephen Sinclair — UA
9. More Stuff — Stuff — WB

MOST ACTIVE FM LPS

1. CSN — Crosby, Stills & Nash — Atlantic
— Dark Star, Cathedral, Shadow Captain
2. Book Of Dreams — Steve Miller Band — Capitol
— Swingtown, Sacrifice, Jet Airliner
3. JT — James Taylor — Columbia
— Handy Man, Traffic Jam, Your Smiling Face
4. Little Queen — Heart — Portrait
— Barracuda, Love Alive, Little Queen
5. I'm In You — Peter Frampton — A&M
— Roadrunner, I'm In You, Signed, Sealed, Delivered
6. American Stars 'N Bars — Neil Young — WB
— Like A Hurricane, Palomino, Bite The Bullet
7. Nether Lands — Dan Fogelberg — Epic
— Promises Made, Love Gone By, Once Upon A Time
8. Rumours — Fleetwood Mac — Reprise
— Dreams, The Chain, Don't Stop
9. Foreigner — Atlantic
— Feels Like The First Time, Cold As Ice, Head Knocker
10. I, Robot — Alan Parsons Project — Arista
— I, Robot, Breakdown
11. Cat Scratch Fever — Ted Nugent — Epic
— Cat Scratch Fever, Out Of Control
12. Time Loves A Hero — Little Feat — WB
— Old Folks Boogie, High Roller, Rocket In My Pocket
13. One Of The Boys — Roger Daltrey — MCA
— Avenging Annie, One Of The Boys
14. Monkey Island — Gells — Atlantic
— I Do, Monkey Island
Izltso — Cat Stevens — A&M
— Old Schoolyard, Bonfire
15. Steve Wonwood — Island
— Hold On, Time Is Running Out
16. Even In The Quietest Moments — Supertramp — A&M
— Give A Little Bit, Quietest Moments
17. Sweet Forgiveness — Bonnie Raitt — WB
— Runaway, 2 Lives
18. Exodus — Bob Marley & Wailers — Island
— Jammin', Exodus
No Second Chance — Charlie — Janus
— Pressure Point, Johnny Hold Back

Effective Research Stressed By WYSP PD Sonny Fox

by Mike Falcon

LOS ANGELES — Research methods, ratings, programming policies, and the role of news and the promotion man were the major topics in a **Cash Box** phone interview with Sonny Fox, program director of Philadelphia's WYSP.

The 30-year-old former bass player is somewhat of an iconoclast in radio circles due to his outspoken views, and his success as a programmer and air personality is well documented. WYSP/FM, in the most recent Arbitron ratings, was first among all listeners in the 18-through-49-year-old categories in the Philadelphia market.

Research

"Effective research," according to Fox, "is basically the strength of knowing what the audience wants to hear. This research doesn't tell you what to do, but it does give you figures and trends that are advice."

"You can take basic research facts and find out so many things," stated Fox, "but it seems that most people commit themselves to research per se. What you need first is a question, and then the research to help you find the answer. Otherwise it's just a way to channel energy."

In order to establish a pattern for research for AOR stations that is effective and predicated upon the listening habits of the album buyer, Fox favors a system of passive call-out research.

The system WYSP and the Superstars Network uses involves album buyers, who fill out short questionnaires at the record store when they purchase an LP. "The first priority in this system is sorting out the current product," explained Fox. "If we had any cards for the new Frampton they would be singled out, then alphabetized, and then we would do our weekly analysis of current chart material, going immediately to the research file in a particular area to get a

percentage of male and female, along with age, growth, strength, and popularity categories." Fox emphasizes that putting the question about particular cuts to the album buyer, who is familiar, in most cases, with the artist's work, is extremely important.

Two Weeks

"People are usually flattered when we call them after going over their cards," stated Fox. "And within two weeks we have a clear preference spelled out."

"These are people who generally have heard Frampton before and can relate to him and judge him. The average radio listener, who listens an average of an hour or less a day, is going to take six to eight weeks in any existing format to hear that album as much as a person who just bought it."

Fox does not believe the system can determine hits or popularity, "because that depends on marketing and promotion and competition, but it will indicate the peak of the album."

"Once we have that information we go to our traffic information, our social patterns studies (which are computerized), and then we know when the majority of people of a matching age and sex are listening, and we program it to them," said Fox. Fox added that the methodology used in his analysis could be adapted for newspapers, which he thinks are "plagued by a lack of subscribers in the 18-to-34-year-old range."

Ratings

"I'm not angry with Arbitron," Fox told **Cash Box**, "but I wish they would accept the divisions and fragmentation of the social climate. Their age demographic breakdown is outdated." Fox mentioned that the 12-to-17-year-old breakdown does not correspond accurately to an AOR station's listeners.

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STATION BREAKS

Bill Bailey has been promoted from jock to program director at **KSLQ**, St. Louis. **Kevin Bloom**, formerly with **KIRL**, St. Louis, is the new utility man at the station.

Kevin Metheny, formerly with **KMJC (Magic 91)**, San Diego, has been named PD of **WIBG**, Philadelphia.

Effective August 5, **John Shomby** will become PD while continuing as MD of **WERC-FM**, Birmingham. On the same date, the station will change call letters to **WKXX**.

Jay Clark has left the PD position at **WPRO**, Providence, to assume a similar position at **WTIC**, Hartford.

The new program director at **WHB**, Kansas City, is **Al Casey**.

Tommy Hedges has been promoted to program director at **WBCN**, Boston. Leaving the station is former PD **Bob Shannon** who will join the **KZEW**, Dallas, air lineup as morning drive personality.

Don Bombard, PD of **WOLF**, Syracuse, has left the station to join **WKTQ (13Q)**, Pittsburgh, as production director. **John Gabriel** will handle the PD responsibilities at **WOLF**, while continuing as MD.

J.R. Greeley is the new PD at **KEWI**, Topeka. Greeley comes from **KJCK**, Junction City, and replaces **Bob Finot** who has left the station.

Eric Fox has been officially named operations manager at **WOW**, Omaha.

Johnny Summer, former PD of **WZZQ**, Jackson, is the new PD at **WGRQ**, Buffalo. **Wayne Harrison**, former MD, has been elevated to the vacated PD position. The

new MD is **Dave Perkins**, who recently held the same position at sister station **WJDX**, Jackson.

Jack Phillips, formerly with **KMLO**, Vista, is the new PD at **KFIV**, Modesto. Former PD, **Larry Maher** has been named GM of sister station **KFIV-FM** which is now broadcasting automated rock and roll.

Reginald Henry has been promoted to program director at **WXEL-FM**, New Orleans. This follows the recent resignation

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NAB Opposes Cable System Rule Relaxation

LOS ANGELES — The National Association of Broadcasters is opposing watered-down restrictions on cable systems with between 500 and 999 subscribers, a proposal by the FCC which would bring these cable services in line with the small cable system class of 50 to 499 subscribers.

The NAB claims the proposal might fragment local markets by allowing distant signals to be used, and the NAB also warned that the FCC's audience-impact estimates may be critically flawed by inaccurate analysis of small cable systems. According to the FCC, cable systems with fewer than 1,000 subscribers constitute 42% of all cable systems. The NAB also urged the FCC to conclude its recently announced inquiry into the economic relationship between broadcast and cable television before they act on any deregulation considerations.



ANDY GIBB IN SEATTLE — While in Seattle during a recent promo tour Andy Gibb visited the city's famous space needle where he chatted with KJR air personality Mark Jeffries, who was broadcasting from KJR's remote station at the top of the needle. Pictured (l-r) are: Gibb; Jeffries; RSO regional promotion person Michael Rowley and friend and Gibb's manager James Daley.

WNEW-FM — NEW YORK — Tom Morrera

Most Active:
Crosby, Stills & Nash
Steve Winwood
Fleetwood Mac
Alan Parsons
James Taylor
Pierce Arrow
Geils
Peter Frampton
Bob Marley & Wailers
Pink Floyd
Strawbs
Greg Kihn
Neil Young

Adds:
Section — Fork It Over — Capitol
Reverberi — Stairway To Heaven — Pausa

WPLJ-FM — NEW YORK — CORINNE BALDASSANO

Most Active:
Fleetwood Mac
Peter Frampton
Kiss
Steve Miller Band
Crosby, Stills & Nash
Foreigner
Eagles
Cat Stevens
James Taylor
Bee Gees

WLIR-FM — LONG ISLAND — Denis McNamara

Most Active:
Steve Miller Band (Swingtown, Jet Airliner, Sacrifice)
Crosby, Stills & Nash (Star, Shadow, Fair Game)
Roger Daltrey (Say It Ain't So, Annie, One Of The Boys)
Peter Frampton (Friends, Worry, I'm In You)
Strawbs (Heartbreaker, Carry Me, Barcarole)
Little Feat (Hero, Races, Roller)
The Outlaws (Sundown, Heart)
James Taylor (Faces, Hoeny, Handy Man)
Alan Parsons (Nucleus, Breakdown, I, Robot)
Greg Kihn (Madison Avenue, For You, Hurt)
Steve Winwood (Midland Maniac, Lucks In, Hold On)
Dave Mason (So High, Seasons, Let It Flow)
Rubinoos (Alone Again, Heart)
UFO (Alone Again, Try Me, Getting Ready)
Section (L.A. Changes, Hamsters, Suckers)
Pierce Arrow (Be With You, Star Gazer, Summer Nights)
Pat Travers (Don't Love Me, Statesboro Blues, Rock & Roll Suzie)
Charlie (Pressure, Guitar Hero, Don't Look)
Supertramp (Give A Little, From Now On, Overture)
Neil Young (Hurricane, Will To Live)

Adds:
Doobie Bros. — Darling I Need You — WB
Judas Priest — Son After Sin — Columbia
Norton Buffalo — Loving In The Valley Of The Moon — Capitol
Stuff — More Stuff — WB
Carly Simon — Nobody Does It Better — Elektra

WBAB-FM — LONG ISLAND — Bernie Bernard

Most Active:
Crosby, Stills & Nash
Fleetwood Mac
Dan Fogelberg
Cat Stevens
Little Feat
James Taylor
Van Morrison
Roger Daltrey
Neil Young
10cc
Heart
Peter Frampton
Dave Mason
The Outlaws
Gregg Allman
American Tears
Steve Winwood
Supertramp
Bad Company

Adds:
Stephen Sinclair — A+ — UA
Lake — Columbia
Demons — Mercury
John Paine & Lewis Levin — Mercury
Young & Moody — UA
Omaha Sheriff — Come Hell Or Waters High
Blue — Another Night Time Flight — Rocket/MCA

WRNW-FM — WESTCHESTER — Meg Griffin

Most Active:
Patti Smith Group
Television
Ramones (45)
Strawbs (Tryin', Diamond, Heartbreaker)
Graeme Edge (Paradise, Human, Everybody)
Alan Parsons (Be Like You, Voice)
Crosby, Stills & Nash
Garland Jeffreys
Geils (I Do)
Al Jarreau (See Me, Rainbow)
Mink DeVille (Tough, Little Girl, Mixed Up)
Jonathan Richman
James Taylor (Broadway, Terra Nova, Traffic)
Neil Young (Will, Hurricane, Bullet)
Foreigner (Fool, Star Rider, Cold)
Little Feat (Roller, Rocket, New Delhi)
Tubes (Parade, This Town)
Bonnie Raitt
10cc (Benefit, Modern)

Adds:
Various Artists — Roots Of Rock & Roll — Arista
Ozamu — Island
Johnny Winter — Nothing But The Blues — Blue Sky
Pierce Arrow — Columbia
Elvis Presley — Moody Blue — RCA
Stephen Sinclair — A+ — UA
Stuff — More Stuff — WB
Doobie Bros. — Darling I Need You (45) — WB

WJKL-FM — CHICAGO — Tom Marker

Most Active:

Steve Winwood
Strawbs
Delbert McClinton
Johnny Winter
Stuff
Alan Parsons
Bonnie Raitt
Neil Young
Dillard Hartford & Dillard
Little Feat
Crosby, Stills & Nash
Southside Johnny
Peter Tosh
Country Joe & The Fish
The Outlaws
Brand X
Pat Travers
Charlie
Ben Sidran
Rough Diamond

Adds:
Lonnie Liston Smith — Live — RCA
AWB With Ben E. King — Benny & Us — Atlantic

WKQX-FM — CHICAGO — Bob King

Most Active:
The Outlaws (Sundown)
Emerson, Lake & Palmer (Lend Your Love)
Crosby, Stills & Nash (Just A Song)
Heart (Love Alive)
Steve Miller Band (Sacrifice)
Foreigner (Cold As Ice)
Ted Nugent (Cat Scratch)
Dan Fogelberg
Little Feat (Old Folks)
Supertramp
James Taylor
Geils
Kenny Loggins (Lady Luck)
Rough Diamond (Rock & Roll)
UFO (Too Hot)
Roger Daltrey (One Of The Boys)
Cat Stevens (School Yard)
Peter Frampton (I'm In You)
Neil Young (Bullet)

Adds:
Yee — Going Four To One — Atlantic

WXRT-FM — CHICAGO — Harvey Wells

Most Active:
Neil Young
Steve Miller Band
Little Feat
Heart
Supertramp
Peter Frampton
Crosby, Stills & Nash
Fleetwood Mac
Dan Fogelberg
Burton Cummings
Foreigner
Cat Stevens
Ted Nugent
Bonnie Raitt
Charlie
UFO
Dave Mason
Kenny Loggins
10cc
Pablo Cruise

Adds:
Steve Winwood — Island
Johnny Winter — Nothing But The Blues — Blue Sky
Omaha Sheriff — Come Hell Or Waters High — RCA
Country Joe & The Fish — Reunion — Fantasy
The Section — Fork It Over — Capitol
Ozamu — Island
Robin Williamson — Journeys Edge — Flying Fish

KLOS-FM — LOS ANGELES — Dabar Hoorelbeke

Most Active:
James Taylor
Kenny Loggins
Crosby, Stills & Nash
Boston

Adds:
Neil Young — American Stars 'N Bars — Reprise
Ted Nugent — Cat Scratch Fever — Epic

KMET-FM — LOS ANGELES — Billy Juggs

Most Active:
Steve Miller Band
Fleetwood Mac
Heart
Boston
Foreigner
Eagles
Supertramp
Little Feat
Ted Nugent
Cat Stevens
Neil Young
Peter Frampton
The Kinks
Marshall Tucker Band
Bob Seger

Adds:
Rick Derringer — Live — Blue Sky
LeBlanc & Carr — Midnight Light — Atlantic

KWST-FM — LOS ANGELES — Charlie Kendall

Most Active:
Peter Frampton
Ted Nugent
Steve Miller Band
Crosby, Stills & Nash
Heart
Roger Daltrey
Neil Young
UFO
Mink DeVille
Steve Winwood
Geils
Charlie
Foreigner
Cat Stevens

Little River Band

Adds:
Alan Parsons Project — I, Robot — Arista
Lake — Columbia
Blue — Another Nighttime Project — MCA
Greg Kihn — Greg Kihn Again — Beserkley
Doobie Bros. — Little Darlin' (45) — WB

WIOQ-FM — PHILADELPHIA — Helen Leicht

Most Active:
Steve Miller Band (Swingtown, Stake)
Crosby, Stills & Nash (Cathedral, Star)
Steve Winwood (Time)
Peter Frampton (Signed, Try To Love)
Foreigner (Longway, Cold)
Charlie (Johnny, No Chance)
Supertramp (Moments, Give A Little)
Lake (Run, Do I)
Roger Daltrey (Annie)
Detective (Reaper, Nightingale)
James Taylor (Traffic, L.A.)
Little River Band (Anniversary, Help)
Little Feat (New Delhi, Roller)
Dan Fogelberg (Nether Lands, Shoes)
Ultravox (Wild Beautiful, Boys)
Frankie Miller (Be Good)
Chilliwack (Fly, Something)
Sanford Townsend Band (Does It, Smoke)
Greg Kihn (For You, Island)
Iguana (Shape, Your Love)

Adds:
Coryell/Mouzon — Back Together Again — Atlantic
Various Artists — The Greatest Hits Of The South — Capricorn
Jimmy Brockel — North Mountain Velvet — Adelphi
Ozamu — Island
Brent Maglia — Down At The Hard Rock Cafe — Fantasy
Star Wars — Soundtrack — 20th Century
Doobie Bros. — Darling I Need You (45) — WB

WMMR-FM — PHILADELPHIA — Ed Seiler

Most Active:
Bob Marley & Wailers
Crosby, Stills & Nash
Foreigner
Steve Miller Band
Heart
Peter Frampton
Kenny Loggins
Van Morrison
Bonnie Raitt
Pink Floyd
Eagles
Fleetwood Mac
Supertramp
Little Feat
Dave Mason
Emerson, Lake & Palmer
Boston
Stevie Wonder
Bob Seger
Kansas

Adds:
Sanford Townsend Band — WB
Roy Buchanan — Loading Zone — Atlantic
American Flyer — Spirit Of A Woman — UA
Doobie Bros. — Darling I Need You (45) — WB
Steve Winwood — Island

WABX-FM — DETROIT — Jim Owens

Most Active:
Fleetwood Mac
Peter Frampton
Steve Miller Band
Cat Stevens
UFO
Heart
Little Feat
Alice Cooper
Foreigner
Crosby, Stills & Nash
Bonnie Raitt
Roger Daltrey
Frankie Miller
The Beatles

Adds:
Rick Derringer — Live — Blue Sky

WWWW-FM — DETROIT — Joe Urblei

Most Active:
Fleetwood Mac (Dreams, Chain)
Foreigner (First Time, Cold As Ice)
Peter Frampton (I'm In You, Roadrunner)
Steve Miller Band (Jet Airliner, Jungle Love)
Heart (Barracuda, Love Alive)
Cat Stevens (Schoolyard, Star)
Crosby, Stills & Nash (Dark Star, Just A Song)
Eagles (Fast Lane)
Supertramp (Give A Little, Moments)
Ted Nugent (Cat Scratch, Control)
James Taylor (Handy Man, Face)
Emerson Lake & Palmer (C'est La Vie)
Dan Fogelberg (Love Gone, Promises)
REO Speedwagon (Pushin')
Frankie Miller (Be Good)
Marshall Tucker Band (Love Song)
Jeff Beck With Jan Hammer (She's A Woman)
Boston (Peace)
UFO (Too Hot)
Moody Blues

Adds:
Lake — Columbia
Pierce Arrow — Columbia
Doobie Bros. — Darling I Need You (45) — WB

KSAN-FM — SAN FRANCISCO — Beverly Wilshire

Most Active:
Geils
Mink DeVille
Steve Miller Band
Crosby, Stills & Nash
Greg Kihn
Alan Parsons Project
Bob Marley & Wailers
Rubinoos
Roger Daltrey

Earthquake

Adds:
Johnny Winter — Nothin' But The Blues — Columbia
Nick Lowe — Bowie — Stiff
AC/DC — Let There Be Rock — Atco
Big Wah Koo — Loves Been Known — ABC
Doobie Bros. — Little Darlin' (45) — WB

KYA-FM — SAN FRANCISCO — Jay Hansen

Most Active:
Crosby, Stills & Nash
Fleetwood Mac
Dan Fogelberg
Peter Frampton
Heart
Kiss
Ted Nugent
Steve Miller Band
Pablo Cruise
Bonnie Raitt
James Taylor

Adds:
Doobie Bros. — Little Darlin' (45) — WB
The Strawbs — Burning For You — Polydor

WHFS-FM — WASHINGTON, D.C. — Dave Einstein/Bob Young

Most Active:
Crosby, Stills & Nash
James Taylor
Steve Winwood
Al Jarreau
Geils
Denny Laine
Johnny Winter
Bob Marley & Wailers
Neil Young
Peter Frampton
Earl Klugh
Raoul De Souza
Alan Parsons
Doc & Merle Watson
Southside Johnny & Asbury Jukes
Jerry Jeff Walker
Mink DeVille
Willie Nelson
Roger Daltrey
Strawbs

Adds:
Roy Ayers — Lifeline — Polydor
Dave Matthews — Night Flight — Muse
AWB With Ben E. King — Benny & Us — Atlantic
Chuck McDermott With Wheatstraw — Follow The Music — Backdoor Music
Arild Anderson — Shimri — ECM
Melissa Manchester — Singin' — Arista
Stuart Harris — Sing Me A Rainbow — Mercury
Tim Weisberg — Cascade — UA
Persuaders — It's All About Love — Calls

WBCN-FM — BOSTON — John Brodey

Most Active:
Charlie
Crosby, Stills & Nash
Fleetwood Mac
Foreigner
Dan Fogelberg
Peter Frampton
Geils
Horslips
Garland Jeffreys
Little Feat
Steve Miller Band
Mink DeVille
Graham Parker
Perce Arrow
Bonnie Raitt
Cliff Richard
Southside Johnny
James Taylor
Ultravox
Steve Winwood

Adds:
Steve Winwood — Island
Johnny Winter — Nothin' But The Blues — Blue Sky
Emotions — Rejoice — Columbia
Rhead Brothers — Dedicate — EMI
Pakalameredit — Elektra
Strawbs — Burning For You — Polydor
Herbie Hancock — V.S.O.P. — Columbia
Keith Jarrett — Staircase — ECM
Ann Peebles — If This Is Heaven — Hi

WCOZ-FM — BOSTON — Beverly Mire

Most Active:
Fleetwood Mac (Dreams)
Crosby, Stills & Nash (Shadow)
Steve Miller Band (Jungle)
Heart (Little Queen)
Boston (Feeling)
Peter Frampton (Heat)
Pousette-Dart Band (Amnesia)
James Taylor (Traffic)
Cat Stevens (Schoolyard)
Geils (Surrender)
Mink DeVille (Cadillac)
Eagles (Fast Lane)
Bonnie Raitt (Runaway)
Supertramp (Moments)
Bee Gees (Good Man)
Jimmy Buffett (Margartaville)
Stevie Wonder (I Wish)
Little River Band (Help)
Leon & Mary Russell (Say You Will)
Brothers Johnson (Strawberry)

Adds:
Donna Summer — I Remember Yesterday — Casablanca
Ted Nugent — Cat Scratch Fever — Epic
Rusty Wier — Stacked Deck — Columbia

KFWD-FM — DALLAS — Tim Spencer

Most Active:
Kenny Loggins
Dan Fogelberg
James Taylor
Steve Miller Band

Pablo Cruise
Foreigner
Peter Frampton
Heart
Ted Nugent
Crosby, Stills & Nash
Alan Parsons
Little River Band
Ram Jam (45)
Kiss
Roger Daltrey
Joan Baez
Neil Young
Alexis
Supertramp
10cc
Adds:
Jesse Winchester — A Man Must Carry On — Bearsville
Styx — Grand Illusion — A&M
Tim Wiseberg — Cascade — UA

KZEW-FM — DALLAS — Mike Hedges
Most Active:
Dan Fogelberg
Waylon Jennings
Peter Frampton
Fleetwood Mac
Ted Nugent
Crosby, Stills & Nash
Rita Coolidge
James Taylor
Steve Miller Band
Foreigner
Kenny Loggins
Jimmy Buffett
Little River Band
Isley Brothers
Heart
Jerry Jeff Walker
Alan Parsons
Al Jarreau
John Klemmer
Adds:
Tim Wiseberg — Cascade
Steve Winwood — Island
Mysterious Flying Orchestra — RCA
Carly Simon — Nobody Does It Better (45) — Elektra
John Lee & Gerry Brown — Still Can't Say Enough — Blue Note
Melissa Manchester — Singin' — Arista
Johnny Winter — Nothing But The Blues — Blue Sky

KADI-FM — ST. LOUIS — Pet Parisi
Most Active:
Crosby, Stills & Nash
Steve Miller Band
Ram Jam (45)
Fleetwood Mac
Heart
Ted Nugent
Little River Band
Brownsville Station
James Taylor
Dan Fogelberg
Roger Daltrey
Alan Parsons
Steve Winwood
Supertramp
The Outlaws
Poco
Cat Stevens
Kiss
Eagles
Boston
Adds:
Doobie Bros. — Darling I Need You (45) — WB

KSHE-FM — ST. LOUIS — Ted Habeck
Most Active:
Peter Frampton
UFO
Ted Nugent
Kiss
Crosby, Stills & Nash
Gregg Allman
Little River Band
Dan Fogelberg
Neil Young
Burton Cummings
Roger Daltrey
Cat Stevens
Brownsville Station
Steve Winwood
Dave Mason
Adds:
Johnny Winter — Nothin' But The Blues — Columbia
Rick Derringer — Live — Blue Sky
Pink Floyd — IMP

WYDD-FM — PITTSBURGH — Steve Downes
Most Active:
Steve Miller Band
UFO
Alan Parsons
Crosby, Stills & Nash
Neil Young
Dave Mason
James Taylor
Little Feat
Ted Nugent
Roy Buchanan
Foreigner
Van Morrison
Gregg Allman
Dan Fogelberg
Bob Marley & Wailers
Heart
Kenny Loggins
The Outlaws
Geils
Genesis (EP)
Adds:
Melissa Manchester — Singin' — Arista
AWB With Ben E. King — Benny & Us — Atlantic
Country Joe & The Fish — Reunion — Fantasy

Larry Coryell & Alphonse Mouzon — Back Together
Again — Atlantic
KLQL-FM — HOUSTON — Sandy Mathis
Most Active:
Heart (Barracuda, Love Alive)
Dan Fogelberg (Love Gone By)
Crosby, Stills & Nash (Shadow, Cathedral)
James Taylor (Faces, Traffic)
Steve Miller Band (Embroglio, Winter)
Steve Winwood
Peter Frampton (St. Thomas, Friend)
Little Feat (Rocket, Streamliner)
John Klemmer (Lifestyles, Tough & Tender)
Bad Company (Morning Sun, Leaving You)
Cat Stevens (Schoolyard)
Gregg Allman (Cryin' Shame, Come & Go)
Alice Cooper (Lace & Whiskey, Hot Tonight)
Roger Daltrey (Annie, One Of The Boys)
Graeme Edge (Ballroom, Human)
Fleetwood Mac (Chain, Gold Dust)
Geils (Somebody, Surrender)
Bob Marley & Wailers (Exodus, Jammin')
Alan Parsons (Breakdown, Robot)
Leon & Mary Russell (Say You Will, Love Is)

Adds:
Steve Winwood — Island
Country Joe & The Fish — Reunion — Fantasy
Steeleye Span — Original Masters — Chrysalis
Dave Sanborn — Promise Me The Moon — WB
Mahogany Rush — World Anthem — Columbia
Strawbs — Burning For You — Polydor
Pat Metheny — Watercolors — ECM
Oregon — Friends — Vanguard
Johnny Winter — Nothing But The Blues — Blue Sky
John Paine & Lewis Levin — Mercury

WMMS-FM — CLEVELAND — Shelly Stile
Most Active:
Bee Gees
The Beatles
Crosby, Stills & Nash
Roger Daltrey
Eagles
Fleetwood Mac
Foreigner
Peter Frampton
Dan Fogelberg
Geils
Heart
Isley Bros.
Kiss
Steve Miller Band
Dave Mason
Ted Nugent
The Outlaws
Alan Parsons
James Taylor
Neil Young
Adds:
Sunshine — Roulette
Jesse Winchester — A Man Must Carry On — Bearsville
Teddy Pendergrass — Philly International

WKLS-FM — ATLANTA — Drew Murray
Most Active:
Peter Frampton
Heart
James Taylor
Fleetwood Mac
Jimmy Buffett
Ted Nugent
Dan Fogelberg
Foreigner
Steve Miller Band
Gregg Allman
Crosby, Stills & Nash
Supertramp
Sanford Townsend Band
Bonnie Raitt
Mothers Finest
Dixie Dregs
Roger Daltrey
Kenny Loggins
Charlie
Alan Parsons
Adds:
Strawbs — Burning For You — Polydor
Steve Winwood — Island
Graeme Edge Band — Paradise Ballroom — London

WRAS-FM — ATLANTA — John Wynne
Most Active:
10cc (Benefit, Judge)
Charlie (Johnny, No Chance)
Dixie Dregs (Holiday, Wages)
Graeme Edge (Everybody, Fair)
Michael Stanley Band (Midnight, On The Road)
Neil Young (Palimino, Hurricane)
Little Feat (Hero, Races)
Mike Cross (Blue Ridge, Mother)
Dan Fogelberg (Once Upon, Love Gone)
Wet Willie (No No No, Grits)
Heart (Little Queen, Barracuda)
Kingfish (Goodbye)
Ian Mathews (Shuffle, Times)
Dickey Betts (Out To Go Me, Bougainvillia)
Adds:
Omaha Sheriff — Come Hell Or Waters High — RCA
Clover — Mercury
James Taylor — JT — Columbia
Strawbs — Burnin' For You — Polydor
Pat Metheny — Watercolors — ECM
NRBO — All Hopped Up — Rd Rooster
Pierce Arrow — Columbia
Enrico Rava — The Plot — ECM
Widowmaker — Too Late To Cry — UA
Mink DeVille — Capitol

KEZY-FM — ANAHEIM — Ron Burnstein
Most Active:
Frankie Miller
American Flyer
Southside Johnny & Asbury Jukes
Al Stewart
AC/DC — Let There Be Rock — Atco

The South's Greatest Hits — Various Artists — Capricorn
Stephen Sinclair — A+ — UA
Johnny Winter — Nothin' But The Blues — Columbia
Melissa Manchester — Singin' — Arista
Alan Parsons Project — I, Robot — Arista
Tim Wiseberg — Cascade — UA

KPBI-FM — DENVER — Jean Valdez
Most Active:
Heart
Fleetwood Mac
Steve Miller Band
Crosby, Stills & Nash
Adds:
Jimmy Buffett — Changes In Latitudes — Changes In Attitudes
Steve Winwood — Island
Roger Daltrey — One Of The Boys — MCA

KZAN-FM — SEATTLE — Jon Kertzer
Most Active:
James Taylor
Steve Winwood
Crosby, Stills & Nash
Jesse Winchester
Joan Baez
Amazing Rhythm Aces
Bob Marley & Wailers
Little Feat
Bonnie Raitt
David Grisman
Keith Harrett
Adds:
Stuff — More Stuff — WB
Lonnie Liston Smith — Live — RCA
Waves — Polydor
Omaha Sheriff — Come Hell Or Waters High — RCA
Ray Bryant — Solo Flight — Pablo
Five Hand Reel — For Of That — RCA
Julian Priester — Polarization — ECM

