

# CASHBOX

September 3, 1977

NEWSPAPER

\$1.75



**Peter McCann**

- Jimmy's Creditor Committee Named
- FTC Challenges Newspaper Ad Rates
- CBS May Raise Ad-To-Sales Ratio
- Heart Album Released By Mushroom
- Carter To Meet Industry Leaders
- CBS To Distribute Lifesong
- RCA Signs Millennium For Intl.
- Wallach's Stores To Be Called Starz
- Elvis Sales Skyrocket, Charts Affected
- Record Shack May Open In L.A.
- Denver Market Affected By Peaches
- TK Forms New Label
- The Lesson Of Jimmy's (Ed)

*"Beached."*  
Ricci Martin's debut album.  
Produced by Carl Wilson  
and Bill Hinsche.  
At Brother Studio in Santa Monica.  
The Ricci Martin/Beach Boys  
tour dates:  
August 19  
Indianapolis, Ind.  
August 20  
Louisville, Ky.  
August 21  
Edwardsville, Ill.  
August 22  
Des Moines, Iowa  
August 24-26  
Pine Knob, N.J.  
August 27/Charlevoix, Mich.  
August 28-29/Toronto, Can.  
August 30  
Providence, R.I.  
August 31/Saratoga, N.Y.  
September 1/New York, N.Y.  
"Moonbeams."  
The first single from "Beached."<sup>†</sup>  
On Epic Records.

# CASH BOX

VOLUME XXXIX — NUMBER 16 — September 3, 1977

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## *cash box editorial*

### *The Lesson Of Jimmy's*

Contemplating his own account receivable, the creditor leaned back in his chair and sighed, "So what can you do? This is American business today! I don't expect to ever see my money." Another creditor was a bit more irate. "Get a rope," he cried.

These and over 100 other creditors crowded into the Essex House in New York last week to hear the attorney for the bankrupt Jimmy's Music World and Sutton Distributors explain that the whole mess was just a simple mistake in judgment.

But was it?

Or was it the result of a pervasive attitude that bigger is better; that you can buy now, and pay much later, if at all? These seem to be serious problems, not only of Jimmy's, but of the entire record industry.

The failure of Sutton and Jimmy's came as no great surprise to many record people. The simple law of doing business — buy low, sell high — became, under Jimmy's credo, buy low, sell lower.

There is now some disagreement among creditors as to whether Jimmy's should be allowed back into the record industry in any capacity. "Who would do business with them again?" questions one creditor.

A number of established retailers, in recalling their own frantic boom-or-bust expansion days, stressed the importance of inventory control, personnel training and creative merchandising. Jimmy's failed to measure up on all counts; and, more important, it failed to provide a wide enough product spread to secure an adequate, long-term market share.

And yet, only part of the blame rests with the Suttons. Without the outright encouragement of the major record companies, Jimmy's never could have thrown up over 20 stores in less than six months. Other retailers have long held that, in supporting Jimmy's, the record companies were only cutting their own throats. Now the chickens have come home to roost.



**NUMBER ONE  
SINGLE OF THE WEEK**  
BEST OF MY LOVE  
THE EMOTIONS  
Columbia 3-10544  
Writers: M. White & A. McKay



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

# CASH BOX TOP 100 SINGLES

September 3, 1977

		Weeks On Chart				Weeks On Chart				Weeks On Chart				
		8/27	8/20	Chart			8/27	8/20	Chart			8/27	8/20	Chart
1	<b>BEST OF MY LOVE</b> EMOTIONS (Columbia 3-10544) WB	1	1	12	38							70		
2	<b>YOUR LOVE HAS LIFTED ME (HIGHER AND HIGHER)</b> RITA COOLIDGE (A&M 1922) WB	3	4	17	39							71		
3	<b>HANDY MAN</b> JAMES TAYLOR (Columbia 8-10557) B-3	5	6	13	40							72		
4	<b>EASY</b> COMMODORES (Motown M 1418) CPP	4	5	15	41							73		
5	<b>FLOAT ON</b> THE FLOATERS (ABC 12284) CPP	6	11	11	42							74		
6	<b>I JUST WANT TO BE YOUR EVERYTHING</b> ANDY GIBBS (RSO 872) WB	2	2	20	43							75		
7	<b>DON'T STOP</b> FLEETWOOD MAC (WB WBS 8413) CPP	9	12	9	44							76		
8	<b>JUST A SONG BEFORE I GO</b> CROSBY, STILLS & NASH (Atlantic 3401) WB	8	9	15	45							77		
9	<b>TELEPHONE LINE</b> ELECTRIC LIGHT ORCHESTRA (United Artists/Jet 1000) B-3	11	16	12	46							78		
10	<b>HOW MUCH LOVE</b> LEO SAYER (WB WBS 8319) CPP/ALM	12	13	9	47							79		
11	<b>YOU MADE ME BELIEVE IN MAGIC</b> BAY CITY ROLLERS (Arista AS0256) ALM	7	7	13	48							80		
12	<b>GIVE A LITTLE BIT</b> SUPERTRAMP (A&M 1938) ALM	13	15	17	49							81		
13	<b>ON AND ON</b> STEPHEN BISHOP (ABC 12260) ALM	15	20	17	50							82		
14	<b>SMOKE FROM A DISTANT FIRE</b> THE SANFORD-TOWNSEND BAND (Warner Bros. WBS 8370) CH	16	18	11	51							83		
15	<b>STRAWBERRY LETTER 23</b> BROTHERS JOHNSON (A&M 1949) ALM	17	22	8	52							84		
16	<b>BLACK BETTY</b> RAM JAM (Epic 8-50357)	14	14	14	53							85		
17	<b>SWAYIN' TO THE MUSIC</b> JOHNNY RIVERS (Big Tree/Atl. 16094) WB	19	24	11	54							86		
18	<b>COLD AS ICE</b> FOREIGNER (Atlantic 3410) WB	22	26	7	55							87		
19	<b>KEEP IT COMIN' LOVE</b> KC & THE SUNSHINE BAND (TK 1023) CPP	25	31	7	56							88		
20	<b>STAR WARS THEME</b> MECO (Millennium/Casablanca 604) CPP	27	35	6	57							89		
21	<b>STAR WARS</b> LONDON SYMPHONY ORCHESTRA (20th Century TC 2345) CPP	24	29	21	58							90		
22	<b>BARRACUDA</b> HEART (Portrait/CBS 6-70004) WB	10	10	11	59							91		
23	<b>DON'T WORRY BABY</b> B. J. THOMAS (MCA 40735) ALM	26	32	9	60							92		
24	<b>CHRISTINE SIXTEEN</b> KISS (Casablanca NB 889) ALM	20	21	8	61							93		
25	<b>NOBODY DOES IT BETTER</b> CARLY SIMON (Elektra 45413) B-3	31	37	7	62							94		
26	<b>JUNGLE LOVE</b> STEVE MILLER BAND (Capitol 4466) WB	32	38	5	63							95		
27	<b>EDGE OF THE UNIVERSE</b> BEE GEES (RSO 880) WB	29	34	7	64							96		
28	<b>YOU AND ME</b> ALICE COOPER (Warner Bros. WBS 8349) WB	18	8	20	65							97		
29	<b>THAT'S ROCK 'N' ROLL</b> SHAUN CASSIDY (WB/Curb 8423) WB	36	42	6	66							98		
30	<b>HARD ROCK CAFE</b> CAROLE KING (Capitol 4455) CPP	35	39	7	67							99		
31	<b>WHATCHA GONNA DO?</b> PABLO CRUISE (A&M 1920-S) ALM	21	3	22	68							100		
32	<b>YOU'RE MY WORLD</b> HELEN REDDY (Capitol 4418) CH/B-3	23	19	19	69									
33	<b>BOOGIE NIGHTS</b> HEATWAVE (Epic 8-50370) ALM	45	51	9										
34	<b>I FEEL LOVE</b> DONNA SUMMER (Casablanca NB 884) ALM	52	62	5										
35	<b>CAT SCRATCH FEVER</b> TED NUGENT (Epic 8-50425) WB	46	53	7										
36	<b>I'M IN YOU</b> PETER FRAMPTON (A&M 1941) ALM	30	25	15										
37	<b>SLIDE</b> SLAVE (Cotillion/Atlantic 44218)	33	27	12										

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

Angel In Your (Song Tailors — BMI)	75	For A While (Silver Down — ASCAP)	100	It's Ecstasy When You Lay Down Next To Me (Sa-Vette Music Co. — BMI)	87	She Did It (G.A.M. — BMI)	57
I've Got The Music (ASCAP)	59	Give A Little Bit (Almo — ASCAP)	12	(Sa-Vette Music Co. — BMI)	87	Signed Sealed (Jobete — ASCAP)	44
Another Star (Jobete — ASCAP)	59	Good Morning Judge (Man-Ken — BMI)	82	It's Sad To (Famous/Ironside — ASCAP)	56	Slide (Spurbree — BMI)	37
A Real Mother (Vir-Jon — BMI)	42	Handy Man (Unart — BMI)	3	Its To Hot (Intersong Music — ASCAP)	94	Smoke From (Salmon/Mulhan/Unichappell/Turkey Tunes — BMI)	14
Ariel (Blendingwell — ASCAP)	40	Hard Rock Cafe (Colgems-EMI — ASCAP)	30	I've Been Looking (Irving — BMI)	90	So You Win (Island — BMI)	48
Barracuda (Wilson/Know Mus/Play My Music — ASCAP)	22	Heaven Is On (Keyboard Pendulum/Chappell — ASCAP)	54	It Was (Chess/Case David — ASCAP)	38	Some Enchanted Evening (Columbia)	95
Best Of My (Sagittfire — BMI/Steelchest — ASCAP)	1	Help Is On The (Australian Tumbleweed — BMI)	60	I Wouldn't Want (Wolfsongs — BMI)	53	Something Better (Mushroom)	92
Black Betty (Folkways — BMI)	16	Hey Hound Dog Man (Chrysalis/Chrysalis — ASCAP)	10	Just A Song (Thin Ice — ASCAP)	8	Star Wars (Fox Fanfare — BMI)	20,21
Boogie Nights (Rondor/Almo — ASCAP)	33	Fancy That — ASCAP)	72	Just Remember (Stephen Stills — BMI)	74	Strawberry (Kidada/Off The Wall — BMI)	15
Brick House (Jobete — ASCAP)	66	Hold On (Bema Music — ASCAP)	81	Keep It Comin' Love (Sherilyn — BMI)	19	Sunflower (Stonebridge — ASCAP)	39
Can't You See (No Exit — BMI)	77	How Much (Screen Gems-EMI/Summerhill — BMI/Chrysalis — ASCAP)	10	Knowing Me (Countless Songs — BMI)	67	Surfin' USA (ARC Music — BMI)	78
Cat Scratch Fever (Magic Land — ASCAP)	98	I Believe In Love (First Artists/Emanuel/Gnossos/Threesome — ASCAP)	63	L.A. Sunshine (Far Out — BMI)	62	Swayin' To (WB — ASCAP)	17
C'est la vie (Palm Beach Intl. Rec. Ltd. — ASCAP)	35	I Believe You (Music Ways/Flying Addrissi — BMI)	61	Little Darling (Stone Agate — BMI)	45	Telephone Line (Unart/Jet — BMI)	9
Christine Sixteen (Kiss — ASCAP)	24	I Feel Love (Ricks — BMI)	34	Look What You've (Screen Gems — BMI)	71	Telephone Man (Castleridge — BMI)	55
Cold As Ice (Somerset/Evensong/WB — ASCAP)	18	If I Have To Go (Bell Size Music Inc. — ASCAP)	91	Looks Like We Made It (Irving — BMI)	52	That's Rock 'N' Roll (C.A.M./USA — BMI)	29
Da Do Ron Ron (Trio/Mother Bertha — BMI)	46	I Go Crazy (Web IV Music — BMI)	76	Love Gone By (Hacky Grove — ASCAP)	85	The Greatest Love (Columbia Pictures — BMI)	43
Daytime Friends (Ben Peters — BMI)	49	I Just Want (Stigwood/Unichappell — BMI)	6	Love Me One (Time Square Music — BMI)	96	Undercover Angel (WB — ASCAP)	51
Does She Do It (American Broadcasting — ASCAP)	88	I Just Want To Make Love (Arc Music Corp. — BMI)	86	Margaritaville (Coral Reefer — BMI)	70	Way Down (Leon/Ahab — BMI)	41
Dog Days (Low-Sal — BMI)	79	I'm Dreaming (Almo — ASCAP/Irving — BMI)	65	Martian Boogie (Ainal — BMI)	64	We Just Disagree (Columbia)	93
Don't It Make (United Artists — ASCAP)	69	I'm In You (Almo/Fram-Dee — ASCAP)	36	My Fair Share (Warner Bros. Music Corp. — ASCAP)	84	Whatcha Gonna (Irving/Pablo Cruise — BMI)	31
Don't Stop (Gen Too — BMI)	7	Indian Summer (Gold — ASCAP)	73	My Heart (Koppelman/Bandier/Music of Emanuel — BMI)	47	You And Me (Warner Bros. WBS)	28
Don't Worry (Irving — BMI)	23	In The Middle (Michael Jackson/Ackee/Andustin — ASCAP)	97	Nobody Does It (United Artists — ASCAP/Unart — BMI)	25	You Light Up (Big Hill — ASCAP)	68
Do You Wanna (Amer. Broadcasting — ASCAP)	50	It's A Crazy (I've Got The Music — ASCAP)	80	O-H-I-O (Play One/Unichappell — BMI)	99	You Made Me (Chrysalis — ASCAP)	11
Easy (Caliber/Good High — ASUP)	89			On And On (Stephen Bishop — BMI)	13	You're My World (Intersong — ASCAP/Gruppo Editoriale Ariston — BMI)	32
Easy (Jobete/Commodores Ent. — ASCAP)	4			Rock And Roll Never (Gear — ASCAP)	58	Your Love Has (Chevis/Warner-Tamerlane/BRC — BMI)	2

Publishers Code

ALM-Almo BB-Big Bells B-3-Big Three CH-Chappell CPP-Columbia Pictures Publications Han-Hansen PS-Peer Southern WB-Warner Brothers

# SIGNED, SEALED, DELIVERED

AM 1972

## THE SINGLE.



From the album, "I'm In You"

SP14704



**"COME SAIL AWAY:"**  
The real single from  
**"THE GRAND ILLUSION."**



**STYX**

**"COME SAIL AWAY" ON A&M RECORDS**  
Produced by STYX <sup>AM1977</sup> From the album "The Grand Illusion"



SP4637

## Elvis Sales Still Strong; National Charts Affected

by Jeffrey Weber

LOS ANGELES — The sale of Elvis product continues to skyrocket as a number of Elvis albums and singles jumped onto the charts last week. This week's **Cash Box** charts show Elvis' "Moody Blue" at number 10 bullet on the Top 200 Album chart with the LP in the number 1 position on the Country LP chart. The single, "Way Down," is number 41 bullet on the Pop Single chart, and number 1 on the Country Singles chart.

The nationwide sales attitude can be best illustrated by Mark Biondich, singles buyer and assistant album buyer for J.L. Marsh in Minneapolis, who stated, "Nationally, 22

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## Cash Box Adds 3 New Features

LOS ANGELES — **Cash Box** debuts three additional features in this week's issue.

First, "New Faces To Watch," appearing on page 16, will be a weekly photo story on two new or emerging artists in the business.

The Looking Back feature, debuting on page 39, features a look back at the top events in the music industry one, five, ten and fifteen years ago, in the appropriate issue of **Cash Box**.

Finally, in our newly-expanded pull out radio section, which debuted two issues ago (**Cash Box**, August 20), we are featuring a guest editorial by a key radio personality. This week's comment is from Bobby Rich, program director of B-100 in San Diego, and appears on page 33.

## Creditors Tribunal Named In Jimmy's Case; Some Doubt The Chain Can Ever Recover

by Mark Mehler

NEW YORK — A committee made up of representatives of three secured creditors and a number of unsecured creditors will meet over the next few weeks to determine the fate of the bankrupt Jimmy's Music World retail operation and its parent company, Sutton Distributors. Pending this determination, federal district court judge John Calgay has allowed the major cutout wholesale and retail chain to continue as a "debtor in possession" under Chapter XI of the Bankruptcy Code. The debtor was not required to post a security bond.

### Meeting

At a meeting on Thursday, August 25, at New York's Essex House, Harvey Miller, an attorney representing the debtors, addressed an informal gathering of over 100 creditors and other interested parties.

Miller gave a brief rundown of the history of Sutton Distributors, a 17-year-old cutout business, and the two-year-old Jimmy's operation. He told the creditors that Jimmy's has already begun a major retrenchment of its operations in order to satisfy its creditors that the chain is capable of taking care of its own problems. Miller confessed, however, that Sutton's original decision to enter the difficult New York market had probably been a "mistake" from the first, though he added that David Sutton "might not agree" with that assessment.

### Closing Stores

Steps taken by Jimmy's include the closing of 16 of its 38 stores, with more closings (perhaps up to 30) in the works, and a substantial reduction in the number of employees of both Sutton and Jimmy's, with their combined weekly payrolls declining

from about \$103,000 on July 31 to approximately \$63,000 on August 25. He added that the three principals in the firm — James, Charles and David Sutton — had taken 33% cuts in their annual salaries of \$150,000 and had each given up one of their two company cars.

### Secured Creditors

Miller said there are three major secured Sutton creditors: The Bank of Commerce, whose \$1.9 million investment in Sutton is secured by a lien on inventory and accounts receivable; CBS Records, owed about \$1.5 million, which is secured by their own product inventory; and WEA, owed about \$1.1 million, which is similarly secured by their own inventory.

According to Miller, this situation came about because, as a new business, Jimmy's had no credit standing. Thus, it became necessary for Sutton to purchase the product and transship it from Sutton's Rahway, New Jersey warehouse to Jimmy's warehouse in Westbury, Long Island. Within the past three weeks, that facility has been shuttered and all its inventory moved to New Jersey.

### Unsecured Creditors Wary

The creditors committee will be chaired by Abe Amiri of RCA Records, which is owed several hundred thousand dollars by Sutton. Other major unsecured creditors include Phonodisc (\$650,000 owed) and Alpha Distributing (\$450,000). A few of the unsecured creditors were represented at the creditors meeting by their insurance companies, which are covering their losses.

Miller assured the group that they would not be bypassed in any ultimate decision. Still, at least one creditor was skeptical: "It will be at least a couple of years, if these guys (Sutton) stay in business, before we (unsecured creditors) see any money. And if CBS and WEA decide to pull their inventory, that's it. We have no say."

One creditor said he foresaw no reasonable course of action except "straight bankruptcy" under Chapter 10 of the Bankruptcy Code. This would mean an end to Jimmy's and Sutton's operations and a liquidation of all assets, likely to yield 10¢ to 30¢ on the dollar.

Another option mentioned by some creditors was involuntary bankruptcy, or receivership, allowing the company to reorganize under Chapter XI, with creditors overseeing the entire operation (**Cash Box**, August 27).

(continued on page 39)

## Sutton Pins Future Hopes On Cutouts

by Charles Paikert

NEW YORK — The sale of cutouts could be the cornerstone from which the financially shattered Sutton Distributors, Inc., may be successfully rebuilt, an attorney for the bankrupt corporation indicated at last week's creditors meeting.

Harvey Miller, Sutton's attorney, emphasized during the meeting that the cutout distributor realized a profit of \$950,000 before taxes in 1976. In addition, Miller projected \$6 million in gross sales for the corporation over the next four months, ending December 31, with \$3.2 million in net sales (after returns), \$1.2 million in gross profit, and \$100,000 in net profit.

Jimmy's Music World, Inc., the bankrupt,

wholly-owned subsidiary of Sutton, was portrayed by Miller as the cause of Sutton's financial difficulties. Sutton, Miller said, "made a mistake getting into the retail business."

In Sutton's Chapter XI filing, similarly, David Sutton, executive vice president of the corporation, stated: "The losses in the historically successful wholesale business were a result of a lack of working capital, because the debtor's available cash was required in Jimmy's rapidly expanding retail stores."

Because Sutton's current capital is only \$123,000, however, numerous industry sources are convinced that the once powerful cutout distributor has been per-

(continued on page 39)

## FTC Launches Attack On Bulk Ad Discounts; Hits Los Angeles Times For Discrimination

by Joanne Ostrow and Alan Sutton

WASHINGTON, D.C. — The Federal Trade Commission's bureau of competition has challenged the legality of volume discounts on local advertising rates, a standard practice of the newspaper industry, never before a target of FTC action. The test case cites Times-Mirror Co.'s *Los Angeles Times* — for years among the largest U.S. papers in advertising volume — and the complaint charges the discounting policy gives unfair competitive advantages to larger retail advertisers. An FTC staffer confirmed the general rumblings within the media, saying lawyers for the *Times* indicate "it's going to be a hard fought battle."

### Alleged Violations

The FTC's complaint charges the *Times'* cumulative volume discounts violate the Robinson-Patman amendment (to the Clayton Act), which bans price discrimination, and Section 5 of the FTC Act, which bans unfair methods of competition and restraints of trade.

The introduction of the Robinson-Patman Amendment in this case marks the first time the FTC has applied that law to the sale of advertising; the act specifically refers to the pricing of commodities, and advertising has always been distinct from commodities.

James Hamill, of the commission's bureau of competition, said the complaint is at present confined to newspaper advertising policies, and acknowledged "we've

looked at television extensively, but there the availability to regional advertisers was the problem, not the rate structure." Hamill said the FTC has not looked at radio rates in the course of their investigation. He said the bureau's interest in newspaper and television advertising pricing policies dates to 1965, and the investigation culminating in the *L.A. Times* complaint was begun in 1974 under commissioner Stephen Nye. Interest in the case picked up recently, it was noted, partly due to the strong backing of the FTC's new anti-trust chief, Alfred Dougherty. The case is the first major anti-trust action to surface since Michael Pertschuk was installed as FTC chairman this year.

### National Vs. Retail

Asked whether the *Times* probe will open the long-disputed question of national vs. retail advertising rate differentials, an FTC official said, "It is reasonable to assume, in the long-run, national advertising practices would be affected too." The *Times'* rates for national advertisers are higher than for local advertisers, and the FTC has left open the option to develop this angle later as part of the *Times* case.

Although the FTC complaint specifically mentions the *Times'* retail ads for items other than records (namely, apparel, accessories, appliances and furniture), the spokesman said the case "has implications for any product advertised."

In a prepared statement, the *Times* said, "The Federal Trade Commission has been reviewing advertising rates of major metropolitan newspapers, including the

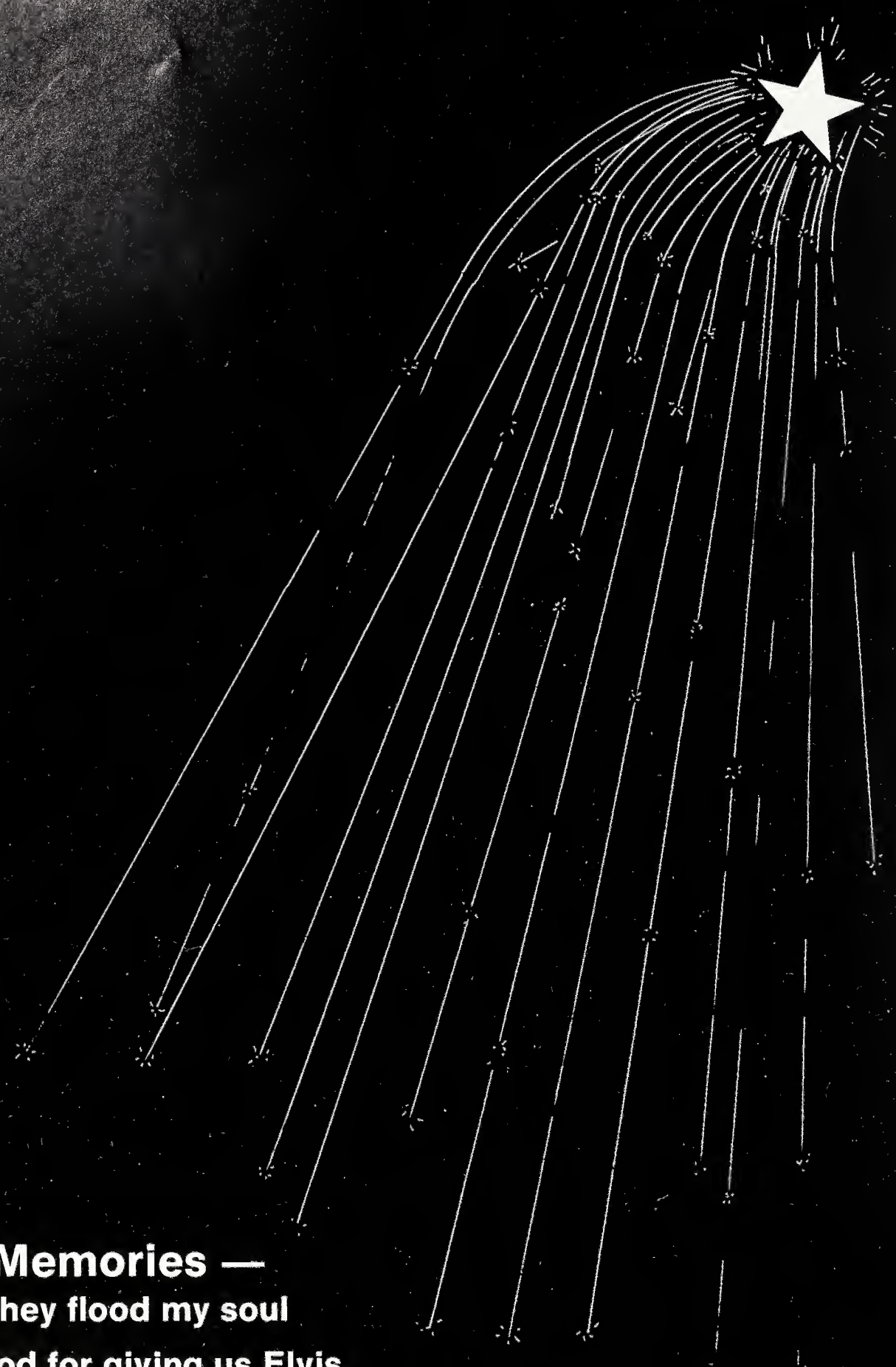
*Los Angeles Times*, since 1967. During this period *The Times* cooperated fully with representatives of the Commission in their examination and supplied extensive and detailed information concerning *Times'* advertising rates.

"... without advance notice, the Commission served *The Times Mirror Company* with a complaint alleging that *Times'*

(continued on page 26)



**LIFESONG ASSOCIATES WITH CBS** — Lifesong Records recently became the newest CBS Associated Label. Shown at the signing of the agreement between the two companies are (from left): Tony Martell, vice president and general manager of the CBS Associated Labels; Ron Alexenberg, senior vice president of Epic, Portrait and the Associated Labels; Phil Kurnit, vice president of Lifesong; and Bruce Lundvall, president of CBS Records Division. Seated is Terry Cashman, President of Lifesong.



**Precious Memories —  
How they flood my soul**

**Thank you God for giving us Elvis.**

His spirit will live on forever to comfort and  
guide us who loved him and who he called  
friend.

**His loyal friend and fan,  
Felton Jarvis**



# Label Allowed By Court To Release 'Magazine' Tapes

by Jeffrey Weber

LOS ANGELES — Mushroom Records released the album "Magazine" by Heart last week, following a decision in the U.S. District Court in Seattle to allow the label to make "commercial use" of the disputed "Magazine tapes." The album was to be released last February, but a conflict between the band and the label prevented the release of the album (**Cash Box**, March 12).

The new order still has a limited scope. The court has upheld the March 10 restraining order prohibiting Heart from re-recording the songs on the "Magazine tapes" for another label. In addition,

(continued on page 20)



When you're born into a family of eight brothers and sisters, and a wealth of musical instruments and experiences are all available in the home, it makes the entrance into music as a profession abundantly smoother. But Peter was not always sure exactly how he wanted to be involved.

In 1966, Peter was with a five-man band known as Repairs, whom were good enough to land a record deal and release two albums before disbanding in 1974. When the band broke up, Peter began to concentrate more heavily on his writing.

McCann worked for ABC Music for 2½ years, during which time his songs were recorded by Jennifer Warnes, Wayne Newton, Shandi Sinnamon and Stark & McBrien. Though he had already decided to embark on a solo career before it happened, the success that Jennifer Warnes had with his "Right Time Of The Night" reinforced his decision to go it on his own.

As the chart shows, Peter's decision was a wise one. His debut album is currently #133 bullet on our pop album chart after being preceded by a top ten single, "Do You Wanna Make Love?"

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# Minorities Sue Broadcasters for \$500 Million

by Joe Nazel

LOS ANGELES — A staggering \$500 million in reparations from the entire southern California broadcasters industry is being sought by the Beverly Hills-Hollywood chapter of the NAACP in the name of the black community in Los Angeles. Suits will be filed individually and collectively for what the NAACP considers a history of "... cultural and emotional devastation, perpetrated over a period of 25 years."

Further, in an unprecedented move, the Labor and Industry Committee of the Beverly Hills-Hollywood chapter of the NAACP stated at a press conference, August 23, that it had instructed its attorneys to file petitions with the Federal Communications Commission seeking to deny the renewal of broadcast licenses to 23 southern California-based radio and television stations.

## Under Bombardment

Though the FCC has been under bombardment from minority groups over the years for the inequities which those groups have felt are prevalent in the electronic broadcast media, never before have such

# CBS Considers Raising Its Ratio Of Ads To Sales

by Ken Terry

NEW YORK — The marketing department of Columbia Records is seriously considering the possibility of asking the company's financial controllers for a higher ratio of co-op advertising to sales, according to Don Dempsey, vice president of marketing for Columbia.

"The escalation of raw advertising costs has caused us great concern," Dempsey explained. "It has caused not only our company, but I would imagine a lot of other companies, to take a look at the percentage of sales that advertising has been assigned."

The recent attack by the Federal Trade Commission on cumulative volume discounts in print advertising, Dempsey said, is indicative of the pressures that are driving up advertising costs today (see accompanying story). And from his point of view, the media alternatives are not promising. Prime-time television is prohibitively expensive, he said, and even radio presents some thorny problems.

## Radio Fragmentation

"The fragmentation of radio formats in it-

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sustained attacks, from so many divergent groups, been directed at the government-backed overseer of the public's air waves.

At present the Civil Rights Commission, National Association of Broadcasters, Jesse Jackson's Operation PUSH, the Small Independent Productions and Record Association (SIPRA), the National Association of Television and Radio Artists (NATRA), and the NAACP have all pointed threatening fingers at the FCC in regards to,

and in reaction to, the disparities in programming or minority hiring policies or the lack of representative minority ownership in broadcasting.

The NAACP, which has a national membership exceeding 400,000, has taken legal steps against the broadcast industry and hopes to gain monetary consideration because they feel that the 23 stations

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**SUMMER CELEBRATION** — Casablanca recording artist Donna Summer recently celebrated the second anniversary of the release of her single "Love To Love You Baby" at a party given in her honor by label executives and her co-managers, Wald, DeBlasio & Nanas. Pictured (l-r) are: Ron Kreitzman, partner at Roy's Restaurant, where the celebration was held; Susan Munao, Casablanca vice president of press and artist relations; Mark Hammerman, director of contemporary music at Wald, DeBlasio & Nanas; Ron DeBlasio; Giorgio Moroder, co-producer; Joyce Bogart; Summer; Pete Bellotte, co-producer; Neil Bogart, president of Casablanca, and Jeff Wald.

# Industry Representatives To Meet At White House With Pres. Carter

WASHINGTON, D.C. — A group of record industry executives will meet with President Carter at the White House on September 15 to offer industry assistance in giving public exposure to certain of the President's programs and, hopefully, to win in return greater respectability for the record business.

Elektra/Asylum's Joe Smith and Capricorn's Phil Walden shared responsibility for setting up the meeting, which will bring representatives from the State Department, Justice Department and Oval Office (possibly Hamilton Jordan), together with industry spokesmen, including Mo Ostin (Warner Brothers), Walter Yetnikoff (CBS Records), Jerry Moss (A&M), Bhaskar Menon (Capitol), Steve Diener (ABC Records) and Artie Mogull (United Artists).

Topics for discussion, outlined by Joe Smith, will include tape piracy prosecution (the industry detects a slackening of in-

terest on the part of the FBI and wants to encourage renewed vigor in going after the problem, Smith said), and immigration problems for musicians (an ongoing problem; the group hopes to have new data from RIAA research to show the federal representatives). The status of two ongoing investigations in Newark and Los Angeles, where industry practices have been called into question, will be another topic of concern but, Smith stressed, "this will not be a 'call off the dogs' " appeal on the part of the group. Copyright, "a legislative matter at this point," will not be discussed, Smith said.

The group plans to ask the administration how to effectively harness the industry's energy in putting across messages about anti-crime, anti-drug, energy or world hunger programs. Smith said, Messages included in albums, radio or TV public service spots featuring major recording artists, or live pitches from concert stages are among the possibilities Smith mentioned.

No members of the "civilian press" will be invited, Smith said, but George Albert, president and publisher of **Cash Box**, will attend. Bob Austin and Lee Zito, of *Record World* and *Billboard*, respectively, are also invited.

# Record Shack To Open L.A. 1 Stop

NEW YORK — Record Shack, the New York-based one-stop and retail operation, plans to open a one-stop in Los Angeles soon, according to reliable sources. The company, which currently operates offices in Atlanta, Cleveland and Dallas, is also reported to be considering a later opening in the burgeoning Seattle market.

A spokesman for Record Shack here declined to confirm or deny west coast expansion plans. "It's just a rumor at this point," he said. "I can't comment beyond that."



**UNPREDICTABLE PLATINUM** — Following a recent performance at the Universal Amphitheatre in Los Angeles, Capitol recording artist Natalie Cole was feted by label executives at the Victoria Station restaurant where she was presented a platinum award for her "Unpredictable" LP. Pictured (l-r) are: Kevin Hunter, manager; Janice Williams, Natalie's spiritual advisor; Larkin Arnold, Capitol's vice-president, soul division; Marvin Yancy, Natalie's husband and producer; Cole; Don Zimmermann, executive vice-president & chief operating officer, and Bhaskar Menon, chairman, president and chief executive officer of Capitol Records.

## Wallichs' Fate Unclear As Hearing Is Delayed

LOS ANGELES — The final outcome of the Wallichs Music City bankruptcy proceeding was still in doubt last week after a scheduled confirmation hearing on Wallichs' proposed plan of arrangement was continued to September 6.

In arguing for the continuance, Arnold Kupetz, attorney for the debtor, told the court he had already received "a great number of consents" to the plan of arrangement. A majority of the creditors (both in number and amount owed) who filed claims must approve the plan in writing before it can be confirmed.

Kupetz argued further that "extensive talks" have been conducted in an attempt to settle a lawsuit brought against Wallichs by Westinghouse Credit Corp., and that it appears "a resolution is possible."

Wallichs filed for reorganization under Chapter XI of the bankruptcy laws on March 8, listing assets of \$1,650,674 and liabilities of \$1,516,615.

A hearing on the proposed plan of arrangement was originally scheduled for August 1, but that too was continued by bankruptcy judge James Dooley.

## Wallichs Stores To Become 'Starz'

LOS ANGELES — **Cash Box** has learned from a reliable source that pursuant to confirmation of Wallichs Music City's proposed plan of arrangement, the name of the two remaining Wallichs stores in Hollywood and Torrance, Calif., will be changed to "Starz Music City." In addition, it was learned that the principals behind Wallichs' reorganization intend to open another store and are presently scouting possible locations.



**RINGO ROCKS ON** — Ringo Starr shared a toast recently with Atlantic Records executives to celebrate the release of his latest single on the label, "Wings," which was culled from his forthcoming album, "Ringo The 4th." Ringo was also the subject of a two-hour interview with DIR Broadcasting Corp., which will be aired in the fall on the King Biscuit Flower Hour. Pictured with Ringo are (from left): Dick Kline, senior vice president of promotion for Atlantic Records; Ringo; Margo Knesz, director of national secondary market promotion for Atlantic; and Vince Faraci, national pop promotion director for Atlantic.

## Goody Raises LP Sale Price As Jimmy's Threat Recedes

by Mark Mehler and Alan Sutton

NEW YORK — Sam Goody's 16 New York-New Jersey-Connecticut area stores this week raised their all-label sale price from \$3.94 back to \$4.19, Goody's normal sale figure before the price war that erupted in New York last year. Jimmy's Music World, which helped instigate the price war by selling LPs for \$2.99, recently filed a Chapter XI bankruptcy petition (**Cash Box**, August 27).

However, George Levy, president of Sam Goody, said that his chain's move was not directly related to Jimmy's problems, but was simply a continuation of Goody's recent policy.

"Over the past few weeks, we've been steadily raising our prices," Levy asserted. "For example, we eliminated our \$2.99 specials almost two months ago. Our six

# Denver Record Business Paces City's Growth As Peaches Stimulates Competitive Spirit

by Jeff Crossan

LOS ANGELES — The rapid growth of Denver in the past few years has been paced recently by the record business there, as evidenced by the opening of a second Peaches store, two new distributorships and a new one-stop.

A new 10,000 sq. ft. Peaches store opened August 26 amidst a flurry of promotions that included a 50 ft. tall Alice Cooper balloon that hovered 200 feet above the store, a peach ice cream giveaway, live radio broadcasts and appearances by Robert Goulet, Kenny Loggins, Andy Gibb and Stanley Turrentine.

Joining Peaches as new faces on the distribution scene are Record Merchandising, a Los Angeles-based distributor that recently opened a Denver sales office, and Western Merchandising, which has supplemented its rack operation in Denver by taking over the independent distribution facilities recently vacated by Chicago-based M.S. Distributors (**Cash Box**, August 6, 1977).

### New One-stop

A new one-stop DLM Music, is scheduled to open August 29 under the direction of Mel Nimon and Larry Gentry, veterans of the Denver scene, who are former executives of Danjay Music — suppliers of the Budget Tapes and Records chain.

In other developments, the sale of Mile-Hi, Denver's largest one-stop, to Sound Unlimited of Chicago is expected soon.

The current activity in Denver, an expanding city where retailers are scattered and wholesalers are few, may have been generated by the stepped-up competition that marked the entrance of Peaches into the market in 1975 with the opening of a

12,000 sq. ft. superstore.

"I think Peaches is great," says Nimon, who serves as general manager at DLM. "I think they are the best thing that could happen to a market because they stimulate the buying public."

### Time Is Ripe

At Peaches, store director Mel Goodenow says the time is ripe for business in Denver. "Denver is a growing city," he explains. "There are a lot of new

skyscrapers going up downtown and a lot of people feel that Denver is going to be one of the cities of the future."

And despite the fact that Peaches stores receive their product from the Los Angeles-based Nehi Distributors, which owns the chain, Goodenow says he welcomes new one-stops.

"The wholesale business here has always been next to nothing," says

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**SIGN OF THE STYX** — A&M Records group Styx were feted at a gala reception following their recent headline appearance at the Santa Monica Civic Auditorium. Pictured at Santa Monica's Miramar Hotel are (l-r): A&M chairman Jerry Moss; Styx members John Panozzo, Dennis DeYoung, Tommy Shaw and James Young; A&M vice chairman Herb Alpert; Derek Sutton, Styx manager; A&M president Gil Friesen; and Styx member Chuck Panozzo.

## Outlook At London Records: Profits Up, New Moody LP

by Ken Terry

NEW YORK — London Records' profit for the current fiscal year, ended March 31, 1978, will be \$2 million more than last year's earnings, according to John Stricker, the company's vice president for finance and operations. Total sales and income figures, however, are unavailable because London's parent corporation, Decca Record Co., Ltd., does not provide them for each of its subsidiaries.

Stricker attributed London's improved earnings to better financial controls, better relations with distributors and measures to promote administrative efficiency. In addition, Stricker announced, "substantial savings" are anticipated from the recent relocation of London's central warehouse to the Holbrook, Long Island facility of Goldisc Recordings, Inc., a division of Viewlex, Inc. Goldisc has taken over all of London's warehousing operations, as well as maintenance of the company's catalog and inventory. Formerly, Server Corp. of Mountainside, New Jersey handled these operations for London.

Stricker noted that Goldisc's computer system interfaces perfectly with London's own computer. The streamlined EDP operation, he said, will allow field personnel to order selections without paperwork and will enable them to obtain information instantly about the availability of various releases at the warehouse.

In addition, he said, the new inventory control system will make it possible for London executives to retrieve data about the product flow of any particular release for the previous three to six months.

Finally, London will be utilizing Goldisc to press some of its pop releases. However, classical product will continue to be pressed in England.

### Distribution Changes

London phased out most of its branch distribution system years ago, and it still

believes independent distribution to be its best way of getting product into the marketplace, according to Stricker. The company's faith in independents was recently underlined when it closed its last surviving branch office in Chicago, turning over the line there to Progress Records Distributing Co. (**Cash Box**, August 13).

While choosing Progress over MS Distributing Co. in Chicago, London recently switched to MS from Record Merchandising Co., Inc., in California. Asked why London didn't give MS its line in Chicago, Stricker replied that Progress had done well with London product in Cleveland; therefore, the company decided that Progress could do an equally good job in Chicago.