WEBN-FM — CINCINNATI — Denton Marr
Most Active:
James Taylor (Handy Man, Telling A Lie)
Fleetwood Mac (Dreams, Loving Fun)
Crosby, Stills & Nash (Just A Song, Changes)
Emerson Lake & Palmer (Hallowed, Nobody)
Eagles (Fast Lane)
Ted Nugent (Control)
Neil Young (Bullet, Bethlehem)
Peter Frampton (Roadrunner, Signed)
Star Wars
Kenny Loggins (I Believe, Celebrate)
Heart (Barracuda, Kick It)
Dan Fogelberg (Lessons)
Cat Stevens (Jamaica, Star)
Steve Miller Band (Stake, Babes)
Boston (Feeling)
Weather Report (Birdland)
American Flyer
Johnny Guitar Watson
UFO (Alone Again, Too Hot)
Pablo Cruise (Whatcha Gonna Do)
Adds:
Johnny Winter — Nothin' But The Blues — Blue Sky
Steve Winwood — Island
Alan Parsons Project — I, Robot — Arista

WCRQ-FM — BUFFALO — Mark Henning
Most Active:
Crosby, Stills & Nash
Dan Fogelberg
Eagles
Fleetwood Mac
Foreigner
Heart
James Taylor
Neil Young
Supertramp
Pablo Cruise
Peter Frampton
Supertramp
Steve Miller Band
Kiss
Starz
Jimmy Buffett
Cat Stevens
Ted Nugent
Adds:
Johnny Guitar Watson — A Real Mother For Ya — DJM
Star Wars — Soundtrack — 20th Century
Lake — Columbia
Rainbow — On Stage — Polydor

KOME-FM — SAN JOSE — Dana Jang
Most Active:
Crosby, Stills & Nash
Dan Fogelberg
Geils
Ted Nugent
Alan Parsons Project
James Taylor
UFO
Steve Winwood
Joan Baez
Norton Buffalo
Lake
Adds:
The Section — Fork It Over — Capitol
Johnny Winter — Nothin' But The Blues — Columbia
Melissa Manchester — Singin' — Arista
Omaha Sheriff — Come Hell Or Waters High — RCA
Flora Purim — Encounter — Milestone
Osamu — Island

KSJO-FM — SAN JOSE — Paul Wells
Most Active:
Little Feat
Neil Young
Heart
Pat Travers
Roger Daltrey
Widowmaker
Little River Band
Ted Nugent
Mahogany Rush
UFO
Steve Miller Band

Crosby, Stills & Nash
Geils
Alan Parson Project
Hard Nutz
Adds:
AC/DC — Let There Be Rock — Atco
Johnny Winter — Nothin' But The Blues — Columbia
Lake — Columbia
Horslips — Celtic Invasion — DJM
Steve Winwood — Island
Bob Marley & Wailers — Exodus — Island
Trooper — Knock 'Em Dead Kid — MCA
Stephen Sinclair — A+ — UA
Roadmaster — Village

KDKB-FM — PHOENIX — Hank Cookenboo
Most Active:
Alan Parsons Project
Roger Daltrey
Gariand Jeffries
Crosby, Stills & Nash
Heart
Adds:
Steve Winwood — Island
Strawbs — Burnin' For You — Polydor
Cliff Richard — Every Face Tells A Story — Rocket/MCA
Mink DeVille — Capitol
Blue — Another Nighttime Flight — MCA

KINK-FM — PORTLAND, OR — Mike Bailey
Most Active:
James Taylor
Kenny Loggins
Alan Parsons Project
Crosby, Stills & Nash
Joan Baez
Norton Buffalo
Adds:
Alan Parsons Project — I, Robot — Arista
Geils — Monkey Island — Atlantic
Andy Gibb — Flowing Rivers — RSO
The Section — Fork It Over — Capitol
Fools Gold — Mr. Lucky — Columbia
Johnny Hammond — Storm Warning — Milestone
Norton Buffalo — Capitol

WMC-FM — MEMPHIS — Ron Olson
Most Active:
Crosby, Stills & Nash (Cark Star, Cathedral)
Isley Brothers (Livin', Go For Your Guns)
Fleetwood Mac (Don't Stop, Chain)
Eagles (Hotel, Fast Lane)
Foreigner (Head Knocker, Long Way)
Ted Nugent (Cat Scratch)
Steve Miller Band (Jungle, Sacrifice)
Neil Young (Hurricane, Bullet)
James Taylor (Handy Man, Telling A Lie)
Dan Fogelberg (Nether Lands, Love Gone By)
Jesse Winchester (Carry On, Rhumba)
Marshall Tucker Band (Love Song, Desert)
Kenny Loggins (Lady Luck, I Believe)
Star Wars
Peter Frampton (Rocky, Heart)
Bonnie Raitt (Louise, 2 Lives)
Heart (Kick It, Barracuda)
Barbra Streisand (Don't Believe, Lullaby)
Adds:
Doobie Bros. — Darling I Need You (45) — WB
Geils — Monkey Island — Atlantic
Elvis Presley — Moody Blue — RCA

KJAK-FM — OKLAHOMA — Jim Stafford
Fleetwood Mac
Waylon Jennings
Crosby, Stills & Nash
Dan Fogelberg
James Taylor
Les Dudek (Old Judge Jones)
Adds:
Steve Winwood — Island
Al Jarreau — Look To The Rainbow — WB
John Klemmer — Life Style-Living & Loving — ABC
Max Webster — Mercury
Focus — Ship Of Memories — Sire
Johnny Winter — Nothin' But The Blues — Columbia
Totty — Totty
The Section — Fork It Over — Capitol
Greg Kihn — Beserkley
Osamu — Island
Pat Travers — Makin' Magic — Polydor

WGRQ-FM — BUFFALO — Mark Henning
Most Active:
Crosby, Stills & Nash
Dan Fogelberg
Eagles
Fleetwood Mac
Foreigner
Heart
James Taylor
Neil Young
Pablo Cruise
Peter Frampton
Supertramp
Steve Miller Band
Kiss
Starz
Jimmy Buffett
Cat Stevens
Ted Nugent
Adds:
Johnny Guitar Watson — A Real Mother For Ya — DJM
Star Wars — Soundtrack — 20th Century
Lake — Columbia
Rainbow — On Stage — Oyster/Polydor

WCOL-FM — COLUMBUS — Guy Evans
Most Active:
Crosby, Stills & Nash
Steve Miller Band
Cat Stevens
Dan Fogelberg
Nutz
Roger Daltrey
AC/DC
Charlie

(continued on page 34)

CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS

This Week To Date

STATIONS ADDING THIS WEEK

Rank	Record	This Week	To Date	Stations
1.	HOW MUCH LOVE — LEO SAYER — WB	19%	38%	KLIF, WHBQ, KFRC, WIFI, KJR, WOW, WMAK, KRBE, FM-92, KERN, WQXI, WBBF, WPRO, WERC, WSGA, WSGN, WNOE, WBBQ, WZUU.
2.	HANDY MAN — JAMES TAYLOR — COLUMBIA	12%	66%	KFJZ, KIOA, WSGA, WIRL, FM-92, 13Q, WPEZ, WNDE, WOKY, B-100, WSAI, KFRC.
3.	CHRISTINE 16 — KISS — CASABLANCA	12%	30%	KXOK, 13Q, WMAK, WAVZ, WPGC, WPEZ, WISM, WNDE, WBBQ, KPAM, KFRC, KILT.
4.	TELEPHONE LINE — ELO — UA	10%	29%	WCAO, KIOA, WCOL, WSGN, KTAC, Q-102, WLAC, WBBQ, WAVZ, WISM.
5.	ON AND ON — STEPHEN BISHOP — UA	10%	28%	WQXI, WCAO, Q-94, KJRB, WLAC, WPGC, KXKX, KAKC, WLEE, KPAM.
6.	DON'T STOP NOW — FLEETWOOD MAC — WB	10%	24%	Z-93, WAPE, WPEZ, WISM, KTLK, WHHY, 13Q, FM-92, KXKX, KFRC.
7.	BEST OF MY LOVE — EMOTIONS — COLUMBIA	8%	58%	WABC, WPRO, KEEL, KBEQ, KLIF, WRKO, KILT, KHJ.
8.	EASY — COMMODORES — MOTOWN	8%	54%	WHHY, KXOK, KEEL, WPEZ, KBEQ, KAKC B-100, KPAM.
9.	MY HEART BELONGS TO ME — BARBRA STREISAND — COLUMBIA	7%	73%	WQAM, KFJZ, Q-94, WAVZ, WBBQ, WOKY, WHBQ.
10.	HIGHER AND HIGHER — RITA COOLIDGE — A&M	6%	86%	WLS, WABC, KEEL, WKBW, WPEZ, WRKO.
11.	BLACK BETTY — RAM JAM — EPIC	6%	42%	KJRB, WNCI, WAVZ, WAPE, WPEZ, KFRC.
12.	YOU'RE MY WORLD — HELEN REDDY — CAPITOL	5%	44%	KJRB, WIRL, KILT, WDRQ, WRKO.
13.	SMOKE FROM A DISTANT FIRE — SAN-TOWN — WB	5%	31%	KAKC, WAPE, KRBE, KDWB, KERN.
14.	SO YOU WIN AGAIN — HOT CHOCOLATE — BIG TREE	5%	9%	WAKY, WHHY, KEEL, WFOM, WHBQ.
15.	KNOWING ME, KNOWING YOU — ABBA — ATLANTIC	4%	83%	WABC, WNOE, KFJZ.
16.	IT'S SAD TO BELONG — ENGLAND DAN & COLEY — BIG TREE	4%	72%	Q-102, KLIF, WKY, KFJZ.
17.	YOU AND ME — ALICE COOPER — WB	4%	66%	WIRL, WPEZ, KBEQ, 13Q.
18.	GIVE A LITTLE BIT — SUPERTRAMP — A&M	4%	36%	WLAC, WMAK, Q-94, WOW.

RADIO ACTIVE SINGLES

- YOU MADE ME BELIEVE IN MAGIC — BAY CITY ROLLERS — ARISTA**
KHJ ex-24, WIFI 12-7, KSLQ 27-21, WBBQ 24-21, KAKC 25-18, WFOM 18-13, WOKY 22-16, KERN 16-11, WQXI 22-17, WCAO 15-9, KTLK 26-18, WBBF 28-12, WSGA 14-9, WSGN 19-14, KJRB 17-11, WAKY 10-3, WNCI 15-7, WAVZ 23-15, WKY 17-10, WOW 11-7, KEEL 29-22, WPGC ex-27, KJR 14-10, WAPE ex-29, CKLW 22-18, WISM 22-14.
- BEST OF MY LOVE — EMOTIONS — COLUMBIA**
KXOK 22-11, WSGN 21-17, KJRB ex-25, KNDE ex-20, WAKY ex-29, WNCI 22-16, WMAK 29-23, WAPE ex-26, WDRQ 27-22, WQAM 19-8, KERN ex-26, WQXI 26-10, WHHY 13-9, WBBF ex-27, WERC 16-9, WCOL 30-22, WISM 30-23, WBBQ ex-26, WLEE 14-9, WOKY 25-18, KPAM ex-27, 99X 21-6, KFRC ex-22, WIFI 20-12.
- HANDY MAN — JAMES TAYLOR — COLUMBIA**
KLIF 20-16, KSLQ 34-24, KILT 15-10, KPAM 26-19, WING 27-22, WLEE 30-20, WQXI 27-16, WERC 23-13, KDWB 30-14, WSGN 18-10, KJRB 20-14, KTAC ex-15, Q-102 20-17, Z-93 27-20, WAKY 22-13, KRBE 20-16, WMAK 20-15, WAVZ 29-23, WKY ex-19, WPGC 23-19, KJR ex-23, WISM ex-28, KBEQ 30-20.
- YOU & ME — ALICE COOPER — WB**
KSLQ 23-16, KILT 35-28, WDRQ ex-30, WQXI 29-24, WERC 20-12, WCOL 20-12, WSGN 20-16, FM-92 11-4, WAKY 28-19, KRBE 30-26, WLAC 27-18, WMAK 14-7, WOW 19-10, WNDE ex-28, WLEE 25-12, WOKY 23-19, B-100 19-13.
- I WANT TO BE YOUR EVERYTHING — ANDY GIBB — RSO**
WQAM 20-15, KTLK 22-17, WBBF ex-28, WLS 21-19, Z-93 20-15, WAVZ 26-17, WABC 19-10, WOW 6-2, WKBW 20-15, WPEZ 8-4, WNDE 15-8, KBEQ 22-17, B-100 10-2, KLIF 21-8, KILT 18-13, WIFI 16-10.
- DO YOU WANNA MAKE LOVE — PETER McCANN — 20TH CENTURY**
WNOE 16-11, KAKC 12-6, 99X 29-23, KLIF 26-17, WRKO 16-8, KHJ 26-22, KFJZ ex-29, WDRQ ex-27, WQXI 11-6, WBBF 22-16, WCOL 14-8, WLS 14-7, 13Q 21-15, Q-102 13-10.
- WHATCHA GONNA DO? — PABLO CRUISE — A&M**
KILT 23-19, WRKO 28-21, WHBQ 29-20, KLIF 19-12, WOKY 30-26, WIRL ex-22, WHHY 18-12, 13Q 23-14, Q-102 ex-26, WLAC 39-32, WAVZ ex-29, WQXI 12-8, WOW 15-9, WPEZ 31-25.

SECONDARY RADIO ACTIVE

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

- CHRISTINE SIXTEEN — KISS — CASABLANCA**
Adds: WGUY, KVOL, 98Q, WORD, KRIB, WAVZ, KSTT, WKWK, WAEB, KRSP, WLOF, WISM, WCUE, WCRO; Jumps: KAFY 30-24, WTLB ex-30, WAUG ex-28, WICC ex-27, WAIR ex-27, WQPD ex-37, WGSV ex-31, KAKC ex-39.
- SMOKE FROM A DISTANT FIRE — SANFORD TOWNSEND BAND — WB**
Adds: KEIN, KAKC, WCUE, WJDX, WTMA; Jumps: WISE 12-6, WAIR 31-24, WHNN 27-22, WQPD 32-25, KNOE 38-31, WFLI 10-4, KOTN 27-22, WFLB 30-24, WBSR 32-25, KCRS ex-29, WKWK ex-30, KVOL ex-38, KVOX ex-28, WSPT ex-29, WJET ex-28.
- DON'T STOP — FLEETWOOD MAC — WB**
Adds: WTLB, WQPD, KELI, KENO, WYSL, WKWK, KINT, WISM, WBGW, WRJZ, KAAV, WICC, KOMA; Jumps: WGSV ex-28, KROY ex-27, KVOL ex-40, KRSP ex-26, WFLB ex-33.
- ON AND ON — STEPHEN BISHOP — ABC**
Adds: WCRO, KAKC, KSTT, KOMA, WFBR (re-add); Jumps: WFLI 20-16, WGSV 18-14, WGUY 23-18, KFYZ 17-13, WBSR 37-32, WAUG ex-25, WBGW ex-27, WING ex-43, KRIB ex-30, WTRY ex-27, WORD ex-20.
- DON'T WORRY — B.J. THOMAS — MCA**
Adds: WTRY, WTLB, KINT, WING, KOTN, KCRS; Jumps: WFLB 29-21, WFLI 22-13, KVOL 18-11, WGSV 33-29.
- BOOGIE NIGHTS — HEATWAVE — EPIC**
Adds: WMFJ, KOTN, WFLB; Jumps: WISE 18-11, WFOM 33-22, 98Q ex-34, WBSR ex-37, WGLF ex-28, WGSV ex-34.
- SUNFLOWER — GLEN CAMPBELL — CAPITOL**
Adds: KNOE, WGSV, WDBQ, WING, WBSR; Jumps: WMFJ ex-30, WFOM ex-40, WFLB ex-34, KCRS ex-27.
- ROCK AND ROLL NEVER FORGETS — BOB SEGER — CAPITOL**
Adds: WISE, WEAQ, WBGW, WING; Jumps: WFOM 36-30, WQPD 40-30, WGLF ex-29, KVOX ex-31, WHNN ex-27.
- IT'S A CRAZY WORLD — MAC McANALLY — ARIOLA AMERICA**
Adds: 98Q, WJDX, WING, KVOL; Jumps: KNOE ex-33, WGUY ex-30, WBSR ex-40, KRSP ex-28.
- IT WAS ALMOST LIKE A SONG — RONNIE MILSAP — RCA**
Adds: WDBQ, WJON, KKLS; Jumps: WORD 14-9, WQPD 30-24, WCRO 17-13, KQWB ex-30.
- OLD SCHOOLYARD — CAT STEVENS — A&M**
Adds: WTLB, WOW, KCRS; Jumps: WQPD 38-31, WEBC 22-16, WICC 21-17, WING ex-39.
- FLOAT ON — FLOATERS — ABC**
Adds: WGSV, KVOL; Jumps: WAVZ 15-9, WQPD 37-26, WGLF ex-30, WFOM ex-34.

THE SINGLES BULLETS

- #1 SHAUN CASSIDY** — #1 for the second week in a row. #1 rotation at 25% of our reporters including KJRB, KXOK, FM 92, WIRL, WPRO, WQAM, WMET, WCAO, WGCL, WKY, KBEO, KAKC, WBBQ, CKLW, KJR. Top 5 airplay at 60% of our reporters including WLS-2, WFIL-2, WQXI-2, 13Q-2, Z-93-2, WAYS-2, KRBE-3, WMAK-3, WPGC-4, WOKY-2, WMPS-3, KLIF-5, WRKO-2, KSLQ-3, WIF1-2, KILT-2. Top 3 sales at Music Plus/L.A., Tower/Sac., Dicks, New England, Music City/Boston, Waxie Maxie/D.C., Richman Bros./Phila., Bee Gee/Albany, Central/Hartford, Double B/L.I., Radio Dr./Milw., Galgano, Singer, Sound Unltd./Chi., Harmony House/Det., Central South/Nash.
- #3 BARRY MANILOW** — Jumps at KFJZ 15-2, Z-93 8-3, WABC 11-9, WKBW 11-5, WRKO 14-10. Top 5 airplay at KJRB-3, FM 92-5, WIRL-2, KDWB-2, WLS-3, WSGN-2, WPRO-4, KIOA-3, WQAM-3, WMET-5, WCAO-3, WGCL-2, Z-93-3, WNCI-3, WLEE-4, WNOE-2, KJR-5, WKBW-5, WPGC-5, WZUU-2, WOKY-5, WSAI-2, KLIF-4, WIF1-3. Top 3 sales at City One Stop/L.A., Dicks/Boston, Waxie Maxie/D.C., Jerrys/Phila., Bee Gee/Albany, Radio Dr./Milw., Galgano, Singer/Chi., Giant/Va., United/Miami.
- #4 PETER FRAMPTON** — Already #1 at WAKY, WMAK, WAVZ, WOW, B-100, KLIF. Top 5 at KXOK-4, WCOL-4, WLS-4, WFIL-4, Q-102-3, WMET-4, WNCI-2, WABC-5, KBEO-5, WING-3, KJR-4, WRKO-3, KSLQ-4, WIF1-5, KSLQ-4. Jumps at KFJZ 17-5, WQAM 11-7, WIRL 14-7, 13Q 12-6, KTAC 13-8, Q-102 7-3, WABC 12-5, KEEL 21-12, KAKC 16-8, KXKX 15-11. Top 5 sales at Music Plus, City One Stop/L.A., Tower/Sac., Peters, New England Music City/Boston, Waxie Maxie/D.C., Richman Bros./Phila., Central/Hartford, Double B/L.I., Galgano, Singer/Chi., Harmony House/Det., Central South/Nash.
- #6 ANDY GIBB** — Added at WNOE, WNCI. #5 most active single with 16 big jumps including WQAM 20-15, KTLK 22-17, WLS 21-19, Z-93 20-15, WABC 19-10, WOW 6-2, WKBW 20-15, WPEZ 8-4, KBEO 22-17, B-100 10-2. Top 5 airplay at FM 92-3, WPRO-3, WCAO-4, KTAC-1, 13Q-1, WAYS-4, WOW-2, WPEZ-4, WLEE-2, WING-5, KJR-2, WZUU-4, B-100-2, KPAM-1. Top 10 sales at Music Plus, City One Stop/L.A., Music Street/Seattle, Tower/Sac., Dicks, Peters/Boston, Waxie Maxie/D.C., Richman Bros./Phila., Bee Gee/Albany, Double B/L.I., Radio Dr./Milw., Singer/Chi., Giant/Va., Northern/Cleve., Interstate/Miami.
- #8 BARBRA STREISAND** — Added at WOKY, WHBQ, WAVZ, Q-94, WQAM, KFJZ. Jumps at WERC ex-27, WIRL ex-21, 13Q 14-7, WABC 20-13, WPEZ 21-17, WISM 23-16, WLEE 16-11, B-100 20-15. Top 5 airplay at KIOA-5, KRBE-5, KSTP-3, KILT-4. Strong sales at City One Stop/L.A., Music Street/Seattle, Tower/Sac., Peters, New England Music City/Boston, Waxie Maxie/D.C., Richman Bros./Phila., Bee Gee/Albany, Central/Hartford, Double B/L.I., Galgano/Chi., Giant/Va., United/Miami.
- #9 PABLO CRUISE** — Added at WABC, WQAM, WKY. Readded at WMPS. #7 most active single with 13 jumps including WIRL ex-22, WHHY 18-12, 13Q 23-14, Q-102 ex-26, WLAC 39-32, WAVZ ex-29, WQXI 12-8, WOW 15-9, WPEZ 31-25. Top 5 airplay at KNDE-1, WGCL-5, WLEE-5, KFRC-3. Sales at City One Stop/L.A., Music Street/Seattle, Tower/Sac./S.F., Dicks, Peters/Boston, Waxie Maxie/D.C., Richman Bros./Phila., Bee Gee/Albany, Central/Hartford, Double B/L.I., Radio Dr./Milw., Galgano, Singer/Chi., Giant/Va., United/Miami.
- #10 PETER McCANN** — #6 most active single with 14 jumps including WRKO 16-8, KFJZ ex-28, WQXI 11-6, WCOL 14-8, WLS 14-7, 13Q 21-15, Q102 13-10, WKY 15-6, WNOE 16-11, KAKC 16-12, 99X 29-23, KLIF 26-17. Top 5 airplay at WING-4, WZUU-5, B-100-4. Added at WPEZ. Strong sales at Music Plus, City One Stop/L.A., Music Street/Seattle, Tower/Sac./S.F., Dicks, Peters, New England Music City/Boston, Waxie Maxie/D.C., Richman Bros./Phila., Bee Gee/Albany, Central/Hartford, Double B/L.I., Radio Drs./Milw., Galgano, Singer/Chi., Giant/Va., Harmony House/Det., Central South/Nash.
- #11 RITA COOLIDGE** — Added this week at WRKO, WPEZ, WKBW, KEEL, WABC. Jumps reported at KFJZ 19-8, KDWB 22-9, WCOL 25-18, KXOK 14-10, Q102 22-15, WAKY 14-9, WMAK 9-4, WOW 8-4, WNOE 30-25, WZUU ex-20, KSLQ 13-7. Top 5 rotation at WSGN-3, KIOA-4, WQXI-3, WHHY-4, KTLK-1, Z93-4, WAYS-3, WLAC-3, WMAK-4, WOW-4, WAPE-4, WLEE-1, KAKC-2, KNUS-5, KLIF-2. Sales reported at City One Stop/L.A., Music Street/Seattle, Tower/Sac., Dicks, New England Music City/Boston, Waxie Maxie/D.C., Richman Bros./Phila., Bee Gee/Albany, Central/Hartford, Double B/L.I., Radio Drs./Milw., Galgano, Singer, Sounds Unltd./Chi., Central South/Nash., Interstate, United/Miami.
- #12 ABBA** — Added this week at WABC, WNOE, KTLK, KFJZ. Big jumps at WQAM 17-13, WCOL 15-11, WLS 18-16, KNDE 19-15, Q102 27-22, KRBE 19-15, KEEL 23-18, WPEZ 30-24. Strong sales reported at City One Stop/L.A., Music Street/Seattle, Banana/S.F., New England Music City/Boston, Waxie Maxie/D.C., Bee Gee/Albany, Central/Hartford, Double B/L.I., Radio Drs./Milw., Galgano, Singer, Sounds Unltd./Chi., Giant/Va., Northern/Cleve., Central South/Nash., Interstate/Miami.
- #13 BAY CITY ROLLERS** — #1 most active single this week with 25 jumps including WQXI 22-17, WCAO 15-9, KTLK 26-18, WSGA 14-9, KJRB 17-11, WAKY 10-3, WNCI 13-7, KEEL 29-22, WPGC ex-27, KJR 14-10, CKLW 22-18, WISM 22-14, WBBQ 25-21, KAKC 24-18, WFOM 18-13, WOKY 22-16. Added this week at WABC, WKBW, 99X. Selling through at Music Plus, City One Stop/L.A., Music Street/Seattle, Tower/Sac./S.F., Dicks, New England Music City/Boston, Waxie Maxie/D.C., Richman Bros./Phila., Bee Gee/Albany, Double B/L.I., Radio Drs./Milw., Sound Unltd./Chi., Giant/Va., Central South/Nash., United/Miami.
- #14 ENGLAND DAN AND JOHN FORD COLEY** — Added this week at KLIF, WKY, Q102, KFJZ. Prime movement reported at KTLK 21-13, WIRL 18-12, KTAC ex-24, KRBE ex-29, WING 17-12. Sales reports coming from City One Stop/L.A., Dicks, Peters/Boston, Waxie Maxie/D.C., Bee Gee/Albany, Double B/L.I., Radio Drs./Milw., Galgano/Chi., Giant/Va., Central South/Nash., United/Miami.
- #15 ALICE COOPER** — #4 most active single this week with 19 big jumps including WQXI 29-24, WCOL 20-12, WSGN 20-16, WAKY 28-19, KRBE 30-26, WLAC 27-18, WMAK 14-7, WOW 19-10, WLEE 25-17. Added this week at KBEO, WPEZ, 13Q, WIRL. Sales reports coming from Music Plus, City One Stop/L.A., Tower/Sac., Peters/Boston, Waxie Maxie/D.C., Central/Hartford, Double B/L.I., Radio Drs./Milw., Galgano, Singer/Chi., Harmony House/Det., Central South/Nash.
- #17 EMOTIONS** — #2 most active single this week with 24 key jumps including WQAM 19-8, WQXI 26-10, WERC 16-9, WCOL 30-22, KXOK 22-11, KJRB ex-29, WAKY ex-29, WNCI 22-16, WMAK 29-23, WAPE ex-25, WBBQ ex-26, WLEE 14-9, B-100 30-25, WOKY 25-18, KFRC ex-22, KPAM ex-27. Also this week #8 most added single with debuts at WABC, WRKO, KHJ, KLIF, KILT, WPRO, KBEO, KEEL. Sales reported at Music Plus, City One Stop/L.A., Music Street/Seattle, Banana/S.F., Tower/Sac., Waxie Maxie/D.C., Jerrys, Richman Bros./Phila., Bee Gee/Albany, Central/Hartford, Giant/Va., Harmony House/Det., Central South/Nash., Interstate/Miami. (Remains #1 on the CB R&B Singles chart for the second week in a row while the album moves #3 to #1 bullet on the CB R&B LP chart.)
- #18 COMMODORES** — This week #9 most added single with adds at KBEO, B-100, KPAM, KAKC, WPEZ, KEEL, KXOK, WHHY. Last week added at WNCI, WMPS, WFIL, 13Q. Prime movement reported at WQAM 26-18, WCOL 26-20, FM92 26-21, WNCI 23-13, WPGC ex-22, WISM ex-24, KLIF 25-19, WHBO 14-7. Top 5 rotation reported at Z93-5, CKLW-5, WPGC-2. Retains the #2 spot on the CB R&B Singles chart while strong sales are being reported at Music Plus, City One Stop/L.A., Circles/Phoenix, Waxie Maxie/D.C., Jerrys, Richman Bros./Phila., Double B/L.I., Giant/Va., Northern/Cleve., Central South/Nash., United/Miami.
- #19 HELEN REDDY** — This week added at WRKO, WDRQ, KILT, WIRL, KJRB. Last week added at WCAO, KPAM, WMPS. Noteworthy jumps this week include KSLQ 35-27, WDRQ 19-11, WCAO 29-24, KAKC 19-10, KSTP ex-25, KPAM 29-20. Sales reported at New England Music City/Boston, Waxie Maxie/D.C., Richman Bros./Phila., Bee Gee/Albany, Double B/L.I., Radio Drs./Milw., Galgano, Singer, Sounds Unltd./Chi., Giant/Va.
- #21 DEAN FRIEDMAN** — Added at KXKX, WNOE, FM92, WLS. Last week added at WQAM, WMPS, WPRO. Jumps this week at Q94 17-12, WPRO ex-23, WCOL 10-5, WNOE 26-18. Sales reported at Waxie Maxie/D.C., Double B/L.I., Radio Drs./Milw., Singer/Chi.
- #23 HEART** — Added at CKLW, WNCI, WLEE. Nice jumps at WHHY 20-10, WSGA 24-19, WLS 15-9, WIRL 22-15, FM92 27-17, Q102 ex-23, WMAK ex-27, KJR 12-8, WBBQ ex-27, KAKC 26-19, WFOM 24-19, WZUU 14-8, WRKO 25-17, KSLQ 19-12. Sales at Banana/S.F., Dicks, Peters/Boston, Waxie Maxie/D.C., Bee Gee/Albany, Radio Drs./Milw., Galgano, Singer, Sounds Unltd./Chi., Central South/Nash.
- #24 JAMES TAYLOR** — #2 most added single including WNOE, WPEZ, 13Q, FM92, WIRL, WSGA, KIOA, KFJZ, WOKY, B-100, WSAI, KFRC. #3 most active single with jumps at WQXI 27-16, KJRB 20-14, Q102 20-17, Z93 27-20, WAKY 22-13, KRBE 20-16, WMAK 20-15, WPGC 23-19, KJR ex-23, KBEO 30-20, KLIF 20-16. Sales at Music Street/Seattle, Banana/S.F., Tower/Sac., Waxie Maxie/D.C., Richman Bros./Phila., Central/Hartford, Double B/L.I., Radio Drs./Milw., Giant/Va., Central South/Nash., United/Miami.
- #27 RAM JAM** — Added at KFRC, WPEZ, WAPE, WAVZ, WNCI. Last week at KJR, KTAC, KNDE. Jumps at WRKO 21-15, WCAO 27-22, WCOL 21-16, WSGN ex-25, WIRL 11-5, WAKY 18-10, WLAC 36-28, KBEO 13-3, WING 26-21. Sales at Dicks, Peters/Boston, Waxie Maxie/D.C., Richman Bros./Phila., Bee Gee/Albany, Central/Hartford, Galgano, Sounds Unltd./Chi., Harmony House/Det., Central South, Port of Call/Nash.
- #29 SUPERTRAMP** — Added at WOW, WMAK, WLAC, Q94. Last week at WAKY, WDRQ, WCOL, WERC, KJOY, WNOE. Sales at Music Plus, City One Stop/L.A., Central/Hartford, Radio Drs./Milw., Central South/Nash.
- #30 CROSBY, STILLS & NASH** — #7 most active single with adds at B-100, KPAM, WAKY, KTAC, 13Q, KNDE, WCOL, KDWB. Last week added at KEEL. Jumps at FM92 28-19, WPEZ 28-23, WNOE ex-30, KSLQ 29-25. Sales at Tower/S.F., New England Music City/Boston, Waxie Maxie/D.C., Central/Hartford, Double B/L.I., Radio Drs./Milw., Galgano, Singer, Sounds Unltd./Chi., Central South/Nash., Interstate/Miami.
- #38 ELECTRIC LIGHT ORCHESTRA** — #5 most added single this week with 10 new stations including WCAO, KIOA, WCOL, WSGN, KTAC, Q102, WLAC, WAVZ, WISM, WBBQ, KSLQ. Last week picked up WQXI, KJR, KBEO. Jumps at WQXI 30-23, KRBE ex-27, KJR ex-24, WPEZ 29-20, KAKC 35-28, WING 31-24, KPAM ex-28. Sales at Peters/Boston, Waxie Maxie/D.C., Port of Call/Nash.
- #44 LEO SAYER** — This weeks most added single includes KERN, WQXI, WBBF, WPRO, WERC, WSGA, WSGN, FM92, KRBE, WMAK, WOW, KLIF, WZUU, WBBQ, WNOE, KSLQ, WHBQ, KRJ. 15 stations last week include WCAO, Z93, WOKY, KXOK, WPGC, WFIL, WING. Jumps include WHHY ex-23, Q94 ex-28, KXOK ex-24, Z93 ex-30, WPGC ex-30, WLEE ex-23. Sales at Music Street/Seattle, Waxie Maxie/D.C., Jerrys, Richman Bros./Phila., United/Miami.
- #47 JOHNNY RIVERS** — This week added at WAPE, WCOL. Last week at WCAO, KXOK, WING. Jumps at WHHY ex-26, WMAK ex-29, WOW ex-19, WBBQ ex-30, KAKC 31-25, WLEE 20-15, WING 42-31.
- #51 SLAVE** — Added at WPEZ, WTI, Y100, WKLO. Maintains #3 spot on the CB R&B Singles chart.)
- #53 FLEETWOOD MAC** — #4 most added single this week with KFRC, KXKX, FM92, WHHY, KTLK, WISM, WPEZ, WAPE, Z93, 13Q. Last week at WMAK, WIF1, KJRB, B-100, WSGA, WNOE. Jumps at KERN ex-27, Q94 ex-28, Q102 ex-28, WLAC ex-39, WMAK ex-28, KJR ex-21, WLEE 23-19, KJRB ex-24. Top 3 at KFJZ, KINT, WYSL, WQPD. Sales at Peters/Boston, Waxie Maxie/D.C., Jerrys/Phila., Bee Gee/Albany, Sounds Unltd./Chi., United/Miami.
- #54 SANFORD-TOWNSEND BAND** — Added this week at KAKC, WAPE, KRBE, KDWB, KERN. Last week at WAKY, WQXI, KSLQ. Jumps at WQXI 28-18, WHHY 17-8, Q94 32-26, WBBQ 29-23. #2 most active single on the secondary level with new adds at KEIN, WCUE, WJDX, WTMA.
- #57 FLOATERS** — Added this week at WSGA, WQXI. Last week added at 99X. Jumps include WAVZ 15-9, WBBQ ex-29, WFOM ex-34. Sales at City One Stop/L.A., Circles/Phoenix, Waxie Maxie/D.C., Jerrys/Phila., Galgano/Chi., Giant/Va., Harmony House/Det., Northern/Cleve., Central South/Nash. (Moves #32 to #15 bullet on the CB R&B Singles chart.)
- #62 KISS** — #3 most added single this week added at WBBQ, WISM, WPEZ, WPGC, WAVZ, WMAK, 13Q, KXOK, KPAM, KFRC. Jumps at WERC ex-25, WCOL 40-33, WSGA 26-20, WNCI 24-15, KSLQ ex-33. #1 most active single on the secondary level with new adds at WGUY, KVOL, 98Q, WORD, KRIB, KSTT.
- #63 GLADYS KNIGHT AND THE PIPS** — Added at KSLQ, WPEZ, WERC. (#19 bullet on CB R&B Singles chart.)
- #64 STEPHEN BISHOP** — #6 most added single with 10 new stations including KPAM, WLEE, KAKC, WPGC, WLAC, WCAO, WQXI. Last week added at WZUU, WPRO. Jumps at WPRO ex-22, WSGN 26-21, WMAK ex-30, WBBQ 28-24. #4 most active single on the secondary level with new adds at WFBR, KTMA, KSTT, WCRO.
- #68 GLEN CAMPBELL** — Added at KRBE, KEEL, WING. Last week added at WAKY, WMPS. Jumps at WHHY ex-19, WSGN ex-26, WAKY ex-30, WKY ex-20. #5 most active single on the secondary level with new adds at KNOE, WDBQ, WGSV, WBSR.
- #70 HOT CHOCOLATE** — Added at WHBQ, WFOM, KEEL, WHHY, WAKY. Last week added at WMAK, WOKY, WDRQ. Jumped at WOKY 34-30.
- #71 BOB SEGER** — Added at KFRC, WING, Z-93, WAKY. Last week added at CKLW, KXOK, KJOY, WKLO. Jumped at KXOK ex-25, CKLW ex-30, WFOM 36-30. #6 most active single on the secondary level with new adds at WEAQ, WISE.
- #78 JOHNNY GUITAR WATSON** — Added at WPEZ, WDRQ. Jumped at WAKY ex-27. (#4 bullet on CB R&B Singles chart.)
- #83 BROTHERS JOHNSON** — Added at WING, KRBE, KXOK. (#22 bullet on CB R&B Singles chart.)
- #84 MAC McANALLY** — Added at WMPS, WOKY, WING. #7 most active single on the secondary level with new adds at KVOL, 98Q, WJDX.