At present, with MS out of the Denver market (**Cash Box**, August 6), London is still trying to reach a decision on which independent distributor should handle its line there. The strongest contender at this point appears to be Western Merchandisers, which took over MS' operation in Denver.

### Still 'Catalog' Company

Except in the classical field, where London commands a large market share, the company still generates most of its record revenues from catalog product. However, label executives pointed to several upcoming releases as evidence of London's continuing commitment to pop music.

Walt Maguire, vice president of A&R for London, announced that the Moody Blues will start recording their long-awaited reunion album at Los Angeles' Record Plant on September 5. The LP should be finished by early October, he said, but no release date has yet been set.

John Miles next album should be released in November, while April Wine's next effort will be out on September 15, according to Don Wardell, director of creative services for London. Additionally, he noted,

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*Marilyn McCoo & Billy Davis Jr.*

*Celebrate love with*

*"Look What You've Done to My Heart"*



ABCD-952



*The hit single...*

*Billboard* 60 • *Cashbox* 71 • *Record World* 63

*From their hit album*  
*The Two of Us*

AB-1026



**abc Records**  
&  
GRT Tapes

**dick broder**  
personal management incorporated  
los angeles ca 90069

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

# Majors Unconcerned About Pickwick Product Mix Study

by Ken Terry

NEW YORK — Spokesmen for several branch-distributed record manufacturers seemed unconcerned about the recently announced plan of Pickwick International to place increased emphasis on wholesaling of independently distributed product, as well as product pressed at its own Keel Manufacturing plant.

As outlined last week by C. Charles Smith, president of Pickwick, at the annual meeting of the company's Rack Services Division (**Cash Box**, August 27), the plan to maximize the profitability of Pickwick's product mix hinges on increasing sales of LPs which are purchased from Pickwick's Distribution Division. "We have to sell three James Taylors from CBS (a branch-distributed company) to equal the profitability of two Peter Framptons from A&M (which is independently distributed)," Smith commented. Additionally, he noted that "we make 20 cents more on each record that we have pressed at Keel than we do on a record pressed somewhere else."

## Reaction

The general reaction of marketing executives at major record companies to this proposition was that, as long as Pickwick doesn't go too far in stressing independently distributed product, it won't change much of anything.

For example, Skip Byrd, president of ABC Record Distributors, Inc., ABC Records' branch operation, stated that Pickwick's buyers "are not going to be without product if it is hit product." If a record is selling well, he said, they don't care what label it's on. "They want to service their customers to the best extent they

possibly can."

Similarly, a spokesman for another large branch operation pointed out the "the consumers determine popularity. If you don't give the consumer what he wants, he will find it elsewhere. You can't just go and establish the inventory that you carry based on total profitability." On the other hand, he noted that a limited program of improving one's product mix is "good business sense," so long as the planners don't get carried away with their own statistics.

A marketing executive at a different label felt that Smith's statement at the convention had been a veiled message to the branch-distributed record companies. "What they're doing is putting a squeeze on the manufacturers, saying that they want a better price or they can't handle and expose your product."

## No Punches Pulled

Rebutting this view, Gordon Bossin, vice president of marketing for UA Records (an independently-distributed label), said he believed that Smith hadn't been pulling any punches in his speech. "I think it was a true statement: it's just a more profitable situation for them (Pickwick) when that happens (sales of product purchased from the Distribution Division). That doesn't mean they turn down a sale on a branch-distributed label, obviously. Nor does it mean that they turn down cooperation and joint promotions with a Columbia or a Warners."

Bossin also recalled that "his (Smith's) predecessors in the same corporation have made the same statement. Amos Heilicher made that statement very clearly at a Musicland convention in front of both independently-distributed and branch-distributed manufacturers."

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**GALDSTON & THOM DEBUT** — Warner Bros. recording artists Gladston & Thom were congratulated by label executives after their recent west coast debut at the Roxy in Los Angeles. Pictured backstage (l-r) at the Roxy are: Mike Stone, western artist development supervisor; Robin Rothman, general manager; David Young, FM promotion director; Phil Galdston; Russ Thyret, vice president and director of promotions; Peter Thom and Bob Regehr, vice president and director of career development.

# Lifesong Finds Home At CBS: Croce Legal Dispute Is Factor

NEW YORK — Lifesong Records will be distributed by CBS Records as an Associated Label. Founded by co-principals Terry Cashman, Tommy West, and Phil Kurnit, Lifesong was incorporated in June of 1975, and was independently distributed until the recent CBS distribution agreement.

The Lifesong roster includes Henry Gross, Dean Friedman and Crack The Sky. Jim Croce, who was produced by Cashman and West until his untimely death, is also part of the Lifesong catalog. According to Kurnit, Lifesong's executive vice-president, the delayed delivery of the Jim Croce masters to Lifesong was one important factor in the decision to join CBS at this time.

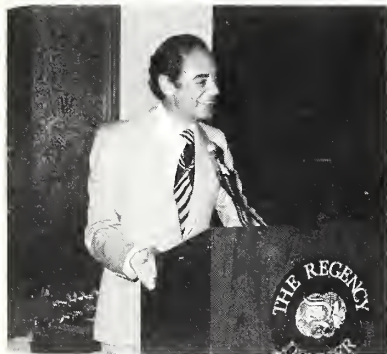
## Croce Masters

The Croce masters, leased to ABC Records by Cashman and West's Cashwest Productions, became the object of a legal dispute when Lifesong claimed that ABC had not lived up to the agreed schedule for return of the masters to Cashman and West. The matter reached a critical point in February 1977, when an injunction was issued preventing ABC from further manufacture and sale of Jim Croce Records. The issue is still in litigation.

Kurnit explained, "Our being forced to wait until 1977 for the return of the Croce masters has placed strains upon the company. The enthusiasm that Ron Alexenburg (senior vice-president of Epic, Portrait and the CBS Associated Labels) and his staff have shown for our artists, producers and the quality of product encourages us that we can sooner get the results our product deserves."

Cashman and West commented that the agreement would afford their artists "the best possible marketing and promotional efforts," in addition to providing "an incentive to continue our program of developing new artists and to expand our roster to established stars."

Commenting on the agreement on behalf of the CBS Associated Labels, Tony Martell, vice-president and general manager, stated, "Terry Cashman, Tommy West and Phil Kurnit have introduced some very important music through their production, artist development and promotion efforts. The growing Lifesong roster holds great potential on both artistic and sales levels, and the CBS Associated Labels' distribution network will fully effect this potential."



**RCA RECORDS HOLDS SALES MEETINGS** — RCA Records recently concluded sales meetings in Nashville, Boston and Denver, attended by some 150 persons from RCA's national field sales and promotion staffs, as well as executives from the New York, Nashville and Hollywood offices. The meetings were keyed by an address from Robert D. Summer, division vice president, marketing operations, shown in the top row, from the left, addressing the Denver meeting. On the right, RCA representatives attending the meeting in Boston react favorably to the video product presentation. Pictured are (from left): Wayne Southards, Boston sales representative; Nancy Shadley, Boston field sales associate; Don DeLacy, Boston regional promotional manager; Tony Pagliocca, Boston sales representative; Don Cleary, Boston sales representative; Jeff Naumann, Hartford promotion representative; Toni Mansfield, Boston sales representative; and Rich Atkinson, Boston sales manager. In the bottom row, Wayne Edwards (r), southwest regional C&W promotion manager, chats with Jerry Bradley, division vice president, Nashville operations, and James Alston, sales representative in Lubbock, Texas (l). On the right, Charles Hall (l), east central regional sales manager, Atlanta, is seen chatting with Jack Maher, director of custom label merchandising, New York at the Nashville meeting.

# Presley Merchandising Rights To Factors, Etc.

LOS ANGELES — An agreement which grants Factors, Etc., Inc. the exclusive worldwide rights to all Elvis Presley merchandising, excluding any agreement with RCA Records, has been signed.

Col. Tom Parker, acting on behalf of Vernon Presley, the late singer's father and executor of the estate, said that the agreement was made with Factors to eliminate the unauthorized and unlicensed merchandising use of the Elvis Presley name which is depriving the Presley estate of revenue to which it is rightfully entitled.

# TK Introduces Clouds Records, Rock 'n' Roll Label

NEW YORK — TK Productions has formed a new label, Clouds Records, which will be oriented towards rock and roll acts. Previously, TK's greatest successes have been scored in the R&B area, although it also has a jazz label called Marlin Records.

## First Release

Clouds' first release will be a new LP by Chi Coltrane entitled "Road To Tomorrow." It will be issued on September 20. Also on Clouds Records are Horrell McGann, Wild Oats, Bobby Caldwell and Mike Bloomfield. Albums are in the works by all these artists, with releases beginning in the fall.

# Cassidy Goes Gold

LOS ANGELES — "Shaun Cassidy," the artist's debut album on Warner/Curb Records, has been certified gold by the RIAA.

# ABC Revitalizes Bishop Records With Massive Push

LOS ANGELES — A massive campaign, coordinated by ABC Records' marketing, advertising, publicity and sales departments, revitalized Stephen Bishop's single and album after it was considered that both had peaked.

ABC decided to make a concerted push for Bishop's first album instead of sending him back into the studio for a second. Charlie Minor, vice president of pop promotion, and Barry Grieff, vice president of marketing and creative services, both reevaluated the album and even though it was six months old, decided to treat it as a new release with additional funds to promote it.

## Cancelled Studio Time

Bishop, in association with the campaign, cancelled his studio time and hit the road for a heavy schedule of tour dates and promotional activities.

Jon Scott, national director of album promotion, re-serviced the AOR stations that had glossed over the LP when it was initially released last Christmas. He also stressed to the stations that the album was not a typical MOR album, and consequently, many progressive FM stations programmed the record.

## Nearly Gold

The single, "On And On," is nearly gold, and Bishop is still maintaining a high profile on the tour scene. A campaign centering around Bishop's individuality has also been instituted by Shelly Selover, national director of publicity.

**DOUBLE YOUR PLEASURE.  
DOUBLE YOUR FUNK.**

**"FUNK FUNK"<sup>(CC 011)</sup> The new single from  
CAMEO**

The refreshing sound of a request-confirmed soul giant!  
The temptin' taste of a crossover about to pop!  
From the album that's capturing the feet and the heart:  
**CAMEO "CARDIAC ARREST"<sup>(CCLP 2003)</sup>**



On CECIL HOLMES' CHOCOLATE CITY  
RECORDS & TAPES  
another taste of success from  
CASABLANCA RECORD & FILMWORKS



Personal Manager - Sandy Rose  
Agency - Gemini Artists

## UPCOMING INDUSTRY CONVENTIONS

Arista Records	Aug. 23-28	San Diego, Calif.
Conference for Independent Distributors of Women's Music	Aug. 25-28	Mt. Pleasant, Mich.
Northeast Secondary Radio Conference	Aug. 26-28	Providence, R.I.
Pickwick Int'l — Retailers Meeting	Aug. 28-Sept. 1	Lake Geneva, Wisc.
WEA Sales Meeting	Sept. 7-11	Miami Beach, Fla.
Lieberman Enterprises	Sept. 15-18	Lake Geneva, Wisc.
NARM Regional Meeting	Sept. 20	Philadelphia/Cherry Hill
Odyssey Records	Oct. 5/6-8/9	Santa Cruz, Calif.
NARM Regional Meeting	Oct. 17	Detroit, Mich.
NARM Regional Meeting	Oct. 19	Cleveland, Ohio
NARM Regional Meeting	Oct. 21	Chicago, Ill.
Musexpo '77	Oct. 28-Nov. 1	Miami Beach, Fla.

## Watermark Sues For Illegal Airing Of Presley Story

LOS ANGELES — Watermark has entered into a federal court action against Plough Broadcasting Co., owner of Memphis radio station WMPB, for the unauthorized airing of a 13-hour documentary, "The Elvis Presley Story," of which Watermark is the producer and syndicator. The suit seeks "in excess of \$100,000" in actual damages and "in excess of \$750,000" in punitive damages.

A spokesman for Watermark said that the licensing agreement for the program ran out at the end of 1976, and that on Aug. 16, the firm sent telegrams to all the stations to tell them not to air what they considered an outdated program.

A new 13-hour radio documentary, including comments and interviews about the death of Presley, is in final preparation.

## 20th Century Launches White Promo Campaign

LOS ANGELES — With the release of Barry White's new album, "Barry White Sings For Someone You Love," 20th Century Records has launched a massive merchandising and promotional campaign that includes a unique album cover concept, in-store displays, television appearances and personalized radio spots.

The front cover of the LP features a punch-out sterling locket lying on a mink backdrop and runs in four different versions: black, gray, brown and beige. The punch-out locket location can be replaced with another photograph for personalized gifts.

White and orchestra will be the only guests on an upcoming 90-minute Merv Griffin Show, where he will introduce his album to the public. The show is to be taped this week. White has also recorded 90-second radio spots to be used for advertising purposes.

## EXECUTIVES ON THE MOVE



Church

Hodge

Satriano

Bridenthal

**Motown Names Church** — Motown Records has announced the appointment of Derek Church as director of creative services. He had been the label's national advertising and merchandising director for over a year. Prior to coming to Motown, he was vice-president of creative services at MGM Records.

**Pappas Leaves Reid** — Constance Pappas, executive vice president of John Reid Enterprises, has ended her four-year relationship with the company effective immediately. Pappas' future plans will be announced shortly.

**Hodge Promoted At Jobete** — Karen Hodge has been promoted to vice president, administration, for Jobete Music Company, Inc., (ASCAP) and Stone Diamond Music Corporation (BMI) and affiliated companies. A 12-year veteran with Jobete and Motown Records, she most recently served as Jobete's assistant general manager.

**Satriano Joins E/A** — Sue Satriano has joined Elektra/Asylum Records as a publicist. She was previously a publicist for Rolling Stone magazine in San Francisco, and had worked with Honig, Cooper, & Harrington advertising agency in San Francisco. Satriano reports directly to Bryn Bridenthal, E/A's national publicity director, who was named to that position in January, 1977. At that time, neither her announcement nor picture were mentioned in Executives On The Move. We hereby correct that oversight.



Rosica

Rosengard

Leslie

Aldrich

**Rosica Appointed At Music Agency** — The Music Agency Ltd. has announced the appointment of John Rosica as account group supervisor of the advertising-marketing organization. His most recent association in the record field was with RCA where he functioned as vice president of promotion and merchandising.

**Rosengard Leaves Atlantic** — Beth Rosengard has exited her position as national FM promotion coordinator of Atlantic Records. She may be reached at (212) 595-3933.

**Leslie Joins ABC** — ABC Records has announced the appointment of Laura Leslie as assistant advertising manager. She comes to ABC Records from Cinema Concepts, Inc. where she was executive administrator.

**Chrysalis Appoints Aldrich** — Chrysalis Records has announced the appointment of Jeff Aldrich as east coast manager of A&R. Prior to joining Chrysalis, he served as manager of the Yorkville Palace Theater.

**Front Line Announces Appointments** — Front Line Management, Inc. has announced three executive appointments. Howard Kaufman has been named vice president. He was formerly with Caribou Management, Inc. handling all financial activities for that company. Bob Hurwitz, who has been active with Front Line for one year, has been upped to director of business affairs. Larry Solters has been appointed director of media operations. He was formerly an account executive with Solters & Roskin, Inc.

**New Post For Eyre** — United Artists Records has announced the appointment of Ron Eyre as liaison of soundtrack activities between United Artists Corporation and United Artists Records. He has been with United Artists for 12 years and will be based in New York.

**ASCAP Names Brewington** — Nashville attorney Dennis Brewington has been appointed assistant director of ASCAP's Nashville office. He has been an attorney since 1973, and has been active in music and civic affairs.

**Changes At Handleman** — The board of directors of the Handleman Company have elected George Plumb as executive vice president of the company and David Siebert, as vice-president of the company. Plumb joined the company in August, 1977 after having been associated with Sears, Roebuck and Co. since 1952. Siebert joined Sieberts, Inc. in 1963 and was elected president of Sieberts, Inc. in January, 1977.

**Hammerman Appointed** — Wald/DeBlasio Management has appointed Mark Hammerman, a principal in the company, to head Wald/DeBlasio's Contemporary Music Division.

**Harman Exits H.H.V.** — Larry Harman has resigned his vp post with Hecht Harman Vukas Creative Communications Inc.

**Weiss Promoted At Robert Light** — Robert Light has announced the promotion of Ellen Weiss to the position of agent. Her primary duties will be to assist Mr. Light in laying the groundwork to promote the careers of the agency's clients.

**Martin Joins Moss** — Dann Moss has announced that David Martin has joined his management company. Martin formerly was with ICN-Los Angeles and previously spent a number of years with RCA and Pye Records in England.

**SAS Adds Barber** — SAS, Inc. announced the appointment of Perry Barber to the staff of MASCO (Music Administration Service Company). She fills the vacancy left by Emil LaViola and will be responsible for administration and licensing of all copyrights and publishing companies.

**ABC Music Adds Martin** — ABC has announced that Tim Martin has joined the professional staff of ABC/Dunhill Music, Inc. He was previously a personal manager and a staff writer for Irving/Almo and 20th Century Music companies.

**Reznick Joins Regency** — Marshall Reznick has joined Regency Artists, Ltd. He was formerly an agent with the William Morris agency and was previously partnered in the Reznick-Agency.

**Stack Joins NECAA** — Sam Stack has been named projects manager for the National Entertainment and Campus Activities Association (NECAA). He comes to NECAA from his former position as director of student activities at Embry-Riddle Aeronautical University in Daytona, Florida.

**PETE**

**RONNIE**

MCA RECORDS  
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# DOROTHY MOORE

Her record turned **GOLD** when she turned us "**MISTY BLUE**"

Now she's got everyone believin' her to **GOLD** again with...

## "I Believe You"

MALACO 1042

### TRADE NUMBERS

**CashBox**

61

**Billboard**

47

**RecordWorld**

55

### DOROTHY MOORE

### FROM HER ALBUM



MALAGO 6353

96X	WDOL	WDXB	KWAV
Z-93	WAIR	WAKR	WOVV
WQXI	KOBO	WNEX	WWDM
WORD	WVLD	WGGA	KFYE
WFOM	KNOE	WALG	WHSY
WDGC	3WD	WAGQ	WAGL
10Q	WGNI	WDNC	KYAC
WGCL	WPUB	WLAP	WRKT
WFLB	WRUN	WZOO	WGIG
WRFC	KMBY	WGOW	WSJS
WJDX	WNLO	WKBX	WWDM
KNOE	WTOB	WKBC	WING
K54	WOKS	WGNS	WAUG
WDMG	WDDO	WIVY	WHOT
WCCS	WIGO	WXXX	WOWL
WQPD	WRQK	WVOV	WQOK
WLAC	WLLE	WDXR	WRGG-FM
WRBL	WDAK	WQDE	WTKO
WHBC	WDMV	WVOT	WAGQ
WOKI	WANS	WQXA	WHTH
WAPI	WJBE	WHSC	WLRB
WAAA	WHUT	WIMA	WTCQ
KWAV	WMTS	WWKE	WISE
WWNR	WKYS	KOWB	WVLK
WOKB	WDAY	KOWH	WTGU
WITY	WFLI	WRAR	WANS
WQKI	WSKY	WBCU	WMPS
WLEQ	WHYZ	WYFC	KJOY
WREH	WMAZ	WLRB	WQNZ
		KATY	WLEE

### "IBELIEVEYOU"

WRITTEN BY:  
DICK ADRISI  
DON ADRISI

### "I BELIEVE YOU"

PRODUCED BY:  
TOMMY COUCH  
JAMES STROUD  
WOLF STEPHENSON



T. K. PRODUCTIONS

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New Faces To Watch



Alan O'Day

Not long ago, Ed Silvers and Mel Bly had a terrific idea — to form a record label that would give Warners publishing songwriters a forum for recording their own work. The first artist signed to the new Pacific Records was Alan O'Day, who promptly scored a coup. The premier release for Pacific was O'Day's "Undercover Angel," a single that became number one and quickly achieved gold status.

But those who follow music closely know that Alan is no overnight sensation. He has been writing hits for other people since he wrote "The Drum" for Bobby Sherman in 1971. Though his biggest hit as a writer was "Angie Baby," recorded by Helen Reddy, his "Easy Evil" has been recorded by more than 50 artists, including Captain & Tenille, David Clayton Thomas, Dusty Springfield and John Kay.

It seems that Alan O'Day has wanted to make music all of his life. He was creating tunes on a xylophone at the age of six, called Spike Jones his favorite musician while in fifth grade and had formed his own band by the time he reached high school in Palm Springs. Though he was already writing songs then for fun as well as acceptance and was already learning primitive overdubbing, a music teacher tried to discourage those who wanted to perform music because it was too competitive, advice that Alan wisely ignored.



Alessi

Since their first single, "Oh, Lori" went quickly into the top ten in England, the U.K. was an obvious choice for Billy and Bobby Alessi to make their first tour. But the reaction from the fans was as unexpected as it was welcome to the young brothers from Long Island.

Their opening at London's New Victoria Theatre was in doubt when the brothers were informed that the theatre had gone into the hands of the liquidators just 72 hours before the show was to go on stage. But they agreed to put up the cash to reopen the theatre, reconnect the electricity and pay the staff for the performance which had already been sold out.

The hour-long show was such a success that the stage door was mobbed by hundreds of fans after the performance and Billy was almost dragged from the limousine by overly enthusiastic fans when the car stopped for a traffic light.

Their first A&M album was produced by Bones Howe, whom they contacted after they decided that a move to the west coast was in their best self-interest after a breakup of their old group, Barnaby Bye. They had already achieved something of a reputation as songwriters with two of their compositions on a Frankie Valli album but the signing of a management agreement with Steve Borkum and the work with Bones Howe proved to be the right combination that led to the critical and popular acceptance of their album in England. Their next A&M album is due mid-fall and a U.S. tour is planned.

UA War LP Goes Gold

LOS ANGELES — "Platinum Jazz," War's double LP set for the UA-distributed Blue Note Records, has been certified gold by the RIAA.

The Hit at CES 77 Show!

NEW NAGAOKA

**ROTEL**

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**ROLLS AWAY DIRT AND FINGERPRINTS... WASHES UP LIKE NEW!**

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SAS Inks A New Artist

NEW YORK — SAS, Inc. has signed Lifesong recording artists The Voltage Brothers to a management contract. The ten-man group from New Jersey joins established artists Gladys Knight & The Pips and Gene McDaniels as the first new group signed by SAS in two years.

Randazzo Forms Own Publishing Company

NEW YORK — Writer, arranger, producer Teddy Randazzo has formed his own publishing company, Teddy Randazzo Music, Inc., located at 51 West 86 Street, Suite 1504, New York, New York 10024.

Handleman Quarterly Earnings Jump 400%

LOS ANGELES — Handleman Company showed a 405% gain in net earnings for the first quarter compared with figures from one year ago. The firm's net earnings rose to \$1.322 million from \$242,000 while net sales climbed to \$40.025 million from \$30.886 million, an increase of nearly 30% from a year earlier.

CORRECTION

In last week's article about the reaction of Washington, D.C. retailers to the upcoming opening of a Peaches store in their market, Discount Records and Books was referred to as a four-unit chain owned by John Crouch. Actually, the chain consists of three outlets and is owned by Robert Bialek. In addition, the shelf and sale prices quoted for Discount Records and Books were incorrect; the chain's management would prefer not to publish its prices.

EAST COASTINGS — **THE KING'ANSOM** — Elvis Presley, renowned for the generosity he showed to friends, charities and even perfect strangers, may become a posthumous contributor to the New York State Treasury. Persons with tickets for his Nassau Coliseum appearance, scheduled for the Monday following his untimely death, have been holding the tickets as sentimental keepsakes rather than returning them for refunds. In fact, only 1250 of the 16,700 sold have been turned in. While fans have urged the Coliseum to use the money for a memorial tribute to Elvis, fiscal laws require that the money be turned over to the state at the end of one year.

**RONSTADT TROUBLES** — Ill health had been plaguing the touring Linda Ronstadt for about a week, and the situation came to a head at her Wednesday, August 24 appearance at Rockland County Community College. Although **Cash Box's** Charles Paikert and other observers report that Linda was in fine, powerful voice through her fourth number, "Tumblin' Dice," she left the stage after that song and did not return. Manager Peter Asher says that she collapsed in the group's bus after leaving the stage. Doctors' examinations will determine effects on the tour.



**RASTAMAN IN PHILADELPHIA** — Pictured above in an unlikely setting, reggae artist Max Romeo makes his first TV appearance on the Mike Douglas Show. From left are: Ben Vereen, Romeo and Douglas.

house the band; and the yacht El Toro, serving as private quarters for the McCartney family. Everyone seemed to be enjoying the relaxed atmosphere as the work/play junket made for the Virgin Islands, but complications began to develop when rough seas threw the crew off balance. Paul cut a knee, while **Denny Laine** was the victim of acute sunburn, and **Jim McCulloch** also cut his knee and managed to lose his hearing in one ear. **Alan Crowder** of MPL Productions slipped on some stairs, broke his heel, and was taken to land for treatment via a water ambulance, while engineer Geoff Emerick electrocuted himself through the foot. They still want to call the album "Water Wings."

**STEELY KEEN** — Reports are filtering in concerning the lineup of the **Steely Dan** touring ensemble, and so far it looks as if **Becker** and **Fagin** will take to the road with the heaviest artillery possible. Guitar regular **Denny Diaz** is on the bill, along with often-used Steely session drummer **Jeff Porcaro**. **Jim Keltner** will also play drums, with further percussion support from **Victor Feldman**. Possibles include **Timothy Schmidt** or **Bill Champlin** on bass, and **Steve Lukather** (of **Boz Scaggs** group) on guitar. Impressive, but not surprising.

**BREAKING UP IS HARD TO DO** — The gossip from London indicates that **Mick** and **Blanca Jagger** may be separating shortly, leaving the future of their six-year-old marriage in doubt. Though they rarely managed to spend much time together, anyway, the rock singer and the Nicaraguan beauty queen reportedly have been straining over irreconcilable differences. They have a five-year-old daughter named **Jade** . . . Also lighting up the gossip columns is the rift between **Rod Stewart** and his girlfriend **Britt Ekland**, who had been living together for an extended period. While Rod is out with his new flame, **Elizabeth Treadwell**, Ms. Ekland has launched a lawsuit, claiming that she is entitled to half the collective income earned while they shared the same residence, some \$10 million in all. Apparently, a precedent was set by a similar case involving actor **Lee Marvin**.

**BEWARE THE MALL MARAUDER** — At their recent convention in Dallas, Texas, Disc Records' store managers swapped notes regarding a series of pretenders that have plagued record and other retail stores over the past year. According to **Scott Blasl** and **John Candas** of the Valley View Mall Store in Dallas, a character posing as **Ted Nugent's** drummer, **Clive Davies**, spent a few months in town attempting to con retailers out of records, money and clothes, in addition to gaining free admission and drinks at clubs by using his pseudonym. According to the managers, he was obviously bogus, from his counterfeit British accent to his utter lack of knowledge of any Nugent business affairs. The few people he did fool got their rude awakening when the tickets to a Nugent concert that he had promised never showed up. Across town, **Carl Hasler** of Disc's Town East Mall store reported that other imposters who had called his store included an **Eagles** advance tour representative and **Peter Frampton's** accountant! . . . P.S.: **Clive Davies**, the drummer in question, has something of a scam going himself. While the Britisher was a member of fusion group **If**, his name was **Dick Morrissey**.

**DREADLOCKS AND DOUGLAS** — Island artist **Max Romeo**, who is writing the music for **Michael Butler's** Broadway musical, "Reggae," recently taped at **Mike Douglas Show**, to air September 21. Romeo discussed the religious significance of marijuana to his fellow rastafarians, as opposed to its American use "for kicks."

**SHORT SHOTS** — **Peter Frampton** has acquired a new drummer in **Joe Vitale**, and a new roadie in the lovable vacuum cleaner-shaped android, **Artoo-Detoo** . . . At Soundmixers Studio in New York: A new group featuring former Rascals **Gene Cornish** and **Dino Danelli**, produced by **Ron** and **Howard Albert** . . . Alpha Sound Systems, Alpha Lighting Systems and Alpha One Designs, all of Memphis, Tennessee, are suing the Commodores for breach of contract. The firms claim that their lighting and audio services to the touring group were to be paid for in installments at each gig, and that the Commodores have refused to live up to that agreement. The suit resulted in the attachment of \$80,000 in box office receipts at a recent Memphis Mid-South Coliseum engagement . . . **Zulema** and **Alessi** at Kingdom Sound.



**KATAKIS IN CHICAGO** — Pictured together after A&M recording artist Michael Katakis appeared at the Ivanhoe in Chicago to promote his debut LP "A Simpler Time" are (from left) A&M Chicago promotion representative **Bill Johnson**, **Katakis** and **Tom Marker**, program director of WJKL in Chicago.

phll dlmauro

(continued on page 56)



**A Very Special Man  
in Everyway**

# Johnnie Spence

Years 1936 — 1977

*We Will Miss You  
and Remember You Always*

Tom, Gordon, Gilbert, Bill, Lloyd

## picks of the week

**SMOKIE** (RSO/Polydor 881)**Needles And Pins** (2:44) (Metric — BMI) (Bono, Nitzsche)

This song was first recorded by Jackie DeShannon, but it didn't really hit until it received the Searchers' vocal treatment in 1964. Smokie's version exhibits skillful handling of the vocal harmonies and layered rhythm guitars, along with an effective gradual buildup to an emotive finale. Great for AM or FM, and excellent for car radios.

**CAPTAIN & TENNILLE** (A&M) 1970)**Circles** (2:34) (Moonlight and Magnolias/Irving — BMI) (Tennille)

The second single from the duo's album "Come In From The Rain" is a refreshingly imaginative composition of Toni Tennille. This record even offers unity of form and content: there's a feeling of circles as the melodies swirl in and out of each other in contrapuntal vocal arrangements that thicken toward the close. A play-anywhere record.

**BOB MARLEY AND THE WAILERS** (Island 092)**Waiting In Vain** (3:29) (Bob Marley/Almo — ASCAP) (Marley)

Marley continues to exhibit the potential to be the first reggae artist to exceed the gold plateau, considering his solid-base audience and the increasingly commercial appeal of his music. This lyric, written on a straight love theme, exemplifies his creativity on the apolitical side. For pop and R&B stations.

**SPINNERS** (Atlantic 3425)**Heaven On Earth (So Fine)** (3:10) (Mighty Three — BMI) (James)

The Spinners are in a light, cool swing in this vanguard effort from their new album. Lead vocalist John Edwards has found his own style in the group context, while the backing vocal parts are sophisticated and aggressive in this jazziest of Spinners' singles to date. More classy craftsmanship from producer/arranger Thom Bell, with wide airplay possibilities.

**L.T.D.** (A&M 1974)**(Every Time I Turn Around) Back In Love Again** (3:40) (Teeman — BMI) (Hanks, Grey)

A great piece of hesitation funk edited from this group's album, "Something To Love." The rhythm section plays with the offbeats to create an irresistible groove, and the lead vocal and horns just can't help finding it. A strong R&B chart contender.

**LINDA RONSTADT** (Elektra/Asylum 45431)**Blue Bayou** (3:57) (Acuff-Rose — BMI) (Orbison, Melson)

A relatively simple instrumental accompaniment leaves lots of room for Ronstadt's vocal in this single from a forthcoming album. Her reading of the Roy Orbison song ranges from the sensitivity of soft passages to the powerful, soaring notes that are her trademark. Pop and country possibilities.

**NEIL YOUNG, CRAZY HORSE & THE BULLETS** (Warner/Reprise 1391)**Like A Hurricane** (5:24) (Silver Fiddle — BMI) (Young)

An expansive feeling in this long selection from "American Stars 'N Bars." The melodies are carried by Young's voice and guitar, all brought into focus against a distant landscape of multi-layered string effects. For any station seeking the distinctive Neil Young touch.

**SHERBET** (MGA 40785)**Midsummer Madness** (3:26) (Razzle Music America — BMI) (James, Porter, Mitchell)

This group has made its name in Australia through clever pop synthesis, and this selection from the album, "Photoplay," exemplifies its versatility. Beginning with a catchy, tightly harmonized melody, the cut progresses into a funky, percussive bridge before the finale. Packed full for top 40.

**ARCHIE BELL & THE DRELLS** (Philadelphia International 3632)**Glad You Could Make It** (3:42) (Mighty Three — BMI) (Carstarphen)

From the group that literally dances on vinyl, a warm welcome with a strong upbeat. This record's rock-solid rhythm and hot vocal tracks will find acceptance in discos and at R&B stations. It lives up the album title, "Hard Not To Like It."

**ALICE COOPER** (Warner Bros. 8448)**(No More) Love At Your Convenience** (2:48) (Ezra/Early Frost/All By Myself — BMI) (Cooper, Wagner, Ezrin)

Cooper confirms his ascent to a new level of pop sophistication by following up his ballad hit, "You And Me," with this grandly orchestrated, up-tempo production number. The lyric reveals macho leanings, while the often-repeated hook sounds like a winner for top 40 radio.

**PABLO CRUISE** (A&M 1976)**A Place In The Sun** (3:40) (Irving/Pablo Cruise — BMI) (Cockrell, Leries)

If you were about to ask Pablo Cruise "Whatcha gonna do?" after their stunning breakout hit, here's your answer. It's the title cut from their latest album, combining studio-smooth musicianship, an even blend of pop styles, and a hook lifted straight from Grand Funk's "I'm Your Captain." Could be a big follow-up.

**RINGO STARR** (Atlantic 3429)**Wings** (3:03) (Zweibel Productions/Mad Vincent — BMI) (Starkey, Poncia)

This taste of a forthcoming album indicates that things really clicked among Ringo, co-writer Vini Poncia and producer Arif Mardin. The haunting melody is carried by a closely-knit ensemble of vocalists, and supported by a richly-textured horn section and stabbing guitars. Any relationship between the title and a former Starr Cohort seems to be coincidental, though this record definitely has that pop appeal.

**ROSE ROYCE** (Whitfield/WB 8440)**Do Your Dance (Part 1)** (3:29) (May Twelfth/Warner-Tamerlane — BMI) (Whitfield, Turner)

One only needs to hear the marching/handclapping intro to know that the group that debuted with "Car Wash" will remain a viable force, with or without a movie. The selection from the album "In Full Bloom" has all the distinctive rhythmic, vocal and string touches that are earmarks of producer Norman Whitfield's creativity.

**ROBERT GORDON WITH LINK WRAY** (Private Stock 156)**Red Hot** (2:25) (Hi Lo — BMI) (Emerson)

The preferred album cut for FM programming from Gordon's much publicized album with guitar legend Link Wray. It's traditional rock and roll through and through, and Gordon has the voice to handle it. Short enough for top 40 stations willing to take a shot on something new that's something old.

**LITTLE FEAT** (WB 8420)**Time Loves A Hero** (3:47) (Streetlights/Barrere/Naked Snake/Kgin — BMI) (Payne, Barrere, Cradney)

The title cut of the latest album by a group that remains an instant hit at the FM level. This single includes New Orleans and West Indian influences, and careful attention is paid to all instrumental parts. Looking for a few open-minded top 40 programmers.

**RUSTY WIER** (Columbia 10600)**Good, Good Lovin'** (3:27) (Screen Gems EMI/Stratton House — BMI/Prophecy — ASCAP) (James, Wier)

The scarcity of true love is the universal sentiment expressed by Wier in a cut from his album, "Stacked Deck." The tune is appropriately bluesy, and his breathy voice has that jaded quality that's so popular nowadays.

**THE RITCHIE FAMILY** (Marlin/TK 3316)**The Quiet Village** (3:08) (Atlantic/Grenson) (Baxter)

Conjuring up images of sarongs and coconut palms, this record gives a picture of the tropics as seen in the golden age of cinema. Shifts from a smooth beguine rhythm to the hot rapping of a band, with several cleverly recycled melodies interspersed. A natural for discotheques with airplay potential.

**THE SECTION** (Capitol 4482)**Street Pizza** (3:18) (May Fly — ASCAP) (Doerge)

We're accepting guesses on what the title means, but solid, accessible music seems to be the goal of James Taylor's classy ensemble of session men. More melodic appeal and creativity of arrangement than is found in the usual funky instrumental.

**MARVIN HAMLISCH** (UA 1064)**Bond '77/The James Bond Theme** (3:16) (Unart — BMI) (Hamlisch, Norman)

From the motion picture that certain Hollywoodians have branded "Star Waters," this programmably short selection combines Hamlisch's new theme from "The Spy Who Loved Me" with the snarling guitar of the Bond movies' familiar musical calling card. Exhibits the potential to make the transition from box office smash to hit single.

**SHOWDOWN** (Honey Bee 2005)**Keep Doin' It** (3:37) (Elbomo — BMI) (Blandon, Monardo, Ellis)

Having made a big impression on the disco market, this record is showing definite potential for R&B and pop radio. Although it utilizes many of the standard disco production gimmicks, the record's strength lies in the personality of the lead vocalist.

**KEVIN AYERS** (ABC 12303)**Mr. Cool** (3:00) (Duende — ASCAP) (Ayers)

Ayers' experience runs the gamut of progressive rock, and this single from his recent solo album, "Yes, We Have No Mananas," continues in fairly eccentric directions. A little Latin flavor in keeping with the LP theme, along with a bit of snappy work on the wah wah pedal. Mainly for AOR.

**BABY** (Chelsea 3068)**Fallen Angel** (3:20) (Pocket Full Of Tunes/Mouse Tunes — BMI) (Crane)

Tasty guitar strumming and sweet vocals in a selection from this group's latest album. Though the record as a whole does not develop in any one direction, it's full of harmonic hooks, sugary guitar solos, and arresting rhythm patterns. Easy for top 40 to swallow.

**DIANNE STEINBERG** (ABC 12285)**Baby I'm Yours** (3:10) (Blackwood — BMI) (McCoy)

Few will have forgotten this big hit for Barbara Lewis, written by a yet-to-be-famous Van McCoy. This version is stretched out and a bit slower in tempo, but the melody lives on. For pop and easy listening.

**CHEAP TRICK** (Epic 50435)**I Want You To Want Me** (3:07) (Adult — BMI) (Nielsen)

The first single from this quartet's second album, "In Color," is a slick piece of pop-rock written by its goofy guitarist, Rick Nielsen. Though the lyrics are terribly original, it's a pleasant tune, impeccably produced by Tom Weman.

**QUIET ELEGANCE** (Hi/Cream 77503)**Roots Of Love** (3:15) (Cre-Jac/Butter — BMI) (Greer)

A simmering rhythm section provides the backing for some sizzling vocal work in this single aimed at the R&B market. Please don't be suspicious just because the title contains the word "roots."

**THE MEADOWS BROTHERS** (Kayvette/TK 5132)**I Can't Understand** (3:50) (Kayvette — BMI) (Meadows)

An isolated oymbal crash and a courtroom scene are two surprises contained in the first 15 seconds of this record. Though the arrangement is full of varied vocal, percussion and electric guitar effects, it's the unusual lyric that will bring in station adds.

**JACK JONES** (RCA 11076)**Perfect Strangers** (3:55) (Don Kirshner — BMI/Kirshner Songs — ASCAP) (Sedaka, Cody)

A sparkling intro keys this ballad written by Neil Sedaka and Phil Cody and rendered in Jones' distinctive style. A natural for easy listening stations with some crossover potential. (Note: The flip is an unusual version of Little Feat's "Dixie Chicken.")

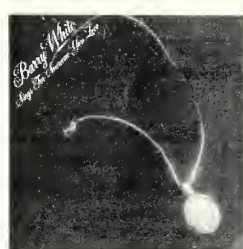
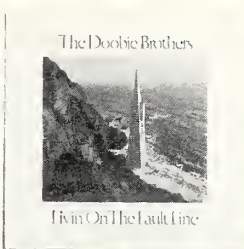
**RANDY BAIRD** (Vanguard 35199)**If You Were A Song** (3:11) (Mandy — ASCAP) (Hice, Hice)

A pop-country ballad from a seasonal performer who is new to recording as a solo artist. The vocal has an out-front, personal quality, while the lyric hook is sure to turn ears. Programming possibilities in pop, MOR, country.

# ALBUM REVIEWS

**LIVIN' ON THE FAULT LINE — Doobie Bros. — Warner Bros. BSK 3045 — Producer: Ted Templeman — List: 7.98**

The only thing shaky about this album is the subject matter of its title track. Otherwise, this latest Doobies project is a smooth audio treat, much more mellow than previous works, but still a tasty blend of styles that, because of the controlled tempo, highlights more than ever the delicate harmonies that make the Doobies sound so distinctive. The light jazz/rock feel that dominates a number of the tracks is one of the better fusion efforts of this year and should insure this album's wide acceptance.



**BARRY WHITE SINGS FOR SOMEONE YOU LOVE — 20th Century T-543 — Producer: Barry White — List: 6.98**

The sexual frankness of the single that preceded this album has scared off some of the top 40 stations that might have played it. But as R&B listeners know, this album is designed specifically for lovers. Barry has left his "Oh Baby" behind this time, turning in a strictly singing performance that is sensually inviting and the only other thing you need once the candles are lit and the wine is poured. A recorded valentine in a clever package.