REGIONAL ALBUM ACTION

Northeast

1. DONNA SUMMER
2. JOAN BAEZ
3. LITTLE RIVER BAND
4. IDRIS MUHAMMAD
5. C.J. & CO
6. LOVE & KISSES
7. KRAFTWERK
8. AL JARREAU
9. SALSOU ORCHESTRA
10. PABLO CRUISE
11. BURTON CUMMINGS
12. GREG ALLMAN
13. NEW YORK, NEW YORK
14. ANDY GIBB
15. DERRINGER

Southeast

1. SLAVE
2. MOTHER'S FINEST
3. LITTLE RIVER BAND
4. RAINBOW
5. LEBLANC & CARR
6. PAT TRAVERS
7. HOT
8. RICHARD PRYOR (WB)
9. EARL KLUGH
10. GRAEME EDGE

Denver/Phoenix

1. ROGER DALTRY
2. FIREFALL
3. ELVIS PRESLEY
4. RAINBOW
5. RICHARD PRYOR (WB)
6. HEART (MUSHROOM)
7. ANDREW GOLD
8. NEW YORK, NEW YORK
9. MELISSA MANCHESTER
10. NAZARETH

Baltimore/Washington

1. BRAINSTORM
2. ROY AYERS
3. AL JARREAU
4. UFO
5. ELVIS PRESLEY
6. CHARLIE
7. PABLO CRUISE
8. ANNIE
9. BOHANNON
10. RAOUL DE SOUZA
11. C.J. & CO.
12. LONNIE LISTON SMITH
13. SORCERER
14. IDRIS MUHAMMAD
15. NOEL POINTER

Midwest

1. REO
2. LITTLE RIVER BAND
3. BURTON CUMMINGS
4. DERRINGER
5. ROGER DALTRY
6. GEILS
7. RAINBOW
8. CHARLIE
9. SORCERER
10. JOHN KLEMMER
11. SUPERTRAMP (CRIME)
12. SALSOU ORCHESTRA
13. ROY AYERS
14. DICTATORS
15. THELMA & JERRY

North Central

1. HEART (MUSHROOM)
2. KENNY ROGERS
3. ABBA (ARRIVAL)
4. REO
5. FIREFALL
6. RICHARD PRYOR (WB)
7. WILLIE NELSON (RCA)
8. LITTLE RIVER BAND
9. ARETHA FRANKLIN
10. ANDY GIBB

South Central

1. WILLIE NELSON (COL.)
2. AL JARREAU
3. GREG ALLMAN
4. WILLIE NELSON (RCA)
5. ROY AYERS
6. RAINBOW
7. BEATLES (HAMBURG)
8. McCOY TYNER
9. METERS
10. ILLUSION

West/Northwest

1. JOAN BAEZ
2. PABLO CRUISE
3. NEW YORK, NEW YORK
4. AL JARREAU
5. SLAVE
6. ARETHA FRANKLIN
7. LITTLE RIVER BAND
8. GEILS
9. ROGER DALTRY
10. ROY AYERS
11. ELVIS PRESLEY
12. MELISSA MANCHESTER
13. LONNIE LISTON SMITH
14. NORTON BUFFALO
15. THE DEEP

NATIONAL BREAKOUTS

- | | |
|-----------------|------------------------|
| 1. STAR WARS | 7. RITA COOLIDGE |
| 2. BOB MARLEY | 8. SHAUN CASSIDY |
| 3. JAMES TAYLOR | 9. FLOATERS |
| 4. EMOTIONS | 10. ALAN PARSONS |
| 5. NEIL YOUNG | 11. OLIVIA NEWTON-JOHN |
| 6. CRUSADERS | 12. STEVE WINWOOD |

ALBUM CHART ANALYSIS

#6★ CROSBY, STILLS & NASH

This week marked an overwhelming retail/one stop response on this long-awaited LP. 100% of our major volume accounts reported exceptional sales activity. The following accounts reflect the LP as their number one best seller: N.E. Music City, Record & Tape Coll., Record Masters, Giant, Port Of Call, Zebra, Wilcox, Radio Drs., Swallens, Rolling Stone and Dan Jay. On a national level Peaches and Record Bar report top ten action while Camelot reports top twenty. Major accounts reflecting top five sales are: Harvard Coop, National Record Mart, Disc, Music Plus, Tower/L.A./S.F., Odyssey and City One Stop. Other major accounts feeling strong sales activity are Jimmy's, Sam Goody, King Karol, Western Merch. and Alta. Acceptance at the rack level is exceptional as indicated by a debut of 58 on the J.L. Marsh computer run and 134 on the ABC printout. Related chart info: "Just A Song Before I Go" jumps 37-30 bullet on the Top 100 Singles chart.

#7★ BARBRA STREISAND

"Streisand Superman" continues to grow as does the single from the LP. 95% of our major accounts reflect strong sell through. Among the majors; King Karol, Disc and Tower/L.A. reflect the LP as their number one seller. Sam Goody, Western Merch., Music Plus, Tower/S.F., Dan Jay, Vornado and Sounds Unltd. all reflect top ten sales. Other large volume accounts reflecting significant sales action are: Jimmy's, Harvard Coop, National Record Mart, Odyssey and City One Stop. Additional accounts reflecting top five action are: TSS, Record Masters, United Peaches/Atl., Inner Sanctum, Zebra, Wilcox, Swallens, Record Theater, Rose Records and Dick's. Among our national accounts; Record Bar reports top five, Camelot and Korvettes top fifteen and Peaches, top twenty. Rack activity is typically exceptional as J.L. Marsh shows a jump of 72-7 on their computer run and ABC shows a jump of 217-17 on their printout. Related chart info: "My Heart Belongs To Me" jumps 10-8 bullet on the Top 100 Singles chart.

#9★ KISS

This group presently has four active LPs on the chart and their popularity shows no signs of decline. It is the number one best seller nationally at Record Bar as well as Rose Records, Peter's, Dick's, Waxie Maxie and Ambat. Exceptional sales activity is seen at Western Merch., National Record Mart and Disc. Other large volume accounts reflecting the strong sell through of this LP are: Jimmy's, Sam Goody, King Karol, Music Plus, Tower/S.F., Odyssey, Alta, Dan Jay, Sounds Unltd. and City One Stop. On a national level, Camelot reports Kiss as their second best seller and Peaches reports top fifteen action. Additional accounts reporting top ten sales are: TSS, Aravox, Record & Tape Coll., Harmony Hut, Record Masters, Port Of Call, Father's & Sun's, Swallens, Record Theater, Peaches/Cleve./St. Louis/Det., Disco and Sieberts. Rack activity is exceptional, as it is on all their LPs. The LP debuts at number 12 on the Marsh run and 41 on the ABC run. Related chart info: "Christine Sixteen" debuts at number 62 bullet on the Top 100 Singles chart.

#21★ STAR WARS

With soundtracks beginning to flood the market, "Star Wars" is presently the hottest seller among them. It is this week's number one national breakout with top ten national reports from Korvettes and Camelot and top twenty five action at Peaches and Record Bar. Major volume accounts reporting top ten action are Jimmy's, Western Merch., Disc, Music Plus, Tower/L.A./S.F., and City One Stop. Strong sales are also seen at the following majors: Sam Goody, Harvard Coop, National Record Mart, Odyssey, Alta and Sounds Unltd. Some key accounts reflecting the sell-through of this LP are: TSS, N.E. Music City, Harmony House/N.J., Record & Tape Coll., Radio Drs., Rolling Stone, Town Hall, Central, Richman Bros., Waxie Maxie, Rose Records, Dick's, Record Dept. Merch., United, Peaches/Atl./Cleve./Det., Record Theater, Banana and Ambat. Rack sales have exploded as indicated by a jump of 84-18 on the Marsh run and a jump in excess of 400 positions at ABC. Related chart info: "Star Wars" debuts on the Top 100 Singles chart at 92.

#24★ BOB MARLEY & THE WAILERS

This week's number two national breakout continues its growth at all levels. While greatest sales are concentrated in the northeastern urban areas, new markets are gained each week. Major volume accounts reflecting the strength of this LP are Jimmy's, Sam Goody, King Karol, Harvard Coop, Disc, Tower/L.A./S.F., Odyssey, Dan Jay and City One Stop. Both Korvettes and Peaches report strong activity on a national level. Some key accounts reflecting the widespread sales are: TSS, Strawberries, N.E. Music City, Harmony House/N.J., Jerry's, Record & Tape Coll., Mushroom, Inner Sanctum, Zebra, Radio Drs., 1812, Father's & Sun's, Swallens, Caper's Corner, Peaches/Det., Rolling Stone, Bee Gee, Town Hall, Central, Richman Bros., Dick's and Waxie Maxie. Rack action, while not excep-

tional, is better than expectations. Related chart info: "Exodus" jumps 82-69 bullet on the Top 100 R&B Singles chart.

#29★ JAMES TAYLOR

This week's number three national breakout is selling well at all levels in all markets. It is the number one best seller at Father's & Sun's and Soundtown. Large volume accounts reflecting the strong sales of this LP are: Jimmy's, King Karol, Harvard Coop, Harmony Hut, National Record Mart, Disc, Music Plus, Tower/L.A., Odyssey, Dan Jay and City One Stop. Additional accounts reporting top ten action are: Spec's, Peaches/Atl., Giant, Port Of Call, Wilcox, Swallens, Streetside, Rolling Stone, Peter's and Dick's. Some other key accounts reporting the LP are: Strawberries, N.E. Music City, For The Record, Record & Tape Coll., Radio Drs., 1812, Record Theater, Peaches/Cleve./Det./St. Louis, Double B and Waxie Maxie. Record Bar reports top ten on a national level while Peaches reports top twenty five. Rack action is strong as indicated by a debut among the top 100 sellers at J.L. Marsh. Related chart info: "Handy Man" jumps 28-24 bullet this week on the Top 100 Singles chart.

#31★ EMOTIONS

This week's number four national breakout is a classic crossover example. It is the number one seller at For The Record, Peaches/Atl., and Mushroom. On a national level both Peaches and Record Bar report top ten sales. Heavy volume accounts reporting strong sales action are: Jimmy's, Sam Goody, King Karol, Harvard Coop, National Record Mart, Disc, Music Plus, Tower/L.A./S.F., Odyssey and Dan Jay. Key accounts reflecting the great sales activity are: Alexanders, Strawberries, Jerry's, Alwilk, Record & Tape Coll., Harmony Hut, Peaches/Ft. Lauderdale, Gary's, Zebra, Radio Drs., Father's & Sun's, Rose Records, Streetside, Harmony House/Det., Banana, Independent, Ambat, Waxie Maxie, Richman Bros., Town Hall, Central and Interstate. Rack action is starting off well at both J.L. Marsh and ABC. Related chart info: "Best Of My Love" maintains the number one position on the Top 100 R&B Singles Chart while jumping 26-17 bullet on the Top 100 Singles chart. The LP attains the number one position on the Top 75 R&B LP chart after only four weeks.

#33★ NEIL YOUNG

Sales on this LP are happening on all levels in all markets, earning it the number five position on the national breakout chart. Heavy volume accounts reporting the LP among their best sellers are Jimmy's, Music Plus, Tower/L.A./S.F., Odyssey, Dan Jay and City One Stop. On a national level, Korvettes, Peaches and Record Bar all report strong sales activity. Rack sales are growing quickly as indicated by jumps of 511-112 at J.L. Marsh and 969-151 at ABC. Some key accounts reporting significant action are: Alexander's, Harmony House/N.J., Jerry's, Alwilk, Spec's, Peaches/Atl., Gary's, Giant, Port Of Call, Inner Sanctum, Zebra, Wilcox, Radio Drs., 1812, Father's & Sun's, Swallens, Record Theater, Peaches/Cleve./Det./St. Louis, Rose Records, Streetside, Banana, Music Millennium, Independent, Rolling Stone, Circles, Central, Peter's and Waxie Maxie.

#49★ RITA COOLIDGE

This LP continues to grow in direct proportion to the single's success. The strongest region remains in the Southeast; however, sales have picked up in all regions, earning it the number seven position on the national breakout chart. On a national level, top twenty action comes from Korvettes and Camelot, while both Record Bar and Peaches reflect strong sell through. Activity at the rack level continues to grow as indicated by a jump of 51-32 at J.L. Marsh and 158-138 at ABC. Large volume accounts reflecting the increase in sales on this LP are: Jimmy's, Sam Goody, Western Merch., Disc, Music Plus, Tower/L.A., Odyssey, Alta and Dan Jay. Some key accounts reflecting strong sales are: Record Dept. Merch., Peaches/Atl., Gary's, Wilcox, Caper's Corner, Banana, Independent, Central, Dick's, Double B, Waxie Maxie, Sieberts and Ambat. Related chart info: "Your Love Has Lifted Me (Higher & Higher)" jumps 15-11 bullet on the Top 100 Singles chart.

#61★ SHAUN CASSIDY

This week's number eight national breakout shows tremendous sales at the rack level. This week it jumped from 58-36 on the J.L. Marsh printout and 51-40 on ABC's printout as well as strong sales reports from Alta, Vornado and Aravox. Nationally, Record Bar reports top fifteen action while both Peaches and Korvettes report strong sell through. Major accounts reflecting the sales on this LP are: Jimmy's, Disc, Music Plus and Tower/L.A. Some other accounts showing significant sales on the LP are: TSS, Record Masters, Record Dept. Merch., Gary's, Giant, Radio Drs., Rose Records, Peaches/Det./St. Louis, Harmony House, Banana, Bee Gee, Central and Peter's. Related chart info: "Da Do Ron Ron" maintains the number one position for the second consecutive week on the Top 100 Singles chart.

Top 50 Country Albums

	Weeks On 7/9 Chart		Weeks On 7/9 Chart
1 OL' WAYLON WAYLON JENNINGS (RCA APL1-2317)	1 10	26 PLAY, GUITAR PLAY CONWAY TWITTY (MCA 2262)	17 14
2 KENNY ROGERS (United Artists UA LA 689G)	2 15	27 THE BEST OF MOE BANDY VOL. 1 (Columbia KC 34715)	32 2
3 BEFORE HIS TIME WILLIE NELSON (RCA APL1-2210)	3 10	28 LINDA RONSTADT'S GREATEST HITS (Asylum 7E-1092)	24 29
4 THE BEST OF FREDDY FENDER (ABC/Dot DO 2079)	4 10	29 ABOUT LOVE TOM T. HALL (Mercury SRM 1-1139)	23 7
5 CHANGES IN LATITUDES — CHANGES IN ATTITUDES JIMMY BUFFETT (ABC AB 990)	6 17	30 WE MUST BELIEVE IN MAGIC CRYSTAL GAYLE (United Artists UA-LA 771G)	— 1
6 NEW HARVEST ... FIRST GATHERING DOLLY PARTON (RCA APL1-2188)	5 19	31 CAROLINA DREAMS THE MARSHALL TUCKER BAND (Capricorn/WB CPK 0180)	30 15
7 I REMEMBER PATSY LORETTA LYNN (MCA 2265)	7 11	32 IN PRISON IN PERSON SONNY JAMES (Columbia KC 34708)	36 2
8 LUXURY LINER EMMYLOU HARRIS (Warner Bros. WBS 2298)	8 24	33 LOVERS, FRIENDS & STRANGERS BARBARA MANDRELL (ABC/Dot DO-2076)	35 5
9 RAMBLIN' FEVER MERLE HAGGARD (MCA 2267)	12 5	34 ALL-TIME GREATEST HITS VOL. 1 GEORGE JONES (Epic KE 34692)	39 2
10 A MAN MUST CARRY ON JERRY JEFF WALKER (MCA 2-6003)	11 7	35 VISIONS DON WILLIAMS (ABC/Dot DOSD 2064)	29 23
11 SHE'S JUST AN OLD LOVE TURNED MEMORY CHARLEY PRIDE (RCA APL1-2261)	10 14	36 MOODY BLUE ELVIS PRESLEY (RCA AFL1-2428)	— 1
12 SONGS OF KRISTOFFERSON KRIS KRISTOFFERSON (Columbia PZ 34687)	13 9	37 SCORPIO BILL ANDERSON (MCA 2264)	37 5
13 SOUTHERN NIGHTS GLEN CAMPBELL (Capitol SO 11601)	9 19	38 SAY YOU'LL STAY UNTIL TOMORROW TOM JONES (Epic PE 34468)	31 19
14 PRACTICE MAKES PERFECT JOHNNY RODRIGUEZ (Mercury SRM 1-1144)	16 5	39 WELCOME TO MY WORLD ELVIS PRESLEY (RCA APL1-2274)	33 13
15 TO LEFTY FROM WILLIE WILLIE NELSON (Columbia KC 34695)	27 2	40 YOUR PLACE OR MINE GARY STEWART (RCA APL1-2199)	40 13
16 THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON JESSI COLTER/TOMPALL GLASER (RCA APL1-1321)	19 28	41 HOTEL CALIFORNIA EAGLES (Asylum 7E-1084)	41 23
17 DYNAMIC DUO CONWAY TWITTY & LORETTA LYNN (MCA 2278)	25 3	42 A RETROSPECTIVE LINDA RONSTADT (Capitol SKBB 11629)	38 8
18 FARGO COUNTRY DONNA FARGO (Warner Bros. BS 2996)	15 18	43 THE TROUBLEMAKER WILLIE NELSON (Columbia KC 34112)	43 41
19 FIRST CLASS MICKEY GILLEY (Playboy/CBS KZ 34776)	22 5	44 BEST OF THE STATLER BROTHERS (Mercury SRM 1-1037)	46 21
20 LET'S GET TOGETHER TAMMY WYNETTE (Epic KE 34694)	20 5	45 RONNIE MILSAP LIVE (RCA APL1-2043)	44 34
21 SONGS I'LL ALWAYS SING MERLE HAGGARD (Capitol SWBB 11531)	18 9	46 JOHN DENVER'S GREATEST HITS VOL. 2 (RCA CPL1-2195)	34 17
22 RABBITT EDDIE RABBITT (Elektra 7E-1105)	26 3	47 BEFORE THE NEXT TEARDROP FALLS FREDDY FENDER (ABC/Dot DOSD 2020)	48 20
23 CRYSTAL CRYSTAL GAYLE (United Artists LA 614G)	21 47	48 REX REX ALLEN, JR. (Warner Bros. BS 3054)	47 4
24 SLIDE OFF OF YOUR SATIN SHEETS JOHNNY PAYCHECK (Epic KE 34693)	28 4	49 GREATEST HITS VOL. II CONWAY TWITTY (MCA 2235)	42 35
25 WAYLON LIVE WAYLON JENNINGS (RCA APL1-1108)	14 32	50 HEART HEALER MEL T. LILIS (MCA 2252)	45 20

Seminars, Showcases Propel Colorado C&W Convention

by Lola Scobey

DENVER — The 15th annual Colorado Country Music Festival and Trade Convention, sponsored by the Colorado Country Music Foundation, was a success this year with over 225 registrants from a dozen states and Canada.

The annual festival combines features of a Fan Fair-type event with business seminars, and includes both talent showcases and panels on various aspects of the music business.

Jo Walker, executive director of the Country Music Association, who was inducted into the Colorado Country Music Hall of Fame along with nine others this year, explained that there are several regional organizations which promote country music, although the CMA itself does not have regional chapters. The CMA does not actively promote the formation of regional organizations, she said, adding, "We never discourage it, and always try to encourage any that arise."

Other Associations

Other regional associations include Northeast Country Music, Inc., which holds an annual weekend event in the New York Catskills; and the Mississippi Valley Country and Western Music Association, located in Rock Island, Illinois, which was formed shortly after the CMA was founded in 1958. The Academy of Country Music, Mrs. Walker said, began as a southern California organization, expanded to a nine-state area, and is now a national organization with its own televised country music awards show.

She pointed out that the CMA also promotes the formation of international country music organizations, and recently was instrumental in establishing the CMA of Great Britain.

"The business sessions distinguish the Colorado festival from Fan Fair," she explained, "and I believe it is the only such event which lasts a full week. They do not have exhibitors' booths, but they have talent showcases which run until about 1:30 each morning, after which they serve breakfast."

The Colorado festival, founded by Gladys Hart, who holds the informal title of Queen Mother of Colorado Country Music, drew an assortment of industry executives, recording artists, promotion men, radio personnel, booking agents, and fans, with major contingents from Illinois, Wisconsin, and Texas.

'Country Music Week'

In honor of the event, Colorado Governor Richard Lamm declared the week of June 20-25 Colorado Country Music Week.

Business sessions began June 21 with an open discussion of the Colorado country music industry. The following day a musicians seminar was hosted by Gary Courtney and Patty Gallagher. A songwriter/publisher meeting on Thursday was hosted by Curley Rhodes of Cedarwood Publishing in Nashville. A news media seminar, designed to discuss methods of publicizing acts, was hosted by Jack and Bonnie Shaffer of Showcase magazine.

Fast-paced evening talent showcases ranging from traditional to contemporary acts, with each act presenting two songs, included: Bonnie Nelson, Bobby Hood, Debbie Stringer, Alabama Rain, Albert Young Eagle, Norma Jean McCall, Glen Hurley, Dick Woods, Laura Lee McBride, Cooder Brown Band, Squad IV, Rudy Grant, Doug Stuart, and Neil Arthurs.

Climaxing the week's activities was Saturday's awards banquet. Pioneer Awards were presented to Laura Lee

McBride, Pee Wee King, Morrie Devolt, and Jimmy Wakely. The Gladys Hart Award went to Tumbleweed Turner.

Among the inductees into the Hall of Fame, in addition to Mrs. Walker, were: Laura Lee McBride, featured vocalist with the late Bob Wills; Morrie Devolt, founder of KLAK Radio; artist Jimmy Wakely; Betty Cox of Music City News; and promotion man Johnny Dollar.

Golden Mike Awards were presented to Lucky Chamberlain of KDYL, Tooele, Utah; Bill Blough, WFVR, Aurora, Ill.; Radio KLAK, Denver; and Radio KERE, Denver. Radio participation in the week was extensive with R.T. Simpson of KERE hosting a DJ session on Tuesday and KLAK broadcasting events and interviews live from convention headquarters of the Continental Denver Hotel.

The week's events kicked off June 19 with Bonnie Nelson's Third Annual Celebrity Golf Tournament, held to benefit orphans of Denver policemen killed in action. The Denver Musicians Union held its second annual Country Western Ball on June 20.

Doors Open At Songwriters Assn. Hall Of Fame

NASHVILLE — The Nashville Songwriters Association Hall of Fame museum is now open, but is still collecting memorabilia from the 66 members of the Hall of Fame.

"Our first priority now is simply to let people know that it is here," NSA executive director Maggie Cavender said of the museum, which opened June 8. "In the case of tour groups we are happy to arrange for a Hall of Fame member to conduct a tour of the museum."

On display are items which are considered "priceless," according to assistant manager Bobby Day, such as the original manuscript of "Rocky Top" by Felice and Boudelaux Bryant, showing their corrections and alterations. Also on display is the original manuscript of "Please Help Me I'm Falling" and one of the original discs of "The Prisoner's Song" by Vernon Dalhart, the first million-selling country record. The disc itself is over a quarter-inch thick.

Portrait Rooms

The Hall of Fame museum centers around two portrait rooms containing charcoal drawings of Hall of Fame members by Paul Milosevich and Jim Eppler, noted for their portraits of entertainment figures.

Hall of Fame members are being asked to contribute items of personal importance, and the four-room museum contains such items as guitars of Hank Cochran, Hank Williams, and John D. Loudermilk, and Moon Mullican's piano. Only items relating to a Hall of Fame member are displayed.

Record Promotion Firm Launched In Nashville

NASHVILLE — John Fisher & Assoc., a record promotion firm specializing in country, rock and R&B, has been formed here by John Fisher. Fisher was formerly associated with Atlantic Records and more recently with Melodyland Records.

Kathy Lawson, a former background singer who also worked in sales and promotion for Record Productions of America and World Wide Music Inc., will be serving as promotion assistant.

Headquarters for the firm is the Faron Young Building, 1300 Division St. Suite 305, Nashville, Tenn. 37203.



CASHING IN — Columbia Records recently held a special listening party for Johnny Cash's newest LP, "Ole Rambler." Pictured at the reception are, from left: Ed Hynes, director of national sales and artist development for CBS Records; Ed Salamon, program director of WHN; Rick Blackburn, vice president of marketing for CBS Records Nashville; Jack Craig, senior vice president of marketing for CBS Records; Bruce Lundvall, president of the CBS Records Division; Gene Ferguson, manager of artist development for CBS Records Nashville; Johnny Cash; John Carter Cash; Joe Mansfield, vice president of merchandising for Columbia; Bob Sherwood, vice president of national promotion for Columbia; June Carter Cash; Don Dempsey, vice president of marketing for Columbia; John Kotecki, vice president of national accounts marketing for CBS Records; Art Maher, editor of Country Music magazine; and Paul Smith, vice president of marketing branch distribution for CBS Records.

CASH BOX TOP 100 COUNTRY

July 16, 1977

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1 IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA PB-10976)	3	9	35 SHE'S THE GIRL OF MY DREAMS DON KING (Con Brio 120)	40	7
2 I'LL BE LEAVING ALONE CHARLEY PRIDE (RCA PB 10975)	1	10	36 BARBARA, DON'T LET ME BE THE LAST TO KNOW MEL STREET (Polydor PD 14399)	43	5
3 LUCKENBACH, TEXAS (BACK TO THE BASICS OF LOVE) WAYLON JENNINGS (RCA PB 10924)	2	15	37 I CAN'T STOP LOVING YOU SAMMI SMITH (Elektra E 45398)	37	10
4 I DON'T WANT TO CRY LARRY GATLIN (Monument 45-221)	9	9	38 RAMBLIN' FEVER MERLE HAGGARD (MCA-40743)	45	3
5 IF PRACTICE MAKES PERFECT JOHNNY RODRIGUEZ (Mercury 73914)	7	11	39 MERRY-GO-ROUND FREDDY WELLER (Columbia 3-10539)	38	9
6 DON'T GO CITY GIRL ON ME TOMMY OVERSTREET (ABC/Dot DO 17697)	6	12	40 MY WEAKNESS MARGO SMITH (Warner Bros. WBS 8399)	48	4
7 CHEAP PERFUME AND CANDLELIGHT BOBBY BORCHERS (Playboy/CBS ZS8-5803)	10	11	41 YOUR MAN LOVES YOU HONEY TOM T. HALL (Mercury 73899)	8	15
8 THAT WAS YESTERDAY DONNA FARGO (Warner Bros. WBS 8375)	4	13	42 PICKING UP THE PIECES OF MY LIFE MAC DAVIS (Columbia 3-10535)	42	8
9 MAKING BELIEVE EMMYLOU HARRIS (Warner Bros. WBS 8388)	12	8	43 SUNFLOWER GLEN CAMPBELL (Capitol 4445)	53	3
10 MARGARITAVILLE JIMMY BUFFETT (ABC AB-12254)	11	11	44 IF WE'RE NOT BACK IN LOVE BY MONDAY MERLE HAGGARD (MCA 4700)	24	17
11 I CAN'T LOVE YOU ENOUGH CONWAY TWITTY & LORETTA LYNN (MCA 40728)	14	7	45 I WAS THERE STATLER BROTHERS (Mercury 73906)	29	13
12 ROLLIN' WITH THE FLOW CHARLIE RICH (Epic 8-50392)	15	8	46 SWEET DECEIVER CRISTY LANE (LS/GRT 121)	50	6
13 I DON'T KNOW WHY (I JUST DO) MARTY ROBBINS (Columbia 3-10536)	13	10	47 BORN BELIEVER JIM ED BROWN/HELEN CORNELIUS (RCA PB-10967)	41	12
14 A SONG IN THE NIGHT JOHNNY DUNCAN (Columbia 3-10554)	17	7	48 UNTIL I MET YOU TOM BRESH (ABC/Dot 17703)	51	7
15 A TEAR FELL BILLY "CRASH" CRADDOCK (ABC/Dot 17701)	18	7	49 DON'T IT MAKE MY BROWN EYES BLUE CRYSTAL GAYLE (United Artists UA-XW 1016)	68	2
16 HONKY TONK MEMORIES MICKEY GILLEY (Playboy/CBS ZS8-5807)	21	6	50 I LOVE WHAT MY WOMAN DOES TO ME DAVID ROGERS (Republic REP-001)	59	6
17 I'M THE ONLY HELL (MAMA EVER RAISED) JOHNNY PAYCHECK (Epic 8-50391)	23	7	51 TELEPHONE MAN MERI WILSON (GRT 127)	56	5
18 FOOL JOHN WESLEY RYLES (ABC/Dot DOA-17679)	19	13	52 ISHABILLY MACK VICKERY (Playboy/CBS ZS8-5800)	52	9
19 TEN YEARS OF THIS GARY STEWART (RCA PB-10957)	20	11	53 CALIFORNIA LADY RANDY BARLOW (Gazelle/IRDA 413)	63	4
20 COUNTRY PARTY JOHNNY LEE (GRT 125)	22	11	54 BABY, I LOVE YOU SO JOE STAMPLEY (Epic 8-50410)	70	3
21 COWBOYS AIN'T SUPPOSED TO CRY MOE BANDY (Columbia 3-10558)	25	6	55 THE BEST PART OF MY DAYS (ARE MY NIGHTS WITH YOU) DAVID WILLS (United Artists UA XW 988-Y)	55	10
22 IF YOU WANT ME BILLIE JO SPEARS (United Artists UA XW 985-Y)	16	12	56 SOMEBODY TOOK HER LOVE (AND NEVER GAVE IT BACK) JIMMIE PETERS (Mercury 73911)	58	9
23 (AFTER SWEET MEMORIES) PLAY BORN TO LOSE AGAIN DOTTSY (RCA PB-10982)	27	8	57 COMING AROUND CONNIE SMITH (Monument 45-221)	57	9
24 WAY DOWN/PLEDGING MY LOVE ELVIS PRESLEY (RCA PB-10998)	30	5	58 VIRGINIA, HOW FAR WILL YOU GO DICKEY LEE (RCA PB-11009)	67	3
25 I LOVE WHAT LOVE IS DOING TO ME LYNN ANDERSON (Columbia 3-10545)	26	9	59 SOUTHERN CALIFORNIA GEORGE JONES & TAMMY WYNETTE (Epic 8-50418)	79	2
26 MARRIED BUT NOT TO EACH OTHER BARBARA MANDRELL (ABC/Dot DO 17688)	5	17	60 IS EVERYBODY READY LITTLE DAVID WILKINS (MCA 40734)	65	5
27 GENTLE TO YOUR SENSES MEL McDANIEL (Capitol 4430)	31	8	61 HEAD TO TOE BILL ANDERSON (MCA 40713)	44	12
28 I'M A MEMORY WILLIE NELSON (RCA PB-10960)	28	11	62 THAT'S THE WAY LOVE SHOULD BE DAVE & SUGAR (RCA PB-11034)	81	2
29 TILL THE END VERN GOSDIN (Elektra E45411)	34	5	63 IF YOU EVER GET TO HOUSTON (LOOK ME DOWN) DON GIBSON (ABC/Hickory AH-54014)	73	3
30 DIFFERENT KIND OF FLOWER RAY PRICE (ABC/Dot DO-17690)	32	8	64 I'M NOT THE ONE YOU LOVE (I'M THE ONE YOU MAKE LOVE TO) SUNDAY SHARPE (Playboy/CBS ZS 8-5806)	66	7
31 IN THE JAILHOUSE NOW SONNY JAMES (Columbia 3-10551)	35	5	65 CRUTCHES FARON YOUNG (Mercury 73925)	72	3
32 I DON'T HURT ANYMORE NARVEL FELTS (ABC/Dot DO-17700)	33	6	66 TONIGHT YOU BELONG TO ME DOTTIE WEST (United Artists UA-XW 1010)	76	2
33 DIXIE HUMMINGBIRD RAY STEVENS (WB WBS 8398)	36	6			
34 DOWN AT THE POOL JOHNNY CARVER (ABC/Dot DO-17707)	39	5			

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

After Sweet Memories (Pi-Gem — BMI) 23	Gentle To Your Senses (Loaves & Fishes — BMI) 27	In The Jailhouse (Peer Intl. — BMI) 31	She's The Girl (Wiljex — ASCAP) 35
A Song In The Night (House of Gold — BMI) 14	Goodbye My Friend (Silver Bird — ASCAP) 98	Is Everybody Ready (Forest Hills — BMI) 60	Somebody Took (Twitty Bird/Spinback — BMI) 56
A Tear Fell (Duchess — BMI) 15	Good Cheatin' (Algee/Deb Dave — BMI) 93	Ishabilly (Tree — BMI) 52	Southern California (Brougham/Algee — BMI) 59
Baby, Don't Keep Me (Caliente — ASCAP) 87	Head To Toe (Tree — BMI) 61	It's A Cowboy (Newkeys — BMI) 3	Sunflower (Stonebridge — ASCAP) 43
Baby, I Love You (Algee — BMI) 54	Hold Me (Jack & Bill — ASCAP) 73	It's Nothin' (Gregmark/Libijon — BMI) 69	Sweet Deceiver (House of Bryant — BMI) 46
Barbara (Hall-Clement/Vogue/Maplehill — BMI) 36	Honky Tonk (Chappell — ASCAP) 76	It Was Almost (Chess/Case David — ASCAP) 1	Telephone Man (Castleridge — BMI) 51
Behind Blue Eyes (Music of the Times/ Ray Moondo — BMI) 88	I Can't Help (Briarpatch/Deb Dave — BMI) 84	I Was There (American Cowboy — BMI) 45	Ten Years Of (Forest Hills/Rose Bridge — BMI) 19
Born Believer (Filmways — ASCAP) 47	I Can't Love (Down 'N Dixie/Irving/Screen Gems- EMI — BMI) 11	Julianne (Bougham Hall/Golden Horn — BMI) 95	That's The Way (Famous — ASCAP) 62
Breaking Up (Me & Sam — ASCAP) 90	I Can't Stop (Acuff-Rose — BMI) 37	'Little White Moon (Lady Jane — BMI) 8	That Was (Prima Donna — BMI) 8
Burning Memories (Cedarwood — BMI) 99	I Don't Hurt (Anne-Rachael — ASCAP) 32	'Love I Need (Con Brio/Dale McBride/ Val Rio — BMI) 78	The Best Part Of (Hacienda — ASCAP) 55
California Lady (Freebar — BMI) 53	I Don't Know (Pencil Mark/Fred Ahlert/ TRO Cromwell — ASCAP) 13	Love Letters (Famous — ASCAP) 76	The Cowboy (House of Gold — BMI) 86
Chasing My Tail (Inmy/Clancy — BMI) 91	I Don't Want To (First Generation — BMI) 4	Love Songs (WB — ASCAP) 70	The Pleasure's Been (ATV — BMI) 80
Cheap Perfume (Tree — BMI) 7	If Practice (First Generation — BMI) 5	Luckenbach (Baby Chick — BMI) 3	Things (Beachwood — BMI) 75
Coming Around (Tree — BMI) 57	If We're Not Back In Love (Tree — BMI) 44	Making Believe (Acuff-Rose — BMI) 10	Till The End (Hookit — BMI) 29
Country Party (Matragun — BMI) 20	If You Ever Get (Acuff-Rose — BMI) 63	Margaritaville (Coral Reefer — BMI) 9	Tonight You (Chappell/Intersong — ASCAP) 66
Cowboys Ain't (Acuff-Rose — BMI) 21	If You Want Me (Ben Peters — BMI) 22	Married But (Ordena/Bridgeport — BMI) 26	Trouble In Mind (MCA — ASCAP) 77
Crutches (Fred Rose — BMI) 65	I'll Be Leaving Alone (Hall Clement/Maplehill/ Vogue — BMI) 2	Merry-Go-Round (Low T/W/Young World — BMI) 39	Until I Met (Papoose — BMI) 48
Different Kind Of Flower (Memory — BMI) 30	I'll Buy You (Tuckahoe — BMI) 74	My Weakness (Gallamar/Dusty Roads/ Al Gallico — BMI) 40	Virginia (Maplehill/Vogue — BMI) 58
Dixie (Ray Stevens — BMI) 33	I Love What Love (Starship — ASCAP) 25	Never Ending (Unart/Brougham Hall — BMI/ Paul Richey — ASCAP) 81	Walk Right In (Horse Hairs — BMI) 92
Don't Go City (Tree — BMI) 6	I Love What My (Singletree — BMI) 50	Old King Kong (Julip — BMI) 100	Way Down (Leon/Anah — BMI) 24
Don't Hand Me (Chappell — ASCAP) 89	I'm A Memory (Willie Nelson — BMI) 28	Painted Lady (Al Gallico/Algee/Window — BMI) 97	What Did I Promise (Sawgrass — BMI) 82
Don't It Make My (United Artists — ASCAP) 49	I'm Not The One (Jack & Bill — ASCAP) 64	Picking Up The Pieces (Song Painter — BMI) 42	Where Are You Going (Tree — BMI) 78
Don't Take (Easy Listening/Whiteaway — ASCAP) 94	I'm The Only Hell (Tree — BMI) 17	Ramblin' Fever (Shade Tree — BMI) 38	Why Not (Jack & Bill — ASCAP) 83
Down At The Pool (Low Ball — ASCAP/ High Ball — BMI) 34	I Miss (Jerry Wallace/Ken Shelton — BMI) 67	Rollin' With The Flow (Algee — BMI) 12	With His Pants (Greenwood — BMI) 71
Fool (Narvel The Marvel — BMI) 18			Y'All Come Back (Jack & Bill — ASCAP) 72
			You Are So (Almo — ASCAP/Irving — BMI) 85
			Your Man Loves (Hallnote — BMI) 41

THIS MONTH

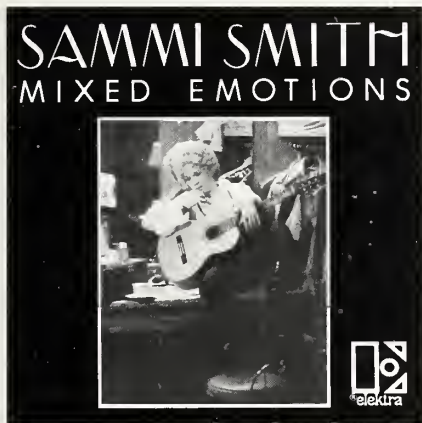
ELEKTRA/ASYLUM

Records

KICKS IN THE COUNTRY

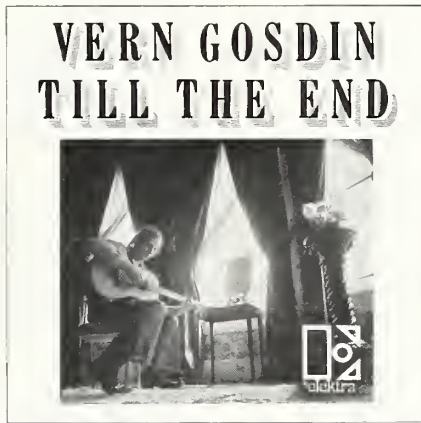
Sammy Smith Mixed Emotions

The woman who made "Help Me Make It Through The Night" a nationwide hit continues to deliver a revolutionary brand of Country Music. "Mixed Emotions" is a brand new album but it is also an instant classic.



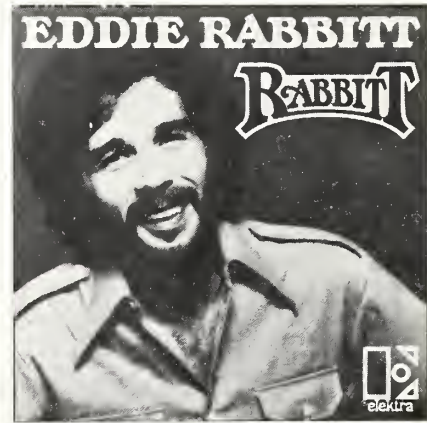
VERN GOSDIN TILL THE END

If you know Country, you've heard Vern Gosdin's spirit shine in songs like "Hangin' On" and "Yesterday's Gone." Your collection is incomplete without his newest LP, "Till The End." For Vern, it's only the beginning.



EDDIE RABBITT Rabbitt

Country Music Roundup says that Eddie Rabbitt can "take it all and achieve overnight superstar status." Listen to his new album, "Rabbitt" and you'll understand why. Eddie's simply the best around.



Country Sweet

STELLA PARTON

Stella, the lady who had you dreamin' with her single, "I Want To Hold You In My Dreams Tonight" has made her first album for Elektra featuring the new single, "Danger For A Stranger." Thankfully, Stella's no stranger. She belongs to us all.



HARGUS "PIG" ROBBINS

Country Instrumentalist Of The Year



Hargus Robbins has performed on most of the Country records you've heard. That's one reason he won the 1976-77 CMA Instrumentalist of the Year Award and the best reason why we're offering an album of the same name. You couldn't hear it any better.

WE INVITE YOU TO SPEND THE SUMMER IN ELEKTRA/ASYLUM COUNTRY. FINE ARTISTS. FINE ALBUMS. ALL AVAILABLE ON TAPE. REMEMBER...



WE DELIVER. ALWAYS HAVE.



PAL RAKES (Warner Bros. WBS 8416)

'Til I Can't Take It Anymore (3:05) (Eden Music Corp./Time Square Music — BMI) (Clyde Otis, Ulysses Burton)

Pal shows his versatility with this soulful tune, which should be accepted at all formats. Bergen White's string arrangement adds luster.

BOBBY BARE (RCA JH-11037)

Red Neck Hippie Romance (3:37) (Evil Eye Music — BMI) (Shel Silverstein)

Another crazy Shel Silverstein composition which must be checked before programming. May be cut at many stations but probably added at more.

GERALD SMITH (Mercury 73924)

Georgia Quackerjack (2:30) (Tree Pub. Co. — BMI) (Richard Thorpe)

This up-tempo novelty tune could ring the phones at radio stations and add some variety to programming.

RED STEAGALL (ABC/Dot DO-17709)

Freckles Brown (2:59) (Otter Creek Music — BMI) (Red Steagall)

With rodeo time at hand, this tale of a bull named Tornado and a cowboy named Freckles should get a lot of jukebox play.

AUSTIN CLAIBORNE (Joliet 211)

Another Lonely Song (3:28) (Joliet Music — BMI) (D. Walker)

This could be a sleeper. All the right ingredients are present — good production, good vocal and an interesting story.

Additional Releases

CON HUNLEY (Prairie Dust PD-7618)

Breaking Up is Hard To Do (4:07) (Me And Sam Music — ASCAP) (Con Hunley)

FREDDY FENDER (ABC/Dot DO-17713)

If You Don't Love Me (2:35) (Crazy Cajun Music — BMI) (Tommy McLain)

Country Roundup

The last *Writer's Nights* show at the *Exit In* (held on alternate Mondays) featured **Jerry** ("Please, Please,") **McEwen** singing for the first time an **Andy McMahon**, **Tracy Nelson** composition, "Best Old Friend," with McMahon on piano, singing backup with **Pam Tillis** and **Rick Steele**. **Ted Reynolds** was the trio's bassman. **Marshall Chapman**, back in Nashville from recruiting her young boys to rock 'n roll in Ft. Worth, also performed. Ms. Chapman then went west to perform July 7-9 at Soap Creek Saloon in Austin.

Jack Clement will perform at *Mississippi Whiskers* July 21-23 with **John Prine** expected to make a guest appearance the first night. Prine returns to Nashville July 17 to continue work on an upcoming album produced by Clement.

Moe Bandy will perform in town for the first time in three years at Nashville's *Rhinestone Cowboy club* July 14.

(continued on page 46)

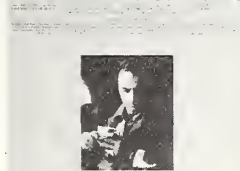
MOST ADDED COUNTRY SINGLES

- THAT'S THE WAY LOVE SHOULD BE — DAVE & SUGAR — RCA**
KGA, KTCR, WSLR, WBAP, KERE, KSON, WWOL, WIRE, WWVA, WTSO, WPLO, KFOX, KNIX, KUZZ, WBAM, KMPS, WHK, KRAK, WINN, KEBC, KHAK, KIKK, KBOX, KLAKE, WKDA, KXLR, WIVK
- DON'T IT MAKE MY BROWN EYES BLUE — CRYSTAL GAYLE — UA**
WHN, KERE, WWOL, WIRE, WWVA, WTSO, WVOJ, KD JW, WRCP, KUZZ, KHEY, WUBE, KMPS, KCKN, WAME, KAYO, WIL, KEBC, KHAK, KBOX, WKDA, KTCR, WSLC
- SOUTHERN CALIFORNIA — GEORGE JONES & TAMMY WYNETTE — EPIC**
WBAP, KERE, WIRE, WVOJ, KNIX, KUZZ, WUBE, KMPS, KAYO, WIL, KRAK, KHAK, KIKK, KLAKE, WKDA, KXLR, KVOO, KXOL, KTCR
- WHERE ARE YOU GOING, BILLY BOY — BILL ANDERSON & MARY LOU TURNER — MCA**
WIRE, WWVA, WPLO, WVOJ, KNIX, WBAM, KMPS, KRAK, WINN, KEBC, KHAK, KIKK, KVOO, KGA, KTCR

MOST ACTIVE COUNTRY SINGLES

- RAMBLIN' FEVER — MERLE HAGGARD — MCA**
KAYO ex-27, WINN ex-29, KEBC ex-54, KHAK ex-37, KIKK ex-37, KBOX 36-30, WNRS 46-37, KXLR ex-43, KVOO 44-27, WWOK ex-29, WDAF ex-20, KGBS 29-12, WBAP ex-26, KERE ex-27, KLAC 56-49, KSON 27-21, WWOL 46-40, WIRE ex-43, WWVA 33-25, WTSO 40-34, KFOX 39-29, KNIX ex-35, KD JW 42-36, KCKC 18-10, WSLR 30-22, KFDI 43-34, WPOC 37-31, KRMD ex-31, KNEW 30-19, WBAM ex-39, KHEY 25-20, WHK ex-34, KCKN ex-22, WCMS 50-39
- WAY DOWN/PLEDGING MY LOVE — ELVIS PRESLEY — RCA**
KHAK ex-38, KIKK 16-9, KLAKE 34-25, KXLR 50-35, KVOO 45-24, KXOL ex-51, KGA 28-22, WWOK 9-5, WDEE ex-28, WDAF 10-1, WSLR 25-17, WINN 8-3, WIL 23-17, KNIX 37-30, WAME 26-20, KCKN 17-9, WPOC 11-1, WUBE 11-5, KCKC 17-9, KD JW 46-39, WBAP 26-6, KERE ex-26, KLAC 54-40, KCUB ex-37, WWOL 37-29, WIRE ex-41, WWVA 19-13, WTSO 44-36, WONE 31-18, WPLO 28-23, WVOJ ex-39, KFOX 28-17
- TILL THE END — VERN GOSDIN — ELEKTRA**
WKDA ex-22, KXLR 44-31, WIVK 25-15, WDEE ex-35, WSLR 26-20, WSLC 36-19, WBAP ex-32, KLAC 48-39, WWOL 45-39, WIRE ex-42, WWVA 38-32, WTSO 35-28, WONE 36-30, WPLO 29-24, WVOJ ex-37, KFOX ex-38, KD JW ex-42, KCKC 16-12, WNRS 32-25, WBAM 38-33, WHOO 39-29, WUBE 34-28, KMPS ex-30, WCMS 49-36, KAYO ex-30, WINN 18-13, KIKK 30-14, KBOX 30-24, KFDI 38-31
- A SONG IN THE NIGHT — JOHNNY DUNCAN — COLUMBIA**
WSLR 13-8, KERE 19-14, KSON 31-24, KCUB 14-8, WWOL 23-18, WIRE 28-21, WWVA 16-9, WPLO 20-13, KFOX 17-12, KNIX 25-18, WXCL 30-25, WRCP ex-19, KRMD 31-22, KTCR 23-17, WWOK 27-22, WHOO 26-18, WUBE 25-14, KMPS 21-14, WCMS 26-19, WIL 33-29, WINN 22-15, WMAQ 32-26, KLAKE 23-18, WKDA 19-8, KXLR 25-18

VERA GOSDIN - TILL THE END



VERN GOSDIN — Till The End — Elektra 7E-1112 — Producer: Gary S. Paxton — List: 6.98

It's difficult to select the best of this tasteful masterpiece. Gosdin sings in harmony with some deep thoughtful material that is a blessing to listen to. The title song, as well as "Hangin' On," and "The Chokin' Kind" have already warmed the air waves. "It Started All Over Again" and "Yesterday's Gone" are strong follow ups. For easy listening and country formats.



RONNIE SESSIONS — MCA MCA-2285 — Producer: Chip Young — List: 6.98

High pitched honky tonk vocals and frenzied tempos should start some shoulder shaking. "Me & Millie (Stomping Grapes And Getting Silly)," "Wiggle, Wiggle," "Making Love Is Good For You," and "Victim Of Life's Circumstances" are representative of danceable jukebox selections.



STEWART HARRIS — Sing Me A Rainbow — Mercury SRM-1-1167 — Producer: Jerry Kennedy — List: 6.98

This sensitive composer and singer has his finger on the heartstrings of romance. Done up in strings, this album is a tender addition to pop, MOR, and country playlists. "Sing Me A Rainbow," "Chance," and "Is It Worth It Any More," are only a few of the potential hits.

Nelson Purchases \$2 Million Austin Music Theater And Office Complex

by Carmen Adams

AUSTIN — Willie Nelson's holdings expanded to the tune of \$2 million with the recent purchase of a catacomb complex of three music halls, offices and 229 apartment units on 14 acres called the Austin Opry House. Located on Academy Drive, the cavernous facility was a convention center for the adjoining Terrace apartments through the fifties and sixties.

The refurbished and re-opened Austin Opry houses a 1900-seat music hall theater, a 700-seat capacity hall planned as a Texas Music Hall of Fame and a 300-seat conference room and offices, proposed to house the corporate headquarters of Shotgun Productions and Shotgun Records headed by Larry Trader. The club itself is co-owned with Willie Nelson and managed by Tim O'Connor.

Grand Opening

On June 28 Willie Nelson and friends Waylon Jennings, Jessi Colter, Emmylou Harris and Guy Clark performed to a capacity crowd in the 1900-seat hall to kick off the grand opening. Emmylou, Willie, Guy and Rodney Crowell and the No Need To Laugh Band performed throughout the week. The hall will be equipped within the next six weeks with audio and video taping equipment for live recording from the club, according to T. Snake, director of operations at Shotgun. The facility is ideal acoustically, as the wall behind the stage is solid bedrock.

Album Released

In conjunction with the grand opening performances, Shotgun Productions released a double album on Shotgun Records entitled "Willie Nelson 1961." The newly-released material features 20 songs with Nelson, Pete Wade and Ray Edenton on guitars, Bob Moore on bass, Jimmy Day on steel guitar, Hargus "Pig" Robbins on piano and Willie Ackerman on drums. Recorded in Nashville in 1961, the tape had been stored in Willie's basement before making the transition to Austin and being packaged by Larry Trader and marketed through mail order exclusively. Television ads began airing in Texas markets July 4.

ACM Elects Officers

LOS ANGELES — Cliffie Stone has been elected president of the Academy of Country Music for the 1977-78 season. Other officers include: Eula Thompson, vice president; Janice Smith, secretary; and Selma Williams, treasurer.

"Pride Wins Again" and "Is There Something On Your Mind" were distributed to Texas radio stations and are currently part of the KOKE-AM/FM rotation playlists.

Shotgun Productions also publishes an advertising-supported monthly music magazine, "Austin Notes," as a monthly report on music activity in Austin and Texas in general.

A NEW
TEXAS
GIANT
REMEMBER
THESE INITIALS

CLW

★ ★ ★ ★ ★

CLW RECORDS
GRANGER ENTERPRISES
FORT WORTH, TX.

★ ★ ★ ★ ★
TWO NEW RELEASES
★ ★ ★ ★ ★

DENVER NEEDS A RIDE
by E.L. Atkins
7029

BRIDE DRESSED IN BLACK
by Tyrone Kelly
7028

★ ★ ★ ★ ★
GRANGER ENTERPRISES
7225 GRAPEVINE HWY FT WORTH

RETAIL LP SELLING PRICES

Atlanta

At **Eckerd Drug** stores, assorted cutout 2-LP sets for \$2.99. At **J.C. Penney** (6 locations), "15% off" shelf price on 12 releases, including the latest LPs by Olivia Newton-John, the Bee Gees, James Taylor, Jimmy Buffett, Kiss and Barbra Streisand. At **Franklin Music** (3), the latest LP by Kris Kristofferson for \$3.99/\$4.99 tape. (Sunday *Atlanta Journal and Constitution*).

Baltimore

At **Korvettes** (4 locations), these features over two pages: all CBS "Sale-A-Thon" and WEA "Super Star Summer" releases for \$3.99/\$5.99 tape; the latest LP by Peter Frampton (\$7.98 list) for \$4.99, all CBS budget LPs (\$4.98 list) for \$2.99/\$3.99 tape, and all Odyssey classical discs (\$3.98 list) for \$2.49 each. (Sunday *Baltimore Sun*).