**FOGHAT LIVE — Bearsville/Warner Bros. BRK 6971 — Producer: Nick Jameson — List: 6.98**

The studio versions of these six tunes pack plenty of wallop themselves, but fueled by an enthusiastic audience in a live setting, these tracks sizzle with the kind of ferocious bite that has gained for Foghat a loyal legion of followers on the concert trail. Noted for its heavy metal blues and tempo versatility, Foghat puts on a show that gives entertainment from the stage as it encourages involvement from the bleachers. As the summer concert season winds down, this should be a popular LP for AOR programmers.



**DANCE BAND ON THE TITANIC — Harry Chapin — Elektra/Asylum 9E-301 — Producer: Stephen Chapin — List: 11.98**

It won't be long (if it hasn't happened already) before English classes will treat Harry's work as a unique kind of musical literature worthy of scholarly reflection. His short stories set in song are as full of evocative, meaningful imagery as they are packed with emotional sincerity and wry insight. The title track is a clever introduction to this 4-sided album, setting the mood as it symbolically explains Harry's place on this global ship of ours on the closing couplet.

**MAGAZINE — Heart — Mushroom MRS-5008 — Producer: Rolf Hennemann & Michael Flicker — List: 6.98**

When Heart left Mushroom to join another record company, they left behind the tapes that have become this album. Though, as Mushroom acknowledges on the back cover, Heart disclaims "artistic involvement in completing this record," it really doesn't matter musically. The studio tracks are mellow and compelling, but Ann's live version of "I've Got The Music In Me" is startling in its intensity and bristles with forceful urgency. A nice album that shows another side of Heart.



**CAN'T WAIT — Piper — A&M SP 4654 — Producer: Sean Delaney & Chris Kemsey — List: 6.98**

Though it is not completely obvious until side two, Piper has beefed up their repertoire since their debut album. They come out with strings smoking on side two with impeccable harmonies set to wailing guitars, a driving rhythm section and tight arrangements. Piper's musical guru is lead singer Billy Squier, who wrote or co-wrote all the selections here and shows much future promise both as a singer and as a songwriter.

**OOPS! WRONG PLANET — Utopia — Bearsville/Warner Bros. BR 6970 — Producer: Todd Rundgren — List: 6.98**

The change in Utopia is evident from the outset. They have taken a strikingly more commercial approach with this album, which has all the players having a crack at the mike for a lead vocal. But the most obvious difference is the emphasis on delicious harmonies and smooth melodic progression. Surprisingly, the lessened free-form flights into outer space take nothing away, adding instead another musical dimension and increasing Utopia's accessibility and almost certain expanded commercial acceptance.

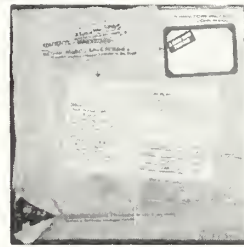


**CLEAR SAILIN' — Chris Hillman — Asylum 7E-1104 — Producer: Jim Mason — List: 6.98**

Chris has turned in a fine solo album with the help of the other five members of this mustachioed all-star group. Hillman nods his thanks to several musical styles here, from country to rock to jazz, but the effect is more of a smooth blend than a divided sampler. The harmonies are clear and finely rendered, kind of like Brewer & Shipley but with more depth. An album for any number of programming possibilities.

**A HARD CORE PACKAGE — John Mayall — ABC AB-1039 — Producer: John Mayall — List: 6.98**

John has never sounded funkier or more sure of what he's up to. The marriage of rock and the blues is consummated with considerable care on every track, and the result is an album bursting from the shrink wrap with sass and spunk. Even blues purists will have to take their hats off to this album that salutes the blues even as it expands the genre to its fullest potential. A real workout for one of John's best assembled bands.



**THE CATE BROS. BAND — Asylum 7E-1116 — Producer: Jim Mason — List: 6.98**

This Arkansas quartet is a very talented musical band that deals in lyrics that are simple and direct and songs that show the influence of R&B and jazz as well as rock. Ernie Cate's vocal leadership is strong but versatile and his stylistic nuances show lots of depth and variability. This is a band with lots of class and a smooth team of players. Keep an eye on these gentlemen.

**SLICK — Eddie Kendricks — Tamla/Motown T6-356S1 — Producer: Leonard Caston — List: 6.98**

Leonard Caston's masterful arrangements and full-bodied production are no accident since he co-wrote all but two of the selections. But even though Kendricks is surrounded with a wall of sound, his voice is more than up to the challenge, and the lush instrumentation only serves to reinforce the power of his vocals. His dramatic but delicate vocal shadings are well controlled and effectively used in a balanced delivery.

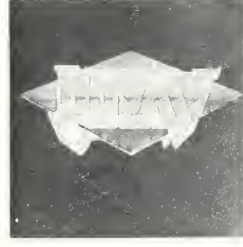


**PRISM — Prism — Ariola-America ST-50020 — Producer: Bruce Fairbairn — List: 6.98**

If this debut album is any indication of future promise, Prism should be an overnight sensation that stays with us for a while. There's an amazing amount of contrast between the soft- and the hard-core rock, sometimes within the confines of an individual song. But the guitar contributions and the vocal teamwork are the key factors involved in the successful sound of this band who shouldn't have to wait for a second album to make waves.

**DID YOU EVER HAVE THAT FEELING? — Jackie Lomax — Capitol ST-11668 — Producer: Bob Monaco — List: 6.98**

Jackie's wholly self-composed album stresses his quivering vibrato voice, almost as effective an instrument for him as his selection of guitars. Though Jackie has not been heard from for awhile, his absence has only made this album more highly anticipated. The nice division between mellow material and more raucous selections should make this album easy for a wide cross section of listeners to get into.



**JIGSAW — Jigsaw — 20th Century T-545 — Producer: Clive Scott & Des Dyer — List: 6.98**

Jigsaw's polished, almost orchestral sound belies the fact that the basic band is composed of only four members. But in the studio the instrumental setting provides a rich backdrop for Des Dyer's high-spirited lead vocals. There are several single possibilities here but the arresting "Lying" and the wrenching "Only When I'm Lonely" are particularly strong and should wear well with repeated listenings. A deadly accurate aim at the MOR and top 40 market.

**A YEAR AT THE TOP — Greg & Paul — Casablanca NMLP 7068 — Producer: Jay Siegel, Paul Shaffer and Jeff Barry — List: 6.98**

Television exposure can accomplish a great deal but the audio quality is generally not anything to write home about. This album gives this season's freshest faces a chance to show their stuff in a strictly musical setting without meddling third parties and commercials to interfere. The music is heavily weighted toward pop/MOR acceptance, and if that narrows the scope somewhat, they should be given ample credit for capitalizing on their most obvious strengths and doing that quite well.



**THUNDER ISLAND — Jay Ferguson — Asylum 7E-1115 — Producer: Bill Szymczyk — List: 6.98**

Guest player Joe Walsh adds his unmistakable clout to Ferguson's "new and improved" second album, an LP rich in varied textures and a righteous workout for Ferguson's subtle but stylish baritone. Ferguson contributed the lion's share of material to this project though he works just as hard and with an equal amount of conviction on the selections not penned by himself. A nice follow-up to "All Alone In The End Zone."

**WHERE DO WE GO FROM HERE — Rex — Columbia PC 34865 — Producer: Eddie Leonetti — List: 6.98**

Though Rex Smith's crisp lead vocals lend both the name and the drive behind this fiery band, his fellow players are conscientious instrumentalists who deliver a fairly ferocious brand of heavy metal rock. Their work is marked more by a relentless, driving tenacity than by particular melodies but they do smoke from beginning to end. A strong quintet with potent promise.



**THE CAT AND THE FIDDLE — Papa John Creach — DJM DJLPA-11 — Producer: Jack Richardson & Keith Gravenhorst — List: 6.98**

The ebullient energy of this album is ample evidence of the longevity of the bow-master who doesn't know how to grow old gracefully. As those who have seen him in recent concerts will attest, the liveliness of this LP is no fluke, because even on-stage he is still a wire-dancing dynamo with quick feet and sizzling strings. Papa John takes some time here to sing some soft ones just to keep the program balanced but most of the album is peppered with upbeat selections.

## Spinners' Manager Strives To Further Band's Longevity

by Charles Paikert

NEW YORK — It may be surprising to hear that the personal manager of an enormously popular vocal group, whose performing career already spans 21 years, is primarily concerned with preserving and enhancing the group's "longevity."

Yet that's precisely the goal of Buddy Allen, personal manager of the Spinners and head of Buddy Allen Management, Inc., where, according to Allen, "we deal in careers."

Those careers also include those of Ronnie Dyson, Sister Sledge, The Charisma Band, and Jeree Palmer, the artists currently included on the firm's roster. But the Spinners, Allen's best-known act, provide a graphic illustration of how he is best able to implement his career-oriented managerial strategy.

"If longevity is your goal, you've got to reach out for the kind of audience that will help you achieve that longevity." That audience, Allen believes, can be found among the patrons who attend concerts in certain theatre venues across the country. As examples, he cited the Westbury Music Fair on Long Island, the Mill Run in Chicago, The Greek Theatre in Los Angeles, and the Painter's Mill in Maryland.

Despite the inherently restricted financial profit derived from theatre appearances, Allen is convinced the long-run benefits make the theatres worthwhile. "They're what I call the career places," Allen commented, "because you can play them year after year, whether you have a hot record or not. It's here where you can build a lasting career, because if you make those fans, they'll be with you every year."

Another key element of Allen's managing strategy has been to maintain a group image and cultivate the public's perception of the group as a vocal unit, rather than as a collection of individual singers. This image was put to the test early this year when, after four and a half years as co-lead vocalist, Phillipe Wynn left the Spinners.

Overall, Allen observed, "Phillipe made great contributions to the group, but the Spinners are a five-man act, and there are four leads in the Spinners. We have never publicized any one member of the group. It's always been, collectively, the Spinners."

"Without Wynn," Allen continued, "I think it's been more of an attitude with the fans of

"let's see what they can do." After Jonathan Edwards was hired to replace Wynn, Allen maintains, fan reaction and reviews of the Spinners' stage show indicate that the "challenge" of Wynn's departure "has been met very successfully." The most important challenge, of course, will be the market reaction to the Spinners' recently released single, "Heaven On Earth."

While Allen emphasizes career longevity, the short-term and day-to-day decisions involved in managing a contemporary group are far from ignored at Allen's management firm. Booking larger concert dates at major urban sports arenas, for example, also provides a severe test of Allen's managerial skill.

"It's very important for a major black act," Allen says, "if they're going to play a large venue, to have two or three other good acts that currently have hot records. Every place that we had the right package — the right acts — we have done well. Where we did not have the right package, we did not do as well."

Just as careful booking is invaluable to a group's stage career, Allen feels that a manager must be involved with all phases of the group's studio activities. Consequently, Allen maintains a close relationship with Thom Bell, the Spinners' producer, and Jerry Greenberg, president of the group's current label, Atlantic Records.

"Thom Bell will send me the tape when he finishes recording the Spinners," Allen related. "Usually he and I agree on what we think the stronger sides are. Sometimes there's been a bit of disagreement, but we've always been able to work it out between us."

Once the single and album cuts are selected, however, there is still another obstacle to airplay, one that Allen feels is degrading to a well-established black act. That obstacle is, of course, the unwritten law that unless a black artist is in the Stevie Wonder superstar category, his record must first become a bona fide R&B hit before it can "crossover" to mass pop airplay.

"I think it's a cop-out," Allen said. "Why should an established act have to 'prove' themselves first at the R&B radio stations? If the record's good, the major stations should play it right away. Why do they have to wait?"

## Mushroom Is Permitted By Court To Release The 'Magazine Tapes'

(continued from page 9)

Mushroom is still prohibited from releasing a tape of a live concert recorded in San Bernardino, California.

On August 9, 1977, U.S. District Judge Donald Voorhees modified his March 10, 1977 ruling that Mushroom Records owned the "Magazine tapes" but was restrained, temporarily, from releasing them. Prior to the March 10 order it had been represented to the court by the defendant (Heart) that the tapes in question were incomplete and less than commercial quality.

According to the August 9 court order, "In enjoining the plaintiff (Mushroom) from the use of those tapes for commercial purposes, it was the intent of the court to give the defendants an opportunity, working with the plaintiff, to make such modifications in those tapes as would insure that release of the recordings made from those tapes would not in any way damage the professional reputation of defendants."

"Although the plaintiff has offered defendant the opportunity to improve the quality of those tapes in any way that defendants thought necessary or desirable, defendants have elected not to accept the offer,

nor do anything, to correct the alleged deficiencies in those tapes."

The court was very careful in pointing out that by the current decision, it did not in any way reach the merits of the controversy. "The court is still unable to determine from the affidavits, which of the parties will probably prevail at a trial on the merits. If, at trial, it is determined that defendant should not have been able to make commercial use of the tapes in question, defendants have their remedy in damages."

Each "Magazine" album will contain the following statement: "Mushroom Records regrets that a contractual dispute has made it necessary to complete this record without the cooperation or endorsement of the group Heart, who have expressly disclaimed artistic involvement in completing this record."

"We did not feel that a contractual dispute should prevent the public from hearing and enjoying these incredible tunes and recordings."

The album was premiered on various Seattle radio stations on August 24 with its premiere on Los Angeles radio on August 25.

## Yes/Donovan

MADISON SQUARE GARDEN, NYC — Presenting their first group album in two and one-half years in a live context, Yes has taken to the road with a new attitude, one that allows them to infuse music of the group's past and present with the same fresh energy and generous spirit.

For the current tour's concert set, Yes has chosen to completely avoid material from their two most experimental LPs, "Tales From Topographic Oceans" and "Relayer," the album that preceded their newest, "Going For The One." This seems to be a partial concession to the tastes of keyboardist Rick Wakeman, who rejoined the band for the new album and tour. The fringe benefits of this decision, however, are numerous. Drummer Alan White, who always remained a basic rock and roll drummer while the other instrumentalists explored dissonances and skewed counter-rhythms, is now making musical contributions in addition to anchoring the beat. Yes has the room to perform many favorite selections from their past albums, sparking delighted reactions from the band and crowd alike.

The chemistry was obvious in pieces as diverse as the hard-rocking shuffle, "I've Seen All Good People," and the lengthiest

composition on the new album, "Awaken," during which the band journeyed through several dynamic peaks and valleys. Other highlights included a flawless rendition of "Close To The Edge," and a version of "And You And I" that began dramatically and completed the full circle to its spine-tingling close.

In a spirit of unabashed showmanship, Yes saved the most exciting for last, with a first encore comprising "Roundabout" and "Starship Trooper." The latter built into an outrageously flashy riff trade-off between Wakeman and guitarist Steve Howe, whose breadth of imagination is always matched by masterful execution. With the crowd duly fired up, Yes couldn't depart until lead vocalist Jon Anderson emerged to lead the band through the "I've Seen All Good People."

Opening the evening was Donovan, fronting a new five-piece band that will accompany him on the entire Yes tour. Though he is out on the road promoting a new album, his repertoire of past hits is still in greater demand than his more recent material. Thus, the best response was elicited by numbers such as his pop favorite, "Mellow Yellow," and the heavy rocking "Hurdy Gurdy Man." **phil dimauro**

## Commodores/Emotions

THE FORUM, L.A. — Without a doubt this is the year of the Commodores who have garnered awards, commendations and resolutions from cities around the country, along with having been accorded the honor of being cited in the record of the 95th Congress.

What can one expect to see when rushing to view the oft honored Alabamians about the business of doing what they do best? Extra-terrestrial beings? Spirits who have taken the time from ethereal chores to meander down to earth to spend a moment with the earthbound?

I'm still not certain. Whatever the case the Commodores' performance before a sold out house is proof positive that they are deserving of all the musical accolades heaped at their doorstep.

Zooming off to a melodic start, Lionel Richie on piano crooned "Zoom," a tune he penned, to the excited throng. Following the lead of all concert-oriented groups in this age of theatricality, the Commodores presented renditions of all their greats — "Fancy Dancer," "Easy," "High On Sunshine," "Just To Be Close To You," "Come Inside" — which evolved out of a maze of lights and a cacophony of music and detonating cannons.

"Brick House," the finale, brought the house to its feet. The presence of four bikini-clad beauties who danced with the gyrating group members added a sauciness to the number that was well received. The audience demanded and got an encore.

The Commodores, some think, have reached their peak. The truth is that they are still climbing, exploring, surging ever upward and will surely be listed with such greats as Earth, Wind & Fire and War. Only personal taste will be responsible for appointing any one of the groups the number one spot.

The lovely and talented sister act, the Emotions, opened the evening for the Commodores and stunned the audience with tunes from their last two albums. Raised on gospel, the sisters caught the vibrations from the excited audience and soul-sang them to a fever pitch, showing the power of that root source. Ending the evening with the hit that has reached the top of the pop charts, "Best Of My Love," the Emotions drew praises from the mesmerized audience who could only admit that the Emotions, though great on record, are even greater in person. Rejoice! **joe nazel**

## Dave Mason/Heart

NASSAU COLISEUM, UNIONDALE, NY — Although this concert was scheduled to begin at 8 p.m., sets by two other bands and a couple of long intermissions delayed Mason's appearance until nearly 11. However, his set proved to be well worth the wait.

Most of the material performed by Mason and his band is included on his double Columbia album, "Certified Live." The set opened with several acoustic numbers, among them Don Henley's "Take It To The Limit" and Mason's own "Give Me A Reason." Although co-lead vocalist Mike Finnigan provided some nice harmony here, his harmonica playing was awful. Fortunately, this talented keyboardist stuck to his main instruments through the rest of the set.

Starting with Mason's "World In Changes," and progressing through such numbers as "Feelin' Alright," "Show Me Some Affection" and "Share Your Love," Mason displayed the hard-rocking, virtuoso guitar work for which he has been famous since his days with Traffic. The style hasn't changed much over the years, but neither has he lost any of his speed or his ability to build riff upon riff until he achieves

a stunning climax.

Assisted by a very tight and frequently brilliant backup band, Mason took the audience higher and higher. People were dancing in the aisles and clapping at their seats. By the time the group reached the highpoint of their repertoire, an amazingly powerful rendition of Dylan's "All Along The Watchtower," their listeners seemed completely involved in the music. Response was also very good to the more laidback title cut from Mason's current album, "Let It Flow."

Portrait recording artists Heart, sandwiched between Mason and a local band, had less of an impact, despite the high quality of their set. The first few numbers, including "Silver Wheels" and "Soul Of The Sea," were acoustically-oriented folk-rock and featured some of the group's most interesting harmonic experiments. But their listeners were expecting the more commercial sound of "Magic Man," "Crazy On You" and "Barracuda," all of which came along later in the set. Therefore, despite Ann Wilson's penetrating vocals and the band's high level of musicianship, they didn't generate much enthusiasm until they were almost ready to leave the stage. **ken terry**

## On Jazz

# TOP 40 JAZZ ALBUMS

	Weeks On 8/27 Chart		Weeks On 8/27 Chart
1 <b>FREE AS THE WIND</b> THE CRUSADERS (Blue Thumb/ABC BT-6029)	1 13	21 <b>FANTAZIA</b> NOEL POINTER (Blue Note/UA BNLA 736-H)	20 15
2 <b>AL JARREAU LIVE IN EUROPE/LOOK TO THE RAINBOW</b> (Warner Bros. WB 2BZ 3052)	3 9	22 <b>BOBBY KRIEGER &amp; FRIENDS</b> (Blue Note/UA BNLA 66414)	23 6
3 <b>LIFELINE</b> ROY AYERS UBIQUITY (Polydor PD 1-6108)	4 11	23 <b>BREEZIN'</b> GEORGE BENSON (Warner Bros. BS 2919)	24 21
4 <b>LIFESTYLE (LIVING &amp; LOVING)</b> JOHN KLEMMER (ABC AB 1007)	2 13	24 <b>DAVID SANBORN BAND</b> (Warner Bros. 3051)	26 6
5 <b>MORE STUFF</b> STUFF (Warner Bros. WB BS 3061)	5 9	25 <b>BACK TOGETHER AGAIN</b> CORYELL/MOUZON (Atlantic SD 18220)	25 8
6 <b>STAIRCASE</b> KEITH JARRETT (ECM/Polydor 21090)	6 11	26 <b>SERENGETI MINSTREL</b> SONNY FORTUNE (Atlantic 18225)	33 2
7 <b>HEAVY WEATHER</b> WEATHER REPORT (Columbia PC 34418)	7 23	27 <b>LOVE NOTES</b> RAMSEY LEWIS (Columbia PC 34696)	22 16
8 <b>FRIENDS AND STRANGERS</b> RONNIE LAWS (Blue Note/UA BNLA 730H)	8 19	28 <b>MAIN SQUEEZE</b> CHUCK MANGIONE (A&M SP 4612)	29 5
9 <b>PLATINUM JAZZ</b> WAR (Blue Note/UA BNCA 690-J2)	12 5	29 <b>TURN THIS MUTHA OUT</b> IDRIS MUHAMMAD (Kudu/CTI JU 35)	27 15
10 <b>RIGHT ON TIME</b> BROTHERS JOHNSON (A&M SP 4644)	11 15	30 <b>CONQUISTADOR</b> MAYNARD FERGUSON (Columbia PC 34457)	28 23
11 <b>LIVE!</b> LONNIE LISTON SMITH (RCA APL 1-2433)	9 8	31 <b>QUINTESSANCE</b> BILL EVANS (Fantasy 9529)	30 6
12 <b>IN FLIGHT</b> GEORGE BENSON (Warner Bros. BSK 2983)	13 29	32 <b>REVELATION</b> CHARLES EARLAND (Mercury SRM 1-1149)	32 5
13 <b>FINGER PAINTINGS</b> EARL KLUGH (Blue Note/UA BNLA 737H)	10 11	33 <b>SCARLET RIVERA</b> (Warner Bros. BS 3060)	31 6
14 <b>ELEGANT GYPSY</b> AL Di MEOLA (Columbia PC 34461)	14 20	34 <b>MUSIC IS MY SANCTUARY</b> GARY BARTZ (Capitol ST 11647)	34 12
15 <b>TIM WEISBERG BAND</b> (United Artists UA-LA 733G)	17 4	35 <b>MUSIC FROM OTHER GALAXIES &amp; PLANETS</b> DON ELLIS & SURVIVAL (Atlantic SD 18227)	37 3
16 <b>V.S.O.P.</b> HERBIE HANCOCK (Columbia PG 34688)	15 19	36 <b>SWEET BEGINNINGS</b> MARLENA SHAW (Columbia PC 34458)	35 4
17 <b>3 OR 4 SHADES OF BLUES</b> CHARLES MINGUS (Atlantic SD 1700)	21 4	37 <b>COMIN' THROUGH</b> EDDIE HENDERSON (Capitol ST 11671)	39 2
18 <b>LAND OF MAKE BELIEVE</b> CHUCK MANGIONE (Mercury SRM 1684)	19 7	38 <b>ARC</b> CHICK COREA (ECM 1009)	— 1
19 <b>SUPER TRIOS</b> McCOY TYNER (Milestone/Fantasy M-55003)	16 11	39 <b>SKY ISLANDS</b> CALDERA (Capitol 11658)	— 1
20 <b>TAILOR MADE</b> BOBBI HUMPHREY (Epic 34704)	18 11	40 <b>SERGIO MENDES AND THE BRASIL '77</b> (Elektra 7E-1102)	— 1

Jazz activity in the west is certainly as great as around New York but one thing that New York doesn't have is **Carl Jefferson** and his Concord label. The label has been in business perhaps four years but in that time, he has built up a remarkable catalog featuring the likes of **Herb Ellis, Barney Kessel, Charlie Byrd, Ray Brown, Shelly Manne, L.A. Four, Nat Pierce, Billy Berry, Tal Farlow, Richie Kamuca** and many others in the modern mainstream.

Among the many interesting Concord projects in the works is a tribute to **Duke Ellington** which features **Bing Crosby, Rosemary Clooney, Woody Herman and Tony Bennett**. The album, to be released shortly, will be for the benefit of the Duke Ellington Cancer Society.

Other Concord albums in various stages of production are by **George Barnes, Ross Tompkins, Harold Land-Blue Mitchell, Chuck Flores, Kenny Burrell, Richie Kamuca** and **Marshall Royal-Snookie Young**.

**Count Basie** and his orchestra made their annual visit to Disneyland last week. We had the opportunity to hear the band several times and were more impressed than at any time in recent years. Tenorman **Jimmy Forrest** is at the top of his game and **Al Gray** and **Dennis Wilson** are excellent trombone soloists. Drummer **Butch Miles**

seems to improve with every outing and the trumpet section is a strong one. On opening night (the 21st), which happened to be Basie's 73rd birthday, he was presented with a cake by Mickey Mouse! The next album by the big band was recorded live at Montreux and should be available on Pablo in the fall.

The latest report on veteran **Stan Kenton** is that, on doctor's orders, he will wait until February before resuming personal appearances. Stan will spend his time writing, which should please Kenton fans who remember his marvellous ballad arrangements from previous years.

Veteran engineer **Wally Heider** will launch his Hindsight label next week. Heider will bow with twelve albums of big bands from the '30s and '40s, including **Jimmy Dorsey, Claude Thornhill and Les Brown**. Much of the material will be music originally recorded for radio station transcription services, and Heider has worked laboriously for more than a year in order to obtain rights to the material.

Forthcoming Blue Note albums will feature **Bobby Hutcherson** and **Barbara Carroll**.

Jazz Chronicles (formerly Jazzz) is now being represented nationally by **Earl Horowitz**, who also represents Concord Jazz and Pausa.

bob porter



**THE FAMILY THAT SWINGS TOGETHER** — Ronnie Laws' recent concert at the Santa Monica Civic, the last date on his North American tour was the scent of a family reunion for the Laws family. Pictured above, from left to right: Jeff Cheen (Far Out Productions), Deborah Laws (Ronnie's sister), Ronnie Laws, Eloise Laws, Ursula Neimes (U.A. Records) Carole Sidlow (William Morris), Steve Gold (Far Out Productions), Alvin John Waples (L.A. Disc Jockey), Mr. Laws (Ronnie's dad) below: Ronnie Laws Jr. and Ron Russom (William Morris).

## JAZZ ALBUM PICKS

**NIGHTWINGS** — Stanley Turrentine — Fantasy 9534 — Producer: Stanley Turrentine — List: 6.98

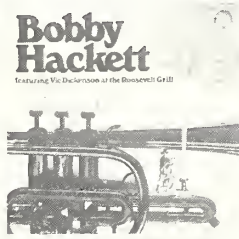
T does not mess around when he records! Whether it be some groovy blues ("Papa T") or current pops his big heavy tenor is right out front. Superb arrangements by Claus Ogerman, who knows how to stay out of the way when he should, and a bevy of New York pros inspire Turrentine and the results are, by some margin, the best work he has produced for Fantasy. A definite smash and a good bet for charts whether they be R&B, Jazz or Pop.

**THE RODGERS AND HART SONGBOOK** — Ella Fitzgerald — Verve 2519 — List: 8.98

Verve seems to be concentrating on the MOR side of Ella in their reissues thus far. This one presents thirty-four time honored standards by the great song writing team. There is orchestral accompaniment by Buddy Bregman but little solo playing. Still fans of the great American song should be delighted with this.

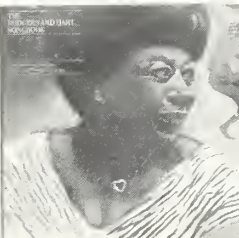
**JAYWALKIN'** — Niels Henning, Orsted Pederson — Inner City 2041 — Producer: Niils Winther — List: 6.98

Pederson ranks with Mingus, Clarke, Brown and Carter as one of the great bass players in the world. In a quartet setting with Phillip Catherine and Billy Higgins he essays six originals and three standards in an exceptional manner. Stimulating modern jazz of special importance to bass fans.



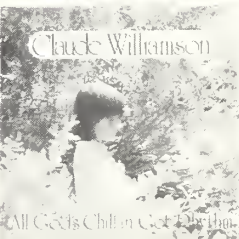
**BOBBY HACKETT FEATURING VIC DICKENSON** — Chiaroscuro 161 — Producer: Hank O'Neal — List: 6.98

This fine quintet recorded live at the Roosevelt Grill is a mainstreamers delight. Hackett, Dickenson and pianist Dave McKenna are all consistent soloists and the rhythm is fine throughout. The program is more traditional than one might expect from these gents but the reasons for that are presented in the producer's somewhat defensive notes. Good live sound and a solid consistent set from some great pros.



**JAY HAWK** — A Buck Clayton Jam Session — Chiaroscuro 163 — Producer: Hank O'Neal — List: 6.98

Two lengthy jams from sessions that produced two earlier albums in the BCJS series. The ensembles contain musicians associated with a variety of different eras and styles yet there is no conflict or clash. Budd Johnson, Milt Hinton and Earle Warren are common to both sides and, indeed, these men acquit themselves as well as any. Stirring, organized jams with excellent moments from a roster of giants too numerous to mention.



**ALL GOD'S CHILLUN GOT RHYTHM** — Claude Williamson — Seabreeze 1003 — Producer: Toshiya Taenaka — List: 6.98

At this time when there is more jazz being issued (and reissued) it frequently falls to the little labels to spotlight neglected veterans. Pianist Williamson, a prominent West Coaster twenty years ago, has not been heard from in some time. Upon listening to the music here that is surprising because Williamson is an engaging modernist with roots in Bud Powell and everything he plays here is a delight. Piano fans will enjoy.

## WJZV-FM — NEW YORK — Tom Moroz

*Most Active:*  
Eric Carmen  
Grateful Dead  
Doobie Bros.  
Be Bop Deluxe  
City Boy  
Fleetwood Mac  
Crosby, Stills & Nash  
Crawler  
Yes  
Bruce Springsteen  
Southside Johnny & Asbury Jukes  
Geils  
Bob Marley & Wailers  
Heart  
Pure Prairie League  
Alan Parsons Project  
Horslips  
Supertramp  
Animals  
Dan Fogelberg

*Adds:*  
Utopia — Oops, Wrong Planet — Bearsville  
Tom Scott — Blow It Out — Epic  
Chris Hillman — Clear Sailing — Elektra  
Happy The Man — Arista  
Waves — Polydor  
Earl Scraggs Revue — Strike Anywhere — Columbia  
Foghat — Bearsville  
Jay Ferguson — Thunder Island — Asylum  
Jay Boy Adams — Atlantic  
Rabbit — WB  
100% Whole Wheat — AVI  
Patrick Moraz — Out In The Sun — IMP

## WPLJ-FM — NEW YORK — Corinne Baldassano

*Most Active:*  
Fleetwood Mac  
Crosby, Stills & Nash  
Peter Frampton  
James Taylor  
Steve Miller Band  
Heart  
Yes  
Grateful Dead  
Rita Coolidge  
Dan Fogelberg

*Adds:*  
Carole King — Hard Rock Cafe (45) — Capitol  
Carly Simon — Nobody Does It Better (45) — Elektra  
Stevie Wonder — Another Star (45) — Motown

## WLIR-FM — LONG ISLAND — Denis McNamara

*Most Active:*  
Grateful Dead (Side 2, Estimated, Dancin')  
Doobie Bros. (Little Darlin', Made That Way)  
Steve Miller Band (Sacrifice, Swingtown, My Own Space)  
Utopia (Love In Action, Crazy Lady Blue, Marriage)  
Pure Prairie League (Amie, KC Southern)  
Firefall (So Long, Even Steven)  
Foghat (Slow Ride, I Just, Fool For)  
Peter Frampton (Want You, Heart On)  
Alan Parsons Project (Breakdown, Wouldn't Want)  
Gary Ogan (Over And Over, Foolish Love, One Love)  
Animals (Lonely Ave., It's All Over, Just A Little)  
Elvin Bishop (Juke Joint, Fooled, Travellin' Shoes)  
Dan Fogelberg (Netherlands, False Face)  
Robert Gordon (Red Hot, Sweet Surrender)  
Fleetwood Mac (Don't Stop, Dreams)  
Be Bop Deluxe (Sister Sea Gull)  
Styx (Superstars)  
Roger Daltrey (Avenging Annie, Say I)  
Charlie (Pressure Point, Turning)

*Adds:*  
Doobie Bros. — Living On The Fault Line — WB  
Utopia — Oops, Wrong Planet — Bearsville  
City Boy — Young Men Gone West — Mercury  
Foghat — Bearsville  
Pure Prairie League — Live! Takin' The Stage — RCA  
Chris Hillman — Clear Sailing — Elektra  
Dominick Troiano — Capitol  
Iggy Pop — Lust For Life — RCA  
Donovan — Arista  
Dick Gregory — Tomato

## WBAB-FM — LONG ISLAND — Bernie Bernard

*Most Active:*  
Grateful Dead (Passenger)  
Peter Frampton (Heart On The Line)  
Donovan (Lonely Boy)  
Styx (Fooling)  
Steve Miller Band (Swingtown)  
Steve Winwood (Hold On)  
Doobie Bros.  
James Taylor  
Dan Fogelberg  
Bonnie Raitt  
Cat Stevens  
Neil Young  
Heart  
Little Feat  
Utopia  
Dingoes  
Pierce Arrow  
Dave Mason  
Carole King

*Adds:*  
Doobie Bros. — Living On The Fault Line — WB  
Donovan — Arista  
Utopia — Oops, Wrong Planet — Bearsville  
City Boy — Young Men Gone West — Mercury  
Pure Prairie League — Live! Takin' The Stage — RCA  
Foghat — Bearsville  
Papa John Creach — Amherst  
Patrick Moraz — Out In The Sun — IMP

## WRNW-FM — WESTCHESTER — Meg Griffin

*Most Active:*  
Elvis Presley  
Stevie Wonder  
Peter Frampton  
Geils  
Steve Miller Band  
Bob Seger

James Taylor  
Bob Marley & Wailers  
War  
Grateful Dead  
Animals  
Firefall  
Weather Report  
Deaf School  
Robert Gordon  
Rumour  
Crosby, Stills & Nash  
Roger Daltrey  
Television  
Fleetwood Mac

*Adds:*  
Max's Kansas City  
Doobie Bros. — Living On The Fault Line — WB  
Iggy Pop — Lust For Life — RCA  
Utopia — Oops, Wrong Planet — Bearsville  
City Boy — Young Men Gone West — Mercury  
Cheap Trick — Epic  
Ram Jam — Epic  
Patrick Moraz — Out In The Sun — IMP  
Pure Prairie League — Live! Takin' The Stage — RCA

## WJKL-FM — CHICAGO — Tom Marker

*Most Active:*  
Crawler  
Rumour  
Elvin Bishop  
Greg Kinn  
Grateful Dead  
Bonnie Raitt  
Little Feat  
City Boy  
Steve Winwood  
Freddie King

Supertramp  
10cc  
Alan Parsons Project  
Charlie  
Rumour  
Fleetwood Mac

*Adds:*  
City Boy — Young Men Gone West — Mercury  
Crawler — Epic  
Dennis Wilson — Pacific Ocean Blue  
Caribou  
Lester Young — Polydor  
Mike Bloomfield — Onalene — Takoma  
Vassar Clements — Flying Fish  
Jethro Burns — Flying Fish  
Howie Newman — Blasted In The Bleachers (45) — Major League Records

## KLOS-FM — LOS ANGELES — Ruth Plinedo

*Most Active:*  
Yes  
Crosby, Stills & Nash  
James Taylor  
Heart

*Adds:*  
Styx — The Grand Illusion — A&M  
Doobie Bros. — Livin' On The Fault Line — WB

## KMET-FM — LOS ANGELES — Billy Juggs

*Adds:*  
Doobie Bros. — Livin' On The Fault Line — WB  
Foghat — Bearsville  
Fools Gold — Mr. Lucky — Columbia

## KNX-FM — LOS ANGELES — Michael Sheeby

*Most Active:*  
Eric Carmen  
Libby Titus  
Dan Fogelberg

# MOST ADDED FM LPS

1. Doobie Brothers — Living On The Fault Line — WB
2. Foghat — Live — Bearsville
3. City Boy — Young Men Gone West — Mercury
4. Utopia — Oops, Wrong Planet — Bearsville
5. Pure Prairie League — Live! Takin' The Stage — RCA  
Donovan — Arista
6. Iggy Pop — Lust For Life — RCA
7. Prism — Ariola  
Crawler — Epic
8. Ram Jam — Epic  
Cheap Trick — Epic  
Chris Hillman — Clear Sailing — Elektra

Roy Buchanan  
Meters  
Bobby Bland  
Dillard, Hartford, Dillard  
Strawbs  
Bob Marley & Wailers  
Rusty Weir  
Little River Band  
Robert Gordon  
Mink DeVille

*Adds:*  
Count Basie — Pablo  
Melissa Manchester — Arista  
Murray McLauchlan — Hard Rock Town — True North  
Willie Dixon — Ovation  
Cheap Trick — Epic  
Jay Ferguson — Asylum  
Chris Hillman — Clear Sailing — Asylum  
John Mayall — ABC  
CTI Summer Jazz 1-3  
Earl Scraggs — Columbia  
Utopia — Oops, Wrong Planet — Bearsville  
Foghat — Bearsville  
Pure Prairie League — Live! Takin' The Stage — RCA

## WKQX-FM — CHICAGO — Bob King

*Most Active:*  
Supertramp  
UFO  
Crosby, Stills & Nash  
Styx  
Yes  
The Outlaws  
Foghat  
Dan Fogelberg  
Kenny Loggins  
Roger Daltrey  
Heart  
Ted Nugent  
Grateful Dead  
Steve Winwood  
Firefall  
Utopia  
Charlie

*Adds:*  
Foghat — Live — Bearsville  
Utopia  
Oops, Wrong Planet — Bearsville  
City Boy — Young Men Gone West — Mercury  
Cheap Trick — Epic  
Doobie Bros. — Living On The Fault Line — WB

## WXRT-FM — CHICAGO — Bob Gelmf

*Most Active:*  
Steve Winwood  
Styx  
Grateful Dead  
Peter Frampton  
Neil Young  
Crosby, Stills & Nash  
Cheap Trick  
Dan Fogelberg  
Yes  
Roger Daltrey  
Heart  
Burton Cummings  
Geils

Alan Parsons Project  
Carole King  
Firefall  
Alan Clark  
Crosby, Stills & Nash  
Carole Bayer Sager  
Andy Pratt  
Illusion  
Steve Winwood  
Pam Rose  
Paul Williams  
Peter McCann

*Adds:*  
Linda Ronstadt — Blue Bayou (45) — Elektra  
Eric Carmen — She Did It (45) — Arista  
Cliff Richard — Try A Smile (45) — Rocket  
Linda Ronstadt — Simple Dreams — Elektra  
Doobie Bros. — Living On The Fault Line — WB  
Chris Hillman — Clear Sailing — Elektra  
Crystal Gayle — We Must Believe In Magic — UA  
Harry Chapin — Dance Band On The Titanic — Elektra  
Blue — Rocket  
Terrence Boylan — Elektra  
Gary Ogan — Paradise  
Cate Bros. — Elektra  
Sweet Comfort — Maranatha

## KWST-FM — LOS ANGELES — Charlie Kendall

*Most Active:*  
Steve Winwood  
Crosby, Stills & Nash  
Steve Miller Band  
Yes  
Peter Frampton  
Alan Parsons Project  
Heart  
Geils  
Charlie  
Styx  
Mink DeVille  
Grateful Dead  
UFO  
Firefall  
Little River Band

*Adds:*  
Doobie Bros. — Living On The Fault Line — WB  
Foghat — Bearsville  
Prism — Ariola  
Stillwater — Capricorn  
Utopia — Oops, Wrong Planet — Bearsville  
Ringo Starr — Wings (45) — Atlantic

## WIOQ-FM — PHILADELPHIA — Helen Leicht

*Most Active:*  
Grateful Dead (Estimated)  
Steve Winwood (Time, Vacant)  
Foreigner (War)  
Steve Miller Band (Swingtown, Stake)  
Alan Parsons Project (Breakdown)  
Yes (Going, Turn)  
Lake (Time Bomb)  
City Boy (The Man Who Ate His Car, Young Men)  
Firefall (Head On, Getaway)  
Animals (Just A Little)  
Charlie (Turning)  
Murray McLauchlan (Hard Rock Town, Well, Well)  
Little Feat (Time)

Styx (Sailing, Fooling)  
Dennis Wilson (River)  
Head East  
Heart (Barracuda)  
Supertramp (In The Quietest)  
Eric Carmen (Marathon, Take It)

*Adds:*  
City Boy — Young Men Gone West — Mercury  
Donovan — Arista  
Foghat — Bearsville  
Tropea — TK  
Patrick Moraz — Out In The Sun — IMP  
Pure Prairie League — Live! Takin' The Stage — RCA  
Doobie Bros. — Living On The Fault Line — WB  
John Mayall — ABC  
Kate Taylor — Shoop, Shoop Song (45) — Columbia  
Ringo Starr — Wings (45) — Atlantic

## WMMR-FM — PHILADELPHIA — Ed Seller

*Most Active:*  
Dan Fogelberg  
Crosby, Stills & Nash  
James Taylor  
Sanford-Townsend Band  
Ted Nugent  
Steve Winwood  
Yes  
Carole King  
Alan Parsons Project  
Firefall  
Grateful Dead  
Neil Young  
John Klemmer  
Roger Daltrey  
Little River Band  
Elvin Bishop  
The Outlaws  
The Strawbs  
Rainbow

*Adds:*  
Linda Ronstadt — Blue Bayou (45) — Elektra  
Doobie Bros. — Living On The Fault Line — WB  
Iggy Pop — Lust For Life — RCA  
Donovan — Arista  
Chunki, Novi, Ernie — WB  
Foghat — Bearsville  
Utopia — Oops, Wrong Planet — Bearsville

## WYSP-FM — PHILADELPHIA — Sonny Fox

*Most Active:*  
Supertramp  
Crosby, Stills & Nash  
Dan Fogelberg  
Foreigner  
Kiss  
Yes  
James Taylor  
Heart  
Alan Parsons Project  
Steve Winwood  
Carole King  
Fleetwood Mac  
Steve Miller Band  
Peter Frampton  
Sanford-Townsend Band  
ELO  
Elvin Bishop  
Grateful Dead  
Little River Band  
Doobie Bros.