Boston

No ads appeared in the *Boston Sunday Globe*.

Chicago

No ads appeared in the *Sunday Chicago Tribune*.

Cincinnati

At **Swallen's** (3 locations), the latest LPs by Ted Nugent and Mother's Finest, price not included. (Sunday *Cincinnati Enquirer*).

Cleveland

At **Records Unlimited** (2 locations), these features: the latest release by the Moody Blues and "This Is The Moody Blues" (both 2 LPs/\$11.98 list) for \$7.99; and two Moody Blues catalog LPs for \$3.99. At **Recordland** (7), 14 Capitol "touch me tapes," including the latest releases by Tavares, Natalie Cole, Helen Reddy, Glen Campbell, the Beatles, Steve Miller and Bob Seger for "\$2 off" list price. At **Gold Circle** (7), 10 WEA "Super Star Summer" releases, including the latest LPs by Andrew Gold, Foreigner and Leo Sayer and the "Best Of The Doobie Brothers" and "Led Zeppelin IV" for \$3.99; two \$7.98 list WEA releases, including the latest LPs by Fleetwood Mac and the Eagles for \$4.99. CBS ad promoting the latest LP by Teddy Pendergrass, price not included, tagged to **Sound Center, Music Shack** and **Fillmore East/Ebony Emporium**. (Cleveland *Plain Dealer*, July 1 and 3).

Dallas

At **Disc Records** (3 locations), these features: the latest LP by Kris Kristofferson for \$3.99/\$4.99 tape; and six CBS C&W releases, including Tammy Wynette's "Let's Get Together" (all \$5.98 list) for \$3.49/\$4.99 tape. At **J.C. Penney** (5), "15% off" shelf price on all LPs and tapes (one day only). (Sunday *Dallas Times Herald* and the *Sunday Dallas Morning News*).

Denver

At **Peaches**, the latest LP by the Floaters, price not included. At **J.C. Penney**, (5 locations), "15% off" shelf price on all LPs and tapes (one day only). RCA Records ad promoting four LPs by Eugene Fodor, price not included, tagged to **Ball Music Co., Discount Records, Lou's Music Box, Music For All, Peaches, Record Shop, Record Bar** and **Shrednik's Record Rack**. (Sunday *Denver Post*).

Detroit

At **Korvettes** (5 locations), all WEA "Super Star Summer" releases for \$3.99/\$5.99 tape; all \$7.98 list WEA LPs for \$4.99/\$5.99 tape; and the latest LP by Teddy Pendergrass for \$3.99/\$5.99 tape. (Sunday *Detroit News*).

Houston

At **Sound Warehouse**, all Columbia Masterworks LPs for \$3.99 per disc (until July 4); and "Derringer Live" for \$3.99/\$4.99 tape. At **Woolco** stores, 15 CBS releases, including the latest LPs by Les Dudek, Lou Rawls, Dave Mason, Chicago, the Jacksons, EWF, Weather Report and Walter Egan for \$3.99/\$4.99 tape. At **Cactus** (2 locations), the latest LP by Barbra Streisand and two Streisand catalog LPs, price

not included. (Sunday *Houston Chronicle*).

Indianapolis

At **Karma** (3 locations), the latest LP by Southside Johnny And The Asbury Jukes for \$3.99. (Sunday *Indianapolis Star*).

Kansas City

No ads appeared in the *Sunday Kansas City Star*.

Los Angeles

At the **Wherehouse** (44 locations), these features: the soundtrack to "New York, New York" (2 LPs/\$11.98 list) for \$7.19 LP or tape; the latest release by Marilyn McCoo & Billy Davis, Jr. and the rest of the McCoo & Davis catalog tied to area concert appearance, no price included; and assorted budget and cutout LPs for \$2.97. At **Music Plus** (15), sale on 10 Columbia Masterworks classical LPs, including albums by Vladimir Horowitz, Thijs Van Leer, Lazar Berman, Barbra Streisand, Jean-Pierre Rampal and Beverly Sills/Andre Kostelanetz, for \$3.69, and the rest of the Masterworks catalog for \$3.99 per LP; and the latest release by Teddy Pendergrass for \$3.69/\$4.59 tape. At **Licorice Pizza** (17), the debut LP by Mink DeVille tied to area appearance for \$3.69/\$4.99 tape; six RCA Red Seal classical releases, including LPs by Pachelbel, Tomita, Rampal and Bolling (all \$7.98 list) for \$4.69; Barber's "Vanessa" (2 LPs/\$15.98 list) for \$9.69; and "Go For Baroque!" (\$3.98 list) for \$2.69. (Sunday *Los Angeles Times*)

New Orleans

At **Woolco** (7 locations), 32 CBS Budget LPs, including the O'Jays' "Back Stabbers," Tom Jones' "Tom Is Love" and "Mac Davis" (all \$4.98 list) for \$2.99/\$4.99 tape. (Sunday *New Orleans Times-Picayune*).

New York

At **Korvettes** (30 locations), these features over two pages: CBS releases for \$3.99/\$5.99 tape; all \$7.98 list WEA and CBS LPs for \$4.99/\$5.99 tape; the latest "special" LPs by Donna Summer, Kiss, Daryl Hall and John Oates, Cat Stevens and Ronnie Laws (all \$7.98 list) for \$3.88; eight "specials," including the latest LPs by Gladys Knight, Kenny Rogers, ELO, Curtis Mayfield, the Blackbyrds and Norman Connors, "The Best Of Gladys Knight And The Pips" and the soundtrack to "Rocky" for \$2.99; the latest LP "specials" by Peter Frampton and Marvin Gaye (\$7.98 list) for \$4.99; the latest "special" live releases by the Bee Gees, Barry Manilow and the Moody Blues (all 2 LPs/\$11.98 list) for \$5.99; the latest LP by Shirley Bassey (\$7.98 list) for \$3.99; the latest release by Rainbow (2 LPs/\$9.98 list) for \$5.99; the latest LP by the Crown Heights Affair for \$3.99 and the latest LP by the Captain and Tennille (\$7.98 list) and the rest of their catalog for \$3.99. At **Sam Goody** (27), these features over two pages: all "super star" LPs by Pink Floyd, Fleetwood Mac, Cat Stevens, the Captain and Tennille, ELP and Kiss for \$3.89; all \$7.98 list LPs by these artists for \$4.89; the soundtrack to "Star Wars" (\$8.98 list) for \$5.79; all RCA Red Seal LPs (\$7.98 list) for \$4.79 per disc; and the soundtrack to "New York, New York" (2 LPs/\$11.98 list) for \$7.99. At **Record Hunter** (2), the latest A&M LPs by Ornette Coleman and Gato Barbieri for \$3.49/\$4.49 tape. At **Jimmy's Music World** (38), the latest LP by Kenny Loggins for \$3.99. (Sunday *New York Times*).

Philadelphia

At **Korvettes** (5 locations), these features: all WEA "Super Star Summer" releases for \$3.99; all \$7.98 list WEA LPs for \$4.99; Pink Floyd's "Animals" (\$7.98 list) for \$4.99/\$5.99 and Pink Floyd's "Wish You Were Here" for \$3.99/\$5.99 tape; Peter Frampton's "I'm In You" (\$7.98 list) for \$4.99 and four Frampton catalog LPs for \$3.99, and "Frampton Comes Alive" (2 LPs/\$8.98 list) for \$5.99 per LP or tape. At **Sam Goody** (10), these features: all "super star" LPs by Pink Floyd, Fleetwood Mac, Kiss, Cat Stevens, the Captain and Tennille

and ELP for \$3.89; all \$7.98 list LPs by these artists for \$4.89; all DG classical LPs (\$7.98 list) for \$4.99 per disc; and the soundtrack to "Star Wars" (\$8.98 list) for \$5.79. At **Wee Three** (8), 11 CBS "Sale-A-Thon" releases, including the latest LPs by Maynard Ferguson, Lou Rawls, Pink Floyd, the Emotions and Kansas; and the latest LP by Teddy Pendergrass tied to upcoming concert; plus \$1 off purchase price on all current LPs and tapes, with submission of any old album or tape. (Sunday *Philadelphia Inquirer* and the *Sunday Philadelphia Bulletin*).

Pittsburgh

No ads appeared in the *Sunday Pittsburgh Press*.

Portland

No ads appeared in the *Sunday Oregonian*.

St. Louis

At **Venture** stores, these features: assorted budget LPs, including Steely Dan's "Katy Lied" and the Beatles' "Let It Be" for \$3; assorted cutout LPs for \$2 each; and assorted cutout and budget 8-track tapes for \$2-\$3. (St. Louis *Post-Dispatch*, June 30 and July 3 and the *Sunday St. Louis Globe-Democrat*).

San Diego

At **J.C. Penney** stores, one-day-only sale on Monday, July 4, of 15% off on all records and tapes. (Sunday *San Diego Union*).

San Francisco

At the **Wherehouse** (18 locations), the latest release by Barbra Streisand (\$7.98 list) for \$4.77 LP or tape; and the "Star Wars" soundtrack (2 LPs/\$8.98 list) for \$5.39 LP or tape. (Sunday *San Francisco Examiner & Chronicle*).

Seattle

No ads appeared in the *Sunday Seattle Times*.

Tulsa

No ads appeared in the *Sunday Tulsa World*.

Washington

At **Korvettes** (5 locations), all WEA "Super Star Summer" releases for \$3.99; all \$7.98 list WEA LPs for \$4.99. At **The Music Box**, all \$6.98 list WEA "Super Star Summer" LPs at two for \$8.99. (Sunday *Washington Post*). (All information in the above chart gathered from July 3 editions unless otherwise indicated).

FM ANALYSIS

(continued from page 23)

Foreigner
Heart
Peter Frampton
Geils
Alan Parsons
Detective
Jerry Jeff Walker
Bob Marley & Wailers
James Taylor
Neil Young
Roy Buchanan

Adds

Burton Cummings — My Own Way To Rock — Portrait
Fool's Gold — Mr. Lucky — Columbia
Earthquake — Leveled — Beserkley
Laura Nyro — Seasons Of Light — Columbia
Scarlett Rivera — WB
Steve Winwood — Island
Melissa Manchester — Singin' — Arista
Pat Travers — Makin' Magic — Polydor

KMOD-FM — TULSA — Bill Brunn

Most Active:

Heart
Cat Stevens
Little Feat
Foreigner
Jimmy Buffett
Steve Miller Band
Kenny Loggins
The Outlaws
Bonnie Raitt
Pablo Cruise

Adds:

Alan Parsons Project — I, Robot — Arista
Crosby, Stills & Nash — CSN — Atlantic
Steve Winwood — Island
Rainbow — On Stage — Oyster/Polydor

KZEL-FM — EUGENE, OR — Stan Garrett

Most Active:

Pablo Cruise
Steve Miller Band
Waylon Jennings
Neil Young
James Taylor
Steve Winwood
Horslips
Crosby, Stills & Nash
Peter Frampton
Heart

Adds:

Roger Daltrey — One Of The Boys — MCA
Fool's Gold — Mr. Lucky — Columbia

Country Joe & The Fish — Reunion — Fantasy
Kiss — Love Gun — Casablanca
Trooper — Knock 'Em Dead Kid — MCA
Lenny Williams — Choosing You — ABC
Melissa Manchester — Singin' — Arista
Alan Parsons Project — I, Robot — Arista
Omaha Sheriff — Come Hell Or Waters High — RCA
Willie Nelson — To Lefty From Willie — Columbia

KMYR-FM — ALBUQUERQUE — Charlie Weir

Most Active:

Little Feat
Neil Young
Peter Frampton
Heart
Steve Miller Band
Crosby, Stills & Nash
Geils
Bob Marley & Wailers
Dan Fogelberg
Fleetwood Mac

Adds:

Melissa Manchester — Singin' — Arista
Country Joe & The Fish — Reunion — Fantasy
Fool's Gold — Mr. Lucky — Columbia
Average White Band — Ben E. & Us — Atlantic
Johnny Winter — Nothin' But The Blues — Columbia
Ann Peebles — If This Is Heaven — Hi
The Rubinoos — Beserkley

WOUR-FM — UTICA — Tom Starr

Most Active:

Atlanta Rhythm Section (Neon Nights, Georgia Phymn)
Charlie (Don't Look)
Geils (Monkey Island)
David Grisman (Rneumonia)
The Rubinoos
Supertramp (Give A Little, From Now On)
Jesse Winchester (Rhumba, Carry On)
Little River Band (Help)
Pat Travers (Rock & Roll)
James Taylor (Handy Man, Bartender, Terra Nova)
Mink Deville (Stroll, Tough)
Cat Stevens (Cathedral, Shadow)
Neil Young (Tears, Hurricane)
Heart (Love Alive, Barracuda)
Greg Kihn (Hurt)

Adds:

Johnny Winter — Nothin' But The Blues — Blue Sky
Steve Winwood — Island
Strawbs — Burn' For You — Polydor
Melissa Manchester — Singin' — Arista



CRITERIA BREAKS GROUND — Groundbreaking ceremonies for Studio D, Criteria's fourth recording studio, took place recently at Mack Emerman's North Miami facility. The 24-track studio is slated for completion by October 1. Pictured at the ceremonies (l-r) are: Steve Alaimo, vice-president of TK Productions, Stephen J. Nicholas, vice-president of GoodSounds; Mack Emerman, president of Criteria; Henry Stone, president of TK, and TK's Jack Krashid and Howard Smiley.

Dry Sack Sherry Launches Campaign To Reach Blacks

by Joe Nazel

LOS ANGELES — Black radio, once the platform for the "pop" wine industry to hawk their products, is receiving a fresh shot in the arm because of an eight-week advertising campaign sponsored by Standard Brands' Julius Wile Sons & Co.

Dry Sack Spanish sherry is the product that will be advertised on eight black-formatted stations in three major markets. The campaign will be especially designed to reach male black consumers aged 25 to 49.

Live spots promoting Dry Sack will be delivered live by jocks on WBLS and WWRL in New York; WJPC, WBMX and WVON in Chicago, and KUTE, KGFJ and KDAY in Los Angeles.

Nigel Yorwerth, account executive for Ted Bates & Co., the ad agency handling the Dry Sack campaign, told **Cash Box**, "We feel there is a new trend in the liquor industry. People are moving away from stronger alcoholic beverages. The big push, now, is towards the dry white wines."

"Dry Sack has positioned itself as being, not so much a sherry, which has historically been considered a little old lady's drink, but an alternative to the harder, distilled spirits."

Good Taste

When asked why the sudden, specialized push to reach the black market, Yorwerth said, "Frank Gifford (featured in Dry Sack ads) was positioning himself quite well towards all types of consumers because of his pro football outline. But the client wanted to make an extra attempt to reach the black consumer. The client felt that Dry Sack is a premium and prestigious product and that black people, in general, do have very good taste, and would buy the product."

According to Yorwerth, the campaign to increase black consumer interest in Dry Sack through advertising spots on black-formatted stations is a trial run. Increased

sales in the black sector would, most probably, sponsor a greater thrust.

Both client and agency agreed that radio would be a suitable vehicle for reaching the target audience, black males in the 25-49 age bracket.

Arbitron Survey

Ralph Katz, media supervisor for Ted Bates & Co., told **CB**, when asked what method was employed in selecting radio stations for the campaign, said, "We set up a range of demographics which we use for

(continued on page 47)

Rod McGrew Day Slated July 24 For KJLH's GM

by Joe Nazel

LOS ANGELES — Mayor Tom Bradley of Los Angeles has proclaimed July 24 Rod McGrew Day. A testimonial-scholarship dinner will be held in the Los Angeles Ballroom of the Century Plaza Hotel on the 24th (McGrew's birthday) with Motown recording artist Stevie Wonder acting as committee chairman for the testimonial ceremony.

McGrew, general manager and program director of KJLH in Los Angeles, has received the NACCP's "Program Director of the Year" award for best music image and was honored at Black Radio Exclusive's Conference '77 as "Man of the Year." McGrew has also been active with the Brotherhood Crusade and PEP, Inc. (Professional Entertainment for Prisoners).

Proceeds from the dinner will go to the Rod McGrew Scholarship Fund, Inc. and PEP, Inc., non-profit charitable organizations.

The scholarship fund will aid future communicators and the PEP organization will continue to provide entertainment for prisoners.

The Rhythm Section

Jazz organist **Jimmy Smith** is doing a live session at his own **Jimmy Smith's Supper Club** in North Hollywood that will be recorded and released by Mercury Records. The album, "It's Necessary," is Jimmy's way of telling jazz buffs that he's going back to his roots because that's what got him over in the first place. His last album, "Sit On It," featuring disco-jazz, did not sit well with Jimmy and he's gathered together some jazz people who still know where they should be coming from to help do his root thing. **Kenny Dixon** will be steaming up the drums, **Randy Crawford** will be on guitar, **Teddy Edwards** and **Harold Land** will be doing mellow things with tenor saxophones, **Blue Mitchell** will be blowing trumpet, **John Phillips** will be fingering his alto sax and **Stanley Behrens** will add flute and harmonica to the session that **Kevin Brandon**'s bass will be highlighting.

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STEVIE'S MAIN MAN — The planning committee for the upcoming Rod McGrew testimonial and scholarship dinner, chaired by Stevie Wonder, gathered at Roy's in Hollywood to put the finishing touches on the affair. Pictured (l-r) are Pat Thomas, UA Records; Nita Chatman, Blue Note; Rod McGrew, KJLH; Ron Granger, Atlantic Records; Ava Jordan, KTTV; standing (l-r): Don Cornelius, Soul Train Records; Ed Wright, GEI; LaVonne, PEP; Al Edmundsen, A&M Records; Sidney Miller, BRE.

TOP 75 R&B ALBUMS

		Weeks On 7/9 Chart	Weeks On 7/9 Chart
1	REJOICE EMOTIONS (Columbia PC 34762)	3	4
2	COMMODORES (Motown M7-884R1)	1	16
3	GO FOR YOUR GUNS THE ISLEY BROTHERS (T-Neck/Epic PZ 34432)	2	15
4	THE FLOATERS (ABC AB 1030)	8	8
5	RIGHT ON TIME THE BROTHERS JOHNSON (A&M SP 4644)	4	10
6	MARVIN GAYE AT THE LONDON PALLADIUM (Tamlia/Motown T7-352R2)	5	16
7	TRAVELIN' AT THE SPEED OF THOUGHT THE O'JAYS (Phila. Intl. AL 34684)	6	8
8	TEDDY PENDERGRASS (Phila. Intl./Epic PZ 34390)	7	19
9	I REMEMBER YESTERDAY DONNA SUMMER (Casablanca NBLP 7056)	9	7
10	A REAL MOTHER FOR YA JOHNNY GUITAR WATSON (DJM/Amherst DULPA-7)	11	14
11	FREE AS THE WIND THE CRUSADERS (Blue Thumb/ABC BT-6029)	12	5
12	SLAVE (Cotillion/Atlantic SD 1-6093)	13	16
13	PARLIAMENT LIVE/P. FUNK EARTH TOUR (Casablanca NBLP 7053)	10	10
14	SWEET PASSION ARETHA FRANKLIN (Atlantic SD 19102)	16	6
15	MAZE (Capitol ST 11607)	14	20
16	UNMISTAKABLY LOU LOU RAVLS (Phila. Intl./Epic PZ 34488)	15	16
17	SONGS IN THE KEY OF LIFE STEVIE WONDER (Tamlia/Motown T13-340C2)	17	40
18	FRIENDS AND STRANGERS RONNIE LAWS (Blue Note/UA BNLA 730H)	18	11
19	UNPREDICTABLE NATALIE COLE (Capitol SO 11600)	19	20
20	EXODUS BOB MARLEY & THE WAILERS (Island ILPS 9498)	23	6
21	UPTOWN FESTIVAL SHALAMAR (Soul Train/RCA BVL 1-2289)	22	10
22	ANGEL CHIO PLAYERS (Mercury SRM 1-3701)	20	15
23	IN FLIGHT GEORGE BENSON (Warner Bros. BSK 2983)	21	23
24	STILL TOGETHER GLADYS KNIGHT & THE PIPS (Buddah/RCA BDS 5689)	24	14
25	JOYOUS PLEASURE (Fantasy F9526)	28	14
26	ASK RUFUS RUFUS FEATURING CHAKA KHAN (ABC AB 975)	25	24
27	NOW DO-U-WANTA DANCE GRAHAM CENTRAL STATION (Warner Bros. BS 3041)	26	13
28	LOOK TO THE RAINBOW AL JARREAU (Warner Bros. 2BZ-3052)	38	5
29	LIFELINE ROY AYERS UBIQUITY (Polydor PD 1-6108)	32	3
30	IT FEELS SO GOOD MANHATTANS (Columbia PC 34450)	29	21
31	THELMA AND JERRY THELMA HOUSTON & JERRY BUTLER (Motown M6-88751)	34	5
32	... AHH, THE NAME IS BOOTSIE'S RUBBER BAND (Warner Bros. BS 2972)	27	24
33	BRAINSTORM (Tabu/RCA BOL 1-2048)	30	14
34	LOVE NOTES RAMSEY LEWIS (Columbia PC 34696)	35	10
35	WHAT YOU NEED SIDE EFFECT (Fantasy F9513)	37	16
36	ARE YOU SERIOUS RICHARD PRYOR (Laff A 196)	33	9
37	LOVE STORM TAVARES (Capitol STAO 11628)	31	12
38	TURN THIS MUTHA OUT IDRIS MUHAMMAD (CTI KU 35)	36	8
39	ROMANTIC JOURNEY NORMAN CONNORS (Buddah/RCA BDS 5682)	41	14
40	DEVIL'S GUN C.J. & CO. (Westbound/Atlantic WB 301)	47	3
41	PART 3 KC & THE SUNSHINE BAND (TK 605)	43	39
42	FINGER PAINTINGS EARL KLUGH (Blue Note BNLA 737H)	50	3
43	HOT (Big Tree/Atlantic BS 89522)	39	7
44	RICHARD PRYOR'S GREATEST HITS (Warner Bros. BSK 3057)	40	5
45	SWEET BEGINNINGS MARLENA SHAW (Columbia PC 34458)	42	19
46	ENCHANTMENT (United Artists UA-LA 682G)	55	2
47	HEAVY WEATHER WEATHER REPORT (Columbia PC 34418)	45	14
48	MAGIC JOURNEY SALSOL ORCHESTRA (Salsoul SZS 5515)	56	4
49	PHASE II HAMILTON BOHANNON (Mercury SRM 1-1159)	54	7
50	THE PLAYERS ASSOCIATION (Vanguard VSD 79384)	48	11
51	RATED EXTRAORDINAIRE JOHNNIE TAYLOR (Columbia PC 34401)	44	19
52	MAGIC T-CONNECTION (Dash/TK D-30004)	51	12
53	SHOTGUN (ABC AB 979)	57	5
54	ANY WAY YOU LIKE IT THELMA HOUSTON (Motown T6-34551)	58	30
55	OPEN UP YOUR LOVE WHISPERS (Soul Train/RCA BVL 1-2270)	60	2
56	HAVIN' A HOUSE PARTY WILLIE HUTCH (Motown M6-87451)	53	5
57	THIS IS NIECY DENIECE WILLIAMS (Columbia PC 34242)	—	1
58	PHYLLIS HYMAN (Buddah/RCA BDS 5681)	52	13
59	GREATEST HITS — VOLUME II AL GREEN (Hi/London SHL 32105)	63	3
60	CHI-LITES (Mercury SRM 1-1147)	—	1
61	LIFESTYLE (LIVING & LOVING) JOHN KLEMMER (ABC AB 1007)	59	4
62	TAILOR MADE BOBBI HUMPHREY (Epic 34704)	65	2
63	SO SO SATISFIED ASHFORD & SIMPSON (Warner Bros. BS 2992)	64	25
64	NEW DIRECTIONS THE METERS (Warner Bros. BS 3042)	—	1
65	MANDRE (Motown M6-88651)	66	5
66	I'VE NEVER BEEN TO ME NANCY WILSON (Capitol ST-11659)	67	2
67	I CAUGHT YOUR ACT HUES CORPORATION (Warner Bros. BS 3043)	—	1
68	AFRICAN QUEENS THE RITCHIE FAMILY (Merlin/T.K. 2206)	—	1
69	LET'S BE CLOSER TOGETHER TYRONE DAVIS (Columbia PC 34654)	71	2
70	THE EUGENE RECORD EUGENE RECORD (Warner Bros. BS 3018)	—	1
71	PHANTAZIA NOEL POINTER (Blue Note/United Artists BNLA 7368)	69	4
72	PEDDLIN' MUSIC ON THE SIDE LAMONT DOZIER (Warner Bros. BS 1148)	73	3
73	WHAT THE WORLD IS COMING TO DEXTER WANSEL (Phila. Intl./Epic PZ 34487)	68	15
74	BE HAPPY KELLEE PATTERSON (Shadybrook SB 33-007)	—	1
75	WHEN I GET BACK HOME VERNON BURCH (Columbia PC 34701)	—	1

Top Spiritual Albums

- 1 **RIDE THE SHIP TO ZION** THE GOSPEL KEYNOTES (Nashboro 7172)
- 2 **THIS IS ANOTHER DAY** ANDRAE CROUCH & THE DISCIPLES (Light 583) (Word)
- 3 **JESUS CHRIST IS THE WAY** WALTER HAWKINS (Light 5705) (Word)
- 4 **LOVE ALIVE** WALTER HAWKINS & THE LOVE CENTER CHOIR (Light 5686) (Word)
- 5 **WONDERFUL** EDWIN HAWKINS & THE EDWIN HAWKINS SINGERS (Birthright BRS 4005)
- 6 **THE LORD IS MY LIFE** JAMES CLEVELAND & REV. ISAAC WHITTMAN WITH GREATER METROPOLITAN CHURCH CHOIR (Savoy SGL 14425) (Arista)
- 7 **TAKING GOSPEL HIGHER** THE SENSATIONAL WILLIAMS BROTHERS (Savoy SGL 14436) (Arista)
- 8 **SEE YOU IN THE RAPTURE** THE SENSATIONAL NIGHTINGALES (ABC/Peacock 59227)
- 9 **LIVE! THE DIXIE HUMMINGBIRDS** (ABC/Peacock 59231)
- 10 **GONNA FIND A BETTER HOME** THE ANGELIC GOSPEL SINGERS (Nashboro 7178)
- 11 **I FOUND JESUS AND I'M GLAD** MYRNA SUMMERS & COMBINED CHOIR OF THE REFRESHING SPRINGS COGIC (Savoy SGL 14407) (Arista)
- 12 **WHY WAS I BORN** SLIM & SUPREME ANGELS (Nashboro 71777)
- 13 **WHAT IN HELL DO YOU WANT** REV. W. LEO DANIELS (Jewel LPS 0110)
- 14 **TOUCH ME** JAMES CLEVELAND AND THE CHARLES FOLD SINGERS VOL. II (Savoy DBL 7009) (Arista)
- 15 **JESUS IS THE BEST THING THAT EVER HAPPENED TO ME** JAMES CLEVELAND & CHARLES FOLD SINGERS (Savoy 7005) (Arista)
- 16 **TRUTH IS THE POWER MIGHTY CLOUDS OF JOY** (ABC/Peacock AB 986)
- 17 **THE DONALD VAILS CHORALEERS** (Savoy SGL 14421) (Arista)
- 18 **SAVED!** HENRY JACKSON COMPANY (Birthright 4008)
- 19 **GIVE IT TO ME** JAMES CLEVELAND & THE SOUTHERN CALIFORNIA COMMUNITY CHOIR (Savoy SGL 14412) (Arista)
- 20 **FROM AUGUSTA WITH LOVE** THE SWANEE QUINTET (Creed 3077)

Top Inspirational Albums

- 1 **HOME WHERE I BELONG** B. J. THOMAS (Myrrh MSA 6571) (Word)
- 2 **MIRROR** EVIE TOURNQUIST (Word WSB 8735)
- 3 **PRAISE BE TO JESUS** THE BILL GAITHER TRIO (Impact R 3408)
- 4 **GENTLE MOMENTS** EVIE TOURNQUIST (Word WST 8714)
- 5 **I'M A PROMISE** THE BILL GAITHER TRIO (Impact R 3344)
- 6 **COVENANT WOMAN** JANNY (Sparrow 1011)
- 7 **LADY** REBA RAMBOW (Greentree R 3430)
- 8 **ME & MY OLD GUITAR** NANCY HONEYTREE (Myrrh MSB 6584) (Word)
- 9 **SONGS FOR THE CHURCH TRIUMPHANT** RON HUFF (Paragon PR 33025) (Word)
- 10 **ESPECIALLY FOR CHILDREN** THE BILL GAITHER TRIO (Impact R 3214)
- 11 **HEY! I'M A BELIEVER** DALLAS HOLM (Impact R 3441)
- 12 **EVIE** EVIE TOURNQUIST (Word WST 8628)
- 13 **A BRAND NEW TOUCH** THE LANNY WOLFE TRIO (Impact R 3407)
- 14 **HEAVEN'S SOUNDING SWEETER** JIMMY SWAGGART (Jim 125) (Word)
- 15 **FOR HIM WHO HAS EARS TO HEAR** KEITH GREEN (Sparrow FPR 1015)
- 16 **BIRTHPLACE** THE DOWNINGS (Impact R 3431)
- 17 **SOMETHING BEAUTIFUL** THE BILL GAITHER TRIO (Impact R 3337)
- 18 **PRAISE, VOL. 1** THE MARANATHA SINGERS (Maranatha HS 008)
- 19 **THE WORD** KENNETH COPELAND (Kenneth Copeland Productions KCP 1003)
- 20 **PRAISE II** THE MARANATHA SINGERS (Maranatha HS 026A)

UA Starts Push For Gospel Album

LOS ANGELES — United Artists and Roadshow Records is putting together a promotional program it describes as "the first of its kind for the Black gospel market, designed to back Shirley Caesar's new 'First Lady' album."

The program involves shipping advance "collector's item copies" of the album to radio stations which have the shipping date and the radio station's call letters imprinted on the cover.

Advance copies also will be sent to 100 college stations, which UA says is the first time a gospel album has been given a major college push.

Full-color information kits and other aids such as easel-back covers, two different posters and life-sized cut-outs of Caesar will be made available to retailers. There also will be trade advertising and advertising in major Black consumer publications.

Jewel Issues 3 LPs By Daniels, Norwood

SHREVEPORT — Jewel Records has released three albums by artists on its roster, including two by the late Rev. W. Leo Daniels and the other by Dorothy Norwood. One LP by Daniels contains some best loved hymns sung by the late minister, while the other is a sermon entitled "The Price Is Right," recorded shortly before his death in May. He was pastor of the Greater Jerusalem Baptist Church of Houston.

Norwood's album is her second for Jewel and was directed by Sonny Thompson.

GMA Announces New Award, Member Status

NASHVILLE — The Gospel Music Association (GMA) recently voted to add a new Record of the Year category, Soul Gospel, to the annual program and a new membership status, Church Staff Musician, to the national association.

Don Butler, executive director of GMA, said that a growing interest in all soul and inspirational music, especially gospel, prompted the GMA board of directors to establish the soul category.

"Approximately 50% of the GMA is comprised of associate members, friends and supporters of gospel music," said Butler, "but many of them are ministers of music, choir directors and church musicians. The membership committee voted that, as working gospel musicians, these persons should have their own trade category and two representatives on the board of directors."

Ayala Nominated Best New Artist By 'Harmony'

LOS ANGELES — Gospel singer Bob Ayala has been nominated Best New Artist in the Jesus Music Category by Harmony Magazine. Ayala's first record, "Joy By Surprise," was recently released by Myrrh Records.

Betty Jean Robinson Signs With Lamb & Lion

LOS ANGELES — Country singer Betty Jean Robinson, best known for her single "On The Way Home," recently signed with Lamb & Lion Records.



SINGING IN THE PARK — RCA recording artists The New York Community Choir took to New York's Bryant Park last week for a videotaping to promote their debut album. Pictured left are Steve Kahn, manager of audio-video productions for RCA and his assistant Ronnie Jordan. Warren Schatz, foreground (facing choir), produced the group's debut LP.

UPC Council Asks Revisions In 3 Bar Coding Proposals

(continued from page 10)

assignments. While manufacturers were assured at last month's RIAA/NARM bar coding meeting that under some circumstances, they would be allowed to receive more than one manufacturer number from the UPC Council, Gortikov said the Council wanted to be reassured there would not be "a host of companies applying for multiple numbers."

"Since there are a limited amount of numbers," he said, "they just want to be assured there won't be a wholesale quest for them."

He also said Tom Wilson, spokesman for the McKinsey & Co., which represents the UPC Council, would edit Gortikov's summary document of industry bar coding recommendations so it would coincide with the Council's wishes.

When Wilson has done that, Gortikov said he will check out the revised parts with

those in the industry to be sure there would be no problems with or resistance to the Council's requests.

At that point, which Gortikov estimates will be in mid-July, he will again appear before the Council and ask for acceptance of the industry's bar coding proposals into the system.

Gortikov's summary document estimating RIAA/NARM bar code implementation states the first bar coded album product may appear on the market by fall 1978, pending final acceptance by the UPC Council.

Wilson, however, previously said manufacturers could receive their identification numbers as soon as the Council approves the industry plan, and some manufacturers said they could, barring other problems that might arise, have code symbols printed on album jackets as early as fall of this year.

Sam Goody Steps Up Promo

(continued from page 10)

In June, the TV-radio package included London Records' first TV venture, to promote the Moody Blues as well as an ad for Donna Summer on Casablanca, and ads for Carole Bayer Sager and Linda Ronstadt on Elektra.

Generally, Levy said, TV ads are placed on independent New York stations WNEW and WPIX as well as WNBC, the network affiliate in this market. WNBC is utilized specifically during late night music shows like "Rock Concert," "Midnight Special" and also "Saturday Night Live." There are approximately three spots a day aired on the three stations combined, Levy said, while radio ads, which are usually placed on New York FM stations WPLJ, WNEW, WPIX and WXLO, run two to three times a day on each station.

Spectacolor, the giant visual display

board in Times Square, has also been a medium displaying the Goody name recently. Both WEA and A&M have been tagging Goody after their product ads.

Marketing Tools

Even standard Goody marketing tools like print ads and personal in-store appearances have undergone recent alterations. In print, besides the usual bi-weekly ads in the Times and Daily News, Goody has been "testing" the Village Voice, a Manhattan weekly, as an advertising medium, according to Levy. And the in-store personal appearance, long a Goody staple, featuring orderly autograph signings by opera or pop recording artists, was recently mobbed by fans hoping to see Muhammad Ali, who was in the chain's 6th Avenue store to promote the soundtrack for his autobiographical movie, "The Greatest."

Filmways Inc. Posts Record 1st Qtr. Totals

NEW YORK — Filmways Inc. has reported earnings of \$448,000 on sales of \$31.5 million for the first quarter of fiscal 1978 ended May 31, 1977. Both are record quarterly results. This compares with income of \$425,000 on sales of \$27.1 million in the comparable period of fiscal 1977.

Richard Bloch, chairman and president of the company, estimated full-year sales for fiscal 1978 of about \$140 million, which would be about 12% over the \$125.3 million this past year. Bloch based his projection on several television productions currently in the works, including "King," a five-hour feature film for NBC-TV tracing the life of the late Martin Luther King.

Filmways is principally engaged in publishing, TV and film production.



PARACHUTE SIGNS DAVID CASTLE — Singer/songwriter David Castle recently became the first artist to be signed by Parachute Records. Castle's first single for the label, which is distributed by Casablanca Record and FilmWorks, is scheduled for release this month. Shown at the signing (l-r) are Joe Porter, Castle's producer; Castle and Russ Regan, president of Parachute Records.

TALENT ON STAGE

Fleetwood Mac / Kenny Loggins

MADISON SQUARE GARDEN, NYC — Fleetwood Mac's charming nonchalance belied the fact that they were playing the opening night of their first hard-fought headlining engagement at New York's largest indoor facility. They jammed on a mindless ditty during the few seconds prior to their announcement, setting an informal pace that was carried through from the breaking chord of "Say You Love Me," to the crowd-sobering second encore, Christine McVie's softly rendered "Songbird."

Against a backdrop that depicted various gothic landscapes, the group launched a set that benefitted heavily from the AM and FM favorites from their last two multi-platinum Warner Bros. albums. Lindsey Buckingham was a focal point through energetic electric numbers, which included "Monday Morning" and the recent single "Go Your Own Way." Stevie Nicks, the winsome lead vocalist of the group, was ill with a sore throat that had forced the group to cancel an upstate engagement the night before. Though her performances of "Rhiannon" and "Dreams" were scratchy and slightly out of key, the crowd gushed with appreciation.

Rarely in the spotlight but always making

creative contributions were original members Mick Fleetwood and John McVie, comprising the drums/bass combination that truly anchors the group's tight pop arrangements, lending crucial rhythmic nuance to what might otherwise be more a succession of catchy, yet simple, nearly identical tunes. One of the show's best moments was "World Turning," an introspective piece that focused on Christine McVie, Buckingham and Fleetwood. While that number was a near-perfect fusion of Fleetwood Mac's blues roots and its present sound, an old Peter Green song like "Oh Well" was less than fulfilling due to Buckingham's inappropriate guitar playing.

Opening the bill with a full hour's music was Kenny Loggins, who performed material from his new Columbia album as well as "Angry Eyes." Loggins has undergone something of a transformation. Though he still opened acoustically, his rock and roll section was marked by aggressive guitarmanhood and stage movements as Townshend-esque as he could muster. Judging by audience reaction, he can be expected back shortly.

phil dimauro

Crosby, Stills & Nash

INGLEWOOD FORUM — Despite the rumblings of New Wave excessiveness and amidst a pervasive seventies-style mood of jaded experience where enthusiastic audience response is the exception and not the norm, CS&N once again took the stage eight years after they left it as a group and turned a tentative anxious beginning into a joyous celebration of music and shared emotion.

It was understandable if they appeared nervous at the outset. As the sixties faded they were near the top of the heap of musical heavyweights who dominated the music of the Woodstock generation. Then, like the era they epitomized, they split apart, disillusioned, embittered and bickering. David Crosby and Graham Nash survived as a sometimes dynamic duo, Neil Young did well on his own after joining the band following the first CS&N album and Stephen Stills never quite lived up to his bright promise as the solo artist with the hot guitar.

It must have been especially gratifying for Stills to be not only a part, but perhaps the stellar standout in a concert where ego displays were conspicuously absent. If anything, the trio appeared humbled and obviously pleased as the crowd greeted them with a standing ovation, engaged in spirited applause throughout the show and sang along unabashedly to the chorus of "Our House" and "Teach Your Children." The most cynical of critics could not help but be affected by the feeling of unity that bound the audience that as disparate in age as they were universal in acclaim.

Kiki Dee/Blue

THE ROXY, L.A. — When Kiki Dee stepped on stage, not only did she face the stigma of making a "comeback" tour, but also the fact that many in the audience were as interested in seeing if Elton John would show up as they were in seeing her.

As it turned out, Elton did join her on stage for her final encore in a duet of "Don't Go Breaking My Heart." But by that time, it was clearly Kiki who was in control of the crowd.

Although it was two years between the release of Kiki's previous album and the latest one, with an equal amount of time off from live appearances, there was nothing halfway or shaky in her stage manner.

She delivered songs taken from her three Rocket albums with a confidence, emotion and sensitivity which blended well with the wholesome sensuality she projects.

Her 90-minute set started off nicely, but by the time she finished the fourth number, an intense rendering of "Sugar On The Floor," she began moving those in the audience closer to the edges of their seats.

Following that song with the 2-3-4 punch of "Step By Step," "Amoreuse" and "Chicago," she proved she could be even better live than with the help any recording studios have to offer. "Chicago," in par-

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EAT AND BUMP — CBS Records hosted a gala dinner at a local R&B radio convention held recently in Atlanta. Epic recording artist Joe Tex highlighted the affair with a live performance. Pictured at the dinner are, from left: Jack Craig, senior vice president and general manager of marketing for CBS Records; Richard Mack, vice president of promotion for CBS Records special markets; Minister Abdul Haleem Farrakhan; Tex; Mervyn Paul, vice president of marketing, southeastern region, for CBS Records; and LeBaron Taylor, vice president of special markets for CBS Records.

Capitol Tests Its 'Touch Me' Tapes

(continued from page 9)

problem if they are displayed in the same types of cabinets and racks in which retailers usually keep other cassettes and 8-tracks. However, he stressed, "One of the purposes of this kind of tape packaging is to get it out of the usual kinds of merchandising. We don't want it to be displayed behind the counter, for example, or in a glass case where the customer has to ask the clerk to get it. So the package has been designed to fit in a browser box (for LPs), because it's exactly one-half the size of an album."

When it was pointed out that retailers are reluctant to devote more space to a configuration that sells fewer units than discs, Mazza noted that tape sales have been on the rise and will continue to increase as disc and tape prices become compatible.

"This is a major increase over the past three years, especially in the cassette area. The equipment manufacturers are leaning toward cassette over 8-track, and the business is going to grow rather substantially. And the appropriation of space at retail (for tapes) will increase as you go forward in time."

One-For-One

An unusual promotion was observed this

week at Wee Three, an eight-store chain based in Philadelphia. An ad in Sunday's *Philadelphia Inquirer* offered \$1 off the \$5.49 shelf price on any LP or tape, with the submission of "any old album or tape." According to one Wee Three manager, the promotion is a throwback to a similar ad campaign during the vinyl shortage of a few years ago.

Larry Rosen, owner and head buyer for the chain, said the six metropolitan Philadelphia Wee Three stores had only been running the sale for two days, and it was too early to assess the effect of the promotion. He said the traded LPs and tapes would probably be donated to an area hospital, adding he expected to receive few of any value.

Dave Herr, manager of the chain's Lebanon Valley outlet, which has been running the sale for almost a week, said the response has been "reasonable." He speculated, though, that the "Swap 'Em And Save" campaign would be more effective in a college-oriented market where customers were more inclined to trade their old records for new ones.

"You'd be surprised," he noted, "we're getting a fair amount of catalog stuff and some pretty good classical LPs."

Copyright Hearings Rehash Performance Rights Question

(continued from page 9)

written in as an amendment to the recommendations the office must make to Congress. This administration has been very supportive of the NEA's endeavors, particularly through Joan Mondale's well-publicized interest in the arts, the NEA general counsel said.

Jack Golodner, executive secretary of the Council of AFL-CIO Unions for Professional Employees, used the broadcasters' argument against cable as analogous to the performing artists' situation: "The broadcast, juke box and background music industries use the talents of America's performing artists — ride on the backs, as it were — as assuredly as if they directly employed them but they do not pay them a dime." Additionally, Golodner testified, the use of sound recordings by broadcast licensees serves to displace thousands of performing artists from employment in the broadcast media, and many more who were formerly employed in clubs and elsewhere.

Golodner also touched on the familiar argument that the cost to individual record buyers would be shared by the broadcast industry and other commercial users, benefiting the consumer in the long run.

Sanford Wolff, executive secretary of AFTRA, made a case on behalf of the union's 34,000 members in favor of the performance right along similar lines. Both Golodner and Wolff referred to the "free ride" the broadcasting industry has enjoyed and, Wolff said, "... These stations derive enormous advertising revenues from this unconscionable exploitation. Yet

they return not one penny of their profits to the people who made them possible."

The Amusement and Music Operators Association presented its argument opposing the performance right, saying the additional royalty at the rate of \$1 per machine per year (as proposed in pending H.R. 6063), would amount to \$450,000 for the juke box industry as a whole, a burden the AMOA considers unfair for "this industry of small businessmen."

NAB Argument

The National Association of Broadcasters reiterated its stand that the performance right would involve "unjust exaction" and would weaken the broadcast industry — requiring some \$47 million to be paid by all the radio members according to NAB estimates.

The often heard analogy to the cable situation is not accurate, argued John Popham, NAB assistant counsel, and John Dimling, director of research, because cable represented unfair competition in the question of importing distant signals into a market. It's not the broadcasters but the copyright owners who benefit financially in that situation, they said.

But Copyright Register Barbara Ringer said the NAB had a "threadbare constitutional argument" and her skepticism was unmasked. "I think the best argument you have is that both of you (record companies/performers and broadcasters) benefit" from the airplay of records, she said.

Ms. Ringer said the networks, specifically CBS, would be asked for further comment.

CASH BOX COIN MACHINE

Bally's 'Evel Knievel' Pinball Ushers In The Electronic Age

CHICAGO — Announcing volume delivery of the new 4-player flipper type pinball game "Evel Knievel," Paul Calamari, sales manager of Bally Manufacturing Corporation, emphasized the machine's dynamic backglass — the result of a shrewd tie-in with Evel Knievel, world-renowned daredevil motorcycle stunt rider.

"The fame of Evel Knievel insures tremendous player fascination," Calamari said, "and provides operators with the opportunity for local Evel Knievel promotions. However," he added, "we do not depend solely on Evel Knievel publicity to make this model one of the greatest games ever to come off the Bally assembly lines. The play pattern of the playfield provides new and exciting skill challenges and a total of 35 ways to pile up high scores.

"For example," Calamari noted, "Evel Knievel offers three ways to score specials, including double specials. First, special is scored when S-U-P-E-R is lit on the playfield by tricky timing to hit center target or shoot ball into kickout hole when mystery-advancing arrow-light points to a letter which is not yet lit. And with liberal adjustment, lit S-U-P-E-R gives player two specials.

"Last-inch and last-ball suspense is assured by giving out balls power to score specials. Ball exiting playfield through left or right out lane scores special if adjacent special light is lit by lighting C-Y-C-L-E, a maneuver which calls for kickback skill to return ball to top of playfield for a repeat performance. Out ball also adds build-up bonus to totalizer; and out ball may return to the shooter as an extra ball.

"The third way to score special," Calamari continued, "is by knocking down all five drop targets for the third time in each ball play. Drop targets are unusually important in Evel Knievel. Extra ball signal lights when all targets are downed for the second time in each ball play. Each drop target hit scores 500 and advances bonus 1,000, while other skill objectives also build the bonus, which is doubled when all five drop targets are downed for the first time in each ball play, a skill accomplishment which also scores a thrilling 5,000 points. First down also increase value of each spin of each of two spinner gates.

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Youth Sets New World Mark With Evel Knievel

CHICAGO — Using Bally's new Evel Knievel pinball game, Bruce Condella of Ventor, New Jersey, established a new world's record of continuous play on a pinball machine. The marathon event, which took place at the New Steel Pier, Atlantic City, New Jersey, began at 11:18 a.m., EST, on Saturday, June 25. At 11:49 p.m., EST, Tuesday, June 28, Bruce surpassed the existing mark of 83 hours, 33 minutes, set by Steve Zable of Ocean City, Maryland.

As TV news cameras whirled, the 18-year-old Condella received encouragement from all the members of his family, who had dutifully taken turns staying with him throughout his attempt. Also present to see the old mark fall were Bally's Tom Nieman, promotional sales manager, and Joe McGrath, director of the Guinness Exhibit Show in America.

News of the new record was being forwarded to the Guinness World Book of Records in London by McGrath, for entry consideration in the new edition.

Production people at Bally were all smiles when Tom Nieman reported that the Evel Knievel game, without any modification, was shipped to the east coast, set up and performed flawlessly for 93 continuous hours. "I think it's a statement of the reliability of the new Bally electronic games," he said.

Exidy Introduces New Two-Player Video Bowling Game, 'Robot Bowl'

MOUNTAIN VIEW, CA. — Exidy, Inc. is spotlighting the popular sport of bowling — replete with strikes, spares, gutter balls and even misses, as well as the accompaniment of realistic sound effects for the rolling of the ball and the falling of the pins — in its latest video game called "Robot Bowl." "It's a true-to-life 'regulation' bowling game on a video screen," said marketing vice president Paul Jacobs, "and complete play instructions are flashed on the screen after the coin is inserted."

The model has three sets of buttons by which the player is able to control the animated "robot" bowler. The first set positions the bowler to the right or left on the alley; the second controls the speed of the ball (fast or slow), and the third (whose use is optional by the player) hooks the ball either left or right.

Robot Bowl comes with a special time feature to control the time length of the games. An adjustment on the logic board can be made to give the players three, five or seven seconds to roll the ball, or it will be rolled automatically—in which case the player still has a chance to make a strike by hooking the ball left or right before it hits the pins.

Individual score sheets are displayed on the screen and the scoring is very authentic

"due to the programming of hundreds of pin combinations determined through real life-bowling research," according to Jacobs. When the game is over, the word "winner" is flashed under the appropriate player's score sheet.

An added attraction is the "Beer Frame" feature, which is optional in the two-player mode. When this option is utilized, the words "Beer Frame" flash on the screen during the fifth frame of the game.

Robot Bowl is encased in a walnut-colored cabinet sized for adaptability to either street locations or arcades. It has a 19" solid-state monitor and there is a one-year warranty on the logic board.



The JukeBox Programmer

Top New Pop Singles

- 1 HOW MUCH LOVE LEO SAYER (Warner Bros. WBS 8319)
- 2 I'M IN YOU PETER FRAMPTON (A&M 1941)
- 3 YOUR LOVE HAS LIFTED ME RITA COOLIDGE (A&M 1922)
- 4 DA DO RON RON SHAUN CASSIDY (Curb/Warner Bros. WBS 8365)
- 5 DO YOU WANNA MAKE LOVE PETER McCANN (20th Century 2335)
- 6 ROCK AND ROLL NEVER FORGETS BOB SEGER (Capitol 4449)
- 7 IT'S UNCANNY DARYL HALL & JOHN OATES (Atlantic 3377)
- 8 HANDY MAN JAMES TAYLOR (Columbia 3-10557)
- 9 WHATCHA GONNA DO PABLO CRUISE (A&M 1920-S)
- 10 LADY BROWNSVILLE STATION (Private Stock PS 45149)

Top New Country Singles

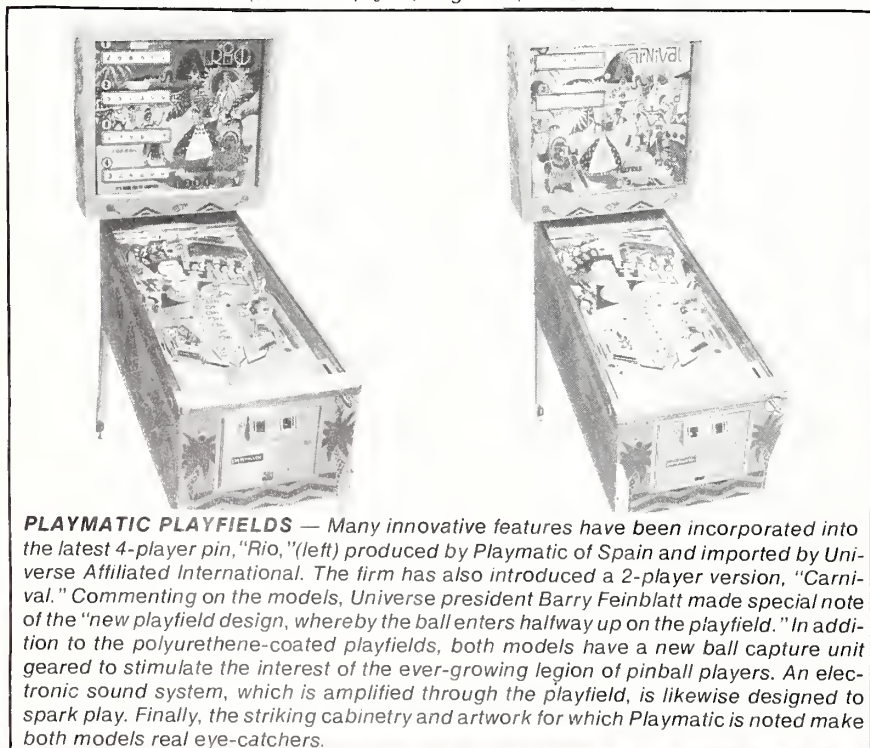
- 1 IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA PB 10978)
- 2 LUCKENBACH, TEXAS WAYLON JENNINGS (RCA PB 10924)
- 3 A SONG IN THE NIGHT JOHNNY DUNCAN (Columbia 3-10554)
- 4 RAMBLIN' FEVER MERLE HAGGARD (MCA 40743)
- 5 THE PLEASURE'S BEEN ALL MINE FREDDIE HART (Capitol 4448)
- 6 ROLLIN' WITH THE FLOW CHARLIE RICH (Epic 8-50392)
- 7 I'LL DO IT ALL OVER AGAIN CRYSTAL GAYLE (United Artists UA XW 948Y)
- 8 I LOVE YOU A THOUSAND WAYS WILLIE NELSON (Columbia 3-10588)
- 9 SOUTHERN CALIFORNIA GEORGE JONES & TAMMY WYNETTE (Epic 8-50418)
- 10 THAT'S THE WAY LOVE SHOULD BE DAVE & SUGAR (RCA PB 11034)

Top New R&B Singles

- 1 BEST OF MY LOVE EMOTIONS (Columbia 3-10544)
- 2 SLIDE SLAVE (Cotillion/Atlantic 44218)
- 3 I DON'T LOVE YOU ANYMORE TEDDY PENDERGRASS (Phila. Intl./CBS 3622)
- 4 SEE YOU WHEN I GIT THERE LOU RAWLS (Phila. Intl./Epic 8-3623)
- 5 LIVIN' IN THE LIFE ISLEY BROTHERS (T-Neck/CBS ZS8-2264)
- 6 L.A. SUNSHINE WAR (Blue Note/United Artists BN XW 1009)
- 7 STRAWBERRY LETTER 23 BROTHERS JOHNSON (A&M 1949)
- 8 FLOAT ON FLOATERS (ABC AB 12284)
- 9 BOOGIE NIGHTS HEATWAVE (Epic 8-50370)
- 10 HOLD TIGHT VICKI SUE ROBINSON (RCA PB 11028)

Top New MOR Singles

- 1 MY HEART BELONGS TO ME BARBRA STREISAND (Columbia 3-10555)
- 2 LOOKS LIKE WE MADE IT BARRY MANILOW (Arista 224)
- 3 DO YOU WANNA MAKE LOVE PETER McCANN (20th Century 2335)
- 4 DA DO RON RON SHAUN CASSIDY (Curb/Warner Bros. WBS 8365)
- 5 UNDERCOVER ANGEL ALAN O'DAY (Pacific/Atlantic PC 001)
- 6 THEME FROM "ROCKY" BILL CONTI (United Artists 940)
- 7 COLD AS ICE FOREIGNER (Atlantic 3410)
- 8 I'M IN YOU PETER FRAMPTON (A&M 1941)
- 9 IT'S SAD TO BELONG ENGLAND DAN & JOHN FORD COLEY (Big Tree/Atlantic BT 16085)
- 10 HANDY MAN JAMES TAYLOR (Columbia 3-10544)



PLAYMATIC PLAYFIELDS — Many innovative features have been incorporated into the latest 4-player pin, "Rio," (left) produced by Playmatic of Spain and imported by Universe Affiliated International. The firm has also introduced a 2-player version, "Carnival." Commenting on the models, Universe president Barry Feinblatt made special note of the "new playfield design, whereby the ball enters halfway up on the playfield." In addition to the polyurethane-coated playfields, both models have a new ball capture unit geared to stimulate the interest of the ever-growing legion of pinball players. An electronic sound system, which is amplified through the playfield, is likewise designed to spark play. Finally, the striking cabinetry and artwork for which Playmatic is noted make both models real eye-catchers.

The Service School: Getting It Together The Rondeau Way

by Frank Manners

CHICAGO — Service schools are a mainstay of the coin machine industry, proliferating like jack rabbits in June. Yet, few people comprehend the effort it requires to put one together. If you had to ask any one man how to organize a service school, your best choice would be Bob Rondeau, manager of the Empire Distributing, Inc. Green Bay (Wisconsin) office. Not only has he set up countless single-day seminars, but he choreographed Empire's five week-long extravaganzas, which were enthusiastically lauded by the entire industry. The seminars — held in Green Bay, Grand Rapids, Chicago, Detroit and Indianapolis — were pioneering efforts by the Empire staff.

These five schools ran periodically from 1975 through 1976, and from 9 to 13 manufacturers were represented. Classes averaged 65-70 people and total enrollment was 150 per school. What inspired the seminars? Both altruistic and self-serving motives, you might say; for when the manufacturer and distributor help the operator, they help themselves. The schools were conceived as a weapon against the inflationary cost of equipment

and maintenance, and a baptism in solid-state electronics. According to Rondeau, "The operator's problems are the distributor's and the manufacturer's problems. We feel it is the duty of the distributor and manufacturer to aid the operator in the present and future world of solid-state electronics."

Where the florid philosophy ends, the unglamorous detail work begins. For posterity, Rondeau compiled a list of handy hints on organizing a service school. The first step is to determine who's running the school, whether it's the state operators association or the distributor. Whoever

ramrods, one man only should be in charge — a benevolent despot, responsive to everyone's suggestions but having the final say about all matters.

The coordinator's initial priority is to find the proper place and set the proper date. The school must be accessible to the operators and it must be held at a convenient time. (One year, Bob's prospective plans conflicted with deer hunting season.) The chosen hotel, personally inspected by the coordinator, should have facilities for both pleasure and business — an indoor pool as well as adequate meeting rooms. After all, the student will not spend all his

time in class, and a relaxing, congenial atmosphere is conducive to learning.

The classroom itself should accommodate approximately 70 people, complete with work tables so the students can comfortably lay out schematics for study. A large blackboard would be an invaluable visual aid to the instructor. A small but significant detail, as Bob discovered, is the location of the classroom door; it should be in the back in order to minimize distractions like late comers and break takers making their entrances and exits.

The school coordinator must also func-

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Atari Bows Two

SUNNYVALE, CA. — Pocket billiards and drag racing, two sports familiar to almost every American, are spotlighted in the latest video action games from Atari. Both "Pool Shark" and "Drag Race" feature a built-in self-test system, trouble-free coin door and durable controls for easy servicing and maximum income potential.

Designed for one or two players, Pool Shark challenges the shooter to "sink" the rack of balls. The white cue ball is controlled by a joystick, the object being to hit as many balls as possible into the six



'Pool Shark'

pockets without scratching.

Operators can select from two to five 30-second racks per game, requiring players to develop different skills and strategies to master the table depicted on the screen. An optional 15-second bonus rack can be added to reward players who "run" all 15 balls.

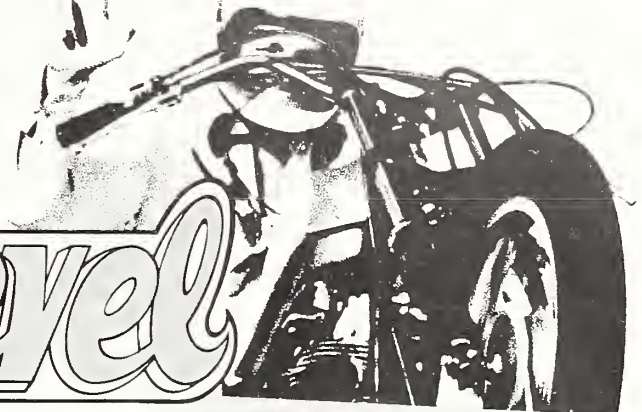
In Drag Race, players compete against each other and the clock, speeding along the horizontal track to the finish line. In attempting to outdistance their opponent, players rely on individual engine sounds and tachometer to perfect shifting and acceleration for optimum speed. But should rpms exceed the red line the engine blows, penalizing the driver.



'Drag Race'

Evel's greatest performance!

Evel Knievel



pinball by

Bally

Evel Knievel action styling

Fame of Evel Knievel, internationally renowned motorcycle daredevil and stunt rider, alive on backglass and playfield, gets immediate attention on location, dramatizes the dramatic skill action of EVEL KNIEVEL, insuring continuous repeat play and top earnings.

Electronic performance

Electronic technology in EVEL KNIEVEL starts a new era in pinball perfection, reliable performance, simplified routine maintenance, increased player satisfaction.