*Adds:*  
Doobie Bros. — Living In The Fault Line — WB  
City Boy — Young Men Gone West — Mercury  
Cheap Trick — Epic  
Donovan — Arista  
Murray McLauchlan — Hard Rock Town — True North  
Patrick Moraz — Out In The Sun — IMP  
Prism — Ariola  
Ram Jam — Epic  
Utopia — Oops, Wrong Planet — Bearsville  
100% Whole Wheat — AVI

## WBAX-FM — DETROIT — Dennis Cavender

*Most Active:*  
Fleetwood Mac  
Crosby, Stills & Nash  
James Taylor  
Yes  
Peter Frampton  
Steve Miller Band  
Ted Nugent  
Alan Parsons Project  
Grateful Dead  
Frankie Miller  
Bob Marley & Wailers  
Steve Winwood  
Firefall  
Styx

*Adds:*  
Doobie Bros. — Living On The Fault Line — WB  
Foghat — Bearsville  
Iggy Pop — Lust For Life — RCA  
Jay Ferguson — Thunder Island — Asylum  
Ram Jam — Epic  
Prism — Ariola  
Ringo Starr — Wings (45) — Atlantic

## WWWW-FM — DETROIT — Joe Urbiel

*Most Active:*  
Fleetwood Mac  
Foreigner  
Crosby, Stills & Nash  
Steve Miller Band  
Heart  
Peter Frampton  
Yes  
James Taylor  
Alan Parsons Project  
Frankie Miller  
Bob Seger  
Steve Winwood  
Styx  
Roger Daltrey  
Ted Nugent  
Geils  
Cat Stevens

Supertramp  
 Firefall  
 Grateful Dead  
**Adds:**  
 Crawler — Epic  
 Stillwater — Capricorn  
 Animals — Before We Were So Rudely Interrupted — Jet/UA  
 Mylon LeFevre — Weak At The Knees — WB  
 Grateful Dead — Terrapin Station — Arista  
 City Boy — Young Men Gone West — Mercury  
 Coliseum II — Electric Savage — MCA

**KSAN-FM — SAN FRANCISCO — Beverly Wilshire**

**Most Active:**  
 Mink DeVille  
 Iggy Pop  
 Be Bop Deluxe  
 Crawler  
 Greg Kihn  
 Crosby, Stills & Nash  
 Grateful Dead  
 Dennis Wilson  
 Steve Winwood  
 Geils

**Adds:**  
 Iggy Pop — Lust For Life — RCA  
 Patti LaBelle — Epic  
 Cheap Tricks — Epic  
 Jackie Lomax — Floating — Capitol  
 Utopia — Oops, Wrong Planet — Bearsville  
 Foghat — Bearsville  
 Doobie Bros. — Living On The Fault Line — WB

**KYA-FM — SAN FRANCISCO — Jay Hansen**

**Most Active:**  
 Crosby, Stills & Nash  
 Fleetwood Mac  
 Grateful Dead  
 Kiss  
 Steve Miller Band  
 Ted Nugent  
 Alan Parsons Project  
 James Taylor  
 Yes  
 Mink DeVille

**Adds:**  
 Iggy Pop — Lust For Life — RCA  
 Utopia — Oops, Wrong Planet — Bearsville  
 Foghat — Bearsville  
 Doobie Bros. — Living On The Fault Line — WB  
 Ram Jam — Epic  
 Cate Bros. Band — Asylum  
 Jay Ferguson — Thunder Island — Asylum  
 Chris Hillman — Clear Sailer — Asylum

**WHFS-FM — WASHINGTON — Bob Young**

**Most Active:**  
 Grateful Dead  
 Steve Winwood  
 Commander Cody  
 Freddie King  
 Bob Marley & Wailers  
 Johnny Winter  
 Rumour  
 Elvin Bishop  
 Ry Cooder  
 Nighthawks  
 Dingoes  
 Animals  
 Don Pullen  
 Be Bop Deluxe  
 Roy Ayers  
 Robert Gordon  
 Murray McLauchlan  
 Happy The Man

**Adds:**  
 Prism — Ariola  
 John Mayall — ABC  
 Keith Jarrett — Impulse  
 Pure Prairie League — Live! Takin' The Stage — RCA  
 Libby Titus — Columbia  
 Dennis Wilson — Pacific Ocean Blue — Caribou  
 Caldera — Capitol  
 Kalapana III — Abattoir  
 City Boy — Young Men Gone West — Mercury

**WBCN-FM — BOSTON — John Brodey**

**Most Active:**  
 Animals  
 Be Bop Deluxe  
 Commander Cody  
 Crosby, Stills & Nash  
 Fleetwood Mac  
 Foreigner  
 Geils  
 Grateful Dead  
 Heart  
 Little Feat  
 Steve Miller Band  
 Mink DeVille  
 Andy Pratt  
 Bonnie Raitt  
 Cat Stevens  
 Bob Seger  
 James Taylor  
 Ultravox

**Adds:**  
 Doobie Bros. — Living On The Fault Line — WB  
 Mylon LeFevre — Weak At The Knees — WB  
 Jaguar — RCA  
 Charles Mingus — 3 Or 4 Shades Of Blues — Atlantic  
 CTI Summer Jazz 3

**WCOZ-FM — BOSTON — Beverly Mire**

**Most Active:**  
 Fleetwood Mac (Silver Springs)  
 Heart (Love Alive)  
 Crosby, Stills & Nash (Dark Star)  
 Steve Winwood (Vacant Chair)  
 Little River Band (Help Is)  
 Geils (I Do)  
 Steve Miller Band (Jet Airliner)  
 Peter Frampton (Signed, Sealed)  
 Yes (Going For The One)  
 Grateful Dead (Estimated)  
 James Taylor (Your Smiling Face)

Donna Summer (I Feel Love)  
 Bonnie Raitt (Leave Home)  
 Robert Gordon (Summertime)  
 Andy Pratt (Dreams)  
 Doobie Bros. (Little Darlin')  
 Sanford/Townsend Band (Smoke)  
 Eric Carmen (She Did It)  
 Jimmy Buffett (Margaritaville)  
 Styx (Superstars)

**Adds:**  
 City Boy — Young Men Gone West — Mercury  
 Lake — Columbia  
 Doobie Bros. — Living On The Fault Line — WB  
 Carly Simon — Nobody Does It Better (45) — Elektra  
 Stephen Bishop — On And On — ABC

**KZEW-FM — DALLAS — Mike Hedges**

**Most Active:**  
 Crosby, Stills & Nash  
 James Taylor

**Adds:**  
 Doobie Bros. — Living On The Fault Line — WB  
 Utopia — Oops, Wrong Planet — Bearsville  
 Foghat — Bearsville  
 Pure Prairie League — Live! Takin' The Stage — RCA  
 John Mayall — ABC  
 Donovan — Arista  
 Chris Hillman — Clear Sailer — Elektra  
 Jay Ferguson — Thunder Island — Asylum  
 Dingoes — Five Times The Sun — A&M  
 Harry Chapin — Dance Band (45) — Elektra  
 Ringo Starr — Wings (45) — Atlantic

**KSHE-FM — ST. LOUIS — Ted Habeck**

**Most Active:**  
 Yes  
 Crosby, Stills & Nash  
 Little River Band  
 Alan Parsons Project

## MOST ACTIVE FMLPS

1. **CSN — Crosby, Stills And Nash — Atlantic**  
 — Cathedral, Shadow Captain, See The Changes
2. **JT — James Taylor — Columbia**  
 — Your Smiling Face, Handy Man
3. **Going For The One — Yes — Atlantic**  
 — Turn Of The Century, Going For The One, Parallels
4. **I, Robot — Alan Parsons Project — Arista**  
 — Wouldn't Want To Be, Breakdown, I, Robot
5. **Rumours — Fleetwood Mac — WB**  
 — Don't Stop, Dreams, Silver Springs, Chain
6. **The Grand Illusion — Styx — A&M**  
 — Superstars, Castle Walls, Sail Away
7. **I'm In You — Peter Frampton — A&M**  
 — Heart On The Line, Signed, Sealed, Delivered
8. **Steve Winwood — Island**  
 — Lucks, Time Is Running, Hold On
9. **Monkey Island — Geils — Atlantic**  
 — I Do, Monkey Island, Surrender
10. **One Of The Boys — Roger Daltrey — MCA**  
 — Avenging Annie, Say It Ain't So
11. **Book Of Dreams — Steve Miller Band — Capitol**  
 — Sacrifice, Jet Airliner, Jungle Love
12. **Nether Lands — Dan Fogelberg — Epic**  
 — Lessons Learned, Nether Lands, Promises
13. **Little Queen — Heart — Portrait**  
 — Go On And Cry, Barracuda, Little Queen, Say Hello
14. **Terrapin Station — Grateful Dead — Arista**  
 — Estimated Prophet, Dancin' In The Streets, Terrapin
15. **Luna Sea — Firefall — Atlantic**  
 — Even Steven, Head On Home, Only A Fool
16. **Before We Were So Rudely Interrupted — Animals — UA**  
 — Lonely Avenue, Baby Blue, The Fool
17. **Cat Scratch Fever — Ted Nugent — Epic**  
 — Cat Scratch Fever, Live It
18. **Shiver In The Night — Andy Pratt — Atlantic**  
 — Rainbow, All I Want
19. **Lake — Columbia**  
 — On The Run, Time Bomb, Colors
20. **Foreigner — Atlantic**  
 — Cold As Ice, Starrider, Damage Done
21. **American Stars 'N' Bars — Neil Young — WB**  
 — Hurricane, Bite The Bullet, Hey Babe
22. **Let There Be Rock — AC/DC — Atco**  
 — Dog Eat Dog, Problem
23. **Weak At The Knees — Mylon LeFevre — WB**  
 — Second Hand Lady, Love As One, All My Love
24. **In The Quietest Moments — Supertramp — A&M**  
 — Give A Little, Now On, In The Quietest
25. **Celebrate Me Home — Kenny Loggins — Columbia**  
 — Lady Luck, Daddys Back, Celebrate
26. **Live! In The Air Age — Be Bop Deluxe — Capitol**  
 — Made In Heaven, In The Air Age
27. **Crawler — Epic**
28. **Natural Progressions — Leadon/Georgiades Band — Elektra**
29. **Boats Against The Current — Eric Carmen — Arista**  
 — She Did It, Marathon, Take It

Yes  
 Alan Parsons Project  
 Carole King  
 Average White Band & Ben E. King  
 Styx  
 Firefall  
 Grateful Dead  
 Roger Daltrey  
 Fleetwood Mac  
 Steve Miller Band  
 Heart  
 Bob Marley & Wailers  
 Ted Nugent  
 Dan Fogelberg  
 UFO  
 Steve Winwood  
 Kenny Loggins  
 Geils

Roger Daltrey  
 Rare Earth  
 Peter Frampton  
 UFO  
 Crawler  
 Grateful Dead  
 Dan Fogelberg  
 Johnny Winter  
 Burton Cummings  
 Steve Winwood  
 Carole King  
**Adds:**  
 Ram Jam — Epic  
 Pure Prairie League — Live! Takin' The Stage — RCA  
 Dennis Wilson — Pacific Ocean Blue — Caribou  
 Prism — Ariola  
 Foghat — Bearsville

**WDUE-FM — PITTSBURGH — Marcy Posner**

**Most Active:**  
 Crosby, Stills & Nash  
 Dan Fogelberg  
 Peter Frampton  
 Ted Nugent  
 Alan Parsons Project  
 Sanford-Townsend Band  
 James Taylor  
 Yes  
 Kiss

**Adds:**

Donovan — Arista  
 Ram Jam — Epic  
 Tom Petty And The Heartbreakers — ABC  
 Bob Marley & Wailers — Exodus — Island

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

**Most Active:**  
 Crosby, Stills & Nash  
 Foreigner  
 Sanford-Townsend Band  
 Firefall  
 Heart  
 Lake  
 Supertramp  
 Grateful Dead  
 Geils  
 Dave Mason  
 Alan Parsons Project  
 Dan Fogelberg  
 Ted Nugent  
 UFO  
 Steve Winwood  
 Carole King  
 Little Feat  
 The Outlaws  
 Neil Young

**Adds:**

Pure Prairie League — Live! Take The Stage — RCA  
 Waves — Polydor  
 Tom Scott — Blow — Ode  
 Donovan — Arista  
 Ram Jam — Epic  
 Prism — Ariola

**KLOL-FM — HOUSTON — Sandy Mathis**

**Most Active:**  
 Kenny Loggins  
 Supertramp  
 James Taylor  
 Steve Miller Band  
 Crosby, Stills & Nash  
 Alan Parsons Project  
 Fleetwood Mac  
 Steve Winwood  
 Little Feat  
 Atlanta Rhythm Section  
 Heart  
 Cat Stevens  
 Bob Marley & Wailers  
 Rita Coolidge  
 Roger Daltrey  
 Joan Baez  
 Bonnie Raitt  
 Eagles

**Adds:**

City Boy — Young Men Gone West — Mercury  
 Doobie Bros. — Living On The Fault Line — WB  
 Mylon LeFevre — Weak At The Knees — WB  
 Bleu — Another Night Time — MCA  
 Pure Prairie League — Live! Take The Stage — RCA  
 Kiss — Love Gun — Casablanca

**KPFT-FM — HOUSTON — Joe Serbu**

**Most Active:**  
 Be Bop Deluxe  
 Frank Zappa  
 Kuw Rhone  
 Freddie King  
 Kluvs/Cole  
 John Stucky  
 Flora Purim  
 Grateful Dead  
 Tim Weisberg  
 Tangerine Dream

**Adds:**

Dennis Wilson — Pacific Ocean Blue — Caribou  
 Alan O'Day — Advertisers — Pacific  
 Kalapana III — Abattoir  
 Eric Carmen — Boats Against The Current — Arista  
 Sun Ra — Piano Solos — Improv Artists  
 Arc — Various Artists — ECM  
 Rhoda Curtis — UA  
 In Search Of — AVL  
 Chuck Mangione — A&M

**WKLS-FM — ATLANTA — Drew Murray**

**Most Active:**  
 Fleetwood Mac  
 Ted Nugent  
 Foreigner  
 Steve Miller Band  
 Peter Frampton  
 Crosby, Stills & Nash  
 Heart  
 Mylon LeFevre  
 Dan Fogelberg  
 James Taylor  
 Styx  
 Yes  
 Supertramp  
 Carole King  
 Mother's Finest  
 Stillwater  
 Firefall  
 Alan Parsons Project  
 Elvin Bishop  
 Roger Daltrey

**Adds:**

Doobie Bros. — Living On The Fault Line — WB  
 Crawler — Epic  
 Foghat — Bearsville  
 Driver — No Accident — A&M

## LONG BEACH (page 2)

**LIBE-RIVER BAND** — Diamantina Cocktail — Capitol  
**KEZY-FM** — ANAHEIM — Ron Burnstein

**Most Active:**  
 Commander Cody  
 Frankie Miller  
 Animals  
 Mink DeVille  
 Elvin Bishop  
 Styx

**Adds:**  
 Eric Carmen — Boats Against The Current — Arista  
 Donovan — Arista  
 Pure Prairie League — Live! Takin' The Stage — RCA  
 Prism — Ariola  
 Tom Scott — Blow It Out — Ode  
 Iggy Pop — Lust For Life — RCA  
 Crawler — Epic  
 Ram Jam — Epic  
 Earl Scroggs Review — Strike Anywhere — Columbia  
 City Boy — Young Men Gone West — Mercury

**KBPI-FM** — DENVER — Jean Valdez

**Most Active:**  
 Fleetwood Mac  
 Crosby, Stills & Nash  
 James Taylor  
 Firefall

**KZAM-FM** — SEATTLE — Jon Kertzer

**Most Active:**  
 Steve Winwood  
 Bonnie Raitt  
 Dan Fogelberg  
 Crosby, Stills & Nash  
 Norton Buffalo  
 Ry Cooder  
 Firefall  
 Robert Gordon With Link Wray  
 Grateful Dead  
 Carole King  
 Mylon LaFevre  
 Gary Ogan

**Adds:**  
 Doobie Bros. — Living On The Fault Line — WB  
 Pure Prairie League — Live! Takin' The Stage — RCA  
 Chris Hillman — Clear Sallin' — Elektra  
 Terrence Boylan — Elektra  
 Earl Scroggs Review — Strike Anywhere — Columbia  
 Cate Bros. — Asylum  
 Tom Scott — Blow It Out — Epic  
 Stanley Turrentine — Night Wings — Fantasy  
 John Burke — Fancy Picking — Kicking Mule  
 Caldera — Sky Islands — Capitol

**KZOK-FM** — SEATTLE — Mavis MacKowff

**Most Active:**  
 Crosby, Stills & Nash  
 Grateful Dead  
 Supertramp  
 Heart  
 Foreigner  
 Fleetwood Mac  
 Yes  
 Styx  
 James Taylor  
 Alan Parsons Project  
 Firefall

**Adds:**  
 Tom Petty & Heartbreakers — ABC  
 Prism — Ariola  
 City Boy — Young Men Gone West — Mercury  
 Crawler — Epic  
 Ram Jam — Epic  
 Doobie Bros. — Living On The Fault Line — WB  
 Harry Chapin — Dance Band On The Titanic — Elektra  
 Bernie Leadon/Michael Georgiades Band — Natural  
 Progressions — Asylum  
 Robert Gordon With Link Wray — Private Stock

**WINZ-FM** — MIAMI — Dave Souza

**Most Active:**  
 Crosby, Stills & Nash  
 Roger Daltrey  
 Dan Fogelberg  
 Firefall  
 Little River Band  
 Steve Miller Band  
 Styx  
 James Taylor  
 Yes  
 Alan Parsons Project  
 Be Bop Deluxe  
 Pat Travers

**Adds:**  
 City Boy — Young Men Gone West — Mercury  
 Iggy Pop — Lust For Life — RCA  
 Jay Ferguson — Thunder Island — Asylum  
 Doobie Bros. — Living On The Fault Line — WB

**KOME-FM** — SAN JOSE — Dana Jang

**Most Active:**  
 Crawler  
 Robert Gordon With Link Wray  
 Animals  
 Elvin Bishop  
 Crosby, Stills & Nash  
 Firefall  
 Grateful Dead  
 Alan Parsons Project  
 Steve Winwood  
 Yes

**Adds:**  
 Jackie Lomax — Did You Ever Have That Feeling? — Capitol  
 Tom Scott — Blow It Out — Ode  
 Utopia — Oops, Wrong Planet — Bearsville  
 Foghat — Bearsville  
 Rare Earth — Prodigal  
 Emperor — Private Stock  
 Harry Nilsson — Knillsson — RCA  
 Iggy Pop — Lust For Life — RCA  
 City Boy — Young Men Gone West — Mercury

**KSJO-FM** — SAN JOSE — Paul Welts

**Most Active:**  
 Styx  
 Alan Parsons Project

Grateful Dead  
 Geils  
 Crosby, Stills & Nash  
 Yes  
 Mink DeVille  
 Elvin Bishop  
 Kiss  
 UFO  
 Ted Nugent  
 Steve Winwood  
 Widomaker  
 Roger Daltrey  
 Roderick Falconer  
 Crawler

**Adds:**  
 Strangler — A&M  
 Eric Carmen — Boats Against The Current — Arista  
 Cheap Trick — Epic  
 Mother's Finest — Another Mother Further — Epic  
 Colosseum II — Electric Savage — MCA  
 Iggy Pop — Lust For Life — RCA  
 Goldstone & Thom — WB  
 Utopia — Oops, Wrong Planet — Bearsville  
 Dennis Wilson — Pacific Ocean Blue — Caribou  
 Papa John Creech — DJM

**KINK-FM** — PORTLAND, OR — Mike Bailey

**Most Active:**  
 Grateful Dead  
 Carole King  
 Alan Parsons Project  
 Kenny Loggins  
 Crosby, Stills & Nash  
 Trooper  
 Danny O'Keefe  
 Dan Fogelberg  
 Bernie Leadon/Michael Georgiades Band

**Adds:**  
 Mylon LaFevre — Weak At The Knees — WB  
 Kalapana III — Abattoir  
 The Rumour — Max — Mercury  
 Elvin Bishop — Raisin' Hell — Capricorn

**KZEL-FM** — EUGENE, OR — Stan Garrett

**Most Active:**  
 Fleetwood Mac  
 Heart  
 Grateful Dead  
 Firefall  
 Crosby, Stills & Nash  
 The Dingoes  
 Sanford-Townsend Band  
 Andy Pratt  
 Ram Jam  
 Burton Cummings  
 Pablo Cruise

**Adds:**  
 Foghat — Bearsville  
 City Boy — Young Men Gone West — Mercury  
 Crawler — Epic  
 Donovan — Arista  
 Patrick Moraz — Out In The Sun — IMP  
 Happy The Man — Arista  
 Eric Carmen — Boats Against The Current  
 Domenic Troiano — Burning At The Stake — Capitol  
 Libby Titus — Columbia  
 Jackie Lomax — Did You Ever Have That Feeling? — Capitol

**KMYR-FM** — ALBUQUERQUE — Charlie Weir

**Most Active:**  
 Grateful Dead  
 Crosby, Stills & Nash  
 Firefall  
 Alan Parsons Project  
 Yes  
 Steve Winwood  
 James Taylor  
 Steve Miller Band  
 Commander Cody  
 Be Bop Deluxe

**Adds:**  
 Utopia — Oops, Wrong Planet — Bearsville  
 City Boy — Young Men Gone West — Mercury  
 Dennis Wilson — Pacific Ocean Blue — Caribou  
 Prism — Ariola  
 Crawler — Epic  
 Donovan — Arista  
 Iggy Pop — Lust For Life — RCA  
 AC/DC — Atlantic

**WMC-FM** — MEMPHIS — Ron Olson

**Most Active:**  
 Fleetwood Mac  
 Jesse Winchester  
 Dan Fogelberg  
 Foreigner  
 James Taylor  
 Alan Parsons Project  
 Isley Bros.  
 Mac McAnally  
 Steve Miller Band  
 Rita Coolidge  
 Pablo Cruise  
 Elvin Bishop  
 Bernie Leadon/Michael Georgiades Band  
 Jaguar

**Adds:**  
 Gary Ogen — WB  
 Eric Carmen — Boats Against The Current — Arista  
 Mylon LaFevre — Weak At The Knees — WB  
 Sanford-Townsend Band — WB  
 Utopia — Oops, Wrong Planet — Bearsville  
 Foghat — Bearsville  
 Driver — Just A New Way To Say (45) — A&M  
 Lenny LeBlanc — Hound Dog — Big Tree

**WCOL-FM** — COLUMBUS — Guy Evans

**Most Active:**  
 Steve Miller Band  
 Geils  
 Peter Frampton  
 Alan Parsons Project  
 Crosby, Stills & Nash  
 Heart  
 Yes  
 Styx

AC/DC  
 Roger Daltrey  
 James Taylor  
 Dan Fogelberg  
 Steve Winwood  
 Firefall  
 Rumour  
 Bernie Leadon/Michael Georgiades Band  
 Andy Pratt  
 Grateful Dead  
 Neil Young  
 Thin Lizzy (45)

**Adds:**  
 Prism — Ariola  
 Crawler — Epic  
 Eric Carmen — Boats Against The Current — Arista

**WCCC-FM** — HARTFORD — Bill Nosal

**Most Active:**  
 Crosby, Stills & Nash  
 James Taylor  
 Steve Miller Band  
 Peter Frampton  
 Heart  
 Dan Fogelberg  
 Alan Parsons Project  
 Steve Winwood  
 Geils  
 Cat Stevens  
 Little River Band  
 Lake  
 Average White Band  
 Yes  
 Carole King  
 Styx  
 Roger Daltrey  
 Grateful Dead

**WEBN-FM** — CINCINNATI — Denton Marr

**Most Active:**  
 James Taylor (Looking, Honey)  
 Charlie (Johnny, Don't)  
 Kenny Loggins (Celebrate, Daddys)  
 Fleetwood Mac (Dreams)  
 Crosby, Stills & Nash (Shadow Captain, Fair Game)  
 Heart (Love Alive, Little Queen)  
 Peter Frampton (Try To Love)  
 Steve Miller Band (Jungle Love, Sacrifice)  
 Steve Winwood (Lucks, Time)  
 Pablo Cruise (Whatcha, Place In)  
 Dan Fogelberg (Netherlands)  
 Yes (Going)  
 Alan Parsons Project (Wouldn't Want, I, Robot)  
 Grateful Dead (Dancin', Passenger)  
 Bros. Johnson (Strawberry, Love Is)  
 Bob Marley & Wailers (Exodus, Jammin')  
 Firefall (Even Steven)  
 Roger Daltrey (Avenging Annie, Say It)  
 Mother's Finest (Truth Will, Burning Love)

**Adds:**  
 Pure Prairie League — Live! Takin' The Stage — RCA  
 Ry Cooder — Showtime — WB  
 Lake — Columbia  
 City Boy — Young Men Gone West — Mercury  
 Doobie Bros. — Living On The Fault Line — WB

**WAIV-FM** — JACKSONVILLE — Jamie Brooks

**Most Active:**  
 Alan Parsons Project  
 Burton Cummings  
 AC/DC  
 Styx  
 Little River Band  
 Sanford-Townsend Band  
 Charlie  
 Foreigner  
 Ted Nugent  
 Heart  
 City Boy

**Adds:**  
 Utopia — Oops, Wrong Planet — Bearsville  
 Foghat — Bearsville  
 City Boy — Young Men Gone West — Mercury  
 Crawler — Epic  
 Animals — Before We Were So Rudely Interrupted — Jet/UA  
 Be Bop — Live! In The Air Age — Capitol

**WGRQ-FM** — BUFFALO — Mark Henning

**Most Active:**  
 Fleetwood Mac

Kiss  
 Ram Jam  
 Crosby, Stills & Nash  
 Heart  
 Sanford-Townsend Band  
 Foreigner  
 Alan Parsons Project  
 Steve Miller Band  
 Supertramp  
 Ted Nugent  
 Peter Frampton  
 James Taylor  
 Dan Fogelberg  
 Yes  
 Little River Band  
 Rumour  
 Dennis Wilson  
 City Boy

**Adds:**  
 Dennis Wilson — Pacific Ocean Blue — Caribou  
 City Boy — Young Men Gone West — Mercury

**WAAL-FM** — BINGHAMTON — Steve Becker

**Most Active:**  
 City Boy  
 Styx  
 Grateful Dead  
 Animals  
 Stillwater  
 Steve Winwood  
 Yes  
 Roger Daltrey  
 James Taylor  
 Little River Band  
 Crosby, Stills & Nash  
 Firefall  
 Rumour  
 Andy Pratt  
 Bernie Leadon/Michael Georgiades Band  
 The Strawbs  
 Alan Parsons Project  
 Robert Gordon With Link Wray  
 Heart  
 Dennis Wilson  
 Thin Lizzy (45)

**Adds:**  
 Donovan — Arista  
 Foghat — Bearsville  
 Utopia — Oops, Wrong Planet — Bearsville  
 Patrick Moraz — Out In The Sun — IMP  
 Ram Jam — Epic  
 Elvis Costello — Stiff  
 Doobie Bros. — Living On The Fault Line — WB  
 Libby Titus — Columbia  
 Gary Ogen — WB  
 Crawler — Epic  
 Cheap Trick — Epic  
 Hirth Martinez — Bright Street — WB  
 Piper — A&M  
 Ringo Starr — Wings (45) — Atlantic

**WLAV-FM** — GRAND RAPIDS — Doc Donovan

**Most Active:**  
 Heart  
 Peter Frampton  
 Crosby, Stills & Nash  
 Alan Parsons Project  
 James Taylor  
 Yes  
 Styx  
 Grateful Dead  
 Animals  
 Carole King  
 Laura Nyro  
 Rumour  
 Trooper  
 Bernie Leadon/Michael Georgiades  
 Andy Pratt  
 Dan Fogelberg  
 Ted Nugent  
 Marshall Tucker Band  
 Fleetwood Mac

**Adds:**  
 Donovan — Arista  
 Eric Carmen — Boats Against The Current — Arista  
 City Boy — Young Men Gone West — Mercury  
 Doobie Bros. — Living On The Fault Line — WB



**JOURNEY AT LONG BEACH** — Columbia recording artists Journey recently performed on the same bill with Emerson, Lake & Palmer at the Long Beach auditorium. Pictured (l-r) after the show are: Ron Oberman, director of product development, west coast, Columbia Records; Mike Dilbeck, Columbia's west coast director of A&R; Ross Valory and Neal Schon of Journey; Herbie Herbert, group manager; Charlie Coplen, Columbia's west coast associate product manager; Synsley Dunbar and Gregg Rolie of Journey and Frank Sharpo, Columbia's west coast director of artist development.



# REGIONAL ALBUM ACTION

## Northeast

1. WHISPERS
2. LAKE
3. ERIC CARMEN
4. CAROL DOUGLAS
5. SERGIO MENDES
6. SANFORD/TOWNSEND
7. PETER McCANN
8. KRAFTWERK
9. ALAN O' DAY
10. STANLEY TURRENTINE
11. DENNIS WILSON
12. TOM SCOTT
13. DIXIE DREGS
14. THE SPY WHO LOVED ME
15. GARY BARTZ

## Midwest

1. CHEAP TRICK
2. ERIC CARMEN
3. CRAWLER
4. SANFORD/TOWNSEND
5. RUMOUR
6. HEATWAVE
7. SMOKEY AND THE BANDIT
8. RARE EARTH
9. ANDY PRATT
10. LAKE
11. COMMANDER CODY
12. STANLEY TURRENTINE
13. DENNIS WILSON
14. RAM JAM
15. ELVIS PRESLEY (WELCOME)

## Southeast

1. MOTHERS FINEST
2. HEATWAVE
3. MAC McANALLY
4. SANFORD/TOWNSEND
5. ANIMALS
6. ERIC CARMEN
7. DAVID SOUL
8. BRICK
9. RAM JAM
10. DIXIE DREGS

## Denver/Phoenix

1. ERIC CARMEN
2. DAVID SOUL
3. COMMANDER CODY
4. STANLEY TURRENTINE
5. BRICK
6. THE SPY WHO LOVED ME
7. SANFORD/TOWNSEND
8. PETER McCANN
9. HEATWAVE
10. TIM WEISBERG

## Baltimore/Washington

1. MICHAEL HENDERSON
2. HEATWAVE
3. HAPPY THE MAN
4. RAUL DE SOUZA
5. ELVIS PRESLEY (WELCOME)
6. SERGIO MENDES
7. EDDIE HENDERSON
8. TOM SCOTT
9. SORCERER
10. GREATEST
11. RAM JAM
12. AC/DC
13. PATRICK GLEASON
14. LENNY WILLIAMS
15. FREDDIE KING

## NATIONAL BREAKOUTS

- |                     |                           |
|---------------------|---------------------------|
| 1. GRATEFUL DEAD    | 9. ROSE ROYCE             |
| 2. BAY CITY ROLLERS | 10. BE BOP DELUXE         |
| 3. STYX             | 11. STEPHEN BISHOP        |
| 4. FIREFALL         | 12. PHILA. INT'L ALLSTARS |
| 5. ANDY GIBB        | 13. ISLEY BROS. (New)     |
| 6. LTD              | 14. KENNY ROGERS (New)    |
| 7. MECO             | 15. HEATWAVE              |
| 8. ELVIN BISHOP     |                           |

## North Central

1. KISS (DESTROYER)
2. BEACH BOYS
3. KISS (ROCK & ROLL)
4. STEVE MILLER (FLY)
5. ABBA
6. THE SPY WHO LOVED ME
7. SANFORD/TOWNSEND
8. MICHAEL HENDERSON
9. SALSOU ORCHESTRA
10. DOOBIE BROS.

## South Central

1. CHEAP TRICK
2. CALDERA
3. ERIC CARMEN
4. SHOTGUN
5. RONNIE LAWS
6. DRAMATICS
7. ANIMALS
8. CRAWLERS
9. DAVID SOUL
10. TOM SCOTT

## West/Northwest

1. DAVID MATTHEWS
2. CHEAP TRICK
3. DENNIS WILSON
4. RAM JAM
5. BRICK
6. RONNIE LAWS
7. RICK DERRINGER
8. ROBERT GORDON AND LINK WRAY
9. DRAMATICS
10. STANLEY TURRENTINE
11. CRAWLER
12. CALDERA
13. DAVID SOUL
14. TOM SCOTT
15. AC/DC

# ALBUM CHART ANALYSIS

### #1★ FLEETWOOD MAC

"Rumours" remains the number one album for the fifteenth consecutive week, with almost five million LPs sold to date. The overpowering strength of this album is reflected by the fact that 60% of our total accounts report Fleetwood as their number one seller. 85% of our accounts report top five action, while 99% of our major accounts reflect top three sales. On the national level, Korvette's, Record Bar and Camelot report top two sales. Heavy volume locations reflecting number one sales are: National Record Mart, Disc, Licorice Pizza, Music Plus, Tower/S.F., Odyssey, Everybody's, Alta, Dan Jay, Sounds Unlimited, City One Stop, and World Wide. Additional key accounts reporting number one sales were: Sam Goody/Phila., Cavages, Harmony House, Aravox, Record & Tape Coll., Peaches/Atl., Giant, Soundtown, Inner Sanctum, Tape City, Discount Records, Record Theater, Wax Museum, Flipside, Tower/L.A./Sac., Banana, D.J.'s, Record Cove, Circles, Peter's, Northern, and Mile High. At the rack level . . . ABC reports number one sales, while J.L. Marsh reflects top five action. Related chart info: "Don't Stop" moves 9-7 bullet on the **CB** Top 100 Singles Chart.

### #4★ STAR WARS

The original still leads the pack with Record Bar reporting the LP as their best seller and Camelot reflecting top ten sales. Major accounts showing top three sales were Disc, Licorice Pizza, Music Plus, Everybody's, Alta, and City One Stop. Top ten sales were reported by these heavy volume accounts: King Karol, Harvard Coop, National Record Mart, Tower/S.F., Dan Jay, and Sounds Unlimited. Top twenty sales were reported at World Wide. Key locations reflecting number one sales included Western, Cactus and Zebra. Top five sales were reported at these key accounts: Harmony House, Poplar, Franklin, Peaches/Atl., Giant, Sound Warehouse, Record Hole, Tower/L.A./Sac./San Diego, and D.J.'s. Top ten sales were reported at TSS, Cavages, Peaches/Dallas/Detroit/Denver, Flipside, Banana, Record Cove, Northern, and Mile High. Key locations reflecting top twenty action include Sam Goody/Phila., Record & Tape Coll., Inner Sanctum, Wilcox, Rose Records, Tower/San Jose, Music Street, Bee Gee, and Peter's. Strong sales were also reported at Port Of Call and Circles. Exceptional rack action is reflected by top five sales at both J.L. Marsh and ABC. Related chart info: The London Symphony Orchestra single moves 24-21 bullet on the **CB** Top 100 Singles Chart.

### #10★ ELVIS PRESLEY

The death of this great performer has caused a tremendous run on his whole catalog. As a result, "Moody Blue" jumps 42 points into the top ten this week. Nationally, Camelot reports top two sales, and these key locations report the LP as their number one seller: Record Dept. Merch., Franklin, Wilcox, Peaches/Dall./St. Louis, Swallen's, Wax Museum, and Tower/S.F. Top ten sales were reported at Peaches/Atl., Western, Disc, Record Theater, and Odyssey. Top twenty reports come from Record & Tape Coll., Sound Warehouse, National Record Mart, Everybody's, Tower/Sac., Circles and World Wide. Key accounts showing top thirty sales were Poplar, D.J.'s, Tower/S.D., Alta, Bee Gee, Peter's, and Mile High. At the racks, the LP jumped into the top 40 at both ABC and J.L. Marsh. In addition, the J.L. Marsh Minneapolis branch reported 30 Elvis albums in their top 300. Nationally, J.L. Marsh reports 22 Elvis LPs in the top 300. Related chart info: "Welcome To My World" recharts this week at 187 bullet on the **CB** Top 200 LP Chart; "Way Down" jumps 54-41 bullet on the **CB** Top 100 Singles Chart, and "Way Down/Pledging My Love" moves 2-1 bullet on the **CB** Top 100 Country Singles Chart.

### #13★ FOREIGNER

This album continues to do very well in all regions, with Record Bar reflecting top twenty sales this week. Major locations reporting top ten sales include National Record Mart, Music Plus and Dan Jay. Major accounts reflecting top twenty action are: Odyssey, Everybody's, Sounds Unlimited and City One Stop. Additional heavy volume locations showing top 25 sales are Disc, Alta and World Wide. Key accounts reporting top ten sales include TSS, Harmony House, Poplar, Giant, Tape City, Peaches/Det., Flipside,

Tower/S.J., Norm Cooper and Northern. Key locations reporting top twenty sales were Sam Goody/Phila., Peaches/Atl./Dall., Record Hole, Record Revolution, Father's & Sun's, Swallen's, D.J.'s, Tower/S.D. and Bee Gee. Strong sales were also reported at Cavages, Franklin, Cactus, Peaches/St.L., Tower/L.A., Banana, Circles, and Mile High. Exceptional rack activity is indicated by top 15 sales at ABC and top 25 sales at J.L. Marsh. Related chart info: "Cold As Ice" moves 22-18 bullet on the **CB** Top 100 Singles Chart.

### #32★ GRATEFUL DEAD

After only four weeks on the chart, this album continues to gain strength in all markets, with the midwest and western regions being the strongest. Major locations reflecting top ten sales were: Licorice Pizza, Tower/S.F., Odyssey, and Everybody's. Top 25 action was reported at Jimmy's, Harvard Coop, Dan Jay, and City One Stop. Strong sales were also reported at Warehouse, Sounds Unlimited and World Wide. Key reports showing top ten sales were TSS, Record & Tape Coll., Discount Records, Wax Museum, Circles, and Peter's. Key locations showing top twenty action include Sam Goody/Phila., Peaches/Atl./Det./Den./St. Louis, Cactus, Mushroom, Record Revolution, Father's & Sun's, Tower/L.A./S.D., Banana, Central, and Mile High. Strong sales were also reported at Cavages, Franklin, Sound Warehouse, Peaches/Dall., Swallen's, Rose Records, and Bee Gee. At the racks, the LP is listed as a breakout on the J.L. Marsh computer run. Related chart info: the LP is number 1 on the **CB** National Breakout Chart.

### #38★ FIREFALL

This LP remains strong in all markets this week, with both Record Bar and Camelot reporting top 25 action. Korvette's report the album as a breakout this week. Major locations reflecting top 25 sales include Odyssey, Everybody's, Dan Jay, and City One Stop. Strong sales were also reported at Tower/S.F., Alta, and Sounds Unlimited. Key accounts reflecting top ten action are: Peaches/Atl./Den., Port Of Call, Western, Soundtown, Inner Sanctum, Father's & Sun's, Rose Records, Tower/S.J., Circles, and Mile High. Top fifteen sales were reported at Sound Warehouse, Discount Records, Swallen's, and Record Theater. Top twenty action was reported at these key accounts: Record & Tape Coll., Franklin, Peaches/St.L., Central, and Northern. Strong reports were also indicated at Poplar, Mushroom, Peaches/Det., Banana, Tower/S.D., Record Cove, and Bee Gee. Related Chart Info: "Just Remember I Love You" jumps 82-74 bullet on the **CB** Top 100 Singles Chart, and Firefall is this week's number four album on the National Breakout Chart.

### #43★ STYX

This LP remains strong at all levels, with Record Bar Reporting top 25 sales this week. Major accounts reporting top ten sales were Everybody's, Dan Jay, and World Wide. Strong sales were also reported at Disc, Odyssey, Alta, and Sounds Unlimited. Key locations showing top fifteen action were Port Of Call, Father's & Sun's, Flipside, and D.J.'s. Top 25 sales were reported at Franklin, Peaches/Atl./St.L., Record Hole, Inner Sanctum, Tape City, Discount Records, Central, and Mile High. Strong sales were also reported at TSS, Cavages, Western, Soundtown, Rose Records and Music Street. Rack action is good, with J.L. Marsh reporting the LP as a breakout. Related chart info: the album is number three this week on the National Breakout Chart.

### #52★ ANDY GIBB

The tremendous success of the single is reflected in the strength of this album, which continues to do well in all markets, particularly the west. Nationally, the LP is reported in the top twenty at Camelot and as a breakout at Korvette's. Heavy volume accounts reflecting top ten sales are King Karol and Disc. Strong sales were also reported at Alta and Dan Jay. Key locations reflecting top twenty sales are TSS, Record Hole, Circles, Central and Mile High. Top thirty reports come from Cavages, Western, Tape City, Tower/L.A., Banana, D.J.'s, and Bee Gee. Rack action remains strong, with the LP reported in the top 40 on the J.L. Marsh computer run. Related chart info: the album is number five on the **CB** National Breakout Chart.



# CASHBOX POP RADIO REPORT

## THE HOTTEST RECORDS ON THE STREET

### Most Added Records This Week

- 1 **NOBODY DOES IT BETTER**  
CARLY SIMON (Elektra)
- 2 **JUNGLE LOVE**  
STEVE MILLER (Capitol)
- 3 **SIGNED, SEALED & DELIVERED**  
PETER FRAMPTON (A&M)
- 4 **BOOGIE NIGHTS**  
HEATWAVE (Epic)
- 5 **SHE DID IT**  
ERIC CARMEN (Arista)
- 6 **DON'T WORRY BABY**  
B.J. THOMAS (MCA)
- 7 **THEME FROM STAR WARS**  
MECO (Millennium)

### Most Jumped Records This Week

- 1 **KEEP IT COMING LOVE**  
KC & THE SUNSHINE BAND (TK)
- 2 **STRAWBERRY LETTER 23**  
BROTHERS JOHNSON (A&M)
- 3 **COLD AS ICE**  
FOREIGNER (Atlantic)
- 4 **TELEPHONE LINE**  
ELO (United Artists)
- 5 **THEME FROM STAR WARS**  
MECO (Millennium)
- 6 **ON AND ON**  
STEPHEN BISHOP (ABC)
- 7 **NOBODY DOES IT BETTER**  
CARLY SIMON (Elektra)
- 8 **DON'T STOP**  
FLEETWOOD MAC (WB)

### Hottest Secondary Market This Week

- 1 **SIGNED, SEALED, DELIVERED**  
PETER FRAMPTON (A&M)
- 2 **I FEEL LOVE**  
DONNA SUMMER (Casablanca)
- 3 **DAYTIME FRIENDS**  
KENNY ROGERS (UA)
- 4 **HEAVEN ON THE SEVENTH FLOOR**  
PAUL NICHOLAS (RSO)
- 5 **SHE DID IT**  
ERIC CARMEN (Arista)
- 6 **CAN'T YOU SEE**  
MARSHALL TUCKER BAND (Capricorn)
- 7 **JUST REMEMBER I LOVE YOU**  
FIREFALL (Atlantic)

### Highest Debuting CB Chart Singles This Week

- 72 **HOUND DOG MAN**  
LENNY LeBLANC (Chrysalis)
- 84 **MY FAIR SHARE**  
SEALS & CROFTS (WB)
- 86 **LOVE TO YOU**  
FOGHAT (Bearsville)
- 87 **IT'S ECSTASY**  
BARRY WHITE (20th Century)
- 93 **WE JUST DISAGREE**  
DAVE MASON (Columbia)
- 95 **SOME ENCHANTED EVENING**  
JANE OLIVER (Columbia)

**The original version of  
"I'VE NEVER BEEN TO ME"  
(P 0636F)  
is performed by CHARLENE  
and is produced by  
its writer RON MILLER  
on Prodigal Records.**

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P6 10018S1

*This is the only cover we care about.*



*The cover of the album from whence it came.*





# Atlantic, The Album Company.

## MOST ACTIVE FMLPS

1. **CSN — Crosby, Stills And Nash — Atlantic**  
— **Dark Star, Fair Game, Cathedral**
2. **JT — James Taylor — Columbia**  
— **Your Smiling Face, Handy Man, Money Don't**
3. **Going For The One — Yes — Atlantic**  
— **Wondrous, Going, Turn, Parallels**
4. **Steve Winwood — Island**  
— **Time Is Running, Vacant Chair**
4. **I, Robot — Alan Parsons Project — Arista**  
— **I Wouldn't Want To Be, I Robot, Breakdown**
6. **One Of The Boys — Roger Daltrey — MCA**  
— **Say It Ain't So, Avenging Annie, One Of The Boys**
7. **I'm In You — Peter Frampton — A&M**  
— **Roadrunner, Cry, St. Thomas**
8. **The Grand Illusion — Styx — A&M**  
— **Grand Illusion, Fooling Yourself, Sailing, Superstars**
9. **Monkey Island — Geils — Atlantic**  
— **Surrender, I Do, Monkey Island**
10. **Book Of Dreams — Steve Miller Band — Capitol**  
— **Jungle Love, Sacrifice, Babes**
11. **Little Queen — Heart — Portrait**  
— **Love Alive, Little Queen, Say Hello**
12. **Netherlands — Dan Fogelberg — Epic**  
— **Lessons Learned, Love Gone By, Promises**
13. **Rumours — Fleetwood Mac — WB**  
— **Don't Stop, Never Going Back**
14. **American Stars 'N Bars — Neil Young — WB**  
— **Like A Hurricane, Hey Babe**
15. **Terrapin Station — Grateful Dead — Arista**  
— **Estimated Prophet, Dancin'**
16. **Cat Scratch Fever — Ted Nugent — Epic**  
— **Cat Scratch, Poontang, Working**
17. **Luna Sea — Firefall — Atlantic**  
— **Just Remember, So Long, Head On Home, Only A Fool**
18. **Foreigner — Atlantic**  
— **Cold As Ice, Star Rider**
19. **Time Loves A Hero — Little Feat — WB**  
— **Highroller, Time Loves, Dog Races**
20. **Shiver In The Night — Andy Pratt — Atlantic**  
— **All I Want Is You, Rainbow**
21. **Live! In The Air Age — Be Bop Deluxe — Capitol**  
— **Made In Heaven, In The Air Age**
22. **Let There Be Rock — AC/DC — Atco**  
— **Problem, Hell, Dog Eat Dog**
23. **Before We Were So Rudeley Interrupted — Animals — UA**  
— **Baby Blue, Just A Little Bit, The Fool**
24. **1934-1976 — Freddie King — RSO**
25. **Lake — Columbia**  
— **On The Run, Time Bomb**
26. **Simple Things — Carole King — Capitol**  
— **Hard Rock Cafe, God Only Knows**

Reproduced from Cash Box, August 20, 1977





“Theme from

# BIG TIME

T-54288F

The newest single around with the

# SMOKEY ROBINSON

Sound!

From the original music score of the motion picture **BIG TIME**



T6-355S1

On Motown Records   
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## "Cash Box Programming Editorial

by Bobby Rich, PD of B-100, San Diego

I recently returned from vacation and like any programmer, one hand and both ears were constantly on the car radio, dialing to any available signal. I started to notice a disturbing trend in markets of all sizes — the smaller the market, the more noticeable the trend. It can best be described as a total lack of respect for the product. I heard formats mutilated, commercials ignored, newcasts butchered and jocks who obviously did not know the meaning of the terms "levels," "timing," "page," and "tempo." Worst of all, the music seemed to be used as insignificant fill between the jocks' bits. The more I heard it, the more frustrated I became. "Why don't these bozos realize what their listeners want!" — was my constant reaction. Then I flashed back a couple years . . . I remembered how long I had been on the air before a respected friend and programmer convinced me it was not necessary to talk over the last 25 seconds of the record. Shortly thereafter, I realized talking over and after the vocal was not nearly as entertaining to the listeners as it was to me. My problem was probably similar to that of many of the "bozos" I heard on my trip (and in air checks which pour into B-100 weekly). They really think **they** are more important than the music they play. No wonder more and more stations are automating. No jock respects the music more than the automated (and usually lifeless-sounding) announcer. You never hear him talking too soon over the fade. You never hear him blow a talk-up. You rarely hear him at all. But you **do** hear the **music**. Is it possible jocks take themselves too seriously — overstate their importance? Are they really "Personalities," or is the term "disc jockey" still acceptable? I've never been adverse to, or embarrassed by, the term. True a jock **needs** a healthy ego; but more than that, he needs to control it, understand it and subdue it when the time comes — and that time is when the music is playing. A jock **should** communicate, to be sure, inform and entertain, and he **will be** a personality — but not at the expense of the most communicative element of all . . . the music.



Bobby Rich

## Taft Reports Record First Quarter Earnings

CINCINNATI — Taft Broadcasting Company reported record earnings for the first fiscal quarter.

Net earnings per share for the fiscal quarter ended June 30, 1977 were \$1.04 compared to \$ .82 for the same quarter last year, an increase of 27%. The company reported that this is the first time that net earnings have exceeded \$1.00 per share during the first quarter.

## BPA Reaches Its Goal

LANCASTER, PA. — The Broadcasters Promotion Association (BPA) has achieved its 1977 goal of 700 total membership, four months in advance of the December target date.

## NAB Has FMs In Black For 1st Time

LOS ANGELES — FM radio stations fared better financially in 1976 than in any other year in the past two decades according to a recent survey conducted by the National Association of Broadcasters.

356 FM stations were included in the study, which surveyed some 1,760 stations.

The NAB study, conducted annually by the association for the past 20 years, showed that the median FM station that has been in business over a year reported a pre-tax profit margin of 6.47% and a pre-tax profit of \$12,900. Previous surveys had always shown the typical FM station to be operating in the red, as in 1975 when typical FMs showed a \$700 deficit.

When AM finances were considered, the survey showed that 1976 was radio's best year since 1968 with a median profit margin of 7.64% reported and a pre-tax profit of \$18,300, up from \$8,800 in 1975. The profit-margin increase, which climbed from 4.3% in 1975, was attributed to a decrease in operating expenses.

The NAB study also reported that 64% of

those FMs surveyed showed a profit last year while only 49.5% showed a profit in 1975. With AM stations taken into account, that figure climbed to 72%.

A 48.2% increase in time sales was reported by the typical FM station, for a total of \$207,300, while net revenue figures climbed 44.6%. With AMs included, time sales jumped 19.3% for a total of \$248,300 and net revenues climbed 16.8%.

Broadcast revenues for all stations averaged \$239,900 while total broadcast expenses of \$221,600 were reported for the average station. Broadcast expenses for typical FM stations totaled \$199,100 with expenses of \$186,200 reported.

A breakdown of typical expense items included \$115,200 for total salaries, with FMs accounting for \$89,400; \$5,100 for total outside news services, with FMs accounting for \$3,500; and a music license fee total of \$6,200, with \$5,000 reported by FM stations.

The NAB study, compiled by the broadcast management department, should be available to stations soon.

## The Singles Bullets

(continued from page 30)

- 21, KRBE ex-19, WQXI 28-15, 96-X 10-4, KXOK 38-30, WPEZ 40-35, 10-Q ex-29, KEEL 24-19, KCPX 29-24. Sales at Licorice Pizza, Music Plus/L.A., Tower/S.F./S.J./Sac., Jerry's/Phila., Peter's/Boston, Peaches/St. Louis, Giant/Va., Interstate/Fla., Peaches/Dallas.
- #35 **TED NUGENT** — Added this week at KHJ, KLIF, WIFI, WGCL, KFJZ, WKY. Jumps this week include WQXI ex-24, WPGC ex-28, WTIX ex-34, KXOK 29-23, WOKY 31-27, B100 30-20. Sales at Music Plus/L.A., Circles/Phoenix, Giant/Va., Central So./Nashville, Bromo/Okla., Franklin, Peaches/Atlanta, Western Merch./Amarillo.
- #41 **ELVIS PRESLEY** — Added this week at WHBQ, WZUU, WAPE, KCPX. Jumps include WLAC 26-1, WKLO 11-1, WMAK ex-2, KRBE 26-10, KIMN ex-28, KAKC 40-30. Sales at Music Plus/L.A., Alta/Phoenix, Peaches/Denver, Tower/S.D., Everybody's/Port., Richman Bros./Phila., Peter's/Boston, Stark/Cleve., Peaches/St. Louis, Record Dept. Merch./Memphis, Franklin, Peaches/Atl., Western Merch./Amarillo.
- #43 **GEORGE BENSON** — Added this week at 99X, KSLQ, WTIX. Jumps include KXOK 31-24, WIBG 21-15, WCAO 29-25. Sales at Banana/S.F., Richman Bros., Jerry's/Phila., Peaches/St. Louis, Giant/Va., Interstate/Fla., Record Dept. Merch./Memphis, Peaches/Atl.
- #44 **PETER FRAMPTON** — #3 most added record this week with 11 adds including KLIF, WIBG, KSLQ, KXOK, KGW, KPAM, KFJZ, WCAO, WOKY, WDRC, Q94. Jumps include KILT ex-40, WDRQ ex-35, 99X 34-27, WGCL 30-22, KSTP 30-25, B100 18-13, WHHY 30-18, KCPX 25-19, Y100 26-19, WAVZ 21-14.
- #49 **KENNY ROGERS** — Added this week at WPGC, KTLK, WKY, WHBQ, WLAC. Jumps include WOKY 32-25, WHHY 16-9, WBGW 26-23.
- #53 **ALAN PARSONS** — Added this week at WOKY, KJR, WOW, WISM. Jumps include WRKO ex-30, KSLQ ex-35, WNOE 37-29.
- #54 **PAUL NICHOLAS** — Added this week at WIBG, WCAO, KEEL. Jumps include KING ex-25, 96X 24-14, KNDE ex-30, WSGA ex-30.
- #57 **ERIC CARMEN** — #5 most added record this week with 11 adds including KILT, WQXI, KJR, WCAO, KTLK, 13Q, WCOL, WING, Q94, WAVZ, WHHY. Jumps include WRKO ex-29, CKLW ex-30, WPGC ex-29, WGCL ex-25, KBEQ ex-30, 96X ex-30.
- #59 **STEVIE WONDER** — Added at WDRQ, WQXI, KXOK, Q94, WISM, WAVZ. Jumps include 99X 33-26, Z93 ex-28, Y100 ex-26, 96X ex-29, WCOL 40-33, WPRO ex-25, WPRO-FM ex-28, WING ex-29.
- #60 **LITTLE RIVER BAND** — Added at KSTP, KCBC, Q94. Jumps include KEEL 33-27, KXOK 34-29, WNOE ex-36.
- #61 **DOROTHY MOORE** — Added at WMPS, WING. Jumps include WPGC ex-27, Z93 ex-28, WGCL ex-24.
- #63 **KENNY LOGGINS** — Added last week at WOKY, WSAI, WBT. Jumps this week at WSAI 23-13.
- #64 **BROWNVILLE STATION** — Added at WDRQ, KCBC, WJET. Jumps include KNDE 29-24.
- #66 **COMMODORES** — Added at WCAO, Q94. Jumps include KHJ 28-23, KFRC 12-8, WQXI 26-12, KCBC 10-6, B100 9-5, WQAM ex-32, WCOL 31-22, WING ex-41, Z96 15-10, WAVZ ex-21.
- #68 **DEBBY BOONE** — Added at KILT, KPAM, KNDE. Jumps include KING ex-20, KRBE 15-4.
- #69 **CRYSTAL GAYLE** — Added at KILT, WZUU, KAKC, WERC. Jumps include Z93 ex-30, WMAK 22-12.
- #71 **McCoo & Davis** — Added at KJR, KXOK, WOW, KEEL, 96X. Jumps include WTIX ex-35, WERC 22-17.
- #72 **LENNY LeBLANC** — Added at KILT, Z93, WAPE, KNDE, WERC, WBGW, WHHY. Jumps include Y100 ex-30.
- #73 **POCO** — Added at KTLK, KNDE, WMAK, WISM. Jumps include KDWB 30-26, KSTP 27-22.
- #74 **FIREFALL** — Added at KXOK, KLEO. Jumps include WNOE ex-35, KBEQ 16-11, WING ex-37.
- #76 **PAUL DAVIS** — Added at WQXI, Z93. Last week added at WLAC, WMAK, WBBQ, WHHY.
- #77 **MARSHALL TUCKER BAND** — Added at WQXI, KBEQ, WBGW. Added last week at WPEZ, KJRB, WBBQ.
- #78 **LEIF GARRETT** — Added this week at WRKO, WQXI, WING. Last week added at 10Q, Y100, WLAC, WBBQ. Jumps this week at Y100 29-20.
- #79 **ATLANTA RHYTHM SECTION** — Added this week at WDRQ, WGCL, WMPS, WBGW.
- #81 **WILD CHERRY** — Added at WZUU. Jumps this week at CKLW ex-25.
- #84 **SEALS & CROFTS** — Added this week at WQXI, 10Q, WHHY. Jumps at Y100 30-25.
- #86 **FOGHAT** — Added this week at KRBE, WKBW, 13Q. Jumps this week at KNDE ex-26.
- #87 **BARRY WHITE** — Added this week at CKLW, KEEL. Jumps from 33-16 on this week's CB R&B Chart.
- #89 **BRICK** — Added this week at WQXI, WORD. Jumps this week include Z93 28-21, WHHY 26-17.

## Pop Playlist

(continued from page 32)

### WTRY — TROY

- 1-1 — Emotions
- \*Donna Summer
- \*Stevie Wonder
- \*Kenny Rogers
- \*\*Elvis Presley
- 20 To 15 — Doobie Brothers
- 24 To 10 — Meco
- 29 To 22 — Brothers Johnson
- Ex To 28 — Floaters
- Ex To 29 — Peter Frampton
- Ex To 30 — Heatwave

### KAKC — TULSA

- 1-1 — Emotions
- 38 — Donna Summer
- 39 — Steve Miller
- \*Crystal Gayle
- 9 To 4 — Meco
- 17 To 10 — Leo Sayer

- 28 To 19 — Carly Simon
- 36 To 28 — Shaun Cassidy
- 40 To 30 — Elvis Presley
- Ex To 40 — Heatwave

### KELT — TULSA

- 1-1 — Emotions
- \*Dorothy Moore
- \*Alan Parsons
- \*Paul Nicholas
- 15 To 8 — Meco
- 21 To 14 — Ronnie Milsap
- Ex To 24 — Shaun Cassidy
- Ex To 27 — Bee Gees
- Ex To 29 — Hot Chocolate
- Ex To 30 — Heatwave

### WTLB — UTICA

- 1-1 — Emotions
- \*Eric Carmen
- \*Ted Nugent

### \*Alan Parsons

- \*Ronnie Milsap
- 21 To 16 — Steve Bishop
- 23 To 18 — Floaters
- 26 To 19 — Carly Simon
- 27 To 21 — Heatwave
- Ex To 25 — Meco
- Ex To 30 — Donna Summer

### 98-Q — VIDALIA

- 2-1 — James Taylor
- \*Crystal Gayle
- \*Brownsville Station
- \*Commodores — new
- \*Dave Hart
- \*Dorothy Moore
- \*Stephen Bishop
- \*Chiliwack
- Ex To 33 — Shaun Cassidy
- Ex To 34 — Donna Summer
- Ex To 35 — Ronnie Milsap



**KHJ GOES ON AND ON** — ABC recording artist Stephen Bishop recently stopped by KHJ radio in Los Angeles to thank the station for its support of his current single, "On and On." Pictured (l-r) are: Michael Spears, operations manager at KHJ; Bishop; Trudy Green, Bishop's manager; Bobby Ocean, KHJ air personality, and Dr. John Leader, KHJ air personality.

# CASH BOX POP RADIO ANALYSIS

## MOST ADDED RECORDS

This To  
Week Date

## STATIONS ADDING THIS WEEK

1. NOBODY DOES IT BETTER — CARLY SIMON — ELEKTRA	12%	53%	B-100, WKY, WNDE, KTAC, KIOA, KNDE, 10-Q, KLEO, WJET, WTI, WIFI, WGH.
2. JUNGLE LOVE — STEVE MILLER — CAPITOL	12%	68%	WMET, KFJZ, WNDE, KTAC, WOKY, 96-X, Q-94, KILT, WTI, KAKC, WIBG, KING.
3. SIGNED, SEALED & DELIVERED — PETER FRAMPTON — A&M	11%	25%	WDRC, KPAM, WCAO, KXOK, KFJZ, WOKY, O-94, WIBG, KLIF, KSLO, KGW.
4. BOOGIE NIGHTS — HEATWAVE — EPIC	11%	23%	WDRC, KCPX, WNDE, WOKY, WAYS, WIBG, CKLW, KHJ, KFRC, KGW, WPRO-FM.
5. SHE DID IT — ERIC CARMEN — ARISTA	11%	23%	KJR, WHHY, KTLK, WQXI, WACO, WCOL, 13-Q, WAVZ, O-94, WING, KILT.
6. DON'T WORRY BABY — B.J. THOMAS — MCA	9%	68%	KEZY, KFRC, WIBG, WJET, 13-Q, WAPE, KXX, WNDE, WDRC.
7. THEME FROM STAR WARS — MECO — MILLENNIUM	8%	49%	Z-96, WBG, WAPE, WSAI, WAYS, KOMA, CKLW, KFRC.
8. THAT'S ROCK & ROLL — SHAUN CASSIDY — CURB/WB	8%	29%	WAYS, KPAM, WHHY, WIBG, KLIF, WHBQ, KRBE, WMPS.
9. KEEP IT COMING LOVE — KC & SUNSHINE BAND — TK	7%	66%	B-100, WMET, KEEL, WERC, KDWB, KSTP, WIFI.
10. I FEEL LOVE — DONNA SUMMER — CASABLANCA	7%	28%	WCAO, WCOL, KLEO, KILT, KAKC, KLIF, KHJ.
11. CAT SCRATCH FEVER — TED NUGENT — Epic	6%	27%	WKY, WGCL, KFJZ, WIFI, KLIF, KHJ.
12. ANOTHER STAR — STEVIE WONDER — Tamla	6%	13%	WISM, WQXI, KXOK, WAVZ, O-94, WDRC.
13. HOUND DOG MAN — LENNY LE BLANC — Big Tree	6%	6%	WBG, KNDE, WERC, WHHY, KILT, Z-93, WAPE.
14. DAYTIME FRIENDS — KENNY ROGERS — UNITED ARTISTS	5%	13%	WHY, KTLK, WLAC, WPGC, WHBO.

## RADIO ACTIVE SINGLES

- KEEP IT COMIN' LOVE — KC & THE SUNSHINE BAND — TK**  
WAKY 25-10, WOW Ex-17, WKY 19-15, WDRC 28-23, KPAM 29-19, WOXI 25-6, WNDE 19-11, KIOA 13-4, 13O Ex-30, KLEO 27-20, WQKY 21-16, KEBQ 25-12, WZUU 16-7, 10Q 25-20, O94 26-21, WMAK Ex-23, KILT Ex-20, WTI 23-17, WGH 14-9, WKBW Ex-28, WRKO 14-8, KRBE 19-15, KGW Ex-24, KSLO 23-8, KFRC Ex-24, CKLW 16-10, KCIF 28-21, WIBG 35-20.
- STRAWBERRY LETTER #23 — BROTHERS JOHNSON — A&M**  
WMET 27-23, KEEL 12-7, WKY Ex-19, KPAM 24-12, WNCI 22-17, WFIL 24-14, WCOL 27-21, WSGA 17-8, KNDE 28-20, 13O Ex-25, Z93 10-5, 96X 13-8, O94 14-9, WJET 20-13, WMAK 19-11, WPEZ 20-15, WING 14-7, WKBW Ex-30, WPRO Ex-22, WIBG 22-12, KLIF 23-16, CKLW Ex-20, KHJ 31-27, KFRC 15-10, 99X 27-20, KGW Ex-28, WPRO 17-9, WPRO-FM 30-20.
- COLD AS ICE — FOREIGNER — ATLANTIC**  
KRBE Ex-30, KEZY 20-14, KSLO 24-20, 99X 32-28, KFRC Ex-29, KHJ Ex-25, WRKO 28-16, WKBW 27-20, WPGC 14-8, KIMN 21-13, KILT Ex-36, KEBQ 21-16, KLEO 25-19, Y100 Ex-29, KNDE Ex-29, WLS 30-21, WCOL 23-16, KFJZ 13-7, KXOK 25-17, KCPX 19-12, WCAQ 17-12, WERC 23-18, WNCI 17-11, KPAM 28-18, WKY 18-9, WMET 24-16.
- TELEPHONE LINE — ELO — UA**  
WMET 18-13, WNCI 11-5, WIRL 12-6, KDWB 25-10, KXOK 36-25, WBG 29-25, WSGA 12-7, KIOA 14-6, Y100 21-11, KLEO 15-10, WSAI 16-11, 96X 28-22, WPGC 17-12, WKBW 28-22, WRKO 29-25, KLIF 22-17, CKLW 21-12, WHBQ Ex-28, KFRC 17-12, 99X 22-13, KEZY 18-12.
- THEME FROM STAR WARS — MECO — MILLENNIUM**  
WFIL 17-9, WRKO 25-14, KLIF 21-14, 99X 31-19, KSLO 17-13, KEZY Ex-22, KGW 16-11, KAKC 9-4, WGH Ex-10, WIFI 17-10, WJET 22-14, 10O 17-7, KEBQ 26-21, KSTP 7-2, WOAM Ex-36, WSGA 25-16, WLAC 40-30, WCOL 18-8, WCAO 18-13, KTLK 19-13, WKY Ex-20.
- ON AND ON — STEPHEN BISHOP — ABC**  
KJR 14-10, B100 14-10, WMET 31-26, KEEL 32-26, KTLK 12-7, KXOK 17-12, KFJZ 14-10, KXX 16-7, WLAC 34-28, KIOA 16-8, KLEO 21-14, WOKY 27-23, WKBW 30-25, WRKO Ex-23, WHBQ 24-19, KFRC Ex-28, WNQE 29-25, KCBQ Ex-21, KRBE 21-14.
- NOBODY DOES IT BETTER — CARLY SIMON — ELEKTRA**  
KEEL 25-16, WISM 23-14, WHHY 17-12, WGCL 29-20, KXOK 32-28, WCOL 35-28, WSGA Ex-28, Y100 24-17, WOKY 33-28, WAVZ 28-20, 96X 21-15, Q94 12-5, KAKC 28-19, WIBG 27-19, CKLW Ex-22, KFRC Ex-30, WNOE 16-11, KSLO 28-24, KRBE 25-21.
- DON'T STOP — FLEETWOOD MAC — WB**  
WOAM 16-11, WOKY 12-8, WAVZ 11-6, KEBQ 12-8, WZUU 11-8, KCLW 21-14, 99X 11-7, KING 7-2, KSLO 18-7, KEZY 16-11, Y100 Ex-24, WLS 17-13, WLAC 13-8, WCOL 21-15, WIRL 15-10, WNCI 20-15, WABC 15-10, KEEL 16-8.
- THAT'S ROCK 'N' ROLL — SHAUN CASSIDY — CURB/WB**  
WOW 15-9, WMET 30-21, WISM 28-21, WDRC 21-15, WNCI 21-14, WNDE 35-21, KNDE 26-4, KLEO 29-23, WOKY 16-9, WAVZ 21-11, Z93 23-18, KEBQ 19-10, WJET 25-12, WTI 33-25, KAKC 36-28, WDRC 31-26, KFRC Ex-22, KEZY 14-9.

## SECONDARY RADIO ACTIVE

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

- SIGNED, SEALED, DELIVERED — PETER FRAMPTON — A&M**  
Adds: WORD, WKIX, WJDX, WGLF, KEIN, KCRS, KLIV, WJON, WBSR, WFLI, WTMA, WAIR, KBDF, WDBO, WSPT, KYFR, KRIB. Jumps: KSTT ex-35, KKYL ex-27, KVOX ex-29, KRSP ex-28, WMFJ ex-37, WTRY ex-29, KJOY ex-29, WGUY ex-25, WEBC ex-23, WISE ex-31, WOPD ex-20.
- I FEEL LOVE — DONNA SUMMER — CASABLANCA**  
Adds: KRIB, WISE, WGUY, KYNO, KBDF, WKWK, WTRY, KLIU, WTMA, WROK. Jumps: KROY ex-30, 98O ex-34, KRSP ex-27, WGLF 27-20, KJOY 28-19, WTLN ex-30, WFLO 20-15, WSPT ex-29, WKXX ex-21, WOPD 32-26.
- THAT'S ROCK 'N' ROLL — SHAUN CASSIDY — CURB/WB**  
Adds: KYNO, KBDF, WQLF, KLIV, KROY. Jumps: KOTN 27-20, 98Q ex-33, KCRS 21-15, KELT ex-24, WJDX 16-7, WKIX 14-7, WKWK ex-28, WERO ex-27, WGUY 26-16, WDBO ex-17, WISE 17-12, KAFY 16-10, KYRF ex-19.
- NOBODY DOES IT BETTER — CARLY SIMON — ELEKTRA**  
Adds: WHNN, KYNO, KBDF. Jumps: KKXL 28-19, 14 RKO 16-10, WFLI ex-18, WBSR 31-25, WJON ex-19, KRSP 19-14, WRJZ 14-9, WTLB 26-19, KKLS 28-21, WGUY ex-24, WOPD 35-21, KRKE ex-21, WRFC 16-9.
- HEAVEN ON THE SEVENTH FLOOR — PAUL NICHOLAS — RSO**  
Adds: WRFC, WCVE, WISE, KBDF, WORD, KELT, WBSR, WFLI, 14 RKO, KOTN. Jumps: WMFJ ex-39, KLIV ex-20, KCRS ex-33, WGLF 26-19, WKIX ex-30, WERO ex-28, WGUY ex-28.
- IT WAS ALMOST LIKE A SONG — RONNIE MILSAP — RCA**  
Adds: WSPT, WGUY, KBDF, WKWK, WTLN, KROY. Jumps: WGLF 29-24, KKXL ex-26, 98O ex-35, KELT 21-14, KJOY ex-30, WEBC ex-27, WISE 30-25, WSPT ex-30, WRFC 33-25, KYFR 11-6.
- CAT SCRATCH FEVER — TED NUGENT — EPIC**  
Adds: WSPT, WGUY, KBDF, WKWK, WTLN, KROY. Jumps: WGLF 29-24, KJOY 19-11, KYNO ex-30, WCUE ex-38, WKXX ex-31, WOPD ex-35, KRIB ex-27.
- DAYTIME FRIENDS — KENNY ROGERS — UA**  
Adds: WDBO, KBDF, KOWB, WJDX, WTRY, WJON, KVOX. Jumps: WROK ex-35, KCRS 27-17, WAEB 30-25, WEBC 23-17, WCVE ex-40, WRFC 27-22, KYFR ex-20.
- JUST REMEMBER I LOVE YOU — FIREBALL — ATLANTIC**  
Adds: WEAQ, WKIX, WGLF, WMFJ, WJON, WTMA. Jumps: 14 RKO, ex-29, KUCX 20-13, KQWD ex-25, WLEE ex-28, WEBC 24-19, WCUE ex-39, WOPD ex-37.
- EDGE OF THE UNIVERSE — BEE GEES — RSO**  
Adds: KBDF, WJDX, WJON. Jumps: KROY 22-16, WTMA ex-10, KVOX 15-10, WRJZ ex-26, KEIN ex-18, WGLF ex-29, KELT ex-27, KQWB 22-16, WSPT 21-16.
- HARD ROCK CAFE — CAROLE KING — CAPITOL**  
Adds: WHNN, KYFR, WERO, KBDF, WGLF. Jumps: KKXL 27-22, KVOX 25-16, WORD ex-24, WSPT 19-14, KRIB ex-25.
- I WOULDN'T WANT TO BE LIKE YOU — ALAN PARSONS — ARISTA**  
Adds: KRIB, WRFC, KRKE, WCUE, WEAQ, KKLS, WTLB, KELT. Jumps: KJOY 21-15, WOPD 37-27.

## Minorities Sue B'casters

(continued from page 9)

named are now, and have been, in violation of the public trust in that they "have conspired, through their racist actions, to deprive black American citizens within the Los Angeles and southern California service area of meaningful participation in employment and programming, not to mention meaningful management."

It is that organization's contention that since 1967 nothing progressive has taken place in the broadcast media where minorities are concerned. Though minorities have been placed in jobs within the industry, the NAACP feels that enough has not been done.

### 'No Black VP'

"There is not one black vice-president," reads the petition, "at a commercial radio or television station in the Los Angeles market, unless recently promoted, and even if there is one, that person lacks the authority to make the needed changes in either programming or hiring."

The NAACP, stating that the Los Angeles market contains 1.2 million blacks who have been grossly neglected and often stereotyped in the broadcast media, intends "to persuade the FCC, not only to deny the renewals of licenses, but at the same time to arrive at a position where blacks can own and operate both an AM radio station and a VHF television station in this market."

At this time there are no black-owned television stations in the Los Angeles area and the two black-owned-and-operated radio stations, KJLH and KACE, are both on the FM band.

### Stations Named In Petition

The radio stations named in the petition are: CBS' KNX; ABC's KABC; Metro-media's KLAC; Golden West Broadcasting's KMPC; Cox Broadcasting's KFI; RKO General's KHJ; the Bonneville Corporation's KRBT-AM and KBIG-FM; Storer Broadcasting's K10Q-FM and KGBS; Capitol Cities Broadcasting's KPOL-AM and FM; the Rollins Corporation's KDAY; Tracy Broadcasting's KGFJ-AM and KUTE-FM and Westinghouse's KFVB.

Out of all the stations listed in the petition only three — KUTE-FM, KGFJ-AM and KDAY-AM — are black-formatted.

The NAACP has also suggested that it will employ methods found effective in their long history of struggle to insure success. "This disgraceful display of racism must cease immediately or the total black Los Angeles community might... conduct bonfires of credit cards from the sponsors of such programs," and they further suggest that the black community will boycott all those advertisers who will con-

tinue to sponsor those stations which practice racial discrimination.

Sponsors and advertisers named in the petition were: Exxon, Union Oil, Mobil Oil, Ralph's Groceries, Thrifty Drugs Stores, Sav-On Drugs, Sears, Montgomery Wards, J.C. Penney, Kentucky Colonel, McDonald's, May Company, Schlitz, Millers, Old Milwaukee and "all of the soft drink and other companies who ignore our rightful and reasonable request for relief."

Though record companies, a major source of revenue for stations, were not mentioned in the petition, a member of the NAACP stated that those companies will also feel the force of a boycott if that method becomes necessary.

The petition concluded by stating, "This effort is executed in good faith, giving fair warning to all concerned, we are willing to work with any and all broadcast management that is willing to work with us in bringing about a reversal of the present condition, provided such involvement is based upon mutual respect and dignity."

### Hooks Influence

Though Benjamin Hooks, ex-FCC commissioner and present executive director of the NAACP, was not available at press time for comment, one can only wonder if Hooks' influence triggered the all-out assault on the broadcasting media. In the past, Hooks has been known for his efforts to bring about radical and meaningful changes in an industry where blacks and other minorities have very little control, even over those things which directly relate to them.

With Hooks at the helm of the powerful civil rights organization, it can be expected that the present move will only be the first step in a series of planned movements which will attempt to right the wrongs that minorities feel are more evident than ever.

In a similar action Bobby Sanders' Small Independent Productions and Record Association (SIPRA) is filing suit against the FCC and the three black-formatted and white-owned radio stations — KGFJ-AM, KUTE-FM and KDAY-AM — serving the Los Angeles community.

Sanders feels that independent producers are not getting a fair share of air time for their product and suggests that those stations, which are supposed to service the community they are licensed for, are in violation of their licenses.

Sanders also said that the trade publications which service the radio and record industry are not giving independent producers' product a fair shake, and he intends with the backing of his two-year-old organization to see that independents are given their proper due.

## The Rhythm Section

**LET'S CLEAN IT UP** — The "Let's Clean Up The Ghetto" campaign triggered by Philly International and disseminated throughout the country by way of song through a single and album jointly put together by that label's greatest stars, is more than a notion. Mayor Tom Bradley of Los Angeles proclaimed the week August 22 — 27, "Let's Clean Up The Ghetto Week." **KDAY-AM**, in conjunction with Philly International, are conducting a week-long campaign with the major emphasis being placed on the care of the home. The end of the campaign will find various community groups participating in the clean up of a five-block area in south Los Angeles. Philly International has promised a high of \$5,000 which will be distributed among the participating organizations, with KDAY providing refreshments for the more than 500 participants expected. **Billy Paul**, **Vernon Burch** and **The Jacksons** are only a few of the CBS recording artists who will participate in the cleanup campaign.

**EMOTIONS FROM THE HEAVENS** — A recent conversation with **Joe Hutchinson**, the father of the CBS recording artists, the **Emotions**, who presently have a single, "Best Of My Love," firmly roosting at the #1 spot on **Cash Box's** Pop chart, reveals that the young ladies have quite a background in music. From day one Hutchinson, who at the time was singing and writing for the "Wings Of Heaven" gospel group, introduced his talented daughters to the world of music. Needing voices to try out arrangements he turned to the wealth of talent under his own roof and out of that teaching and coaching came the **Emotions** of today who threaten to climb higher than the legendary Supremes.