Be Price Wise!
1 PLAY
1 QUARTER
3-BALL PLAY

SEE DISTRIBUTOR OR WRITE **Bally** 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618

Service Schools Getting It Together

(continued from page 41)

tion as a restaurateur since it is his responsibility to arrange luncheon schedules and the coffee-coke breaks. If possible, he will coax the manufacturers into subsidizing these meals. Their sponsorship is publicly announced to the class as a gesture of good will.

Once the organizer establishes the time and place, he decides what manufacturers are to be represented, in what format, and then contacts them. He requests that each provide a service instructor plus a PR man. In Bob's multi-faceted plan, the instructor delivers a classroom lecture and then stays an extra day to answer questions and provide individual instruction. At the Indianapolis school, Bob introduced the evening rap session concept in which the teachers informally go one-on-one with the students into the early morning hours. Meanwhile, the PR man serves as a sounding board for operators and mechanics. They vent their complaints about the factory at a visible object, and he can use this feedback constructively to alleviate the problems. It is a precious opportunity for the manufacturer to promote his own equipment, to show the operator how easy it is to repair, and to convince him that the factory is not deaf to the operator's needs.

After the coordinator lines up the hotel and sponsors, he launches a before-during-after publicity and marketing campaign to attract students. First he sends a direct mailing to every operator, whether or not they do business with his company. Education, after all, should not be the restricted province of any private group. He announces the upcoming school in trade journals and newsletters, then follows up with telephone contact and, lastly, sends postcards a week before classes begin. The responses, verbal or written, constitute pre-registration. During the school, modest gifts and prizes like football tickets, T-shirts, and cameras are raffled to stimulate interest in attending. The most coveted prize, however, is the handsome graduation certificate with the authentic Rondeau imprimatur awarded after completion of the seminars. After the school, more

coverage in the trade journals and word-of-mouth recommendations from both students and instructors will herald the way for the next school, a cyclical effect.

When the day of the school arrives, the coordinator makes last minute rounds of the hotel and classrooms. Demonstration equipment, machines, and logic boards supplied by either distributor or manufacturer must be checked out and ready to go. The registration desk has to be in perfect order. The registration staff controls traffic, records attendance, directs the operator to what is happening and where, and makes strangers feel welcome. The registration staff is the student's first taste of the school, so if he becomes disoriented or is treated rudely the entire experience will be spoiled.

Despite the most meticulous final scrutiny, the coordinator must always be prepared for the possibility of something going wrong, like an instructor not showing and leaving a class of 70 in limbo, or an assistant becoming incapacitated with a smashed knee; or the ultimate, as Bob Rondeau cited from his own experience: a flock of boisterous individuals congregated in an adjoining room and creating all sorts of distractions.

When the dust finally settles after the arduous week of 12-hour days, the coordinator and co-workers, with operators' suggestions tucked in their minds, gather for a post mortem. What went right? What went wrong? Out of these brainstorming sessions, improvements for future schools germinate. For example, the emphasis in the seminars eventually shifted from electro-mechanical to solid-state, and the service men were no longer lumped together indiscriminately. The first days were devoted to the beginners who were taught the rudiments of maintenance, while the last days were directed to the more advanced who received complex, sophisticated instruction in electronics.

To Bob Rondeau, service schools represent a total experience, "a time of learning, a time of fellowship. Among the rewards is the knowledge that everyone leaves with a feeling that he has accomplished something for himself, and had a nice time doing it."

Bally Ships New 'Evel Knievel' Pin

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"Prolonged location tests in all parts of the world indicate that Evel Knievel is destined to join 'Wizard' and 'Capt. Fantastic' in the pinball hall of fame for player appeal, earning power and extended life on location," Calamari concluded.

Electronic Technology

"The introduction of electronic technology in Bally pinball is not merely an effort on our part to follow a 'fashionable' trend to the future," commented Ross Scheer, Bally's director of marketing, discussing the Evel Knievel 4-player, Bally's first electronic pinball game.

"The practical aspects of electronics," Scheer said, "convinced Bally, after years of research and development and side-by-side location tests of identical games in both electro-mechanical and electronic models, that electronic technology in pinball assures a new era of excellence.

"First, at the factory, replacement of complex cables, numerous soldered connections and relays with compact, positive-action, time-tested solid-state components — produced by world famous electronics

manufacturers — assures dependable quality beyond the range of electro-mechanics. Positive, simplified inspection methods, adaptable only to electronics, prevent escape of the slightest defect, insure delivery of a product as perfect as the human mind can produce," Scheer said.

Player Appeal

Turning to the player appeal aspects, Scheer said, "The player sees in electronic pinball his old friend, pinball, with all of the favorite features, as exciting and skill-challenging as ever. But he also sees with delight the big, brilliant, easy-to-read digital read-out score counters, which never miss a point because if points are scored too fast for instant display the electronic 'game brain' actually 'remembers' every point, quickly adds every point to the score. He also sees the new highest score to date feature, a goal with which to compete and to beat and he soon feels the improved ball action, particularly in flipper play.

"In short," Scheer concluded, "everyone sees in electronic pinball the perfect pinball for the present and the future."

1977 State Association Calendar

July 22-23: Montana Coin Machine Operators Assn.; annual conv.; Outlaw Inn, Kalispell, Mont.

Aug. 5-7: No. Carolina Coin Operators Assn., Inc., annual mtg., Raddison Hotel, Charlotte, N.C.

Sept. 16-18: Florida Amusement Merchandising Association, annual conv. & trade

show, Deauville Hotel, Miami Beach, Fla.

Sept. 22-24: West Virginia Music & Vending Assn., annual conv., Heart-O-Town Motor Inn, Charleston, W. Va.

Sept. 29-Oct. 1: Music Operators of Virginia, annual conv., Hyatt House, Richmond, Va.

CALIFORNIA CLIPPINGS

Atari employees celebrated the company's fifth anniversary on June 27 with a party at the new employee cafeteria. **Nolan Bushnell**, Atari founder and chairman, and **Joe Keenan**, president, expressed their appreciation the company's accomplishments over the past years. Atari has indeed come a long way since its inception back in 1972. Beginning with Pong, it has introduced over 60 different coin games for players to enjoy in arcades, game rooms and other locations around the world. The firm now has more than 1,000 employees and its headquarters facility has grown from 30,000 square feet to over 560,000 square feet. A new east coast sales and service office is currently under construction, while the opening of the Chuck E. Cheese Pizza Time Theatre in San Jose, Calif. initiated Atari's new Restaurant Operating Division. In addition, the Consumer Division recently received the Symbol of Excellence Award from Sears Roebuck & Co. for the second time. Addressing the employees, Bushnell said: "Atari has accomplished a lot in the past five years, and will go even farther in the next five years."

C.A. ROBINSON & CO.'s **Al Bettelman** and his wife, **Leah**, were among the many industry well-wishers on hand for the grand opening of the newest Sega Center family amusement arcade in the Montclair (Calif.) Mall. Commenting on this unique concept in family entertainment, the veteran distrib said: "It looks like a good, wholesome family-oriented operation that should be solid a money-maker." He also praised Sega Center director **Malcolm Kaufman**, whom he called "a man with high ideals who has an excellent way of doing things."

THE PREMIER ISSUE of Gremlin Industries' new in-house newspaper appeared with a blank masthead; making note of the fact, the front page carried an invitation to the firm's 220 employees from editor **Lynne Reld** to submit a winning title and take home \$50. Other front-page news included an inside look at the San Diego-based company's recent six-country promotional tour for its new video game, Hustle. The newsletter is slated for monthly publication.

HOW'S BUSINESS DEPT: **Tom Portale**, executive vice president of Portale Automatic Sales in Los Angeles, reports solid activity for the early part of summer with ops anxious to fill up their routes with the latest equipment. While forecasting that the trend should continue through July, Tom cited Gottlieb's new Jungle Queen 4-player pin as one piece that is moving very well.

CHICAGO CHATTER

Midway Mfg. Co. sales manager **Andy Ducay** notes that he will be heading for Salt Lake City to participate in a Bally-Midway service school at Struve Dist. Co. The Bally class will run from 9 a.m. to 5 p.m. Thursday, July 14, with Bally's **Bernie Powers** and **Jack O'Donnell** focusing their presentation on solid-state pinball machines. Andy will conduct the Midway session on July 15, during the same time, and will deal mainly with electronic video games.

ROCK-OLA MFG. CORP. will be represented by its vintage 1962 "Empress" phonograph at the upcoming "Marvelous Music Machines" exhibition in Canada, which is featuring a display of coin-operated phonographs dating back 100 years. The exhibition is being held under the auspices of the Art Gallery of Cobourg (Ontario), where the premier showing will take place July 21- August 28, following which the exhibition will move to three other galleries in Ontario for month-long individual showings from September 1 thru December 11. Although the exhibition is placing a great deal of emphasis on early model jukeboxes, Rock-Ola was also asked to supply a photo of its latest model — namely, the newly released "Grand Salon" furniture-styled console. Each of the American producers of coin-operated phonos will be represented with equipment of the past and present, as well as historic data and photographs in a specially-illustrated catalog being prepared in conjunction with the exhibition.

EMPIRE DIST. INC. recently wrapped up its second "flea market" sale — and a very profitable event it was. Inaugurated most successfully last year, the '77 edition took place over three days in late June, when a wide assortment of equipment was put up for sale at bargain basement prices — and bought up like crazy.

ATTENTION PHONO OPS: United Artists' local promo rep **Walter Paas** is recommending the following new releases for jukebox programming: **Crystal Gayle's** "Don't It Make My Brown Eyes Blue," **Paul Anka's** two-sider "Everybody Ought To Be In Love"/"Tonight" and, from the hit film "Rocky," "Take You Back" by **Valentine** — whose lead singer is **Frank Stallone**, brother of the film's star.

D. GOTTLIEB & CO., as previously reported, will be exhibiting at AMOA Expo this year — and it's a first for them in many, many years. We learned from company exec. **Alvin Gottlieb** that the firm has contracted for 6 booths — so you can bet the display will be an outstanding one, especially since Gottlieb is celebrating its 50th anniversary this year.

AND SPEAKING OF AMOA, the association's first service school, scheduled for July 11-20 in Smyrna, Georgia, was immediately sold out — and the wheels are already in motion for the next one.

EASTERN FLASHES

The statewide 8-ball pool tournament, sponsored by Shaffer Dist. Co. and U. S. Billiards, is about to get underway. Event, which is being billed as the "world's largest 8-ball tournament," is expected to attract over 200 participating locations throughout the state of Ohio in competition for prizes and cash totaling more than \$25,000. Shaffer's **Chuck Farmer** has been overseeing all details and serving as tournament director with the assistance of U. S. Billiards' **Len Schneller**; and a special Shaffer sales team will be on the scene in early July supplying tournament kits to all participants. Response thus far has been "fantastic," as Chuck Farmer noted, and many Ohio ops consider the tournament an excellent promotion vehicle and a good means for getting their tables started on 50-cent play. . . . **Pat Bilotta** of Bilotta Dist. in Newark is very enthusiastic over the new "Meadows Lanes" video bowling game and literally can't wait to receive a sample. "It sounds like it will be an exceptional game," he said. "First of all, it's something different, and that's really what the market needs right now since there is such an oversaturation of video machines, which are all similar to one another. I think 'Meadows Lanes' will definitely turn things around and really be a shot in the arm for the ailing video market." Pat also noted that phono sales are continuing on the upswing for him and the newly arrived shipment of Wurlitzer models are moving very well. On the subject of pinball machines, he said Playmatic's "The '30s" single-player is a super earner. One location, which houses about a dozen assorted machines, reports it to be the top money-maker by a very good margin. Pat's expecting a visit from a member of the Playmatic engineering staff who's due in the U.S. very shortly.

British Govt. To Sponsor GB Firms For MUSEXPO '77

NEW YORK — A group of British companies sponsored by the British Board of Trade, Department of Trade and Industry, will exhibit at International MUSEXPO '77, the U.S.A.'s Third Annual International Record and Music Industry Market. The event will take place Oct. 28-Nov. 1 in Miami Beach.

This will be the second consecutive year that a formal sponsorship subsidy will be provided to British firms in the record and music industry by their government for participation at MUSEXPO. Other governments providing repeat formal sponsorship subsidies for their respective companies include the Government of Quebec, the Australian government and the Canadian Federal government.

MUSEXPO '77 will bring together top executives of the most active recording and publishing companies, independent producers, radio/TV programming directors, impresarii, artists, songwriters/composers, attorneys, distributors, bankers and companies and individuals representing the many facets of the music industry.

Argentinian News

BUENOS AIRES — Microfon Records has signed musician, arranger and tango orchestra director **Marlano Mores** to its cast, adding a top-rated name to its roster of tango and folk artists. The contract was signed by Mores, Microfon's president **Mario Kaminsky**, vice president **Norberto Kaminsky**.

BGM Records arranged a party at the Cano 14 tango night club to present the new album by chanteuse **Virginia Luque**, "Con Todo." The press and radio people were present at the gathering, which marks the start of an expansion plan for this diskery. Virginia is appearing this year once more at the Cano, her third season in a row.

RCA is releasing the first single by teen chanter **Sabu** under the contract recently signed with him. Previously, Sabu recorded for Music Hall and Microfon; his new title is "Margarita" and has been produced by **Ricardo Kleinman**.

DMS, the new label artistically directed by **Francis Smith**, who is also an indie producer, is releasing its first single with a

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RCA Intl. To Host Latin American Meet In Florida

NEW YORK — RCA Records International will host a Latin American convention for subsidiaries and licensees at the Marriott Motor Hotel in Miami July 13-15.

Karl J. Kurz, Jr., newly appointed division vice president, RCA Records Intl., will open the meetings by addressing visiting executives representing RCA companies in Argentina, Brazil, Italy, Mexico and Spain as well as RCA licensees from Bolivia, Chile, Colombia, Dominican Republic, Ecuador, El Salvador, Jamaica, Panama, Puerto Rico, Peru, Uruguay and Venezuela.

Highlighting the agenda for the three-day meeting will be especially prepared product presentations from most of the countries and companies in attendance. Included as well will be representative showings of product from England, Germany, France and Sweden and a special unveiling of American product by TK Records and RCA Records.

Joe Vias, director, international headquarters operations, RCA Records, will chair the meetings.

Abbatoir Signs Pact With 2 Japanese Firms

LOS ANGELES — Abbatoir Records has completed a three-year pact with Trio-Kenwood Records and Watanabe Publishing, both in Japan. The agreement includes an advance and releasing of two previously-released albums by Hawaiian-based Kalapana. Trio-Kenwood Records are repackaging the Kalapana I and II albums, and have options on their next two recordings. The newly-designed LPs will be released simultaneously August 25 due to demand.

Also involved in the signing is another earlier Abbatoir album, "Summer In Malibu" by Summer. Trio-Kenwood Records has an option on their next album, to be recorded in September.

A&M Launches Largest Frampton Campaign

TORONTO — A&M Records ran 500 sixty-second spots on 25 different radio stations in Canada during the holiday weekend of July 2-3 to promote Peter Frampton's new LP "I'm In You." A&M said it was the biggest national campaign that the company has ever launched.



PHONOGRAM GETS KEYS — When the members of the International Management Committee of Phonogram International arrived in Memphis, they were presented with keys to the city from Mayor Wyeth Chandler in appreciation of Phonogram's work in the Memphis music community. The group flew to Memphis from Chicago to see performances by the Bar-Kays and the Coon Elder/Brenda Patterson Band, two Mercury acts based in Memphis. Shown (l-r) are: Drs. Willem Barents, managing director of Phonogram, Netherlands; Hans Gout (seated), managing director, Phonogram, Belgium; Drs. Willem Back, vice-president of Phonogram International; Oskar Drechsler, managing director of Phonogram in Germany; Piet Schellevis, president of Phonogram International; Irwin H. Steinberg, president of Phonogram/Mercury; Jud Phillips (foreground), A&R director/Memphis; Louis Hazan, president of Phonogram, France; A.J. Morris, managing director of Phonogram in Great Britain; Reinhard Klaassen (foreground), vice-president of Phonogram International; and Charles Fach, executive vice-president/general manager of Phonogram/Mercury.

Peter Tosh LP Banned At Australian Airport

MELBOURNE — Peter Tosh's latest release, "Legalize It," has been banned by customs inspectors at Melbourne's international airport because it has been classified a "prohibitive import."

According to reports, the album was classified as such under a new law which went into effect in February which bans the album because the cover incites people to indulge in drugs and, therefore, to commit a crime.

The album, however, reportedly is available on the local Australian market with the same cover.

Cooper LP Gold In Australian Mkt.

SIDNEY, AUSTRALIA — Alice Cooper's latest album on Warner Bros. Records, "Lace & Whiskey," has been certified platinum for Australian sales in excess of 50,000 units.

Peter Ikin, WEA artist and product marketing manager, stated that the album has been the fastest selling Alice Cooper album released in Australia. Ikin cited a number one single entitled "You And Me" as being very helpful in the album's achieving platinum status, and also a top five position on the national album chart.

International Executives On The Move

First appointments by RCA Records UK managing director **Ken Glancy** on his return to Europe are the naming of **Derek Everett** to the new post of creative development manager. Everett, an old colleague of Glancy during his CBS days in London, joins from Gull Records, and the A&R department under A&R manager **Alan Sizer** will report to him. **Julian Moore** has been named RCA marketing manager after six months as group label manager. He was formerly Tamla Motown label manager at EMI.

Phonogram has named two new press officers following the recent departure of **Mac McIntyre** and **Maggie Wells**. The new appointees are **Lon Goddard**, a Californian resident in London for 11 years and formerly a pop music journalist and CBS press officer, and **Brian Harrigan**, who joins after 2½ years as reporter and feature writer on Melody Maker.

EMI has announced European appointments with effect from July 1. They are the promotion of **Friedrich Wottawa** from acting managing director to managing director of EMI Electrola GmbH, Germany; EMI Records (Switzerland) managing director **Michel Lendvai** is named director of Leisure Developments (Continent); EMI Records (Switzerland) general manager **Guy Deluz** is named acting managing director of that company; former Fona Denmark managing director **Jorgen Fritsch** remains a director of that company and is named deputy chairman of Fona, and **Hoger Bjarnt**, at present Fona Denmark deputy managing director, has been named managing director of that company with additional responsibility for Fona Sweden and Norway. **Nicholas Bingham** has been named EMI resident director Japan from October 1, succeeding **Brian Dockery**, who will be taking up another senior appointment within the EMI Group. Bingham joined EMI in September 1973 and is currently executive assistant to the managing director of EMI Italiana.

Rob Walker, formerly EMI regional PR manager, Victoria, has been appointed to the position of national PR manager and assumes the position formerly held by Roger Langford, who is leaving Australia to further his career overseas. Rob Walker's position has been filled by Russell Thomas, former Motown product manager. Thomas will also take care of A&R in the Victoria region. Also added to EMI's A&R arm under the direction of **Les Hodge**, general A&R manager, **Mike Luxford**, formerly with RCA publishing, has been appointed to the position of Motown product manager.

Greg Floyd, formerly special projects manager, now assumes the position of licensed labels product manager. **Lesley Waterman**, who formerly held this position, is returning to the UK.

Betty Edell has been appointed director, administrative services, CBS Records international. In her new post Ms. Edell will be responsible for the establishment and maintenance of all administrative policies and procedures as pertain to the marketing, business affairs, music publishing, classical and A&R departments within CRI. Ms. Edell has been with CRI since 1972 and most recently held the position of manager, business affairs administration and formerly manager, music publishing and A&R services.



CASSIDY STRIKES GOLD IN AUSTRALIA — Peter Ikin (second from right), marketing director of WEA Australia, presents gold plaques to David Franco, WEA International's A&R director; Ruth Aarons, Shaun Cassidy's manager; Shaun Cassidy; (and far right) Michael Lloyd, who produced the album and single "That's Rock And Roll" on the Warner-Curb label.

CLASSICALCLIPS

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packaging multi-cassette recordings of operas and other long works. Angel Records has come up with one possible answer: a standard 12" by 12" package which includes the cassettes as well as a booklet that contains a libretto or other information. In this format, currently being tested with the release this month of "Instruments Of The Middle Ages & Renaissance" on Angel (complete with two cassettes and a 100+ page booklet), the cassette package looks from the outside just like a multi-record set...

The American Music Center and the National Endowment for the Arts have established a collection of new works by American composers who are the recipients of grants from the NEA Composer/Librettist Program. Since its inception in 1973, the program has awarded grants for more than 140 solo and chamber works, 90 orchestral works, 80 operas and libretti, 60 choral and vocal works, and 45 stage, multimedia and electronic works.

The archive housed at the American Music Center at 250 W. 57th St. in New York City will consist of scores, recordings, biographical information and documents relating to the performance of these compositions. A librarian is available for reference questions, including repertoire suggestions as well as obtaining performance permissions and necessary parts from the composers...

Leonard Bernstein and the Boston Symphony Orchestra will perform Liszt's "Faust" Symphony on New York's WNET-TV on Wednesday, July 13 at 9 p.m. The program will be simulcast on FM stations in most major U.S. cities. Bernstein and the BSO taped the performance last summer at Tanglewood, where a recording was also made of the "Faust" Symphony. The album, which will be released with this work on it, is Bernstein's first under his new long-term contract with Deutsche Grammophon Records...

Bernstein opened this year's Berkshire Festival at Tanglewood in Lenox, Massachusetts on July 8 with a concert that included Haydn's Lord Nelson Mass, in addition to the previously scheduled Bach Magnificat. On July 24, the Tanglewood program will feature Mozart's Piano Concerto K. 488 (with Peter Serkin as soloist), Takemitsu's "Quatrain" and Falla's "Three-Cornered Hat Ballet." Brahms' Serenade No. 1 will not be performed at that concert as listed in the original schedule...

WCLV-FM in Cleveland was recently broadcasting a New York Philharmonic performance of Berlioz's "The Damnation of Faust" when a lightning bolt struck the station's antenna, temporarily forcing it off the air... The Carson Office, headed by Margaret Carson, has moved to 157 West 57 St., New York, NY 10019. Its phone number is (212) 582-5544. The agency represents a number of classical artists, including Leonard Bernstein, Michael Tilson Thomas, Antonio de Almeida, Barry Tuckwell and Neville Marriner...

ken terry



KIKI DEE AT THE ROXY — A number of recording artists, including Elton John, were on hand at the Roxy in Los Angeles recently to hear Rocket recording artists Kiki Dee and Blue. Among those attending were Davey Johnstone, Bonnie Raitt, Rod Stewart, Eric Carmen and Richie Hayward. The evening was highlighted when Elton joined Kiki onstage to

Classical Stations Irked By Broadcast Sponsor Raids

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steady and careful market for the programs.

"The NPR is talking to Texaco about switching these programs through the use of satellites or reduced cost-techniques of one kind or another that are made possible by the tax money of people like commercial broadcasters," stated Neiman. "We'll certainly fight to keep them."

NPR's Norman Kaderlan, director of the organization's cultural programs, denies that his organization is attempting to draw advertising dollars from commercial stations. "We are seeking a broad range of underwriting for our programs," stated Kaderlan. "In order to get federal dollars for public broadcasting, the public broadcasting system has to get 2½ dollars for every federal dollar. Public radio is interested in working with various underwriters, including corporate and foundation underwriting."

Kaderlan told Cash Box that NPR had negotiated with Texaco for the broadcasts but added, "We try and concentrate in extending coverage, rather than look for exclusives." Kaderlan was unsure of whether negotiations for the Texaco series were for exclusive rights, as he had not attended the key negotiations.

Promotions

Promotions and advertisements are an area that is not well defined, or uniformly or effectively enforced in the public broadcast field. While most public stations do not run promotion campaigns nearly as extensive or costly as their commercial counterparts, the subdued nature of classical format makes wide-open top 40 type pushes for listeners an extreme contrast.

KUSC

Often singled out by commercial stations as an example of "extreme" classical format promotion, KUSC/FM, Los Angeles, is a good example of a progressive classical formatted station. After the station relocated its antenna last December the KUSC management embarked on a modest print campaign, stating that they were a classical station with uninterrupted music.

"We didn't do any on-air promotions, other than to give the station I.D. and state we had uninterrupted music," stated Dr. Wally Smith, station manager. "What we try and do is establish that there is a public radio alternative, and that's what we tried to do in our campaign."

Purpose Of Public Radio

"It's my opinion that the purpose of public radio is to provide alternative services in the communities," Dr. Smith told Cash Box. "One of the services that a commercial station has difficulty in providing is a full, traditional concert sort of service. A non-commercial station can provide complete programs of uninterrupted classical services on a continual basis."

When asked what the term "full" meant, Dr. Smith replied that "I mean that commer-

cial stations can't play 19 hours a day of the complete works as they were written. It's just not possible to do that and earn a profit."

KFAC

While there is considerable speculation in the Los Angeles radio and classical music communities as to the effect of the new antenna for 10,000-watt KUSC on classical bastion KFAC/AM & FM, both stations seem healthy and pleased with the current situation. KFAC/FM had a noticeable drop in listeners in the most recent Arbitron book, but both KFAC personnel and KUSC's Dr. Smith do not think the correlation is uniform or predictable. "Audiences are generated, and they probably don't listen to many other stations," stated Smith, "but I'm not convinced that our listeners are generated from just KFAC listeners."

Although Arbitron ratings are not employed by KFAC sales people or management in seeking new sponsors, the station does subscribe to the Target Group Index (Market Research Bureau), according to Ed Argow, vice-president and sales manager.

"From what I've seen, our ratings are up," stated Argow. "If you were to look into average share trends, KFAC's audience in general is up. This would indicate, perhaps, that there is no impact from KUSC."

Although Argow is happy with KFAC growth, he does think that his 59,000-watt station is unusual, differing from most classical format stations in a few important aspects.

"We're the only separately programmed AM/FM classical music station in the country," stated Argow. "and our signal reaches from Santa Barbara to San Diego."

Arnold does agree with the majority of classical station personnel in regarding public radio as a possible threat to the commercial classical stations, though. "We are, after all, in the business of selling classical music, so it's rather difficult to wholeheartedly support classical public radio organizations when there are indications they seek the same sponsors."

Country Roundup

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Mac Davis is into an extensive tour of the northeast, which began July 4 and continues through September.

Kenny Rogers is returning to the States from his appearances in Saudi Arabia via Europe. He is currently performing in England and is expected stateside July 21.

The Oak Ridge Boys made their ninth guest appearance on the "Mike Douglas Show," taped in Philadelphia recently and due to air August 15. As part of the Boys' transition to country, they can be seen on a forthcoming "Hee Haw" taped here last month.

David Allan Coe has semi-retired from the road to live on a house boat on Old Hickory Lake. Reports of bomb threats and airborne objects reportedly were part of his decision to lay low, and the Tennessee Hat Band is gigging solo.

Now on Columbia Records, the new James Taylor album entitled "JT" includes Taylor's first country single, "Bartender's Blues." He is currently on tour of the northeast through July 25.

Ed Bruce recently signed a recording contract with Epic Records.

Radio station WDAF, Kansas City, Mo., will present Jimmy Buffett in concert at the Memorial Hall in Kansas City, Kan. on July 16.

carmen adams



perform their hit "Don't Go Breaking My Heart." Pictured backstage after the show (l-r) are: Mike Maitland, president of MCA Records; Kiki Dee; Elton John and Tony King, executive vice president of Rocket Records; Bernie Taupin, Elton's lyricist; King; John and Raitt; and Connie Pappas, executive vice president of John Reid Enterprises, and Maitland.

Sievers Replaces King As Director Of ABC Classics

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changes in such areas as classical album graphics and the way licensing agreements are handled. However, he stated that ABC's release schedule for the balance of the year will be unaffected by King's departure.

Soviet Agency

The most significant development at the label recently has been an agreement with Melodiya, the Soviet licensing agency. According to Sievers, ABC has already submitted orders for a number of Melodiya releases and will issue the first of them in



the U.S. in early 1978. These recordings will carry the ABC logo and will list for \$6.98.

At present, Columbia is the only U.S. record company which is still releasing albums licensed from Melodiya (although Angel used to license from the Soviet agency, too). "We will be in second-choice position," Sievers noted, "and we will be getting material, hopefully, of standard repertoire with prominent Soviet artists." Among these artists on recordings he has already requested are conductor Gennady Rozhdestvensky, violinist Gideon Kramer, the Leningrad Philharmonic and the Moscow State Symphony.



KATAKIS' L.A. DEBUT — After his debut appearance at UCLA's Schoenberg Hall, A&M recording artist Michael Katakis was congratulated by label executives. Pictured backstage are (l-r): Katakis; Gil Friesen, president of A&M; Lance Freed, vice president of Irving/Almo; and Judy Friesen.

EAST COASTINGS / POINTS WEST

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Amphitheatre. But, lo and behold, when the power failure ended twenty minutes later an enterprising fan with a terminal sweet tooth had made off with the huge top layer of a four-foot-high, five-tiered custom made cake with a multi-colored frosting likeness of Mangione and his flugelhorn . . . **Roderick Falconer** was wearing a size-ten grin when he arrived in Montreal in the midst of a large UA promotional tour. On the streets were a bevy of marching bands and a huge parade, and on his hotel the image of a large falcon. As he told CHOM music director Peggy Colston how honored he was at the reception, she had to relay the news that all the furor was coincidental since Falconer had arrived on Jean Baptiste day, one of Canada's largest holidays. His album is due next week.

MUSIC IN PRINT — In the current issue of *New West*, in an article titled "Amps of the Champs," are profiled the stereo equipment preferences of some familiar names whose ears ought to know: A&M's **Herb Alpert**, independent producers **Snuff Garrett**, **Stewart Levine** and **Richard Perry**, Warner Bros.' **Bob Krasnow**, Arista's **Michael Lippman**, Casablanca's **Nell Bogart** and Elektra/Asylum's **Joe Smith** . . . People's circulation director **Don Elliman** reports that the most popular/biggest selling covers have been last fall's cover of **Gregg and Cher Allman** and early winter's cover of **Barbra Streisand** and **Kris Kristofferson** . . . Speaking of **People**, their latest has an inside story (not a cover) of **James Talley**, whose populist lyrics have won rave reviews from critics while garnering disappointing record sales. But **First Fan**, President **Jimmy Carter** invited him to play for his inaugural and the increased public exposure may help break a sensitive artist whom *People* says "may be the most overqualified writer since **Kristofferson** thought roadies were scholars, not amp-pushers."

chuck comstock

CBS Jazz LPs Achieve Sales

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he has played all his life.

Lundvall explained that he had never met or heard Gordon in person before his New York appearances last fall. After hearing him at New York's Storyville and the Vanguard, Lundvall decided that he was exactly the type of artist who should be on Columbia. "We haven't compromised his music, but our field people have worked very hard at promoting him, and we have been able to do well with Dexter."

He pointed out that the recent Gordon single of Stevie Wonder's "Isn't She Lovely" was released expressly to exploit new air-

play possibilities. There are no plans to include the single on an album unless it becomes a hit, but Lundvall stated, "Should Dexter decide to move in a more commercial direction, we will give him our full support."

Columbia has an extensive jazz catalog dating back as far as the 1920s, much of which is out of print. Discussing Columbia's upcoming activities in the area of reissues, Lundvall revealed the last four double volumes of "The Lester Young Story" would be released two at a time during August and September, after which the company would embark on a new series of "non-archive" material

Where In The World . . .

Thin Lizzy will headline this year's 17th National Jazz, Blues & Rock Festival at Reading August 27. It will be the only appearance prior to their UK tour towards the end of this year for the group, which is currently recording an album in Canada.

Bonnie Raitt will play a London concert at the New Victoria Theater August 6 following her July 23 appearance at the Montreux Festival.

Argentinian News

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song recorded by TV emcee and actor **Daniel Guerrero**, who appears every Friday evening in a soap opera on Channel 13. The label has also contracted folk-rock chanter **Daniel Villalba**, and is preparing an LP with a very interesting "sponsoring" idea by one of the leading advertisers in this market. The plan, with this LP, is to overcome the high TV advertising rates which inhibit the promotion of records on the small screen.

Edami Publishers, CBS and Docta Productions threw a party at the Palo Borracho nitery celebrating the twelve years of artistic career of folk chanter **El Chango Nieto**. Many artists were present and several gifts were handed to the artist, who recently finished a new LP.

The Rhythm Section

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Reverend Jesse Jackson, president of Operation PUSH, is going to be in Los Angeles for his organization's sixth annual convention. The convention will be held at the Ambassador Hotel July 20-23. Jackson will again emphasize the changes that must be made in the record industry.

J.J. Jackson, program director at KATZ in St. Louis, is looking for a man or woman announcer to join his staff. Top 40 experience is necessary and tapes and resumes should be sent to Jackson at 812 Olive, St. Louis, Mo. 63101.

"One hundred thousand under one groove" was the slogan for the Brute Music Festival sponsored by Charisma Productions and Bob Terry, WEAM in D.C. Held in Callaway, Md., the festival attracted 100,000 music lovers (July 2-4) to enjoy the talents of the **Commodores**, **Michael Henderson**, the **Sylvers**, **Bohannon**, **Tyrone Davis**, **Johnnie Taylor**, **Gil Scott-Heron**, **Jimmy Casper**, **Walter Jackson**, **Les McCann**, **Kool & The Gang**, **Emotions**, **Brothers Johnson** and **Slave**. Started as a birthday celebration for Charisma some years back, the festival has become an annual affair.

joel nazel

Expected Sale Of Korvettes May Upset Chicago Market

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business with us. You're talking about six stores, which give you an excellent base for major promotions. Plus, they do a good classical business, and those sales might suffer (in the city)."

Racks Will Gain

With the addition of two more Goldblatts, K mart and Woolco units, rack jobbers, already an increasingly important factor in Chicago, will become even more influential. In addition to those chains, both Montgomery Ward and Sears, headquartered here, have recently taken steps to boost their record sales (**Cash Box**, March 19 and June 25).

A spokesman at Wooico, while saying he has heard no official announcement of a decision, added that he hoped recurrent rumors of the Chicago expansion were true.

"That would give us six stores in that market," he noted. "It would make us much bigger in the Midwest." He added that the basic Woolco record retail model, with its preponderance of cutouts, children's product and other high-margin goods, would not change. "We'll do what we did when we acquired a Sears store in New Orleans earlier this year. We'll run a Woolco raked operation, only a bigger one."

K mart would likewise be racked, in their case by Handleman, according to informed sources.

Goldblatts, in contrast, has informed its rack jobber, Lieberman Enterprises which also racks Woolco in Chicago, that if the deal goes through, Goldblatts would want to maintain the volume of business previously done by Korvettes, a total of

about \$1.5 million at the two locations.

David Lieberman, president of the large rack jobber, said Goldblatt's decision would necessitate a shift to direct buying, because of the inventory involved. He added, though, "we'd be happy to assist them in whatever way we can." Lieberman noted that such a commitment to record volume would mean a much greater allocation of space and inventory and a tripling of personnel on the stores' part.

Distributors Optimistic

Al Abrams, WEA's Chicago branch manager, was optimistic about sales in the market, both because of this commitment on the part of the general merchandisers and the growth of the smaller specialty chains.

Still another cause for optimism among distributors, if not other retailers, was the reported interest of Peaches in acquiring its first Chicago "superstore." Several sources said Peaches had been seeking to acquire a suitable site and would probably someday make the move. "With Peaches already in Milwaukee and Detroit, Chicago seems like the next logical step," reasoned one distributor.

One source, however, did not think the Korvettes closings would have much effect on overall sales, since Korvettes has not maintained its aggressive position over the past year or two. He said a failure to move non-hit product might have made it possible for chains like Flip Side to expand. Other local industry sources asserted that on the contrary, it was Korvettes' heavy concentration on records, as opposed to higher profit per square foot soft goods, that might have hurt its overall position.

Kiki Dee/Blue

(continued from page 39)

ticular, was much more dynamic and punchy than on record.

"Don't Go Breaking My Heart," which was one of 1976's best singles to begin with, became even more appealing and inviting as Elton and Kiki playfully sang the dialogue to each other.

Her band played together as a unit as if they had rehearsed for months and were intimately knowledgeable about each other's playing abilities. They had, in reality, been together only two weeks. Donnie Dacus' guitar playing and Dee Murray's bass work were especially effective.

Blue, Elton's newest discovery for Rocket Records, opened for Kiki with a refreshing set of simple, innocent rock reminiscent of mid-sixties British rock groups and early-seventies acts such as Badfinger and the Raspberries.

Despite some technical problems, the quartet provided some delightful two- and three-part harmonies on pop tunes ("Capture Your Heart"), ballads ("Fantasy") and even an Eagles-like country rocker ("Women").

randy lewis

CBS Best Month

(continued from page 7)

has been Boston's debut album. Sales of this LP have now reached five million units, according to the company.

Heart's first album for Portrait, "Little Queen," was certified gold soon after its release and is now on the verge of platinum. The associated labels have also done well, with "Leftoverture" by Kirshner recording group Kansas passing the double platinum mark.

In the second quarter of 1977, CBS Records launched a major marketing campaign on behalf of its jazz and progressive releases, and the results were "stunning," according to CBS. A highlight of the campaign has been the promotional push for the V.S.O.P. tour, featuring Herbie Hancock, Wayne Shorter, Freddie Hubbard, Tony Williams and Ron Carter.

Dry Sack Ads

(continued from page 39)

our regular Dry Sack buys and we said, where possible, if one station conforms more to those demographics than another then we want that one bought."

Katz went on to say that the rating survey published by Arbitron was the main source of information which influenced their station selections.

When asked by CB if he felt the rating survey painted a true picture of the market reached by a station (especially R&B-formatted stations who have complained about rating surveys) Katz said, "We don't know each market to the point where we would be able to discern why a station does not show up well in the rating surveys. They (stations) will have to make people aware because we don't know."

Katz suggested that radio station salesmen make personal contacts with agency buyers and introduce them to any special attributes that would prove marketing power in even a low-rated station.



Benny and us

*Average White Band and Ben E. King.
A great collaboration. On Atlantic Records & Tapes.*



CASH BOX TOP 100 ALBUMS

July 16, 1977

		7/9	Weeks On Chart			7/9	Weeks On Chart			7/9	Weeks On Chart			
1	RUMOURS FLEETWOOD MAC (Warner Bros. BSK 3010)	7.98	1	21	34	SILK DEGREES BOZ SCAGGS (Columbia PC 33920)	6.98	28	71	68	A ROCK AND ROLL ALTERNATIVE ATLANTA RHYTHM SECTION (Polydor PD 1-6080)	6.98	61	29
2	I'M IN YOU PETER FRAMPTON (A&M SP 4704)	7.98	3	4	35	TEDDY PENDERGRASS (Phila. Intl./Epic PZ 34390)	6.98	33	18	69	I, ROBOT THE ALAN PARSONS PROJECT (Arista AL 7002)	7.98	90	2
3	LIVE BARRY MANILOW (Arista 8500)	11.98	2	7	36	I REMEMBER YESTERDAY DONNA SUMMER (Casablanca NBLP 7056)	7.98	39	7	70	LIGHTS OUT UFO (Chrysalis CHR 1127)	6.98	75	6
4	BOOK OF DREAMS STEVE MILLER BAND (Capitol SO-11630)	6.98	4	8	37	NIGHT MOVES BOB SEGER (Capitol ST 11557)	6.98	35	37	71	LET IT FLOW DAVE MASON (Columbia PC 34680)	6.98	62	12
5	COMMODORES (Motown M7-884R1)	7.98	5	16	38	THE BEATLES AT THE HOLLYWOOD BOWL (Capitol SMAS-11638)	7.98	24	9	72	GOLD PLATED CLIMAX BLUES BAND (Sire/ABC SASD 7523)	6.98	63	15
6	CSN CROSBY, STILLS & NASH (Atlantic SD 19104)	7.98	29	2	39	A REAL MOTHER FOR YA JOHNNY GUITAR WATSON (DJM/Amherst DJLP A-7)	6.98	37	14	73	PLAYIN' UP A STORM THE GREGG ALLMAN BAND (Capricorn CP 0181)	6.98	76	6
7	STREISAND SUPERMAN BARBRA STREISAND (Columbia JC 34830)	7.98	22	3	40	FREE AS THE WIND THE CRUSADERS (Blue Thumb/ABC BT-6029)	6.98	45	6	74	TRYIN' TO GET THE FEELING BARRY MANILOW (Arista AL 4060)	6.98	77	29
8	HERE AT LAST ... BEE GEES ... LIVE (RSO RS-2-3901)	11.98	9	7	41	ANIMALS PINK FLOYD (Columbia JC 34474)	7.98	40	22	75	DREAMBOAT ANNIE HEART (Mushroom 5005)	6.98	81	68
9	LOVE GUN KISS (Casablanca NBLP 7057)	7.98	18	2	42	A PLACE IN THE SUN PABLO CRUISE (A&M SP 4625)	6.98	44	21	76	MAKING A GOOD THING BETTER OLIVIA NEWTON-JOHN (MCA 2280)	7.98	96	2
10	LITTLE QUEEN HEART (Portrait/CBS JR 34799)	7.98	6	8	43	TRAVELIN' AT THE SPEED OF THOUGHT O'JAYS (Phila. Intl./CBS PZ 34684)	6.98	34	8	77	PART 3 KC & THE SUNSHINE BAND (TK 605)	6.98	80	39
11	IZITSO CAT STEVENS (A&M SP 4702)	6.98	7	9	44	PARLIAMENT LIVE/P. FUNK EARTH TOUR PARLIAMENT (Casablanca NBLP 7053)	8.98	36	9	78	ROCK AND ROLL OVER KISS (Casablanca NBLP 7037)	6.98	78	35
12	HOTEL CALIFORNIA EAGLES (Asylum 6E-103)	7.98	8	30	45	THEIR GREATEST HITS EAGLES (Asylum 7E-1052)	6.98	47	72	79	BLOWIN' AWAY JOAN BAEZ (Portrait/CBS PR 34697)	7.98	87	4
13	MARVIN GAYE AT THE LONDON PALLADIUM (Tamla/Motown T7-352R2)	7.98	10	16	46	ENDLESS FLIGHT LEO SAYER (Warner Bros. BS 2962)	6.98	38	35	80	LIFESTYLE (LIVING & LOVING) JOHN KLEMMER (ABC AB-1007)	6.98	83	5
14	CHANGES IN LATITUDES — CHANGES IN ATTITUDES JIMMY BUFFETT (ABC AB 990)	6.98	15	23	47	LEFTOVERTURE KAN*AS (Kirshner/Epic PZ 34224)	6.98	49	37	81	DIAMANTINA COCKTAIL LITTLE RIVER BAND (Capitol SW 11645)	6.98	88	4
15	NETHER LANDS DAN FOGELBERG (Full Moon/Epic PE 34185)	7.98	17	7	48	A MAN MUST CARRY ON JERRY JEFF WALKER (MCA 2-6003)	7.98	48	9	82	STEVE WINWOOD (Island ILPS 9494)	6.98	—	1
16	FOREIGNER (Atlantic SC 18215)	6.98	11	17	49	ANYTIME ... ANYWHERE RITA COOLIDGE (A&M SP 4616)	6.98	57	17	83	ANNIE ORIGINAL CAST RECORDING (Columbia PS 34712)	7.98	84	5
17	RIGHT ON TIME BROTHERS JOHNSON (A&M SP 4644)	6.98	13	9	50	FLEETWOOD MAC (Warner Bros. MS 2225)	6.98	53	103	84	WHAT'S WRONG WITH THIS PICTURE? ANDREW GOLD (Asylum 7E-1086)	6.98	85	10
18	ROCKY ORIGINAL MOTION PICTURE SCORE (United Artists LA 693G)	6.98	12	20	51	HURRY SUNDOWN THE OUTLAWS (Arista AL 4135)	6.98	43	8	85	LOOK TO THE RAINBOW AL JARREAU (Warner Bros. 2BZ 3052)	8.98	92	5
19	CAT SCRATCH FEVER TED NUGENT (Epic JE 34700)	7.98	23	5	52	SLAVE (Cotillion/Atlantic SD 9914)	6.98	55	17	86	UNMISTAKABLY LOU LOU RAWLS (Phila. Intl./Epic PZ 34488)	6.98	86	15
20	EVEN IN THE QUIETEST MOMENTS ... SUPERTRAMP (A&M SP 4634)	6.98	19	13	53	LACE & WHISKEY ALICE COOPER (Warner Bros. BSK 3027)	7.98	51	9	87	FRAMPTON COMES ALIVE PETER FRAMPTON (A&M SP3703)	7.98	89	76
21	STAR WARS ORIGINAL SOUNDTRACK (20th Century 2T-541)	8.98	26	6	54	THIS ONE'S FOR YOU BARRY MANILOW (Arista 4090)	6.98	58	48	88	A SONG NEIL SEDAKA (Elektra GE-102)	7.98	82	7
22	SONGS IN THE KEY OF LIFE STEVIE WONDER (Tamla/Motown T13-340C2)	13.98	14	39	55	SWEET FORGIVENESS BONNIE RAITT (Warner Bros. BS 2990)	6.98	46	13	89	RICHARD PRYOR'S GREATEST HITS (Warner Bros. BSK 3057)	7.98	99	5
23	BOSTON (Epic PE 34188)	6.98	16	45	56	WORKS VOLUME 1 EMERSON LAKE & PALMER (Atlantic SC 2-7000)	13.98	50	15	90	DESTROYER KISS (Casablanca NBLP 7025)	6.98	91	36
24	EXODUS BOB MARLEY & THE WAILERS (Island ILPS 9498)	6.98	27	6	57	A NEW WORLD RECORD ELECTRIC LIGHT ORCHESTRA (United Artists LA 679Q)	6.98	59	37	91	ONE OF THE BOYS ROGER DALTRY (MCA 2271)	6.98	112	2
25	CAUGHT LIVE + FIVE MOODY BLUES (London 2PS 690/1)	11.98	25	6	58	IN FLIGHT GEORGE BENSON (Warner Bros. BSK 2983)	7.98	54	23	92	EAR CANDY HELEN REDDY (Capitol SO-11640)	6.98	95	9
26	OL' WAYLON WAYLON JENNINGS (RCA APL 1-2317)	6.98	21	10	59	GREATEST HITS LINDA RONSTADT (Asylum 7E-1092)	6.98	60	31	93	LIVE AT LAST BETTE MIDLER (Atlantic SD 2-9000)	11.98	74	8
27	GO FOR YOUR GUNS ISLEY BROTHERS (T-Neck/Epic PZ 34432)	6.98	20	15	60	TIME LOVES A HERO LITTLE FEAT (Warner Bros. BS 3015)	6.98	52	10	94	MONKEY ISLAND GEILS (Atlantic SD 19103)	7.98	122	3
28	CELEBRATE ME HOME KENNY LOGGINS (Columbia PC 34655)	6.98	30	12	61	SHAUN CASSIDY (Warner Bros. BS 3067)	6.98	79	5	95	INDIAN SUMMER POCO (ABC AB 989)	6.98	70	10
29	JT JAMES TAYLOR (Columbia JC 34811)	7.98	65	2	62	SWEET PASSION ARETHA FRANKLIN (Atlantic SC 19102)	7.98	66	6	96	LIFELINE ROY AYERS UBIQUITY (Polydor PD 1-6108)	6.98	109	3
30	CAROLINA DREAMS MARSHALL TUCKER BAND (Capricorn/WB CPK 0180)	7.98	31	21	63	FLOATERS (ABC AB 1030)	6.98	73	4	97	FLY LIKE AN EAGLE STEVE MILLER BAND (Capitol ST 11497)	6.98	97	60
31	REJOICE EMOTIONS (Columbia PC 34762)	6.98	41	4	64	REO LIVE (Epic 34494)	7.98	67	19	98	BURNIN' SKY BAD COMPANY (Swan Song/Atlantic SS 8500)	7.98	69	17
32	A STAR IS BORN STREISAND, KRISTOFFERSON (Columbia JS 34403)	8.98	32	32	65	KENNY ROGERS (United Artists LA 689G)	6.98	64	12	99	HEAVY WEATHER WEATHER REPORT (Columbia PC 34418)	6.98	71	17
33	AMERICAN STARS 'N BARS NEIL YOUNG (Reprise MSK 2261)	7.98	42	3	66	BEST OF THE DOOBIES DOOBIE BROTHERS (Warner Bros. BS 2978)	6.98	68	35	100	DECEPTIVE BENDS 10CC (Mercury SRM 1-3702)	7.98	72	10
					67	CONQUISTADOR MAYNARD FERGUSON (Columbia PC 34457)	6.98	56	16					

INTERNATIONAL BEST SELLERS

Great Britain

TOP TEN 45s

- 1 **Show You The Way To Go** — The Jacksons — Epic
- 2 **So You Win Again** — Hot Chocolate — Rak
- 3 **Fanfare For The Common Man** — Emerson Lake And Palmer — Atlantic
- 4 **Lucille** — Kenny Rogers — UA
- 5 **You're Moving Out Today** — Carole Bayer Sager — Elektra
- 6 **God Save The Queen** — Sex Pistols — Virgin
- 7 **A Star Is Born** — Barbra Streisand — CBS
- 8 **Baby Don't Change Your Mind** — Gladys Knight & The Pips — Buddah
- 9 **Peaches** — Stranglers — UA
- 10 **I Don't Want To Talk About It** — Rod Stewart — Riva

TOP TEN LPs

- 1 **The Muppet Show** — Pye
- 2 **A Star Is Born** — Soundtrack — CBS
- 3 **Beatles Live At The Hollywood Bowl** — EMI
- 4 **Hotel California** — Eagles — Asylum
- 5 **Arrival** — Abba — Epic
- 6 **Deceptive Bends** — 10cc — CBS
- 7 **IV Rattus Norvegicus** — Stranglers — UA
- 8 **Rumours** — Fleetwood Mac — Warner Bros.
- 9 **Sheer Magic** — Acker Bilk — Warwick
- 10 **Exodus** — Bob Marley — Island

France

TOP TEN 45s

- 1 **Rockollection** — Laurent Voulzy — RCA
- 2 **Big Bisou** — Carlos — Sonopresse
- 3 **Dix Ans Plus Tot** — Michel Sardou — Trema/RCA
- 4 **L'Oiseau Et L'Enfant** — Marie Myriam — Polydor
- 5 **Magic Fly** — Space — Vogue
- 6 **Le Dernier Balser** — Serge Lama/Annie Girardot — Phonogram
- 7 **Si Tu Etais La** — Adamo — CBS
- 8 **Le Coeur En Deux** — Johnny Halliday — Phonogram
- 9 **Heureusement Que La Musique Est La** — Dave — CBS
- 10 **Le Lolr-Et-Cher** — Michel Delpech — Barclay

TOP TEN LPs

- 1 **Musique** — France Gall — WEA
- 2 **Oxygene** — Jean-Michel Jarre — Polydor
- 3 **Hotel California** — Eagles — WEA
- 4 **Le Barbier De Belleville** — Serge Reggiani — Polydor
- 5 **J'T'Alme Bien Lill** — Philippe Chatel — RCA
- 6 **Sicillenne En Sol Mineur (Bach)** — Wilhelm Kempff — Pathe Marconi
- 7 **Ma Bretagne Quand Elle Pleur** — Jean-Michel Caradec — Decca
- 8 **Lady Marlene** — Daniel Balavoine — Barclay
- 9 **La Marelle** — Enrico Macias — Phonogram
- 10 **Tiens, Te Volla** — Henri Salvador — RCA

Italy

TOP TEN 45s

- 1 **Amarsi Un Po'** — Lucio Battisti — Numero 1
- 2 **Alla Fiera Dell'Est** — Angelo Branduardi — Polydor
- 3 **Gonna Fly Now** — Maynard Ferguson — CBS
- 4 **Tu Mi Rubi L'Anima** — Collage — Saar
- 5 **Orzowel** — Oliver Onions — RCA
- 6 **Bella Da Morire** — Homo Sapiens — Rifi
- 7 **Black Is Black** — La Belle Epoque — EMI
- 8 **Blood And Honey** — Amanda Lear — Polydor
- 9 **Ma Perche'** — Matia Bazar — Ariston
- 10 **A Woman In Love** — Adriano Celentano — Clan

TOP TEN LPs

- 1 **Io, Tu, Noi, Tutti** — Lucio Battisti — Numero 1
- 2 **Alla Fiera Dell'Est** — Angelo Branduardi — Polydor
- 3 **Disco Dance** — Adriano Celentano — Clan
- 4 **Diesel** — Eugenio Finardi — Cramps
- 5 **Solo** — Claudio Baglioni — RCA
- 6 **Animals** — Pink Floyd — EMI
- 7 **Rocky** — Bill Conti — United Artists
- 8 **Izltso** — Cat Stevens — Island
- 9 **Songs In The Key Of Life** — Stevie Wonder — Motown/EMI
- 10 **Zodiac Lady** — Roberta Kelly — Durium

Australia

TOP TEN 45s

- 1 **Help Is On Its Way** — Little River Band — EMI
- 2 **Walk Right In** — Dr. Hook — Capitol
- 3 **Don't Cry For Me Argentina** — Julie Covington — MCA
- 4 **Magazine Madonna** — Sherbet — Razzle
- 5 **You And Me** — Alice Cooper — Warner Bros.
- 6 **Rich Girl** — Daryl Hall & John Oates — RCA
- 7 **What Can I Say/Lido Shuffle** — Boz Scaggs — CBS
- 8 **Dance Little Lady Dance** — Tina Charles — CBS
- 9 **It's A Game** — Bay City Rollers — Arista
- 10 **Hey There Lonely Girl** — Shaun Cassidy — Warner Bros.

TOP TEN LPs

- 1 **Silk Degrees** — Boz Scaggs — CBS
- 2 **Diamantina Cocktail** — Little River Band — EMI
- 3 **A New World Record** — Electric Light Orchestra — UA
- 4 **Rumours** — Fleetwood Mac — Warner Bros.
- 5 **Even In The Quietest Moments** — Supertramp — A&M
- 6 **Photoplay** — Sherbet — Razzle
- 7 **In Your Mind** — Bryan Ferry — Polydor
- 8 **Lace And Whiskey** — Alice Cooper — Warner Bros.
- 9 **Deceptive Bends** — 10cc — Mercury
- 10 **A Star Is Born Soundtrack** — Streisand/Kristofferson — CBS

Japan

TOP TEN 45s

- 1 **Amayadori** — Masashi Sada — Warner/Pioneer
- 2 **Success** — Downtown Bugiwugi Band — Toshiba/EMI
- 3 **Hoshino Suna** — Rumiko Koyanagi — Warner/Pioneer
- 4 **Azusa 2 Go** — Kariudo — Warner/Pioneer
- 5 **Katteni Shiyagare** — Kenji Sawada — Polydor
- 6 **Yumesaki Annayinin** — Momoe Yamaguchi — CBS/Sony
- 7 **Garasuzaka** — Mizue Takada — Teichiku
- 8 **Kimagure Venus** — Junko Sakurada — Victor
- 9 **Kanashiki Memory** — Hiromi Goh — CBS/Sony
- 10 **Notohanto** — Sayuri Ishikawa — Columbia

TOP TEN LPs

- 1 **The Beatles Super Live At The Hollywood Bowl** — Toshiba/EMI
- 2 **Shokubutsushi** — Iruka — Crown
- 3 **Hotel California** — Eagles — Warner/Pioneer
- 4 **Love Collection** — High Figh Set — Toshiba/EMI
- 5 **Private** — Takuro Yoshida — For Life
- 6 **With Best Friends** — Hiromi Iwazaki — Victor
- 7 **Pink Lady Challenge Concert** — Victor
- 8 **Momoe Hakusho** — Momoe Yamaguchi — CBS/Sony
- 9 **Hero** — Hiromi Goh — CBS/Sony
- 10 **Door Wo Akero** — Eikichi Yazawa — CBS/Sony

Brazil

TOP TEN 45s

- 1 **If You Leave Me Now** — Chicago — CBS
- 2 **I Never Cry** — Alice Cooper — Warner Bros./WEA
- 3 **Fernando** — Abba — RCA
- 4 **Tonight's The Night** — Rod Stewart — Warner Bros./WEA
- 5 **Baby, I Love Your Way** — Peter Frampton — Odeon
- 6 **Menina De Cabelos Longos** — Agepe — Continental
- 7 **My Dear** — Manchester — Top-Tape
- 8 **Tranquil A Vida** — Ronnie Von — RCA
- 9 **Va, Mas Volte** — Angela Maria — Copacabana
- 10 **Fim De Tarde** — Claudia Telles — CBS

TOP TEN LPs

- 1 **New York City Discotheque 2** — Varios — Top-Tape
- 2 **Duas Vidas (Nacional)** — Varios — Som Livre
- 3 **Duas Vidas Internacional** — Varios — Som Livre
- 4 **Music Power** — Varios — K-Tel
- 5 **Roberto Carlos** — Roberto Carlos — CBS
- 6 **Benito Di Paula** — Benito Di Paula — Copacabana
- 7 **Menina De Cabelos Longos** — Agepe — Continental
- 8 **Luiz Ayrao** — Odeon
- 9 **Meus Caros Amigos** — Chico Buarque — Philips
- 10 **Geraes** — Milton Nascimento — Odeon

Holland

TOP TEN 45s

- 1 **Ma Baker** — Boney M — Dureco
- 2 **What Kind Of Dance Is This** — Veronica Unlimited — Phonogram
- 3 **Oxygene** — Jean Michel Jarre — CNR
- 4 **Young And In Love** — Internationals — CNR
- 5 **Ain't Gonna Bump No More** — Joe Tex — CBS
- 6 **Cherchez La Femme** — Dr. Buzzard's Original Savannah Band — Inelco
- 7 **You're My World** — Guys & Dolls — Negram
- 8 **I Don't Wanna Talk About It** — Rod Stewart — WEA
- 9 **Worn Down Piano** — The Mark & Clark Band — CBS
- 10 **California** — Highlight — Bovema

TOP TEN LPs

- 1 **Hotel California** — Eagles — WEA
- 2 **Rumours** — Fleetwood Mac — WEA
- 3 **Love For Sale** — Boney M — Dureco
- 4 **Oxygene** — Jean Michel Jarre — CNR
- 5 **Book Of Dreams** — Steve Miller Band — Phonogram
- 6 **The Year Of The Cat** — Al Stewart — Inelco
- 7 **Double Take** — Mark And Clark Band — CBS
- 8 **American Stars 'N Bars** — Neil Young — WEA
- 9 **Good Times** — Guys & Dolls — Negram
- 10 **A Star Is Born** — Barbra Streisand & Kris Kristofferson — CBS

Argentina

TOP TEN 45s

- 1 **Ojos Sin Luz** — Pomada — RCA
- 2 **Mi Viejo** — Nicola di Bari — RCA
- 3 **Otro Ocupa Mi Lugar** — Miguel Gallardo — EMI
- 4 **Ven Conmigo** — Donna Summer — Microfon
- 5 **Y Te Amare** — Ana & Johnny — CBS
- 6 **Pequena Demoiselle** — Art Sullivan — Philips
- 7 **Falso Amor** — Los Bukis — Microfon
- 8 **Wully Bully** — Sam The Sham — MGM
- 9 **Recuerdos De Una Noche** — Los Pasteles Verdes — Microfon
- 10 **Nena Me Gusta Tu Forma** — Peter Frampton — EMI

TOP TEN LPs

- 1 **Ruidos En Espanol** — Selection — Philips
- 2 **Los Exitos Del Amor** — Selection — Microfon
- 3 **Los Consagrados** — Selection — RCA
- 4 **Trilogia De Amor** — Donna Summer — Microfon
- 5 **Roberto Carlos** — Roberto Carlos — CBS
- 6 **Romanticos De Hoy** — Selection — EMI
- 7 **America** — Julio Iglesias — CBS
- 8 **Y Te Amaba** — Nicola di Bari — RCA
- 9 **Live At The Star Club** — Beatles — Microfon
- 10 **Live At The Hollywood Bowl** — Beatles — EMI



A V E R A G E
W H I T E
B A N D
— GOES —
G O L D
“ P E R S O N
— TO —
P E R S O N ”



PRODUCED BY ARIF MARDIN

ATLANTIC RECORDS