**PHYLLIS ON SUNDAES** — Buddah recording artist **Phyllis Hyman**, taking time away from her busy tour, popped into Los Angeles for a brief visit, and over a hefty ice cream

(continued on page 52)

## TOP 75 R&B ALBUMS

	Weeks On 8/27 Chart		Weeks On 8/27 Chart
<b>1 REJOICE</b> EMOTIONS (Columbia PC 34762)	2 11	<b>39 LIVE! LONNIE LISTON SMITH</b> (RCA APL 1-2433)	36 7
<b>2 THE FLOATERS</b> (ABC AB 1030)	1 15	<b>40 MORE STUFF</b> STUFF (Warner Bros. BS 3061)	44 6
<b>3 PLATINUM JAZZ</b> WAR (Blue Note/JA BNLA 690-J2)	4 7	<b>41 SONGS IN THE KEY OF LIFE</b> STEVIE WONDER (Tamla/Motown T13-340C2)	28 47
<b>4 RIGHT ON TIME</b> THE BROTHERS JOHNSON (A&M SP 4644)	3 17	<b>42 SHOTGUN</b> (ABC AB 979)	41 13
<b>5 COMMODORES</b> (Motown M7-884R1)	5 23	<b>43 HOT</b> (Big Tree/Atlantic BS 89522)	39 14
<b>6 MAZE</b> (Capitol ST 11607)	7 27	<b>44 CHOOSING YOU</b> LENNY WILLIAMS (ABC AB 1023)	47 6
<b>7 EXODUS</b> BOB MARLEY & THE WAILERS (Island ILPS 9498)	9 13	<b>45 FINGER PAINTINGS</b> EARL KLUGH (Blue Note BNLA 737H)	42 10
<b>8 GO FOR YOUR GUNS</b> THE ISLEY BROTHERS (T-Neck/Epic PZ 34432)	6 22	<b>46 TAILOR MADE</b> BOBBI HUMPHREY (Epic 34704)	49 9
<b>9 BENNY AND US</b> AVERAGE WHITE BAND & BEN E. KING (Atlantic SD 19105)	11 7	<b>47 BIG TIME</b> SMOKEY ROBINSON (Tamla T6355S1)	50 6
<b>10 LIFELINE</b> ROY AYERS UBIQUITY (Polydor PD 16108)	10 10	<b>48 SERGIO MENDES AND THE NEW BRASIL '77</b> (Elektra 7E 1102)	54 5
<b>11 SWEET PASSION</b> ARETHA FRANKLIN (Atlantic SD 19102)	14 13	<b>49 A MUTHA'S NATURE</b> JAMES BROWN (Polydor PDI 6111)	56 3
<b>12 SOMETHING TO LOVE</b> LTD (A&M SP 4646)	20 6	<b>50 FOREVER GOLD</b> THE ISLEY BROTHERS (T-Neck/Epic PZ 34452)	60 2
<b>13 SLAVE</b> Cotillion/Atlantic SC 1-6093)	8 23	<b>51 THE GREATEST</b> ORIGINAL MOTION PICTURE SOUNDTRACK (Arista AL 7000)	53 6
<b>14 TEDDY PENDERGRASS</b> (Phila. Intl./Epic PZ 34390)	13 26	<b>52 BRICK</b> (BANG BLP-409)	— 1
<b>15 FREE AS THE WIND</b> THE CRUSADERS (Blue Thumb/ABC BT 6029)	15 12	<b>53 IT FEELS SO GOOD</b> MANHATTANS (Columbia PC 34450)	51 27
<b>16 LOOK TO THE RAINBOW</b> AL JARREAU (Warner Bros. 2BZ-3052)	16 12	<b>54 HAVIN' A HOUSE PARTY</b> WILLIE HUTCH (Motown M6-87451)	46 12
<b>17 ENCHANTMENT</b> (United Artists UA-LA 682G)	18 9	<b>55 UNPREDICTABLE</b> NATALIE COLE (Capitol SO 11600)	55 27
<b>18 A REAL MOTHER FOR YA</b> JOHNNY GUITAR WATSON (DJM/Amherst DJLPA-7)	12 21	<b>56 CREAM CITY</b> AALON (Arista AL 4127)	58 5
<b>19 I REMEMBER YESTERDAY</b> DONNA SUMMER (Casablanca NBLP 7056)	19 14	<b>57 LET'S BE CLOSER TOGETHER</b> TYRONE DAVIS (Columbia PC 34654)	57 9
<b>20 DEVIL'S GUN</b> C. I. & CO. (Westbound/Atlantic WB 301)	23 10	<b>58 BELIEVE</b> MASS PRODUCTION (Cotillion/Atlantic SD 9918)	71 4
<b>21 LET'S CLEAN UP THE GHETTO</b> PHIL. INTL ALL STARS (Phila. Intl. JZ 34659)	26 6	<b>59 STAR WARS AND OTHER GALACTIC FUNK</b> MECO (Millennium MNLP 8001)	— 1
<b>22 TRAVELIN' AT THE SPEED OF THOUGHT</b> THE O'JAYS (Phila. Intl. AL 34684)	17 15	<b>60 GOLDEN GIRLS</b> SILVER CONVENTION (Midsong/RCA BKL 1-2296)	43 7
<b>23 FRIENDS AND STRANGERS</b> RONNIE LAWS (Blue Note/BNLA 730H)	22 18	<b>61 DOROTHY MOORE</b> (Malaco/TK 6353)	65 2
<b>24 UNMISTAKABLY LOU</b> LOU RAWLS (Phila. Intl./Epic PZ 34488)	24 23	<b>62 REFLECTIONS IN BLUE</b> BOBBY BLAND (ABC 1018)	62 4
<b>25 TURN THIS MUTHA OUT</b> IDRIS MUHAMMAD (CTI KU 35)	29 14	<b>63 INTO SOMETHING — CAN'T SHAKE LOOSE</b> O.V. WRIGHT (Hi/Cream HLT-6001)	63 2
<b>26 TOO HOT TO HANDLE</b> HEATWAVE (Epic 34761)	32 6	<b>64 FULL BLOOM</b> CAROL DOUGLAS (Midsong/RCA BKL 1-222)	64 5
<b>27 OPEN UP YOUR LOVE</b> WHISPERS (Soul Train/RCA BVL 1-2270)	33 8	<b>65 BE HAPPY</b> KELLEE PATTERSON (Shadybrook SB 33-007)	66 8
<b>28 THE TWO OF US</b> MARILYN MCCOO & BILLY DAVIS JR. (ABC 1026)	31 4	<b>66 PATTI LaBELLE</b> (Epic PE-34847)	— 1
<b>29 PART 3</b> KC & THE SUNSHINE BAND (TK 605)	34 46	<b>67 LOVE AND KISSES</b> (Casablanca/NBLP-7063)	— 1
<b>30 MARVIN GAYE AT THE LONDON PALLADIUM</b> (Tamla/Motown T7-352R2)	21 23	<b>68 WHAT'S ON YOUR MIND</b> HODGES, JAMES & SMITH (London PS 685)	70 5
<b>31 PARLIAMENT LIVE/P. FUNK EARTH TOUR</b> (Casablanca NBLP 7053)	25 17	<b>69 IN MY STRIDE</b> DAVID RUFFIN (Motown M6-885S1)	67 7
<b>32 IN FULL BLOOM</b> ROSE ROYCE (Whitfield/WB WH 3074)	40 3	<b>70 POWER AND LOVE</b> MANCHILD (Chi Sound/UA CHLA 765-G)	— 1
<b>33 SHAKE IT WELL</b> DRAMATICS (ABC 1010)	37 4	<b>71 MUSIC SPEAKS LOUDER THAN WORDS</b> CANDI STATON (Warner Bros. BS 3040)	72 5
<b>34 GOIN' PLACES</b> MICHAEL HENDERSON (Buddah BDS 5693)	38 4	<b>72 FEEL THE FIRE</b> JERMAINE JACKSON (Motown M6-888S1)	68 5
<b>35 ANGEL</b> OHIO PLAYERS (Mercury SRM 1-3701)	27 22	<b>73 MAGIC JOURNEY</b> SALSOL ORCHESTRA (Salsoul SZS 5515)	74 11
<b>36 PHASE II</b> HAMILTON BOHANNON (Mercury SRM 1-1159)	35 14	<b>74 FIRST LADY</b> SHIRLEY CAESAR (Roadshow/JA RS 744)	69 6
<b>37 CARDIAC ARREST</b> CAMEO (Chocolate City/Casablanca CCLP 2003)	45 6	<b>75 CLOUDY</b> TAMIKO JONES (Atlantic II 715)	73 4
<b>38 JOYOUS</b> PLEASURE (Fantasy F9526)	30 21		



# FOUR FROM THE HEART OF HIT CITY. WHERE CREAM AND HI MEET.

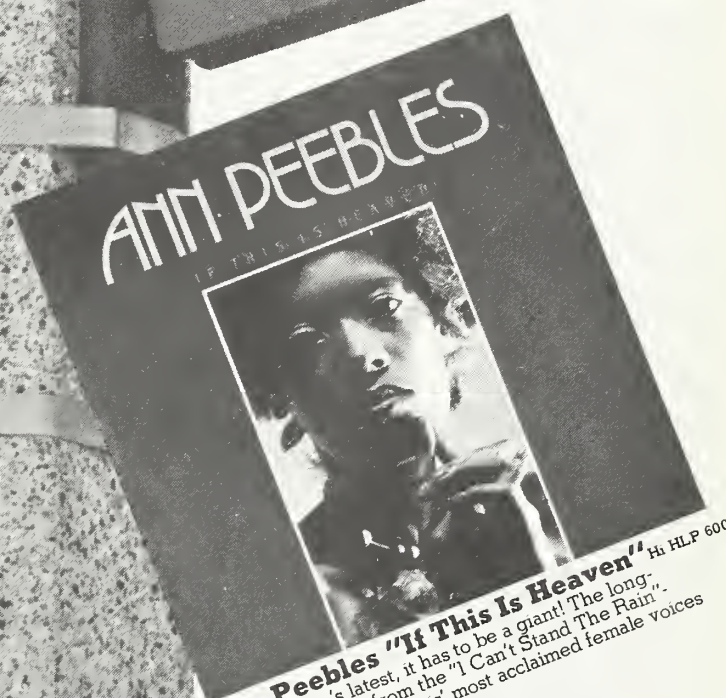
# CREAM

# HI



**BRENTON WOOD**  
*Come Softly*

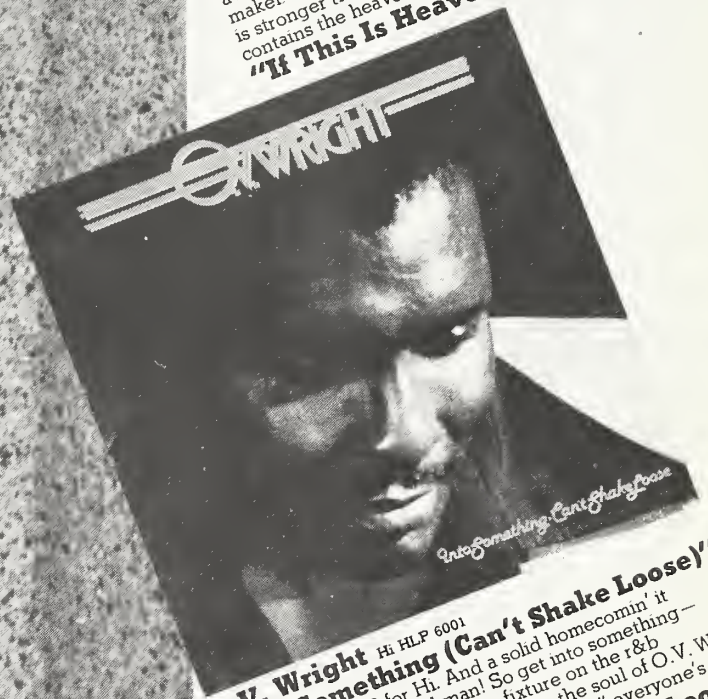
**Brenton Wood "Come Softly"** Cream CR 1006  
He's comin' softly. And carryin' a big hit stick with his Cream debut. He's Brenton Wood, the "Oogum Boogum" / "Gimme A Little Sign" man. With the biggest LP of his career, pop and soul contains the single that's comin' on in style: **"Come Softly To Me"** / Cream 7716



**ANN PEEBLES**  
FINIS IS HEAVEN



**Ann Peebles "If This Is Heaven"** Hi HLP 6002  
If this is Ann's latest, it has to be a giant! The long-awaited new LP from the "I Can't Stand The Rain" maker. One of Memphis' most acclaimed female voices is stronger than ever! contains the heavenly hit single: **"If This Is Heaven"** / Hi 77502



**O. V. WRIGHT**

**O.V. Wright** Hi HLP 6001  
**"Into Something (Can't Shake Loose)"**  
It's O.V.'s first LP for Hi. And a solid homecomin' it is for the Memphis funkman! So get into something—and somebody—that's been a fixture on the r&b charts for more than a decade now: the soul of O.V. Wright! contains the single & The "Soul Medley" everyone's into: **"Into Something (Can't Shake Loose)"** / Hi 77501



**Balcones Fault**  
**"It's All Balcones Fault"** Cream CR 1004  
Eight men from Texas with one mission in life: to make music the star in their band. An AOR event of the first order! contains the single that's really comin' home: **"Take Me Home"** / Cream 7714

**RISIN' TO THE TOP.  
AND PLANNIN'  
TO STAY.  
CREAM - HI RECORDS  
GRT MUSIC TAPES**

Cream-Hi Records  
8025 Melrose Avenue, L.A., CA 90046  
(213) 655-0944



# FTC Launches Print Probe

(continued from page 7)

volume discount advertising rates are discriminatory. Apparently the Los Angeles Times has been singled out as a test case by the FTC to contest volume discounts in advertising rates, a standard practice in the newspaper business and in other advertising media.

"The Times considers the FTC action unwarranted and plans to vigorously defend this case before the Commission and in the courts, if necessary. It is not expected that this action will affect the operations or rate policies of the Los Angeles Times."

## Rate Quotations

The L.A. Times carried a total of 48,965,000 retail lines in 1976, which was 41% of its total advertising, according to Media Records Inc., and the paper's total revenues for that year, according to FTC figures, were approximately \$276 million, about half of which was from retail display. The most recent rates quoted by the Times are \$2.65 per line for 5,000 lines of advertising, and \$2.19 per line for 200,000 lines.

(For comparison, the Washington Post rate card lists 5,000 lines at \$1.65 per line and 250,000 at \$1.59 per line — both higher on Sunday. The discount is obviously not as great for larger volume advertisers, but the principle is the same as applies in the Times' policy.)

A September 19 hearing date has been set before FTC administrative law judge James Timony, but that is to be a pro-forma affair. The first full-blown public hearing won't be for some time after the papers are filed, according to the FTC's senior attorney on the case, Joseph Brownman.

Record manufacturers and retailers expressed strong views on the issues raised by the FTC complaint.

Retailers in Los Angeles wondered why the FTC had singled out newspaper discounts. "The facts of the matter are that every business in the country gives notice of some form of benefits to larger volume accounts," said Russ Solomon, president of the Tower chain. Another source commented, "It strikes at our basic economic structure, which is to offer discounts to encourage more buying."

## 'No Inequity'

Lou Fogelman, president of the Music Plus chain, said he found no inequity in the Times' policy. "We get treated very fairly by the Times," he said. "We're not one of their largest advertisers; we're definitely not one of their smallest. I guess my rate is a little bit higher than Sears', but look what Sears does day in and day out. I don't feel they do me an injustice."

The FTC action could mean increased costs for record companies, according to Don Dempsey, vice president of marketing for Columbia Records. "To arrive at a discount based upon a daily (i.e., non-cumulative) use, I would find it very difficult from a record company standpoint. And I would have to believe that it would create an additional advertising cost for us, because we never know when we're going to create a particular thrust behind something. Until it becomes a hit, we don't know at what level our (advertising) participation is going to be."

Since most CBS print advertising is done through coop ads tagged to local retailers, "if their costs goes up, our cost goes up," Dempsey added.

## National Vs. Local

Bob Siner, vice president of advertising and merchandising for MCA Records, felt the FTC should examine another area of newspaper advertising. Instead of concentrating on bulk discounts, he urged the agency to look into the practice that requires national advertisers to pay a separate and more expensive rate than local advertisers.

"What they (FTC) are doing doesn't make sense," he asserted. "They should address themselves strictly to national and local

rates... How can a paper have two different rates — one for a national advertiser and one for a local advertiser — if they have the same distribution?"

Siner said he found justification for volume discounts because it gives newspapers some idea of what their cash flow will be so that they can preplan for the year. "I personally feel they have a perfect right to do that," he said.

## Institutional Ads

Since coop advertising dollars are to a large extent channelled through retailers who qualify for volume discounts that manufacturers don't get, the FTC action could have far-reaching implications for the record industry. Indeed, some label executives suggested it might lead to increased institutional advertising.

"I would think that if they had a flat rate for advertising, manufacturers would probably run more ads than they are presently running," said Bob Fead, senior vice president of marketing for A&M Records, "and they would be able to be somewhat more creative in trying to get their message across. When you are running an ad now, you really have to tailor it to the retailer."

## More Careful Assessment

Iris Zurawin, director of advertising and artist campaigns for United Artists Records, agreed with this assessment, saying that if the FTC should get a favorable ruling, "people who use print advertising will consider it more carefully because of the added expense. You might also find more institutional advertising than coop advertising."

However, most label executives felt the FTC action would not necessarily result in fewer coop dollars. "I think we would still offer the same amounts," said one. "They would not go quite as far, I guess, but they would still be basically the same."

Similarly, Mike Lushka, executive vice president and general manager of marketing for Motown Records, commented: "If the bulk rate was done away with, it wouldn't have much of an impact on the amount of dollars we provide to the retailers. It just might cost us more for a particular ad."

## No Major Shift

While most manufacturers and retailers agreed that the FTC action would create additional advertising costs, they did not anticipate a dramatic shift away from print in favor of other forms of media.

"I don't think any ruling by the FTC in this area would change our decision as to the ratio to be spent in print as opposed to radio or elsewhere," said Gordon Bossin, vice president of marketing for United Artists Records. "We would just adjust our schedules to either add a few bucks or maybe pick a little more carefully. But I think we will still give the same percentage to print."

Phyllis Chotin, director of advertising and merchandising for Casablanca, noted that "print advertising is very important to Casablanca and Casablanca's artists. Casablanca was built as a visual company; we spend a great deal of money on print advertising."

"I'm not going to rule out a publication because they raise their rates," she continued. "If they are the tool I can use to reach a particular market, I'm still going to advertise. That's what advertising is all about as far as I'm concerned — reaching your market."

# Latest Beatle LP Is Now Platinum

LOS ANGELES — Capitol Records' "The Beatles At The Hollywood Bowl," the 21st album by the Beatles as a group, has been certified Platinum by the Recording Industry Association of America.

# Elvis Sales Still Going Strong

(continued from page 7)

Elvis LPs showed up in our top 300 this week and 30 of his albums showed up in the top 300 here in Minneapolis."

Comments from retailers, rack jobbers and distributors all over the country have indicated that their Elvis supply has been totally depleted, most of it in a matter of days. Included among those with no product to sell are: the Harvard Coop's three stores, Camelot in Cleveland, Tower Records in San Francisco, Mile High in Denver, the Warehouse in Los Angeles, Banana in San Francisco, Central South in Nashville, Discount Records in Madison, Flipside in Chicago, and Harmony House in Detroit.

Eric MacDonald, manager and buyer at Port of Call in Nashville, stated, "We sold 153 LPs, 250 singles, 40 eight-tracks, and 20 cassettes in just two days." According to Judy Grayes, singles buyer at Tower in Sacramento, "After two days we sold out of all his oldies singles. We had five each of 40

## Lipman/Kritzer Form New Management Team

LOS ANGELES — Danny Lipman and Eddie Kritzer have formed Lipman/Kritzer Management with the signing of first client Martha Velez, a singer/songwriter recording for Sire/Warner Bros. Velez has the lead in the Broadway company version of "Hair" and has just finished her second album. Lipman/Kritzer will continue to operate the nationally syndicated radio show, Rock Around The World, and their Music Monthly Magazine.

## Looking Back

### 1 Year Ago Today (9/4/76)

- **Portrait** was revealed as the game of the new CBS label
- "**Frampton Comes Alive**" topped the CB LP chart for the fourth week
- CBS picked up the 2nd RIAA Platinum single award for the **Manhattans**

### 5 Years Ago: (9/2/72)

- **Pay Less** Drug stores were barred from selling pirated tapes
- **Grand Funk** was set to release a new album
- **UDC** hosted a sales meet for UA, MGM and Polydor

### 10 Years Ago: (9/2/67)

- **Esmond Edwards** was named jazz A&R director for Verve
- **Arnold Burke** was named to head Dot Records after Randy Wood left
- London's **D.H. Toller-Bond** denied the company would end production of mono LPs
- **Steve Paul** began plans to host a TV special
- **Otis Redding's** summer tour had grossed over \$600,000
- In London, teenage fans of the **Bee Gees** petitioned the British government to extend their visas

• **Robert Bialek**, a Washington retailer, acquired the **Milestone** catalogue and named **Orrin Keepnews** as g.m.

### Fifteen Years Ago: (9/1/62)

- Epic Records received its first gold single ever with "Roses Are Red" by **Bobby Vinton**
- **Sam Fox Music** purchased Dorabert Music
- Cameo/Parkway Records introduced a new rack program
- **Richard Rodgers** was signed to write the first feature soundtrack of his career — "Lawrence Of Arabia"
- **Liberty Records** opened its Chicago branch
- **Norm Rubin** joined Roulette Records as national promotion director
- **Ethel Merman** was selected as "First Lady Of High Fidelity" by the High Fidelity Music Show

titles." Jerry Phillips, store director for Peaches in Dallas, summed it up best when he said, "The more Elvis we put in front, the more they buy — and they don't care what they buy — just so it's Elvis."

## Sales Wave

With the nationwide sales wave, chart activity was expected. A spokesman for Alta in Phoenix believed, "Our top fifty would have been all Elvis if we would have had the stock." Elvis' "Moody Blue" reached the number one position on the album charts at Tower in San Francisco and Peaches in Dallas. It was number 2 at Camelot in Cleveland, 21 at Mile High in Denver, 25 at Tower in San Diego and 30 at Alta in Phoenix.

On the Country LP chart it was number one at Big State in Dallas. Similar top positions were recorded on the Country Singles charts at Harmony House in Detroit and Big State in Dallas. Westex Records and Reels had the single, "Way Down," at the number four position.

In addition to massive product sales, RCA Records was deluged with requests from all over the world to participate in hundreds of various types of memorials. A spokesman for RCA stated, "The company is sincerely anxious to show its own deep respect for Mr. Presley with a fitting memorial and currently is considering a number of specific possibilities."

## Creditors Named

(continued from page 7)

But this option inspired more skepticism. "They can't make it (either as a retailer or a cutout wholesaler) anymore. Nobody is going to ship them hot product. How are they going to do business? Do you think WEA and CBS are fools? Are they going to pour more money into this operation? The Suttens only have \$123,000 in cash. No way."

Still another aspect of the situation is the fact that each of Jimmy's 38 outlets is a separate corporation, with few or no assets. Each will soon file for bankruptcy, Miller said. Should these stores likewise go "straight bankruptcy," there would be no assets for the landlords to claim. "This is just the old shell game," noted a creditor.

Miller presented the latest financial figures, unaudited, for the period ending July 31. Included in those figures was an estimate that the Jimmy's operation would yield about \$5 million at auction. A number of creditors voiced the strong belief that the estimate was highly exaggerated and that, in fact, liquidation would likely yield about half that.

Miller concluded that the termination of lease obligations at the 16 closed Jimmy's stores was not figured in as a liability, since leases are being continued at least through August.

## R&B New Adds

(continued from page 38)

- Ex To 24 — Never Been Loved — Dells
- Ex To 16 — Work On Me — O'Jays
- Ex To 21 — Party Lights — Natalie Cole
- #1 LP — Brick
- New LPs — Rose Royce, Emotions, Brick
- WESL — ST. LOUIS — Jim Gates**
- #1 — Devil's Gun — C.J. & Co
- Dusic — Brick — Bang
- Turn It Out — Gary Tom
- Don't Let Love Go — Brian & Brenda
- Let's Make A Deal — Syretta & G.C. Cameron
- A Star In The Ghetto — AWB
- 12 To 5 — Boogie Nights — Heatwave
- 30 To 22 — I'm At The Crossroads — Vernon Garrett
- 31 To 16 — Good Thing Queen — Margie Evans
- #1 LP — O.V. Wright
- WTMP — TAMPA — Charles Edwards**
- #1 — Float On — The Floaters
- I'm Afraid To Let You Into My Life — Freddie Waters — October
- I Can't Understand — Meadows Bros. — Kayvette
- I'm Running Away — Roy Ayers — Polydor
- Just For Your Love — Memphis Horns — RCA
- Ex To 25 — We Never Danced — The Manhattans
- 30 To 22 — Ooh, Baby Baby — Shalamar
- 29 To 21 — No One Can Love You More — Phyllis Hyman
- 27 To 19 — I Don't Want To Go — Moments
- 24 To 17 — Nights On Broadway — Candi Staton
- 26 To 14 — Boogie Nights — Heatwave
- 17 To 11 — Tricky Dick Train — Bobby Bland
- 8 To 1 — Float On — The Floaters
- #1 LP — Emotions
- New LPs — Stuff, Brick, War, Michael Henderson

# Cash Box Country

## Controversies About Elvis Dispelled by Producer Jarvis

by Lola Scobey

NASHVILLE — Elvis Presley's longtime producer, Felton Jarvis, who says he "cried for three days" after Elvis' death and was unable to talk to reporters at the funeral, is now gradually emerging as a defender of Elvis as a man who was "good and real" in the face of remarks by people Jarvis says "have been claiming to be close to Elvis and weren't."

Although Jarvis declines to address himself to any specific criticisms of Elvis, he is aware of the book "Elvis What Happened?," based on information supplied by three of Elvis' former bodyguards, which portrays the singer in his later years as a heavy pill user and violent, erratic man addicted to guns.

### Piece Of Trash

"I really don't even want to acknowledge that book's existence," Jarvis told **Cash Box**. "I haven't read it, but I have been told of certain allegations made in the book, and as far as I'm concerned, it is a piece of trash. I don't want to read it, and I don't want it in my home."

"Elvis bought these men homes, cars, jewelry, and even tried to help find them other jobs when he was forced to let them go, and now they write this type book about him," Jarvis said with disgust.

The book was published only weeks before Elvis' death, and sources close to the singer state that he was upset that his former employees would write a book highly critical of him. Sources add that

## Writers Stunned As RCA Will Sell Sunbury-Dunbar

by Carmen Adams

NASHVILLE — Three weeks ago, RCA Records decided to sell its publishing division, Sunbury-Dunbar. Considering the income from the publishing wing in relation to the entire corporation, Sunbury-Dunbar did not meet a profit margin RCA felt was needed to continue operation.

Pat Carter, director of the Nashville office, stated that the sale will include the entire U.S. operation of Nashville, Los Angeles, and New York offices. "There are several interested buyers," Carter revealed although he did not elaborate. He did say, though, "Whoever purchases the catalog will have the authority to decide what to do with the staff writers under contract to Sunbury-Dunbar." Guy Clark — writer of "Desperados Waiting For The Train," "L.A. Freeway," and several more recorded by Jerry Jeff Walker and Clark himself on the RCA Record label — and Steve Earl are writers involved from the Nashville office. Hall & Oates were recently signed to Sunbury-Dunbar from New York.

RCA's decision to keep its writers under contract until the sale was consummated is assumed to be for leverage until a purchase price has been agreed upon. The sale and accompanied changes in staff writers and personnel should be consummated by 1978, according to Carter.

The suddenness of the decision to sell left the Sunbury-Dunbar staff stunned in view of a recent revamping of personnel and the new Hall & Oates signing. However, Carter doesn't foresee any hardships for the writers since their impressive catalog should assure them of a stable position with the new purchaser or any new company with whom they might decide to sign once

Elvis, who was intensely schooled in Biblical scripture, likened it to the betrayal of Jesus by his disciples.

Asked whether, if the material in the book became widely discussed and believed, he would write a book in Elvis' defense, Jarvis quickly replied, "I would never write a book on Elvis, because I don't want to make any money off Elvis. If someone came to me and offered me 15 million dollars to write a book on Elvis, I would turn it down. All I will do is tell people how I knew him."

Jarvis, who is 42 (he is only three months older than Elvis), was a Marine with no musical background who played no musical instrument when he first saw Elvis perform in 1954 in Norfolk, Virginia on a Hank Snow tour. Jarvis, who has produced hordes of gold records on the singer, says he would probably not even be in the music business today if he had not seen that one show.

After that experience, Jarvis, like thousands of other fans, began religiously following Elvis' career — buying his Sun Records, going to concerts whenever possible. Observing Elvis' meteoric rise to fame, Jarvis, in the printing business at the time, was impressed. "I thought to myself," Jarvis said with touching simplicity, even today, "Wow, the music business must be a wonderful thing if that can happen to a guy." So the printer decided he wanted to be a singer and started learning a little guitar.

Living in Atlanta at the time, he landed a job as a sheet music printer with publisher Bill Lowery, but spent every available minute hanging around Lowery's studio and observing the engineer. When the engineer quit, he recommended Jarvis for his job.

But when the budding engineer met producer Bill Justis, he became convinced that production was his real calling. With another producer, Cliff Hunter, he began cutting local black acts in Lowery's studio. One of those groups was named Gladys Knight and the Pips, and they cut "Every Beat Of My Heart" for VJ Records.

This landed Jarvis a job with ABC/Paramount Records in New York — but as a promotion man. Finding he had little taste for promotion, he quit; but he asked the company to hire him as a producer instead. They agreed to put up \$1,000 for a split session. Renting RCA Studio B in Nashville, Jarvis and Hunter cut an Elvis-penned song, "Such a Night," on an Elvis-style performer named Vince Everett, plus a song named "Sheila" on Tommy Roe. Both records did well, but "Sheila" zoomed to number one and sold several million units.

With the success of "Sheila," ABC/Paramount opened a Nashville office and moved Jarvis from Atlanta to Nashville where he recorded acts like Fats Domino and Lloyd Price.

Then one day Chet Atkins called. Atkins, head of RCA Nashville, offered Jarvis a staff producer's job with the company, which he readily accepted. Shortly thereafter Chet, who was producing about 20 acts, called again, saying, "Felton, you know how Elvis is, he's a night person and likes to stay up all night. I don't really like that, so why don't you go over there and produce him?"

Jarvis describes his reaction to producing the man who had been his idol for years as several megavolts stronger than mild shock. "I just sat there in awe the whole first session," he laughs. "I was afraid to do anything for fear of messing things up. I was even afraid to run the clock."

(continued on page 44)

## Top 50 Country Albums

	Weeks On 8/27 Chart	Weeks On 8/27 Chart
1 <b>MOODY BLUE</b> ELVIS PRESLEY (RCA AFL 1-2428)	4	8
2 <b>OL' WAYLON</b> WAYLON JENNINGS (RCA APL 1-2317)	1	17
3 <b>TO LEFTY FROM WILLIE</b> WILLIE NELSON (Columbia KC 34695)	2	22
4 <b>WE MUST BELIEVE IN MAGIC</b> CRYSTAL GAYLE (United Artists UA-LA 771G)	6	8
5 <b>DYNAMIC DUO</b> CONWAY TWITTY & LORETTA LYNN	3	10
6 <b>CHANGES IN LATITUDES — CHANGES IN ATTITUDES</b> JIMMY BUFFETT (ABC AB 990)	5	24
7 <b>RABBITT</b> EDDIE RABBITT (Elektra 7E-1105)	8	10
8 <b>RAMBLIN' FEVER</b> MERLE HAGGARD (MCA 2267)	7	12
9 <b>MAKING A GOOD THING BETTER</b> OLIVIA NEWTON-JOHN (MCA 2280)	12	7
10 <b>KENNY ROGERS</b> (United Artists UA LA 689G)	9	22
11 <b>NEW HARVEST... FIRST GATHERING</b> DOLLY PARTON (RCA APL 1-2188)	10	26
12 <b>THE OUTLAWS</b> WAYLON JENNINGS/WILLIE NELSON JESSI COLTER/TOMPALL GLASER (RCA APL 1-1321)	15	35
13 <b>SHE'S JUST AN OLD LOVE TURNED MEMORY</b> CHARLEY PRIDE (RCA APL 1-2261)	17	21
14 <b>A MAN MUST CARRY ON</b> JERRY JEFF WALKER (MCA 2-6003)	14	14
15 <b>FIRST CLASS</b> MICKEY GILLEY (Playboy/CBS KZ 34776)	13	12
16 <b>SLIDE OFF OF YOUR SATIN SHEETS</b> JOHNNY PAYCHECK (Epic KE 34693)	11	11
17 <b>THE BEST OF FREDDY FENDER</b> (ABC/Dot DO 2079)	16	17
18 <b>DAYTIME FRIENDS</b> KENNY ROGERS (UA LA 7546)	24	3
19 <b>LUXURY LINER</b> EMMYLOU HARRIS (Warner Bros. WBS 2298)	20	31
20 <b>CRYSTAL</b> CRYSTAL GAYLE (United Artists LA 614G)	23	54
21 <b>LOVERS, FRIENDS &amp; STRANGERS</b> BARBARA MANDRELL (ABC/Dot DO-2076)	21	12
22 <b>WAYLON LIVE</b> WAYLON JENNINGS (RCA APL 1-1108)	25	39
23 <b>TILL THE END</b> VERN GOSDIN (Elektra 7E-1112)	30	5
24 <b>MIRIAM</b> JESSI COLTER (Capitol ST-11583)	22	7
25 <b>LINDA RONSTADT'S GREATEST HITS</b> (Asylum 7E-1092)	26	36
26 <b>THE BEST OF MOE BANDY VOL. 1</b> (Columbia KC 34715)	29	9
27 <b>LIVE</b> BILLY "CRASH" CRADDOCK (ABC/Dot DO-2082)	19	7
28 <b>SONGS OF KRISTOFFERSON</b> KRIS KRISTOFFERSON (Columbia PZ 34687)	18	16
29 <b>I REMEMBER PATSY</b> LORETTA LYNN (MCA 2265)	27	18
30 <b>THE RED HEADED STRANGER</b> WILLIE NELSON (Columbia KC 33482)	35	6
31 <b>SMOKEY AND THE BANDIT ORIGINAL SOUNDTRACK</b> (MCA 2099)	34	6
32 <b>BORN BELIEVER</b> JIM ED BROWN & HELEN CORNELIUS (RCA APL 1-2399)	37	2
33 <b>BOBBY BORCHERS</b> (PLAYBOY/CBS KZ 34829)	38	5
34 <b>SOUTHERN NIGHTS</b> GLEN CAMPBELL (Capitol SO 11601)	32	26
35 <b>BEFORE HIS TIME</b> WILLIE NELSON (RCA APL 1-2210)	33	17
36 <b>WELCOME TO MY WORLD</b> ELVIS PRESLEY (RCA APL 1-2274)	—	1
37 <b>PLAY, GUITAR PLAY</b> CONWAY TWITTY (MCA 2262)	36	21
38 <b>BEST OF DOLLY PARTON</b> (RCA APL 1-117)	40	2
39 <b>BEST OF THE STATLER BROTHERS</b> (Mercury SRM 1-1037)	41	28
40 <b>ANYTIME... ANYWHERE</b> RITA COOLIDGE (A&M SP 4616)	42	5
41 <b>SHORT STORIES</b> STATLER BROS. (Mercury SRM 1-5001)	43	2
42 <b>COUNTRY SWEET</b> STELLA PARTON (Elektra 7E-1111)	44	4
43 <b>I'VE ALREADY LOVED YOU IN MY MIND</b> CONWAY TWITTY (MCA 2298)	—	1
44 <b>THE RAMBLER</b> JOHNNY CASH (Columbia KC 34833)	45	4
45 <b>RONNIE SESSIONS</b> (MCA 2285)	46	4
46 <b>THE COUNTRY AMERICA LOVES</b> STATLER BROS. (Mercury SRM 1-1125)	47	3
47 <b>RONNIE MILSAP LIVE</b> (RCA APL 1-2043)	48	3
48 <b>THE TROUBLEMAKER</b> WILLIE NELSON (Columbia KC-34112)	—	1
49 <b>SONGS I'LL ALWAYS SING</b> MERLE HAGGARD (Capitol SWBB 11531)	50	16
50 <b>TATTOO</b> DAVID ALLAN COE (Columbia PC 34870)	—	1



**PRECIOUS METAL FOR WILLIAMS** — ABC/Dot recording artist Don Williams recently collected a gold and two silver album awards from Dot president Jim Foglesong for the success of three of his LPs in Great Britain. The gold award was for Williams' "Visions" album, while the silver awards were for his "Harmony" and "You're My Best Friend" releases. Pictured above are (l-r): Foglesong; Williams; Richard Green, ABC Records vice president; and Larry Baunach, Dot vice president.





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# CASH BOX TOP 100 COUNTRY

September 3, 1977

	Weeks On 8/27 Chart
1 <b>WAY DOWN/PLEDGING MY LOVE</b> ELVIS PRESLEY (RCA PB 10998)	2 12
2 <b>ROLLIN' WITH THE FLOW</b> CHARLIE RICH (Epic 8-50392)	1 15
3 <b>A SONG IN THE NIGHT</b> JOHNNY DUNCAN (Columbia 3-10554)	3 14
4 <b>DON'T IT MAKE MY BROWN EYES BLUE</b> CRYSTAL GAYLE (United Artists UA XW 1016)	7 9
5 <b>(AFTER SWEET MEMORIES) PLAY BORN TO LOSE AGAIN</b> DOTTSY (RCA PB 10982)	6 15
6 <b>RAMBLIN' FEVER</b> MERLE HAGGARD (MCA 40743)	9 10
7 <b>TILL THE END</b> VERN GOSDIN (Elektra E45411)	8 12
8 <b>A TEAR FELL</b> BILLY "CRASH" CRADDOCK (ABC/Dot 17701)	5 14
9 <b>SUNFLOWER</b> GLEN CAMPBELL (Capitol 4445)	11 10
10 <b>I CAN'T LOVE YOU ENOUGH</b> CONWAY TWITTY & LORETTA LYNN (MCA 40728)	4 14
11 <b>I'VE ALREADY LOVED YOU IN MY MIND</b> CONWAY TWITTY (MCA 40754)	16 7
12 <b>SOUTHERN CALIFORNIA</b> GEORGE JONES & TAMMY WYNETTE (Epic 8-50418)	13 9
13 <b>BARBARA, DON'T LET ME BE THE LAST TO KNOW</b> MEL STREET (Polydor PD 14399)	12 12
14 <b>I DON' WANT TO CRY</b> LARRY GATLIN (Monument 45-221)	14 16
15 <b>THAT'S THE WAY LOVE SHOULD BE</b> DAVE & SUGAR (RCA PB-11034)	17 9
16 <b>DAYTIME FRIENDS</b> KENNY ROGERS (United Artists UA XW 1027)	24 6
17 <b>BABY, I LOVE YOU SO</b> JOE STAMPLEY (Epic 8-50410)	18 10
18 <b>VIRGINIA, HOW FAR WILL YOU GO</b> DICKEY LEE (RCA PB-11009)	19 10
19 <b>Y'ALL COME BACK SALOON</b> OAK RIDGE BOYS (ABC/Dot DO 17710)	21 9
20 <b>GENTLE TO YOUR SENSES</b> MEL McDANIEL (Capitol 4430)	15 15
21 <b>WHERE ARE YOU GOING, BILLY BOY</b> BILL ANDERSON & MARY LOU TURNER (MCA 40753)	23 8
22 <b>IF YOU EVER GET TO HOUSTON (LOOK ME DOWN)</b> DON GIBSON (ABC/Hickory AH-54014)	22 10
23 <b>HONKY TONK MEMORIES</b> MICKEY GILLEY (Playboy/CBS ZS8-5807)	10 13
24 <b>CRUTCHES</b> FARON YOUNG (Mercury 73925)	26 10
25 <b>WHY CAN'T HE BE YOU</b> LORETTA LYNN (MCA 40747)	38 5
26 <b>I LOVE YOU A THOUSAND WAYS</b> WILLIE NELSON (Columbia 3-10588)	30 6
27 <b>IF YOU DON'T LOVE ME (WHY DON'T YOU JUST LEAVE ME ALONE)</b> FREDDY FENDER (ABC/Dot DO-17713)	29 6
28 <b>I MISS YOU ALREADY</b> JERRY WALLACE (BMA 7-002)	28 11
29 <b>YOU ARE SO BEAUTIFUL</b> TANYA TUCKER (Columbia 3-10577)	32 8
30 <b>THE PLEASURE'S BEEN ALL MINE</b> FREDDIE HART (Capitol P-4448)	31 8
31 <b>DON'T SAY GOODBYE</b> REX ALLEN, JR. (Warner Bros. WBS 8418)	33 6

	Weeks On 8/27 Chart
32 <b>IT'S ALL IN THE GAME</b> TOM T. HALL (Mercury 55001)	40 5
33 <b>BEHIND BLUE EYES</b> MUNDO EARWOOD (True T1048)	34 9
34 <b>ALL THAT KEEPS ME GOING</b> JIM WEATHERLY (ABC AB 12288)	37 7
35 <b>SHAME SHAME ON ME (I HAD PLANNED TO BE YOUR MAN)</b> KENNY DALE (Capitol 4457)	41 6
36 <b>LOVE SONGS AND ROMANCE MAGAZINES</b> NICK NIXON (Mercury 73930)	36 10
37 <b>BABY DON'T KEEP ME HANGING ON</b> SUSIE ALLANSON (Curb/WB WBS 8429)	43 9
38 <b>THINGS I TREASURE</b> DORSEY BURNETTE (Calliope CALS 8004-AS)	39 11
39 <b>I GOT THE HOSS</b> MEL TILLIS (MCA 40764)	42 4
40 <b>EAST BOUND AND DOWN</b> JERRY REED (RCA PB-11056)	46 4
41 <b>WE CAN'T GO ON LIKE THIS</b> EDDIE RABBITT (Elektra E45418)	50 3
42 <b>AMBUSH</b> RONNIE SESSIONS (MCA 40758)	48 6
43 <b>HEAVEN IS JUST A SIN AWAY</b> THE KENDALLS (Ovation OV 1103)	53 5
44 <b>'TIL I CAN'T TAKE IT ANY MORE</b> PAL RAKES (Warner Bros. WBS 8416)	45 6
45 <b>THE DANGER OF A STRANGER</b> STELLA PARTON (Elektra E45410)	47 7
46 <b>IT WAS ALMOST LIKE A SONG</b> RONNIE MILSAP (RCA PB-10976)	27 16
47 <b>I'M THE ONLY HELL (MAMA EVER RAISED)</b> JOHNNY PAYCHECK (Epic 8-5091)	20 14
48 <b>COUNTRY PARTY</b> JOHNNY LEE (GRT 125)	25 18
49 <b>MAKING BELIEVE</b> EMMYLOU HARRIS (Warner Bros. WBS 8388)	35 15
50 <b>SILVER MEDALS AND SWEET MEMORIES</b> STATLER BROS. (Mercury 55000)	54 4
51 <b>WE CAN'T BUILD A FIRE IN THE RAIN</b> ROY CLARK (ABC/Dot DO 17712)	51 6
52 <b>ONCE IN A LIFETIME THING</b> JOHN WESLEY RYLES (ABC/Dot DO-17698)	60 4
53 <b>LADY</b> JOHNNY CASH (Columbia 3-10587)	55 5
54 <b>COWBOYS AIN'T SUPPOSED TO CRY</b> MOE BANDY (Columbia 3-10558)	44 13
55 <b>SHE'S THE GIRL OF MY DREAMS</b> DON KING (Con Brio 120)	49 14
56 <b>I'M A HONKY TONK WOMAN'S MAN</b> BOB LUMAN (Polydor PD 14408)	59 6
57 <b>THE OLD MAN AND HIS HORN</b> GENE WATSON (Capitol 4458)	63 5
58 <b>TOO MUCH IS NOT ENOUGH</b> BILLIE JO SPEARS (United Artists UA-XW 1041)	66 3
59 <b>PUT 'EM ALL TOGETHER AND I'D HAVE YOU</b> GEORGE JONES (Epic 8-50423)	62 4
60 <b>DANCING THE NIGHT AWAY</b> TANYA TUCKER (MCA 40755)	65 4
61 <b>TO LOVE SOMEBODY</b> NARVEL FELTS (ABC/Dot DO-17715)	69 3
62 <b>MY WEAKNESS</b> MARGO SMITH (Warner Bros. WBS 8399)	52 11
63 <b>IF IT AIN'T LOVE BY NOW</b> BROWN/GORNELIUS (RCA PB-11044)	70 3
64 <b>LITTLE OLE DIME</b> JIM REEVES (RCA PB-11060)	74 3
65 <b>TONIGHT YOU BELONG TO ME</b> DOTTIE WEST (United Artists UA XW 1010)	56 9

	Weeks On 8/27 Chart
66 <b>IN THE JAILHOUSE NOW</b> SONNY JAMES (Columbia 3-10551)	57 12
67 <b>I'LL BE LEAVING ALONE</b> CHARLEY PRIDE (RCA PB 10975)	58 17
68 <b>SO CLOSE AGAIN</b> MARGO/NORRO (Warner Bros. WBS 8427)	78 3
69 <b>WHAT A WAY TO GO</b> BOBBY BORCHERS (Playboy/CBS ZS8-5816)	— 1
70 <b>HOLD ON TIGHT</b> SUNDAY SHARPE (Playboy/CBS ZS8-5813)	— 1
71 <b>LET ME DOWN EASY</b> CRISTY LANE (LS GRT 131)	81 3
72 <b>IT DIDN'T HAVE TO BE A DIAMOND</b> SUSAN RAYE (United Artists UA XW 1026)	75 5
73 <b>I'M JUST A COUNTRY BOY</b> DON WILLIAMS (ABC/Dot DO-17717)	85 2
74 <b>MR. BOJANGLES</b> JERRY JEFF WALKER (MCA 40760)	76 6
75 <b>BARTENDER'S BLUES</b> JAMES TAYLOR (Columbia 3-10557)	77 6
76 <b>HOLD ME</b> BARBARA MANDRELL (ABC/Dot DO-17716)	— 1
77 <b>HE AIN'T YOU</b> LYNN ANDERSON (Columbia 3-10597)	— 1
78 <b>LUCKENBACH, TEXAS (BACK TO THE BASICS OF LOVE)</b> WAYLON JENNINGS (RCA PB 10924)	64 22
79 <b>A COLD DAY IN JULY</b> RAY GRIFF (Capitol 4446)	72 6
80 <b>DREAMS OF A DREAMER</b> DARRELL McCALL (Columbia 3-10576)	61 7
81 <b>OLD TIME LOVIN'</b> KENNY STARR (MCA 40769)	84 3
82 <b>WHEN I DIE, JUST LET ME GO TO TEXAS</b> ED BRUCE (Epic 8-50424)	88 2
83 <b>SUMMERTIME BLUES</b> JIM MUNDY (Hill Country HC 778)	79 5
84 <b>I DON'T WANT TO BE ALONE TONIGHT</b> RAY SAUNDERS (Republic REP 003)	82 4
85 <b>DO YOU HEAR MY HEART BEAT</b> DAVID ROGERS (Republic REP 006)	89 2
86 <b>SOUTHBOUND</b> R.C. BANNON (Columbia 3-10570)	87 7
87 <b>CALIFORNIA LADY</b> RANDY BARLOW (Gazelle/IRDA 413)	67 9
88 <b>I'M NOT RESPONSIBLE</b> HANK WILLIAMS JR. (Warner Bros. WBS 8410)	98 2
89 <b>BREAKING UP IS HARD TO DO</b> CON HUNLEY (Prairie Dust PD-7618)	86 8
90 <b>IF YOU'RE GONNA LOVE, YOU GOTTA HURT</b> DAVE CONWAY (True T-105)	91 4
91 <b>RED-NECK HIPPIE ROMANCE</b> BOBBY BARE (RCA PB-11037)	90 4
92 <b>I'VE GOT SOME GETTIN' OVER YOU TO DO</b> BENNY BARNES (Playboy/CBS ZS8-5808)	92 5
93 <b>FOR A WHILE</b> MARY MacGREGOR (Ariola America/Capitol 7667)	96 4
94 <b>JUST ONE KISS MAGDALENA</b> BOBBY G. RICE (GRT 120)	94 6
95 <b>JUST TO PROVE MY LOVE FOR YOU</b> DAVID ALLAN COE (Columbia 3-10583)	95 4
96 <b>BUDDY, I LIED</b> NAT STUCKEY (MCA 40752)	73 7
97 <b>I FALL TO PIECES</b> MARY MILLER (Inergi 1-300)	100 2
98 <b>THE COWBOY AND THE LADY</b> TOMMY CASH (Monument 45-222)	93 6
99 <b>FOOLS FALL IN LOVE</b> JACKY WARD (Mercury 55003)	— 1
100 <b>ERES TU</b> JOHNNY RODRIGUEZ (Mercury 55004)	— 1

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

A Cold Day (Blue Echo — ASCAP) 79	For A While (Silver Down — ASCAP) 93	It Didn't Have To (ATV Music — BMI) 72	Southbound (Warner/Tamerlane — BMI) 86
After Sweet Memories (Pi-Gem — BMI) 5	Gentle To Your Senses (Loaves & Fishes — BMI) 20	It's All In (Warner Bros. — ASCAP) 32	Southern California (ATV/Algee — BMI) 12
All That Keeps Me (Kecca — ASCAP) 34	He Ain't You (Kirshner Songs — ASCAP/Don Kirshner Music — BMI) 77	I've Already Loved (Twitty Bird — BMI) 11	Summertime Blues (Belinda — BMI) 83
Ambush (Ray Stevens — BMI) 42	Heaven Is Just (Lorville — SESAC) 43	I've Got Some (Jack & Bill — ASCAP) 92	Sunflower (Stonebridge — ASCAP) 9
A Song In The Night (House of Gold — BMI) 3	Hold Me (Gatoo Music — SESAC) 76	It Was Almost (Chess/Case David — ASCAP) 46	That's The Way (Famous — ASCAP) 15
A Tear Fell (Duchess — BMI) 8	Hold On Tight (Chappel Music — ASCAP) 70	Just One Kiss (Coffee Shop — BMI) 94	The Cowboy (Clancy — BMI) 98
Baby, Don't Keep Me (Caliente — ASCAP) 37	Honky Tonk (Chappell — ASCAP) 20	Just To Prove (Captive/Window — BMI) 95	The Danger (Debdave/Evil Eye — BMI) 45
Baby, I Love You (Algee — BMI) 17	I Can't Love (Down 'N Dixie/Irving/Screen Gems-EMI — BMI) 10	Lady (House of Cash — BMI) 53	The Old Man (Double Play — BMI) 57
Barbara (Hall-Clement/Vogue/Maplehill — BMI) 13	I Don't Want (Single Tree/Country Pickers — BMI) 14	Let Me Down (Kaiser Music/Famous Music — ASCAP) 71	The Pleasure's Been (ATV — BMI) 30
Bartender's Blues (Country Road — BMI) 75	I Don't Want To (First Generation — BMI) 84	Little Ole Dime (Tuckahoe Music — BMI) 64	Things (Beachwood — BMI) 38
Behind Blue Eyes (Times Square/Ray Moondo — BMI) 33	I Fall To Pieces (Tree Pub. Co. — BMI) 97	Love Songs (WB — ASCAP) 36	Till I Can't (Eden/Time Square — BMI) 44
Breaking Up (Me & Sam — ASCAP) 89	If It Ain't Love (Steeple Chase Music — BMI) 63	Luckenbach (Baby Chick — BMI) 78	Till The End (Hookit — BMI) 7
Buddy, I Lied (Tree — BMI) 96	If You Don't (Crazy Cajun — BMI) 27	Making Believe (Acuff-Rose — BMI) 49	To Love Somebody (Nemperor Music — BMI) 61
California Lady (Freebag — BMI) 87	If You Ever Get (Acuff-Rose — BMI) 22	Mr. Bojangles (Cotillion/Daniel — BMI) 74	Tonight You (Chappell/Intersong — ASCAP) 65
Country Party (Matragun — BMI) 48	If You're (Acoustic — BMI) 90	My Weakness (Gallamar/Dusty Roads/Al Gallico — BMI) 62	Too Much Is Not (Hungry Mountain — BMI) 58
Cowboys Ain't (Acuff-Rose — BMI) 54	I Got The Hoss (Sawgrass — BMI) 39	Old Time Lovin' (Duchess Music Corp. — BMI) 81	Virginia (Maplehill/Vogue — BMI) 18
Crutches (Fred Rose — BMI) 24	I'll Be Leaving Alone (Hall Clement/Maplehill/Vogue — BMI) 67	Once In A (Jack & Bill — ASCAP) 52	Way Down (Ahab/Lion/Wemar — BMI) 1
Dancing The (Fourth Floor/Rick Hall — ASCAP) 60	I Love You (Peer — BMI) 26	Put 'Em All (Debdave — BMI) 59	We Can't Build (Chess — ASCAP) 51
Daytime Friends (Ben Peters — BMI) 16	I'm A Honky Tonk (Jack & Bill — ASCAP) 56	Rambin' Fever (Shade Tree — BMI) 6	We Can't Go On (Briarpatch Music/Debdave Music — BMI) 41
Don't Say Goodbye (Boxer — BMI) 31	I'm Just (Folkways Music Pub. — BMI) 73	Red Neck (Evil Eye — BMI) 5	What A Way (Vogue Music — BMI/Bibo Music — ASCAP) 69
Don't It Make My (United Artists — ASCAP) 4	I'm Not Responsible (House Of Cash — BMI) 88	Rollin' With The Flow (Algee — BMI) 2	When I Die (Sugarplum/Tree — BMI) 82
Do You Hear (Single Tree Music — BMI) 85	I'm The Only Hell (Tree — BMI) 47	Shame Shame (Publicare — BMI) 35	Why Are You Going (Tree — BMI) 21
Dreams Of A Dreamer (Mull Ti Hit — BMI) 80	I Miss (Jerry Wallace/Ken Shelton — BMI) 28	She's The Girl (Wiljex — ASCAP) 55	Why Can't He (Tree — BMI) 25
Drinking The (The Bluebonnet — BMI) 100	In The Jailhouse (Peer Intl. — BMI) 66	Silver Medals (American Cowboy — BMI) 50	Y'All Come Back (Jack & Bill — ASCAP) 19
Eyes Blue (United Artists — BMI) 7		So Close Again (Al Gallico/Jidobi/Algee — BMI) 68	You Are So (Almo — ASCAP/Irving — BMI) 29

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615/385-3245

Current Single From The Album  
ALL I HAVE TO DO IS DREAM  
(C.M.H. 1514)



**LARRY GATLIN** (Monument 45-226)

**Love Is Just A Game** (3:30) (First Generation Music — BMI) (Larry Gatlin)

Sure to be another in the current string for Larry Gatlin. This time the style is more closely related to "Statues Without Hearts" with dynamic vocal work by Larry and very good background support by his brothers, Rudy and Steve.

**DONNA FARGO** (Warner Brothers WBS 8431)

**Shame On Me** (2:50) (Regent Music/Fort Knox Music — BMI) (L Williams/B. Enis)

Just off a number one record, Donna comes back with a previous Bobby Bare hit and handles it very nicely. Neat recitation and good vocalizing make this cut a sure top 10.

**MACK VICKERY** (Playboy ZS8-5814)

**Here's To The Horses** (2:49) (Chappell Music — ASCAP/Belinda Music — BMI) (R. Bourke/G. Dobbins/H. Moffatt)

A very appropriate follow up to Mack's summertime hit, "Ishabilly". The jukeboxes at the beer pubs are sure to get as many plays as glasses lifted.

**O.B. McCLINTON** (ABC-DOT DO 17719)

**"Who's Making Love"** (2:46) (East Memphis Music — BMI) (Homer Banks/Betty Crutcher/Don Davis/R. Jackson)

O.B. gets away from the novelty type songs and with the production expertise of Ron Chancey, he really cooks on this R&B tune. Good driving pace and easy to boogie to.

**BARRY MASON** (United Artist UA-XW1048)

**Drive Safely Darlin'** (3:12) (Al Gallico Music Corp./Dick James Music — BMI) (G. Stevens/B. Mason)

The producing hand of Larry Butler is very obvious with a strong beat and catchy guitar licks. Barry Mason's clear voice makes it easy to be charmed by this story put to music.

**EDDIE MIDDLETON** (Cleveland/Epic 8-50431)

**Endlessly** (2:46) (Vogue Music — BMI) (C. Otis/B. Benton)

Eddie handles this oldie in fine fashion. The vocal work comes close to surpassing that of Brook Benton on his original hit. This single should find it's way into all formats and expose the talents of Middleton.

## Elvis Controversies Dispelled

(continued on page 40)

rapport with Elvis. Echoing the sort of words often used to describe Elvis' relationship with Colonel Tom Parker, Jarvis says of his relationship to Elvis, "We just fit together like two pieces of wood jointed together.

In 1971 Elvis approached Jarvis and said, "Look, you're my security blanket. I know if I need something done, you'll get it done for me. Why don't you quit RCA and work directly for me?"

This began an intensification of what Jarvis calls his "labor of love."

The producer fervently denies that Elvis had a "death wish" and adds that the singer "just had normal things wrong with him.

"He was the horse that was pulling the

wagon, he had all the burden on him," Jarvis stresses. "Many nights on the road I was sick and couldn't attend a performance," he explains, "but Elvis always had to be there. And if he had so much as a sniffle, it was blown all out of proportion. They would put him in the hospital for the least little thing."

Pondering the enormous pressures Elvis was under, and the typical lifestyle of a rock and roll superstar, Jarvis said emphatically, "Well, I'll tell you. There was only one man on this earth who was ever perfect, and that was Jesus Christ. Elvis Presley was real and good. He made huge donations to charity. He had paraplegics on his payroll, just to provide them with money. What counts to me is what Elvis was from within."

### MOST ADDED COUNTRY SINGLES

- I'M JUST A COUNTRY BOY — DON WILLIAMS — ABC/DOT**  
KFDI, WWOK, KTCR, KAYO, WHK, WINN, KMPS, WVOJ, KCKN, WTSO, WHOO, WSLC, KCUB, WIRE, KGBS, WBAP, KUZZ, KDJW
- WHAT A WAY TO GO — BOBBY BORCHERS — PLAYBOY/CBS**  
KFDI, KKYX, WWOK, KAYO, WHK, WINN, KAKA, KMPS, KNUZ, WKDA, WTSO, WIRE, KGBS, KUZZ, KDJW
- HOLD ME — BARBARA MANDRELL — ABC/DOT**  
KUZZ, KXOL, WIRE, KNIX, KFDI, KKYX, WIL, KMPS, KNUZ, WPLD, WHOO, KEBC
- HE AIN'T YOU — LYNN ANDERSON — COLUMBIA**  
KDJW, KUZZ, KXOL, WIRE, KNIX, KFDI, KKYX, WTSO, WHOO, WIVK, KEBC
- LITTLE OLE DIME — JIM REEVES — RCA**  
KDJW, WBAP, KNIX, KTCR, WIL, KRKA, WPLO, WSUN, WIVK, WSLC
- DON'T SAY GOODBYE — REX ALLEN, JR. — WARNER BROS.**  
WHEY, KERE, WDAF, WINN, KRKA, WJJD, WHN, KWJJ

### MOST ACTIVE COUNTRY SINGLES

- DAYTIME FRIENDS — KENNY RODGERS — UA**  
KWJJ 38-21, WSUN 19-10, WXCL 32-24, WHOO 38-26, WUBE 30-20, WTSO 19-10, WKDA 10-5, KRKA 34-20, WIL 22-13, WAME 15-9, WHK 16-8, KAYO 19-12, WDAF 12-4, WDEE 40-20, WSLR 22-12, KFDI 47-41, KLAC 27-18, KERE ex-25, KNIX 38-28, WIRE 40-25, WRCP ex-16, KDJW 31-24, WWOL 27-21, KSON 18-11
- Y'ALL COME BACK SALOON — OAK RIDGE BOYS — ABC/DOT**  
WSLC 14-8, KWJJ 21-14, WSUN 10-5, KFOX 21-14, WXCL 27-22, WHOD 30-22, WTSO 22-15, WKDA 27-20, KCKN 15-10, KMPS 24-16, WIL 27-17, WHK 33-25, KAYO 20-14, WDAF ex-26, KKYX 16-8, KLAC 31-23, KNIX 25-19, WIRE 37-19, WRCP ex-18, KGBS 48-30, KSON 44-36, WBAP 25-17, KXOL 14-7, KDJW 25-15, KHEY ex-40
- HEAVEN IS JUST A SIN AWAY — THE KENDALLS — OVATION**  
WSLC 41-31, WIVK 27-15, KFOX 38-32, WXCL ex-35, WTSO 39-26, WKDA 20-15, KCKN ex-24, WPLO ex-30, KMPS ex-23, WIL 38-19, WAME ex-17, KTCR ex-28, WWOK 24-10, KKYX 7-3, WSLR 27-21, KNEW ex-29, KLAC ex-52, KERE ex-23, KSON 38-32, WWOL ex-45, KDJW 23-10, KHEY ex-39



**RONNIE MILSAP — It Was Almost Like A Song — RCA APL1-2439 — Producers: Tom Collins and Ronnie Milsap — List: 6.98**

Milsap proves himself more versatile each album he releases. In "Almost Like A Song," his vocals are strong and smooth, balanced by good material and production. The obvious result is wider audience appreciation while maintaining that Milsap identity. "What A Difference You've Made In My Life," "It Was Almost Like A Song," "The Future Is Not What It Used To Be," "Here In Love" and "The Lovin' Kind," are powerful examples.



**MOE BANDY — Cowboy's Ain't Supposed To Cry — Columbia PC-34874 — Producer: Ray Baker — List: 6.98**

Still singing the sorrows of the cowboy, Bandy's performance matches credits of the past even while the material doesn't seem as strong. "Cowboy's Ain't Supposed To Cry," Hank Williams' "Why Don't You Love Me," "I Could Never Be Ashamed Of You," "She Just Loved The Cheatin' Out Of Me" and "All I Can Handle At Home" are potential singles. This album shows Bandy is not through riding the highs he's already created for himself.



**LARRY GATLIN — Love Is Just A Game — Monument MG7616 — Producer: Fred Foster — List: 6.98**

Gatlin is in tune with the full scope of human emotions and has the vocal capacity to express them. There's not a weak song on this album. Especially representative of Gatlin's songwriting sensitivity are the title song, "Love Is Just A Game," "Anything But Leaving," "If Practice Makes Perfect," "Kiss It All Away," "I Don't Wanna Cry," "I Just Wish You Were Someone I Love" and "Alleluia." The songs are moving examples of an emerging talent attracting an audience of both country and pop.



**THE EARL SCRUGGS REVUE — Strike Anywhere — Columbia PC 34878 — Producer: Ron Bledsoe — List: 6.98**

The inroads the Revue has made connecting traditional bluegrass and country music with contemporary merits mention. There's a versatile selection of material from "You've Really Got A Hold On Me," Rod Stewart's "Mandolin Wind," "Bring It On Home To Me," and "Dreaming As One." Background vocals by Tracy Nelson are a special attraction on "Dreaming As One." The Revue should be commended for insight as to how far country can reach.

## Country Roundup

Capricorn Records held its sixth annual Capricorn Barbeque and summer games at Lakeside Park in Macon August 18. The **Dixie Dreys** were the featured entertainment at the show following the good eating afternoon.

August 27 in Baton Rouge, La., **Randy Newman, Gatemouth Brown, The Gonzo Band** and many more will perform at the Kingfish Jamboree at the State Capitol Dragway in honor of **Huey P. Long's** birthday.

The Country Radio Seminar agenda committee has been selected and will meet in Nashville September 30 and October 1 to formulate plans for the March seminar. The new committee members include **Les Acree, WKDA, Jay Albright, KUZZ, Mac Allen, Sonderling Broadcasting, Don Boyles, WSUN, John Chaffee, Malrite Broadcasting, Jim Duncan, Radio & Records, Al Greenfield, KIKK, Cliff Haynes, KNEW, Fred Hildebrand, KVOC, Richard Holcomb, WTGR, Bob Holton, WAXX, Bob Mitchell, KCKC, Lee Philips, WOKO, Ed Salamon, WHN, Jim Sharp, Cash Box, Walt Turner, WIL, and Jim Walton, WITL.** Also attending the meeting at ASCAP will be agenda committee co-chairman **Bob Young, WMC, industry chairman Stan Byrd** and vice chairman **Roy Wunsch.** The 1978 event is slated for Nashville's Airport Hilton in March.

MCA Records and the Nashville Chapter of NARAS held a benefit show featuring **Bill Anderson, Mary Lou Turner, Nat Stuckey** and **Geof Morgan.** The show held at **George Jones' Possum Holler** earned approximately \$2,500 for NARAS.

Mrs. **Blanche Smith,** grandmother of **Tommy Overstreet** and aunt of the late **Gene Austin** (of "My Blue Heaven" fame) died August 21 at the age of 94 in her home in Oklahoma City.

**Tiny Tim** has been signed to a True Records contract and will be recording a country session with an early October release date for his debut.

**Hoyt Axton** was in Clement Studios the week of August 3 finishing work on his next album. Axton produced the session with **Rick Horton** engineering.

**Billie Jo Spears** was at Clement Studio August 17 to record her next LP, proposed to be a "Best Of," since the lady has numerous hits to her credit. **Larry Butler** produced the sessions.

Recent recording activity at Quadatonic Studio includes **Kenî Burke** mixing his recently released album for Dark Horse Records with **Marty Lewis** engineering; **Norbert Putnam** mixing the new **Addrisi Brothers** single for Buddah Records "Does She Do It Like She Dances," with Lewis engineering; **Lonnie Mack** was in cutting a new album for Capitol with Putnam producing. Putnam is also mixing **Jimmy Buffett's** new single for ABC.

Producer **Buddy Killen** recorded **Joe Tex** at the Sound Shop Studio last week in Nashville.

**Linda Hargrove's** new single, "Mexican Love Songs," was released August 22 from the new LP "Impressions," which ships September 5.

**Pam Rose** is on the road since the release of her debut single "Midnight Flight." While in Atlanta, Ms. Rose guested on "Today In Georgia" on WSB-TV and hustled through promotion visits before leaving for Florida to attend her high school reunion.

**Doyle Holly** is the newest member of the Wheeling Jamboree and appeared recently on shows broadcast over WWVA with **Kenny Rogers** and **Dave Dudley.**

The **Four Guys** have a new record pact with Gar-Pax (a division of GRT). Their first single on the label was produced by **Gary S. Paxton,** entitled "Mother Country Music."

**Barbara Mandrell** appeared at the Richmond Mosque August 27, directed by the people from Jamboree USA in Wheeling, W. Va.

**Ronnie Sessions** and producer **Chip Young** have been auditioning pickers for a new backup band.

carmen adams

A TRIBUTE TO ELVIS

**“GOODBYE  
KING  
OF  
ROCK 'N' ROLL”**

B/W

“Where The Daisies Grow Wild”

T-107

Leon Everette

True Records, Inc.  
1300 Division Street  
Nashville, TN. 37203  
(615) 256-7543

Promotion:  
Jerry Hayes  
Bruce Hinton  
Don Houser  
Peter Suendson  
Debi Ward



# CASH BOX COIN MACHINE



**SCHOOL IN SESSION** — Some 170 operators and service people were in attendance at the recently held service school sponsored by Empire Dist. Inc. at the Holiday Inn near downtown Chicago. The school, Empire's first on the electronic pinball machine, was conducted by Bally's Bernie Powers and Jack O'Donnell. About 10% of the class had previous experience in electronics, according to Powers. However, since the presentation is tailor-made for individuals of all levels of knowledge, by the time the session was over everyone present was qualified to service an electronic pinball machine. Learning how to use the Bally manual, as Powers noted, is also very much a part of the service course.

## The Jukebox Programmer

### Top New Pop Singles

- 1 **I JUST WANT TO BE YOUR EVERYTHING** ANDY GIBB (RSO 872)
- 2 **JUNGLE LOVE** STEVE MILLER BAND (Capitol 446)
- 3 **COLD AS ICE** FOREIGNER (Atlantic 3410)
- 4 **SMOKE FROM A DISTANT FIRE** SANFORD-TOWNSEND BAND (Warner Bros. WBS 8370)
- 5 **WHATCHA GONNA DO?** PABLO CRUISE (A&M 1920-S)
- 6 **HARD ROCK CAFE** CAROLE KING (Capitol 4455)
- 7 **YOUR LOVE HAS LIFTED ME (HIGHER & HIGHER)** RITA COOLIDGE (A&M 1922)
- 8 **SIGNED, SEALED AND DELIVERED** PETER FRAMPTON (A&M 972)
- 9 **I BELIEVE IN LOVE** KENNY LOGGINS (Columbia 10569)
- 10 **CAT SCRATCH FEVER** TED NUGENT (Epic 8-50425)

### Top New Country Singles

- 1 **DAYTIME FRIENDS** KENNY ROGERS (UA XW 1016)
- 2 **EAST BOUND AND DOWN** JERRY REED (RCA PB 11056)
- 3 **DON'T IT MAKE MY BROWN EYES BLUE** CRYSTAL GAYLE (UA UA XW 1016)
- 4 **HEAVEN IS JUST A SIN AWAY** THE KENDALLS (Ovation OV 1103)
- 5 **Y'ALL COME BACK SALOON** OAK RIDGE BOYS (ABC/Dot DO 17710)
- 6 **I'VE ALREADY LOVED IN MY MIND** CONWAY TWITTY (MCA 40754)
- 7 **IDON'T WANT TO CRY** LARRY GATLIN (Monument 45-221)
- 8 **WAY DOWN/PLEDGING MY LOVE** ELVIS PRESLEY (RCA PB 10998)
- 9 **I LOVE YOU A THOUSAND WAYS** WILLIE NELSON (Columbia 3-10588)
- 10 **SUNFLOWER** GLEN CAMPBELL (Capitol 4445)

### Top New R&B Singles

- 1 **BRICK HOUSE** COMMODORES (Motown M 1425)
- 2 **IT'S ECSTASY (WHEN YOU LAY DOWN NEXT TO ME)** BARRY WHITE (20th Century TC-2350)
- 3 **ANOTHER STAR** STEVIE WONDER (Tamlia/Motown 54286)
- 4 **FLOAT ON THE FLOATERS** (ABC AB 12284)
- 5 **THE WHOLE TOWN'S LAUGHING AT ME** TEDDY PENDERGRASS (Phil. Intl./CBS 3633)
- 6 **DEVIL'S GUN** C.J. AND COMPANY (Westbound/Atlantic WB 55400)
- 7 **SHAKE IT WELL** THE DRAMATICS (ABC 12299)
- 8 **IF YOU'RE NOT BACK IN LOVE** MILLIE JACKSON (SP 175)
- 9 **O-H-I-O** OHIO PLAYERS (Mercury 73922)
- 10 **EVERLASTING LOVE** RUFUS (ABC 12296)

### Top New MOR Singles

- 1 **MY HEART BELONGS TO ME** BARBRA STREISAND (Columbia 3-10555)
- 2 **SIGNED, SEALED AND DELIVERED** PETER FRAMPTON (A&M 1972)
- 3 **IT'S IN HIS KISS (SHOOP SHOOP SONG)** (Columbia 10596)
- 4 **LOOK WHAT YOU'VE DONE TO MY HEART** MCCOO & DAVIS (ABC AB 12298)
- 5 **JUST A SONG BEFORE I GO** CROSBY, STILLS & NASH (Atlantic 3401)
- 6 **THE REAL THING** SERGIO MENDES & BRASIL '77 (Elektra E4516)
- 7 **HANDYMAN** JAMES TAYLOR (Columbia 8-10557)
- 8 **NOBODY DOES IT BETTER** CARLY SIMON (Elektra 45413)
- 9 **CUANDO CUANDO** ENGELBERT HUMPERDINCK (London)
- 10 **SWAYIN' TO THE MUSIC** JOHNNY RIVERS (Big Tree/Atl. 16094)

## AMOA Nominates 16 Singles For Annual Jukebox Awards

CHICAGO — A list of sixteen nominations for the annual AMOA Jukebox Awards has been selected by the national association's Jukebox Awards Committee. The nominees are: "After The Lovin'" by Engelbert Humperdinck; "Tonight's The Night" by Rod Stewart; "Hotel California" by the Eagles; "Evergreen" by Barbra Streisand; "Southern Nights" by Glen Campbell; "I'm Your Boogie Man" by KC & The Sunshine Band; "Margaritaville" by Jimmy Buffett; "Dreams" by Fleetwood Mac; "Luckenbach, Texas" by Waylon Jennings; "Lucille" by Kenny Rogers; "Good Hearted Woman" by Waylon Jennings & Willie Nelson; "Sir Duke" by Stevie Wonder; "Car Wash" by Rose Royce; "I Wish" by Stevie Wonder; "Got To Give It Up" by Marvin Gaye; and "You Make Me Feel Like Dancing" by Leo Sayer.

AMOA members will be asked to vote for their choices, basing their decisions on the jukebox earning power of each of the records. Awards will be made in five categories: Record of the Year, Pop Record of the Year, Country Record of the Year, Soul Record of the Year and Artist of the Year. Presentation of these awards will highlight the annual AMOA banquet, October 30, climaxing the three-day convention at the Conrad Hilton Hotel in Chicago.

#### Committee Members

Members of the awards committee, chosen to reflect a cross section of the country, are: chairman John Strong, Illinois; vice chairperson Evelyn Dalrymple, Nebraska; Richard Silla, California; James Mullins, Florida; Robert Nims, Louisiana; Dock Ringo, Texas; Ted Grant, Massachusetts; and Don Van Brackel, Ohio.

## IAAPA Expects Exhibitor Sellout At '77 Convention

CHICAGO — In announcing the list of exhibitors who have confirmed space for the 1977 IAAPA (Intl. Assn. of Amusement Parks & Attractions) convention, Robert K. Bell, Sr. of Bell's Amusement Park in Tulsa, Oklahoma noted that, with only a few remaining booths available, the association expects a sold-out convention of 613 exhibits, which would shatter last year's record. Bell is chairman of the trade show being held November 19-21 at The Rivergate Exhibition Center in New Orleans, La. "Everyone is enthusiastic about the show," Bell said, "and the international delegation is fantastic." He pointed out that the British Consulate in the U.S. had arranged for 17 British companies to occupy a total of 28 booths, comprising the "largest international delegation of exhibitors from one country ever to participate in the IAAPA show."

Outside exhibit space at The Rivergate is available for the first time this year, according to Bell, and more than half that space has already been sold. He also noted that 68.5 percent of the 1977 exhibitors showed at last year's convention and that 13.6 percent of them have taken additional space for the 1977 show. A total of 70 new firms will be participating this year, he added.

Firms scheduled to exhibit as of press time include: A-M America, Baton Rouge, La.; A-1 Novelty Co., sub. of Ace Novelty, Los Angeles, Cal.; A-1 Supply Inc., Sparks, Nev.; Acme Premium Supply Corp., St. Louis, Mo.; Action Animation, Fullerton, Cal.; Actrans, Inc., Troy, Mich.; ADCO, Inc., Sarasota, Fla.; Alca Electronics Ltd., Oldham, Lancs, England; Alcohol Counter-measure Systems, Inc., Sarnia, Ontario, Canada; American Recreational Equipment Assn., Moorestown, N.J.; American Roller Back Chair, Dallas, Texas; American Scenic Co., Inc., Greenville, S.C.; Amusement Business, Nashville, Tenn.; Amusement Electronics Co., Santa Ana, Cal.; Anchor Industries, Inc., Evansville, Ind.; H. Lee Anderson Co., Clearwater, Fla.; Angelica Uniform Group, Inc., St. Louis, Mo.; Animal Behavior Enterprises, Inc., Hot Springs, Ark.; Aqua Play Equipment, Inc., Vinita, Okla.; Araserv, Inc., Phila., Penn.; Archways Sales Co., St. Louis, Mo.; Ardac, Inc., Willoughby, Ohio; Arlington Hat Co., Inc., Long Island City, N.Y.; Arrow Development Co., Inc., Mt. View, Cal.; Artissair Limited, Scunthorpe, S. Humberside,

## Service Schools Slated For Sept.

CHICAGO — AMOA has selected sites in Indiana and North Carolina, for the next two schools in its continuing series of association sponsored training courses for mechanics. Three previous schools, termed highly successful by association spokesmen, were held in Smyrna, Georgia.

The Indiana course will take place September 12-21 at the Best Western Motel in Indianapolis and the registration fee is \$150. A twenty student-limit, instituted at the onset of the program, will prevail, and AMOA urges that arrangements for attendance be made well in advance since the schools fill up very rapidly.

Don Miller will continue as instructor for each of the 10-day courses, concentrating heavily on schematic reading and tailoring his presentation to the needs of the newcomer as well as the more experienced personnel.

The school in North Carolina will be held September 26 - October 5 and AMOA is negotiating for a location in either Raleigh or Charlotte.

## New Iced Tea Equipment Boosts Company's Sales

LOS ANGELES — Brewmatic Company reports strong sales of two equipment items that make iced tea service more convenient, efficient and sanitary for high-volume users: the Brewmatic Automatic Iced Tea Machine and the Brewmatic IT3 Beverage Dispenser.

## BELITA



- Portable Coin Counter**
- automatic stop • bag holder
  - coin tray support • fast
  - inexpensive • long lasting
  - only 9 pounds

**R.H. BELAM CO., INC.**  
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(continued on page 48)

## Lowen Automaten Bows New 'Mint I'

BINGEN, GERMANY — "Mint," a fully electronic amusement game that gives prizes, has been introduced to the European trade by Lowen Automaten of Bingen/Rhein, Germany. As explained by company executive Peer von Oertzen, the game concept of the machine, both from the angle of play appeal as well as engineering, is completely new to the market. "A micro-computer controls the entire machine," he noted, "assuring maximum reliability and simplicity of service."

The machine can be taken apart without the use of tools, he added, and in the event of malfunction a service tester is supplied which can be installed to reveal exactly which component is not functioning properly.

Commenting further on the comparative ease of operation and maintenance of the new model, von Oertzen said, "Many foreigners who have visited Germany have commented that German machines are hard to understand and quite difficult to play, but with the release of Mint, I think this has all been changed. Operators and players seem to agree that our new model

is the machine of the future."

Mint I is currently in full production at the Lowen plant in Germany.



'Mint I'



**MASS PRODUCTION** — Workers at the Lowen Automaten plant in Germany are shown assembling the firm's new 'Mint I' electronic amusement game. As company executive Peer von Oertzen explained, the game is easy to operate and maintain and should be a hit with players the world over. He further described the model as "the game of the future." Mint I was recently introduced by Lowen and is currently in its initial production run.

## IAAPA Expects Exhibitor Sellout For 1977 Convention

(continued from page 47)

England; Artwear, Garland, Texas; Astra Trading Corp., New York, N.Y.; Atari, Inc., Sunnyvale, Cal.; Automatic Helium Balloon Systems, Inc., Los Angeles, Cal.; BWI, Inc. & Kapan Kent, Dallas, Texas; Baptist Sound & Mfg. Co., Jacksonville, Ill.; Basic American Food Co., San Francisco, Cal.; Beaver Turnstiles, Mississauga, Ont., Canada; Bell-Fruit Mfg. Co., Ltd., London, England; Benay-Albee Novelty Co., Inc., Maspeth, N.Y.; Bergen Expo Systems, Inc., Clifton, N.J.; Best Seal Corp., New York, N.Y.; Bing Sales, Smithfield, R.I.; Blair Cedar & Novelty, Camden, Mo.; J.A. Blash Imports, LaVerne, Cal.; Blevins Popcorn, Dallas, Texas; Prof. Bloodgood's Photographic Emporium, Santa Barbara, Cal.; Bob's Noel Mfg., Inc., Largo, Fla.; Bob's Space Racers, Holly Hills, Fla.; Bradley & Kaye Amuse. Rides, Long Beach, Cal.; Bradley Import Co., Los Angeles, Cal.; Bradnt, Inc., Watertown, Wis.; Dan Brechner & Co., Inc., New York, N.Y.; British Amuse. Catering Trades Assn., London, England; Brunswick Corp., Briarwood Div., Skokie, Ill.; Byron's Bar B Oue, Gallatin, Tenn.; Calico Cottage Candies, Inc., Hewlett, Long Island, N.Y.; CEMCORE, Forest Hill, Md.; Chance Mfg. Co., Inc., Wichita, Kan.; Childress Mfg. Inc., Easley, S.C.; Coca-Cola USA, Atlanta, Ga.; Coin Controls Limited, Royton, Lancs, England; Coldelite Corp. of America, Bergenfield, N.J.; Computer Games, Inc., Hingham, Mass.; Coreco Research Corp., New York, N.Y.; Concession Supply Col. Div. of Toledo Supply Co., Toledo, Ohio; Cor-

nelius Co., Anoka, Minn.; Crafcro, Baltimore, Md.; Cramore Products, Inc., Carteret, N.J.; Creative Engineering, Inc., Orlando, Fla.; Creative Presentations, Inc., Schaumburg, Ill.; Cretors & Co., Nashville, Tenn.; Alfred Crompton Limited, Ramsgate, Kent, England; Crown Metal Products Co., Wyano, Penn.; Dallas Cap & Emblem Mfg., Inc., Dallas, Texas; Deka Plastics, Inc., Elizabeth, N.J.; Design Gifts Intl., Inc., Corona, Cal.; Dexter Press (West Nyack, N.Y.); Dillon Importing Co., Oklahoma City, Okla.; Diversified Creative Concepts, Dallas, Texas; Dixie-Marathon Products-American Can Co., Greenwich, Conn.; Dupont Marionettes Productions, Inc., New Orleans, La.; Dynamic Displays, Detroit, Mich.; Eastman Kodak Co., Rochester, N.Y.; Ehlers & Ehlers & Assoc., Culver City, Cal.; Eli Bridge Co., Jacksonville, Ill.; Emco Creations, Long Island City, N.Y.; Empire Distg. Co., Inc., Chicago, Ill.; Etone Intl., Inc., Jersey City, N.J.; Export Sales Corp., Dallas, Texas; Eyerly Inc./Eyerly Aircraft Co., Salem, Ore.; John Fabick Tractor Co., Fenton, Mo.; Fable Toy Co., Inc., Brooklyn, N.Y.; Fantasy Fair, Inc., Glendale, Cal.; Fantasy Forest Road Shows, Ltd., Apple Valley, Cal.; Feit & Drexler, Inc., New York, N.Y.; Feltman, Products, Inc., Brooklyn, N.Y.; Food Producers Intl., Minneapolis, Minn.; Fort, Inc., E. Providence, R.I.; Foto-Fun, Inc., Braintree, Mass.; Fountainhead Amusement Corp. Ltd., St. Laurent, Quebec, Canada; French Rides Distg. Co., Inc., Atlantic City, N.J.; Funmaker, Inc., Dallas, Texas; GAF Corp., New York, N.Y.; Galaxy Design Co., Inc., Brooklyn, N.Y.; Galtron-

## Atari Presents 'Time 2000' Pinball

SUNNYVALE, CA. — Atari's new Time 2000 is a four-player pinball game with futuristic design and numerous features for added player appeal. Its exciting visual impact is enhanced further by the double flipper playfield and double and triple bonus features.

The game's time theme includes two distinct bonus build-ups on the AM and PM Bonus Clocks. A wide variety of skill shots are offered to increase over-all appeal. Drop targets, ball return lane, a new captive bumper, kickout holes, and bonus targets contribute to the fast action and high scoring features. Atari's exclusive pinball sound sensation makes Time 2000 even more of an attraction.

The unique flipper set-up offers players twice the flipper action and allows for more challenged skill development with repeat play. Added action features provided by the wide playfield design increase the play appeal while maintaining the same overall space requirements.

Frank Ballouz, national sales manager, said, "Time 2000's design will attract attention in any location and its play action is superb. Collection reports from test locations have been exceptional. We are confident that Time 2000 will set new standards for pinball games of the future."

Operators are offered even more options on Time 2000 to suit location needs. Eight cost selections, eight maximum credit levels, sixteen different replay score levels,

three different special settings for liberal or conservative selection, tilt sound option, match score option and three or five ball game can be easily adjusted on the game.

A complete built-in self-test system is included for on-location service diagnosis and adjustments to minimize down time.



'Time 2000'

## Valley Co. Introduces Adjustable Coin System

CHICAGO — The "Profitouch Selector," a new system for instant adjustment to 25-, 35-, or 50-cent play, has been developed by The Valley Company of Bay City, Michigan. The system is available only on the company's drop chute version of its popular Big Cat coin table line and is currently standard equipment on these models.

The Profitouch Selector permits the operator to change the required coin count quickly and easily by merely sliding a switch to one of three coin positions, which allows the proper adjustments for regular

play or special groups for tournaments or other requirements. The system also operates on "overs" so that when it is set for 35-cent play, for example, and 50 cents is deposited, the unit releases the balls for play.

The Profitouch Selector is interchangeable with coin units on existing Valley drop chute tables and the only change needed, in addition to the switch mechanism, is the use of a double-faced plate with dime and quarter slots to handle coins needed for the different cost levels.

Kart Mfg. Co., Inc., Milwaukee, Wis.; Morris H. Kaliff & Son, San Antonio, Texas; Kando Floss Limited, Rockmoor, Brierley Hill, England; Karting, Inc., Ft. Worth, Texas; Key Novelty Mfg. Co., Phila., Penn.; Kline Vehicle, Inc., Berlin, Md.; Koleaco, Inc., Garland, Texas; Kramer Products Co., Chicago, Ill.; Larson Mfg. Co., Inc., Kross, Texas; Langfelder, Homma & Carroll, Inc., New York, N.Y.; LARC, Inc., Dallas, Texas; Lily Owens-Illinois, Toledo, Ohio; Litho-Trans Intl., Inc., No. Hollywood, Cal.; Little Giant Industries, American Fork, Utah; London Coin Machines Ltd., London, England; Lugene's Inc., Branson, Mo.; Lusse Bros. Inc., Montgomeryville, Penn.; McBride & Assoc. Inc., Oak Park, Ill.; Eric McMillan, Inc., Toronto, Ontario; M&R Engineering, Westlake Village, Cal.; MacDonald Service Co., Dundas, Ontario, Canada; MacGlashan Enterprises, Anaheim, Cal.; MacKenzie Laboratories, Inc., Arcadia, Cal.; Main Fare Box Division of Euclid Products Co., Willoughby, Ohio; Manufacturers' Industries Co., New York, N.Y.; The Manual Woodworkers, Gerton, N.C.; Merchandising Services Co., Los Angeles, Cal.; Microbus, Inc., Downey, Cal.; Midwest Coin Machine, Inc., Mt. Clemens, Mich.; Michael Mille Artists, Inc., New Orleans, La.; Miracle Recreation Equipment Co., Grinnell, Iowa; Mirco Games Inc., Phoenix, Ariz.; H. William Monroe Insurance Inc., Monterey, Cal.; Moonwalk Intl., Inc., Hutchinson, Kan.; Mike Munves Corp., New Rochelle, N.Y.; Musicmedia

(continued on page 50)





Main Plant NSM-Bingen



## 25 Years

NSM has been a servant to the coin machine industry for 25 years. A steady stream of phonographs and coin machines has been supplied over the years to bring happiness and enjoyment to the people.



**prestige**  
electronic E 160

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The latest model is the Prestige electronic E 160, the first micro-processor controlled phonograph.

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## CHICAGO CHATTER

Bally Mfg. Corp.'s field service manager **Bernie Powers**, who's been maintaining a reputation for attracting SRQ attendance at the numerous electronic service schools he's been conducting since Bally introduced its first electronic pin, chalked up two more biggies this month. A session sponsored by Robert Jones Int'l. in Syracuse drew more than a hundred people and similar attendance was recorded at the August 25 Kentucky Coin school in Louisville. Bernie's been conducting solo while cohort **Jack O'Donnell's** been honeymooning, but with Jack's return and the addition of **Darrell Blendowski** to the staff (as marketing field service rep) there'll be three Bally instructors at the big August 29-30 school being held at C. A. Robinson in Los Angeles. This has got to be among the biggest yet — and Bernie tossed us a conservative estimate that more than 500 were expected to attend. Remember the days when 25 or 30 at any school was considered good? Of course, what's been coming to the surface as more and more of these schools are held, Bernie observed, is an increasing preference for electronic pinball machines and a decided alleviation of the early fears of the machines harbored by many operators as they become aware, via the instruction, of the simplicity of maintenance and service.

NOTES FROM THE LOCAL AMOA OFFICE: To quote the opening line of an item in the association's current newsletter, "The 1977 AMOA Exposition is shaping up to be the biggest and most spectacular on record." Three exhibit halls will be utilized this year (and this is a first): the East, West and Continental, and there'll be two entrances to the show, which should be of advantage to both exhibitors and visitors. Expo dates are October 28-30. . . AMOA members will shortly receive ballots for the annual Jukebox Awards. The 16 nominations are listed elsewhere in this issue.

ATTENTION PHONO OPS: There's a new **Trini Lopez** single on Marianne Records called "You Say Something Nice" which is reportedly being discovered by operators. Initial reaction has been almost exclusively op generated, according to Farr Music in Somerville, N.J.

WITH THE POST-VACATION RESUMPTION of production at Midway Mfg. Co. you can bet the new "Guided Missile" is a top priority item on the schedule. **Larry Berke** tells us the game's been catching on beautifully since its release. And let us not forget "Desert Gun," which is also big.

## CALIFORNIA CLIPPINGS

Los Angeles' C.A. Robinson & Co. recently sponsored a two-day combined debut/service school for Atari's new "Time 2000" pingame. The seminars, which ran from 9:30 a.m. to 3:30 p.m. on Thursday and Friday, August 18 and 19, attracted 170 area operators. Atari field service manager **Fred McCord** presided over the sessions. He was joined by several other company representatives including **Frank Ballouz**, **Don Osbourne**, **Phil Stewart**, **Don Smith**, **Eddie Boasberg** and **Dave Tucker**. C.A. Robinson's **Ira Bettelman** termed the sessions "excellent," adding that the distrib is looking forward to its upcoming Bally "Evel Knievel" seminar.

JUST BACK from a whirlwind tour of the northeast, during which she visited 12 distributors in 10 days, Meadows Games marketing director **Lila Zinter** was especially enthusiastic about the response to "Meadows lanes," the surprisingly authentic video bowling game. Lila also said Meadows is currently sample-testing two new games, which will be introduced at the annual AMOA show in October.

ON THE LEGISLATIVE FRONT: **Chris Loumakis**, president of Pico Indoor Sports in Los Angeles, recently returned from Sacramento where he was the guest of State Senator **Paul Carpenter** and Assemblymen **Dennis Managers** and **Chet Wray**. Among the topics he discussed with the legislators were California's various music and amusement licensing requirements. While arguing that "the current system of giving each city the power to create a specific tax formula covering coin machines has given way to gross inequities and is placing severe hardships on the coin machine industry," Loumakis suggested that the legislature take special action making coin machine licensing uniform.

## IAPPA Expects Exhibitor Sellout At Conv.

(continued from page 48)

Management Corp., W. Nyack, N.Y.; Nadel & Sons Toy Corp., New York, N.Y.; Lou Nasti Displays, Inc., Brooklyn, N.Y.; National Coin, Chicago, Ill.; Nat'l. Institutional Food Dist. Assoc., Inc., Atlanta, Ga.; National Ticket Co., New York, N.Y.; Nature Incentives U.S.A., Kenyon, Minn.; John Naughton Insurance Inc., E. Providence, R.I.; Neil Enterprises, Inc., Chicago, Ill.; Nieco Division NPI Corp., Burlingame, Cal.; Novelty Concessions, Inc., St. Louis, Mo.; Ogden Food Service Corp., E. Boston, Mass.; OME, Inc., Ocala, Fla.; Omnivision, Inc., Sarasota, Fla.; Paul Osborne & Assoc. Inc., Dallas, Texas; Otterbacher Mfg., Inc., Crestline, Ohio; Pacer Corp., Seattle, Wash.; Parisi Industries, Inc., Brooklyn, N.Y.; Pawnes Bill's Indian Trading Post, Pawnee, Okla.; Pepsi-Cola Co., Purchase, N.Y.; Perey Turnstiles, New York, N.Y.; J.J. Perko Co., Damascus, Ohio; Photo Machine, Inc., Las Vegas, Nev.; Picture Windows Co., Pittsburgh, Penn.; Pleasure & Leisure Inflatables Ltd., Thurston, Leicester, England; Henry Pohl Enterprises, Inc., Huron, Ohio; Polaroid Corp., Cambridge, Mass.; Poppers Supply Co., Inc., Phila., Penn.; Ken Poulsen Assoc., Madison, Wis.; S.B. Ramagosa & Sons, N. Wildwood, N.J.; Ramtek Corp., Sunnyvale, Cal.; The Rat's Hole, St. Petersburg, Fla.; R.J. Reynolds Tobacco Co., Winston-Salem, N.C.; Richmond's Sales, Pawtucket, R.I.; Roach/Perma Trans Products Inc., Columbus, Ohio; Mike Robbins Color Productions, Berkeley, Cal.;

SA.C di Sartori C. srl, Montagnana, Italy; San Antonio Roller Works, Inc., San Antonio, Texas; Schantz & Sons, Marine, Ill.; Jurgen Schmidt, Inc., Rivervale, N.J.; Scollon Productions, Inc., Cleveland, Ohio; Seaman Building Systems, Sarasota, Fla.; Seasons of Leisure Intl., Inc., Minneapolis, Minn.; Seidel Amusement Machine Co., Inc., Albuquerque, N.M.; Sellner Mfg. Co., Inc., Faribault, Minn.; Setterstix-Div. of Champion Intl., Cattaraugus, N.Y.; Shoppers Products Co., Garland, Texas; Shure Bros., Inc., Evanston, Ill.; Silver Dollar City, Silver Dollar City, Mo.; Simon Novelty Co., San Francisco, Cal.; Simplex Mfg. Co., New Orleans, La.; Sinda Industries, Inc., Mountain Valley, Cal.; Skee-Ball, Inc., Lansdale, Penn.; Skyhigh Amuse. of Canada Ltd., Quebec, Canada; So's Oriental Products, Inc., New York, N.Y.; Southern Truck Body Corp., Tampa, Fla.; Souvenir Trays, Lancaster, Penn.; Space Age Electronics, Ltd., London, England; "Space Walk" Air Inflated Products, Inc., Metairie, La.; Specialty Ind.-Div. of Amtel, Inc., Bronx, N.Y.; Stagecraft Costuming Inc., Cincinnati, Ohio; Standard Metal Typer, Inc., Chicago, Ill.; Stewart Sandwiches, Inc., Norfolk, Va.; Sunbell Corp., Albuquerque, N.M.; Sunshine Craft Gallery, Inc., Gardena, Cal.; Superior Toy & Novelty Corp., Kansas City, Mo.; Suspended Seating, Inc., Arcadia, Cal.; T&T Enterprises, West Covina, Cal.; Taylor Engineering Corp., Beverly Hills, Cal.; Textile Prints of Fla., Inc., Miami, Fla.; Blake Thomas & Assoc., Branson, Mo.; Theel Mfg. Co., Leavenworth, Kan.;

## EASTERN FLASHES

A big event of the season, the annual Rowe-Dedham outing, took place on Monday, August 15, at the spacious Blue Hills Country Club in Canton. Rowe took over the entire club, with its swimming pools, tennis courts, golf courses, etc., to host a truly fun-filled day, starting bright and early with 8:00 a.m. breakfast and winding up with an elegant dinner party. In between times, of course, everyone enjoyed the multitude of recreational facilities at their disposal, plus some extras like a male-female pinball machine contest and the opportunity to play the wide assortment of amusement machines, some as yet unreleased to the trade, provided by each of the manufacturers represented by Rowe-Dedham. More than 600 guests were present for dinner and over 150 played golf throughout the day. There were prizes galore — and a really great time was had by all. Among Rowe luminaries in attendance were **Merrill Krakauer**, president of Rowe Int'l.; **Irwin Margold**; Rowe-Dedham's general manager, **Russ Eckel**; sales manager, **Dan Brown**; vending manager, **Arthur Frates**, et al. . . . Definite signs of an improvement in business and a welcome departure from the seasonal slump are in evidence at Mondial-Springfield, N.J., according to **Tony Yula**. He said the Gottlieb "Centigrade '37" single player is doing well and he's expecting similar results with the soon to arrive "Jet Spin" 4-player and the new Atari "Starship I". Tony mentioned that Seeburg phonograph sales have been steady over the past few months and he was looking forward to traveling to Chicago for the Seeburg distributors meeting out there — and a looksee at new product . . . Rowe-Albany's **Bob Catlin** notes that the distrib will be kicking off a new lineup of foosball tournaments with a \$10,000 "Tournament Soccer" competition in September.

## STATE ASSOCIATION NEWS

The **West Virginia Music & Vending Assn.** annual convention will be coming up September 22-24, at the Heart-O-Town Motor Inn in Charleston. Among special guests attending will be Secretary of State **James Manchin**; AMOA president **Garland B. Garrett Sr.**; AMOA executive veepee **Fred Granger**; **Jim Snead** of Kurz Kasch; and **Chuck Farmer** and **Tom Deitz** of Shaffer Dist. in Columbus, who will help launch an 8-ball pool tournament for the state group. Full specifics on the tournament, as well as details from Jim Snead about a proposed two-day service school, will be revealed at the convention. Also on the agenda is a report on the state's consumer sales tax structure, which a representative of the law firm of Pauley-Curry-Thaxton recently retained by the state group, will explain. Other convention highlights will be an equipment display, various business meetings and some entertaining social events. . . . The **Illinois Coin Machine Operators Assn.** recently relocated its headquarters office to Pittsfield, Illinois and will be channeling all news information, committee communiques, et al, through this office under the direction of newly appointed executive secretary **Beryl Loyd**. Move was prompted, as ICMAO prexy **Kem Thom** pointed out, by the desire to widen the association's line of communication and maintain a watchful eye on the legislative arena. . . . The **Wisconsin Music Merchants Assn.** is rallying support for a proposal to impose an amusement device license in place of the currently existing sales and use tax. WMMA favors an annual \$10 license fee for jukeboxes and other coin-operated machines and feels this would be more beneficial to operators since it would be the maximum they'd have to pay each year. Legislation to this effect is being introduced in the Wisconsin State Assembly by the association.

## 1977 State Association Calendar

Sept. 23-25: Wisconsin Music Merchants Assn.; annual mtg.; Eau Claire Hilton; Eau Claire, Wis.

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.

Oct. 8-9: Coin Operated Industries of Nebraska; annual mtg.; Ramada Inn Central, Omaha, Neb.

## Interstate United Gets Baltimore Stadium Contract

CHICAGO — Interstate United Corporation's Volume Service Division has received a five-year contract to provide food, beverages and souvenirs at the Baltimore Memorial Stadium. According to Robert K. Deutch, executive vice president of Interstate, the company expects to generate more than \$14 million in revenues during the contract period, which begins on January 1, 1978.

Commenting further, Deutch said, "We are extremely pleased at our selection by the Baltimore Orioles, Baltimore Colts, and the Baltimore Department of Parks and Recreation following extensive selection and bidding processes. We very much look forward to serving Baltimore area sports fans."

Interstate United's Volume Service Division currently provides food services at several major sports stadiums across the country, including the Los Angeles Coliseum; Arrowhead and Royal Stadiums in Kansas City; Oakland-Alameda Coliseum; Tampa Stadium, Tampa, Fla.; and the Gator Bowl, Jacksonville, Fla.

Interstate United Corporation is one of the nation's largest professional food management organizations serving more than 3 million meals daily to business and industry, hospitals, schools, colleges, stadiums, and recreation centers in 39 states. The Chicago-based company has some 12,500 employees.



## Paul Anka Hot On Japanese Charts

TOKYO — As a direct result of his two-week Japanese tour, Paul Anka now has 3 albums in the top 50 on this country's record charts. Additionally, 3 other albums that include previous hits by the singer-songwriter are on the Japanese charts.

According to Nobunosuke Saito of Universal Orient Promotions, promoters of Anka's tour, the key ingredient that led to the success of the tour dates, record sales and airplay was the efficient coordination and cooperation by Anka, Universal, King Records (which distributes Anka's UA product in Japan) and Nikka Whiskey, Ltd.

Nikka, the largest liquor distributor in Japan, involved Anka in a massive marketing program several weeks prior to the concert dates. They utilized print, radio and television ads featuring Anka.

## Monogram Signs Deal To Distribute Wizard

AUSTRALIA — Wizard Records have a distribution deal with Phonogram Records. Wizard and Miracle Record's label roster includes such Australian talent as Hush, Marcia Hines, Rick Springfield, The Studs, Russell Morris and Delilah.

The distribution deal, which commenced on July 1 was signed in Sydney by Wizard's managing director Tony Hogarth, Robie Porter and Phonogram's managing director Ross Barlow.

## Bootleg Crewe Song Is Hot On Canadian Radio

TORONTO — A hot item in the Canadian bootleg market is a song called "Big Town Boy" written by Bob Crewe and sung by Shirley Matthews. The discontinued song on Atlantic Records has recently surfaced again as a major record on the Toronto air waves.

## Where In The World . . .

**Chicago.** CBS Records recording artists, will become the first American group to perform at the 2500-seat Roman Amphitheatre in Verona, Italy on August 31. The group is scheduled to perform a one-night concert at the Verona Music Festival at the 2500-seat Amphitheatre built during the reign of Tiberius Caesar. The Verona concert also marks the beginning of Chicago's 11-city European tour.

**Don Williams** departs for a two week concert tour of Great Britain (September 15-October 5) following appearances at the Jim Halsey Tulsa Music Festival (September 9-11) and an appearance on Germany's "Disco '77" pop TV show. This marks Williams' second appearance on the German TV show, which is being coordinated by ABC German licensee Ariola Eurodisc.



**BURDON PACTS WITH POLYDOR** — Eric Burdon recently came to Hamburg to sign an exclusive recording deal for the world (excluding U.S.A. and Canada) with Polydor International. Pictured at the signing are (l to r) front row: Eric Burdon, Roland Kommerell (vice president, Polydor International), Mike Dolan (Burdon's business affairs consultant). Back row: Robbie Wilson (Eric's personal manager), Graham Haysom (manager, popular music management, Polydor International), Walter Stein-Schomburg (vice president, Polydor International), Jurgen Tietz (legal department, Polydor International), Hille Hillekamp (promotion manager, Polydor International) and Hans Burghard (contract administration, Polydor International).

## EMI Holds Sales Meet

SIDNEY — Over one hundred sales, management and production personnel recently assembled in Sydney for EMI Records' first ever national sales convention. The representatives were given the opportunity to assimilate facts of the record operation which included tours of the studio facilities and the manufacturing and distribution complexes. A split in the sales force was announced, and was designed to ensure that principal licensee labels will continue to benefit from aggressive representation at the sales level.

## Argentinian News

BUENOS AIRES — A plan for the revamping of all the technical facilities in the different stages of the recording and processing of singles, LPs and tapes has been decided at Microfon, to upgrade the quality of its product and adapt it to the current international standards. The action includes changes in the recording studios, at the pressing factory and a contract signed with one of the top names in the local photographic scene for all the work regarding album jackets and promo matter. The first results are to be seen next month, and the idea is to have it all ready by March 1978.

Phonogram is releasing a single by newly-contracted singer and composer **Sergio Denis**, who previously recorded for CBS and TK. Denis has already finished his first LP with arrangements and orchestra direction by **Jorge Calandrelli**, and the tune has been culled from this album. Denis is one of the biggest local names in the Latin American markets, and it is expected that this recording will also be released in several other countries.

Cabal's artist **Astoral**, whose new LP is due in a few weeks, travelled to Brazil for the dubbing and mixing in Sao Paulo. The idea is to get the best sound available for this album which is eagerly awaited by local fans.



**RCA AND MILLENNIUM PACT** — Millennium Records has been inked for worldwide distribution (except in the U.S. and Canada) by RCA Records. Pictured at the formal signing are (from left): Jimmy Jenner, president of Millennium; Myron Roth, division vice president of business and talent affairs for RCA; Louis Coultolenc, president of RCA; Karl Kurz, division vice president of RCA Records International; and Irv Biegel, executive vice president of Millennium.

## MRI Set To Handle Musexpo '77 Marketing

NEW YORK — Music Resources International Corp. has been pacted by Musexpo '77 to handle marketing for the forthcoming Musexpo meeting to be held from October 28 to November 1.

## Outlook At London Records: Profits Up, New Moody LP

(continued from page 10)

upcoming releases by Larry Page and Pearl should appeal to the disco market, and "What's On Your Mind?" by Hodges, James and Smith has already received disco play.

Asked whether or not London is stepping up its efforts to sign new acts, Stricker replied, "We're looking at every facet of the business, including A&R. We're looking at all feasible means of acquiring new acts."

Stricker asserted that within the past year, sales of London pop and classical tapes have soared in both eight-track and cassette configurations. "That's been very satisfactory," he commented, noting that London only entered the cassette field in January of 1976.

London Records' classical division is currently celebrating its most successful year, according to a company statement. Among the classical albums which London will release this fall are 12 vocal albums, including a reading of Verdi's "Il Trovatore" with Luciano Pavarotti, Joan Sutherland and Marilyn Horne; a number of symphonic recordings conducted by Solti, Mehta, Maazel, Bonyng and Haitink, among others; and a Christmas album featuring Pavarotti.

## The Rhythm Section

sundae told *Cash Box* that she is extremely happy with the way her career is going and the dedication her recording company has shown for her future.

**COME SOFTLY THRU THE WOOD** — Remember that chart busting hit "Oogum Boogum" or that other international favorite "Gimme Little Sign"? If you do, you also remember that vocal talent that interpreted those two tunes for the masses, **Brenton Wood**. After twenty years in the business Wood is still out there doing it and now, under the management of **Bob Marcucci**, is looking for that pot of gold with his recent release on Cream Records, "Come Softly."

**FIDDLER ON THE ROOF** — **Papa John Creach** who fiddled many nights at a local club, the Parisian Room, in Los Angeles, is launching his newest album on DJM, "The Cat And The Fiddle," with a tour scheduled to start September 2 in the Big Apple. Creach has spent the last seven or so years touring with **Jefferson Airplane** and playing hard rock. A blues fiddler by nature he has gone where the money is and joined the rock set but his new album belies that transition and reflects those strong blues roots, seasoned sweetly with R&B and pop ballads. Fiddle on Papa John.

Joe nazel

## Renaissance Inks With Warner's For Rights Outside U.S., Canada

NEW YORK — Renaissance has been secured by Warner Bros. Records for all territories outside the U.S. and Canada as the result of an agreement reached between Phil Rose, executive vice president of WEA International, and Seymour Stein, managing director of Sire Records, the company to which Renaissance is signed worldwide.

Sire Records recently pacted with Warner Bros. for distribution and manufacturing (*Cash Box*, August 13).

## Stones Live LP Set For Sept. Release

NEW YORK — A specially-priced two-record set of Rolling Stones material recorded live in Europe and Toronto will be released September 20 on Rolling Stones Records, distributed worldwide by Atlantic Records.

The album, titled "Love You Live," is a collection of some of the Stones' best selling material of the last decade and includes such songs as "Get Off My Cloud," "Honky Tonk Women," "You Can't Always Get What You Want," "Jumping Jack Flash," "Sympathy For The Devil," "Brown Sugar," "Tumbling Dice," "It's Only Rock'N Roll!" and "Hot Stuff."

Featuring production by the Glimmer Twins and cover artwork by Andy Warhol, the album includes material taken from a Paris concert a year ago and work recorded in March at Toronto's 350-seat El Macombo Club. The album also includes some of the band's early R&B songs and two tunes previously unrecorded by the band, Muddy Waters' "Mannish Boy" and Bo Diddley's "Crackin' Up."

(continued from page 35)

# Paul Anka

## IN CONCERT



77年度  
日本公演  
の成功  
おめでとう

Congratulations on your triumphant Japanese Tour '77  
and in having an unprecedented seven albums on the Japanese charts.

Arigato, your friends at



The Nikka Whisky Distilling Co., Ltd.

Universal Orient Promotions

# INTERNATIONAL BEST SELLERS

## Holland

### TOP TEN 45s

- 1 Cokane In My Brain — Dillinger — Ariola
- 2 Yes Sir, I Can Boogie — Baccara — CNR
- 3 Be My Boogie Woogie Baby — Mr. Walkie Talkie — Phonogram
- 4 Sevilla — BZN — Negrin
- 5 So You Win Again — Hot Chocolate — Bovema
- 6 A Real Mother For Ya — Johnny Guitar Watson — CBS
- 7 Hey, St. Peter — Flash & The Pan — Phonogram
- 8 Mamacita — Guys & Dolls — Negrin
- 9 Angelo — Brotherhood Of Man — T. Hiller — VIP
- 10 Big Bisou — Carlos — Dureco

### TOP TEN LPs

- 1 Love At The Greek — Neil Diamond — CBS
- 2 Summer Melody — George Baker Selection — Negrin
- 3 Hotel California — Eagles — WEA
- 4 A Real Mother For Ya — Johnny Guitar Watson — CBS
- 5 Love For Sale — Boney M — Dureco
- 6 Aan Het Strand — Havenzangers — Phonogram
- 7 Rumours — Fleetwood Mac — WEA
- 8 Tussen Zomer En Winter — Rob de Nijs — Phonogram
- 9 CSN — Crosby, Stills & Nash — WEA
- 10 Going For The One — Yes — WEA

## Great Britain

### TOP TEN 45s

- 1 I Feel Love — Donna Summer — GTO
- 2 Angelo — Brotherhood Of Man — Pye
- 3 You Got What It Takes — Showaddywaddy — Arista
- 4 Ma Baker — Boney M — Atlantic
- 5 We're All Alone — Rita Coolidge — A&M
- 6 Float On — Floaters — ABC
- 7 Something Better Change — The Stranglers — United Artists
- 8 The Crunch — Rah Band — Good Earth
- 9 It's Your Life — Smokie — Rak
- 10 Fanfare For The Common Man — Emerson Lake & Palmer — Atlantic

### TOP TWENTY LPs

- 1 The Johnny Mathis Collection — CBS
- 2 Going For The One — Yes — Atlantic
- 3 A Star Is Born — Sound Track — CBS
- 4 20 All Time Greats — Connie Francis — Polydor
- 5 I Remember Yesterday — Donna Summer — GTO
- 6 Love At The Greek — Neil Diamond — CBS
- 7 Rumours — Fleetwood Mac — Warner Bros.
- 8 The Muppet Show — Pye
- 9 IV Rattus Norvegicus — Stranglers — United Artists
- 10 Hotel California — Eagles — Asylum

## Italy

### TOP TEN 45s

- 1 Ti Amo — Umberto Tozzi — CGD
- 2 I Feel Love — Donna Summer — Durium
- 3 Domani — Guardiano del Faro — Cetra
- 4 A Canzuncella — Alunni del sole — PA
- 5 Gonna Fly Now — Maynard Ferguson — CBS
- 6 Bimba — Sandro Giacobbe — CBS
- 7 Amardi Un Po' — Lucio Battisti — Numero 1
- 8 Conchiglia Bianca — Cugini di Campagna — Pull
- 9 Risveglio — Pooh — CBS
- 10 Zodiacs — Roberta Kelly — Durium

### TOP 10 LPs

- 1 I Remember Yesterday — Donna Summer — Durium
- 2 Zodiac Lady — Roberta Kelly — Durium
- 3 Io Tu Noi Tutti — Lucio Battisti — Numero 1
- 4 Burattino Senza Fili — Edoardo Bennato — Ricordi
- 5 Cerrone's Paradise — Atlantic
- 6 Rocky (Soundtrack) — United Artists
- 7 Love For Sale — Boney M — Durium
- 8 Domani — Guardiano del Faro — Cetra
- 9 Year Of The Cat — Al Stewart — RCA
- 10 Disco Dance — Adriano Celentano — Clan

## Japan

### TOP TEN 45s

- 1 Nagisa No Sindbad — Pink Lady — Victor Musical Industries
- 2 Imitation Gold — Momoe Yamaguchi — CBS/Sony
- 3 Kisetsufu — Goro Noguchi — Polydor
- 4 Katte Ni Shiyagare — Kenji Sawada — Polydor
- 5 Hoshi No Suna — Rumiko Koyanagi — Warner/Pioneer
- 6 Koozui No Mae — Hiromi Goh — CBS/Sony
- 7 Nettaigyo — Hiromi Iwazaki — Victor Musical Industries
- 8 Sentimental Carnival — Teruhiko Aoyi — Teichiku
- 9 Azusa 2 Go — Kariudo — Warner/Pioneer
- 10 Shochu Omimayi Mooshiagemasu — Candies — CBS/Sony

### TOP 10 LPs

- 1 Kazamidori — Masashi Sada — Warner/Pioneer
- 2 Uchusenkan Yamato — Columbia
- 3 Kirameku Hikaniniyooni — Olivia Newton-John — Toshiba/EMI
- 4 Koi No Game — Bay City Rollers — Toshiba/EMI
- 5 Usukari — Akira Inaba — Disco
- 6 Koosetsu Minami Album 4 — Ima Kokorono Mamani — Crown
- 7 Hotel California — Eagles — Warner/Pioneer
- 8 Love Gun — Kiss — Victor
- 9 Shokubutsushi — Iruka — Crown
- 10 Live! Runaways In Japan — Phonogram

## Argentina

### TOP TEN 45s

- 1 Quiero Tu Vida — Luciana — EMI
- 2 A Marcela — Dragoncito Chippy — Philips
- 3 Ojos Sin Luz — Pomada — RCA
- 4 Con El Viento A Tu Favor — Camilo Sesto — RCA
- 5 Y Te Amare — Ana & Johnny — CBS
- 6 Que Se Va El Cartero — El Cartero/M. Terere — Surco/RCA
- 7 Donde Estan Tus Ojos Negros — Santabarbara — EMI
- 8 En El Amor Todo Es Empezar — Raffaella Carra — CBS
- 9 Que Hay Que Hacer Para Olvidar — Danny — RCA
- 10 Otro Ocupa Mi Lugar — Miguel Gallardo — EMI

### TOP TEN LPs

- 1 Los Exitos Del Amor — Selection — Microfon
- 2 Discoshow — Selection — CBS
- 3 Musica Cinco — Selection — RCA
- 4 Trilogia De Amor — Donna Summer — Microfon
- 5 Cumbilandia Vol. 2 — Los Wawanco — EMI
- 6 Recuerdo El Ayer — Donna Summer — Microfon
- 7 En Vivo — Johnny Rivers — EMI
- 8 Musica Poderosa Vol. 10 — Selection — EMI
- 9 America — Julio Iglesias — CBS
- 10 Lo Mejor De — Sui Generis — Microfon

## France

### TOP TEN 45s

- 1 Rockollection — Laurent Voulzy — RCA
- 2 Le Loir-Et-Cher — Michel Delpech — Barclay
- 3 Love Me Baby — Sheila & B. Devotion — Carrere
- 4 Lettre A France — Michel Polnareff — WEA
- 5 Ext-Ce Par Hasard? — Dave — CBS
- 6 Dix Ans Plus Tot — Michel Sardou — Trema/RCA
- 7 Ballade Pour Adeline — Richard Clayderman — AZ
- Y'A D'La Rumba Dans L'Air — Alain Souchon — RCA
- 9 Sir Duke — Stevie Wonder — EMI/Pathe Marconi
- 10 Onyx — Space Art — Carrere

### TOP TEN LPs

- 1 Musique — France Gall — WEA
- 2 Paris By Night — Patrick Juvet — Barclay
- 3 Magic Fly — Space — Vogue
- 4 I Feel Love — Donna Summer — WEA
- 5 Le Barbier De Belleville — Serge Reggiani — Polydor
- 6 Cerrone's Paradise — WEA
- 7 Oxygene — Jean-Michel Jarre — Polydor
- 8 Bande Originale Du Film: Bilittis — Francis Lai — WEA
- 9 Les Temps Changent — Danyel Gerard — Sonopresse
- 10 Capitaine, Capitaine — Michel Fugain — RCA

## Australia

### TOP TWENTY-FIVE 45s

- 1 I Go To Rio — Peter Allen — A&M
- 2 Walk Right In — Dr. Hook — Capitol
- 3 What Can I Say/Lido Shuffle — Boz Scaggs — CBS
- 4 Ain't Gonna Bump No More — Joe Tex — Epic
- 5 You've Gotta Get Up And Dance — Supercharge — Virgin
- 6 Don't Leave Me This Way — Thelma Houston — Motown
- 7 Lucille — Kenny Rogers — United Artists
- 8 My Little Girl — TMG — Mushroom
- 9 I'm In You — Peter Frampton — A&M
- 10 Undercover Angel — Alan O'Day — Atlantic
- 11 Lay Back In The Arms Of Someone — Smokie — Rak
- 12 Dance Little Lady Dance — Tina Charles — CBS
- 13 What I Did For Love — Marcia Hines — Miracle
- 14 Going In With My Eyes Open — David Soul — Private Stock
- 15 Rio — Michael Nesmith — Island
- 16 A Mean Pair Of Jeans — Marty Rhone — M7
- 17 Gonna Fly Now — Bill Conti — United Artists
- 18 Telephone Line — Electric Light Orchestra — United Artists
- 19 I Don't Want To Talk About It — Rod Stewart — WB
- 20 Tracks Of My Tears — Shirley — Mushroom
- 21 Lost In France — Bonnie Tyler — RCA
- 22 Dreams — Fleetwood Mac — Warner Bros.
- 23 Magazine Madonna — Sherbet — Razzle
- 24 You'll Never Find Another Love Like Mine — Lou Rawls — Phil. Intl.
- 25 Help Is On Its Way — Little River Band — EMI

### TOP TWENTY-FIVE LPs

- 1 Silk Degrees — Boz Scaggs — CBS
- 2 Rumours — Fleetwood Mac — Warner Bros.
- 3 A New World Record — Electric Light Orchestra — United Artists
- 4 I'm In You — Peter Frampton — A&M
- 5 Diamantina Cocktail — Little River Band — EMI
- 6 Photoplay — Sherbet — Razzle
- 7 Book Of Dreams — Steve Miller Band — Mercury
- 8 Even In The Quietest Moments — Supertramp — A&M
- 9 CSN — Crosby, Stills & Nash — Atlantic
- 10 It's A Game — Bay City Rollers — Arista
- 11 Here At Last . . . Bee Gees . . . Live — Bee Gees — RSO
- 12 Deceptive Bends — 10cc — Mercury
- 13 Love Gun — Kiss — Casablanca
- 14 Local Lads Make Good — Supercharge — Virgin
- 15 Hotel California — Eagles — Asylum
- 16 Going For The One — Yes — Atlantic
- 17 Taught By Experts — Peter Allen — A&M
- 18 Endless Flight — Leo Sayer — Chrysalis
- 19 Carole Bayer Sager — Elektra
- 20 A Star Is Born (Soundtrack) — Streisand/Kristofferson — CBS
- 21 Moving Along — Renee Geyer — RCA
- 22 Lace And Whiskey — Alice Cooper — Warner Bros.
- 23 Streisand Superman — Barbra Streisand — CBS
- 24 Works — Emerson, Lake & Palmer — Atlantic
- 25 The Best Of Nilsson — RCA

— The Kent Music Report

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# Majors Unconcerned About Pickwick Product Mix Study

(continued from page 12)

The difference between Smith's concept and those of his predecessors is that he plans to implement it. As reported last week, he has already appointed Moe Whelan, vice president of finance for Pickwick, to supervise profitability studies of the product mix in the company's Rack Services Division.

According to Whelan, this a long-range program. Right now, he said, it is in the "early stages of review." As much as a year or more may pass before the plan is put into effect.

Whelan readily conceded that a product mix cannot be chosen on the basis of per-unit profitability alone. "Part of the whole process is that what people are buying at the best prices is part of what we want to be

selling. So any study would take that into consideration."

### Data

Demographic data will also play a part. Whelan noted, in laying the groundwork for the program. "Product mix profitability studies include not only our distributed product, but also the kinds of product that are sold to various age groups. We're trying to take a look at the demand spread and measure that against the product mix."

Whelan denied that Pickwick has any intention of "slanting" its rack jobbing operation in favor of independently distributed records. However, he said, "We may from time to time emphasize independently distributed product." Overall, he concluded, "We're taking a look at our product mix with intent to maximize its profitability."

# Denver Record Business Sees Growth, New Competitive Air

(continued from page 10)

Goodenow. "There's only a few people here but it's a large city and can always hold more than what it has in the past. We have always wanted some good one stops and places that we could go to, to buy product on quick notice. The ones that were here never could supply our needs."

### Much-Needed Choice

The entrance of the new distributorships will also provide retailers with a much-needed choice, says Goodenow, expressing the opinion that Mile-Hi One-Stop has had the market cornered recently.

Goodenow's sentiments are echoed by Craig Brahm, manager of one of three Record Bar Stores in Denver, who expresses dissatisfaction with Mile-Hi's prices.

"If a good one-stop comes into town with reasonable prices and good fill they can get the business," Brahm says. "At Mile-Hi you can pay up to \$3.90 or \$3.80 for an album, which is an outrageous price. Their singles are 75 cents. You just can't run a low-price if you order from Mile-Hi."

But John Broholm, manager of Independent Records, says that Mile-Hi's grip on the Denver market is too strong to be broken by any newcomers.

"I think anyone with a new one-stop in here is in for a real surprise if they think they are going to put a dent in the market," Broholm says. "I don't see that happening at all. Mile Hi is very entrenched. It doesn't seem to me that there is a whole lot of room for more one stops here, especially with Peaches getting stronger by the day."

### Stimulate Sales

Goodenow, however, says the addition of another Peaches store will only serve to further stimulate sales throughout the market.

"The little mom and pop stores were

scared to death that we would hurt them when we opened the first store," Goodenow says. "But that never happened. We put advertising dollars into the market and they increased their business."

A buyer at Danjay Music, Roger Adcock, attests to the sales boost that Peaches provided.

"Denver was a sleepy little market and Peaches woke it up to our benefit," Adcock says. "We were worried at first but they put a lot of ad money into the market and our sales have gone up since the original Peaches store opened."

The entrance of Record Merchandising into Denver is what most concerns Adcock, who fears that the Los Angeles-based operation will not be able to provide product on time.

"We'll have to wait for the product to come from Los Angeles now instead of being able to get it right here in town," Adcock explains. "We'll have to get used to a new shipping schedule and we'll probably have to wait a week before the product arrives."

When given a choice, Adcock says he will buy from the locally-based Western Merchandising.

"Casablanca doesn't acknowledge either Western or Record Merchandising as their distributor in town," says Adcock. "Both want the business but we just want the product, and because it's easier to get it from Western, we'll buy from them."

Steve Marmaduke of Western Merchandising also believes his operation has an upper hand in the city. "It's going to be hard for Record Merchandising to ship from Los Angeles to Denver and get the product there quick enough," he says. And because of Western's proximity, Marmaduke says he hopes to be able to provide the Peaches stores with fill merchandise.

(continued from page 16)

**POINTS WEST — THE SHOW MUST GO ON** — Though he was admittedly shaken by the news of **Elvis Presley's** death in Memphis, **Alan** and his "A Tribute to Elvis" went on stage at the Tropicana Hotel's Fountain Theatre anyway after Alan held a press conference announcing his decision. Alan's decision was to donate the evening's proceeds and those from his album sales to a medical charity in Elvis' name. It was later announced that the donation would be presented on the Jerry Lewis telethon, Sept. 4, when Alan will perform his show. Both Tropicana shows were completely sold out and people lined the aisles to see both performances. . . . **Fleetwood Mac** has bought a block of tickets for their sold-out Forum shows to be given to various organizations benefiting the blind. . . . Rock fans will have the opportunity to bowl with several rock stars Sep. 17 at the "Rock 'N Bowl" at the



**GOFFIN, WAX AND SMITH** — Elektra/Asylum Records has signed Louise Goffin, 17-year-old singer/songwriter and eldest daughter of writers Gerry Goffin and Carole King. Pictured (l-r) at the Elektra studios are Goffin, Steve Wax, E/A president, and Joe Smith, E/A chairman.

Scuth Bay Bowl in Redondo Beach in a benefit for the U.S. Special Olympics. So far, participants will include **Dave Mason**, the **Dooble Brothers**, **Flo & Eddie**, **Chaka Khan**, **Glenn Frey** and **Don Henley** of the **Eagles**, **Kenny Rankin** and **Little Feat**. Other rock and rollers who want to participate can call Flo or Eddie at 659-2121. . . . As National Youth Ambassadors for the 1978 campaign for the March of Dimes, the **Sylvers** are composing a theme song. . . . **Jessica James** has chosen the annual Muscular Dystrophy Telethon to preview her new song, "Everybody Needs A Rainbow." Her appearance will be on Sep. 5. **A NIGHT ON THE TUBE** — **Rod Stewart** has been set to join **Dustin Hoffman** as a guest star on "The Bette Midler Special," which will air on NBC this fall. . . . Producer **Robert Stigwood** has inked **George Burns** to play a museum curator in Stigwood's upcoming "Sgt. Pepper's Lonely Hearts Club Band," set to begin shooting in Hollywood Oct. 3. . . . **Jack Jones** is set to join 30 other celebrities in a two-hour ABC special, "Happy Birthday, Las Vegas," scheduled to air Oct. 23. . . . Executive producer **Don Kirshner** has asked **Kliss**, **The Beach Boys**, **Martin Mull**, **Mary Kay Place**, **Kate Jackson** and **Donna Summers** to be presenters for the third annual Rock Music Awards, to air live from the Hollywood Palladium on Sept. 15 on NBC. . . . **Irving Azoff** will make his first film venture as executive producer of "FM" scheduled to start filming Oct. 17 at Universal Studios. . . . **Elton John** is one of the guest stars scheduled to appear on the second season of "The Muppet Show," which will be telecast this fall in 163 U.S. cities and 103 foreign countries. . . . Comedian **Sandy Baron** will begin hosting a mid day television talk show on KHJ, a local television independent. The show starts Sep. 12 and will be shown in the 11 a.m.-1 p.m. time slot. . . . Mark Hyman's recently formed booking agency, Associated Artists, has signed **Aalon**, whose debut album has just been released by Arista. . . . **Leon Haywood** has signed with MCA. . . . Columbia has signed former **Elton John** drummer **Nigel Olsen**.

**BOMBING FOR BULLETS** — MCA is going all out for the next **Lynyrd Skynyrd** LP as evidenced by a recent photo session for the album cover at the MCA/Universal studio lot where an entire set was bombed out and burned down on purpose. MCA is denying that the working album title is "Eve Of Destruction" but admits that the LP is due Oct. 1 and will feature a **Merle Haggard** tune. . . . The **Sea Level** album ships next month and will premier the new additions to the band, which include: **George Weaver**, an additional percussionist; **Randall Bramblett** on sax and keyboards, and **Davis Causey** on guitar. . . . All of the **Eagles** and **J.D. Souther** are trapped in the vinyl of **Randy Newman's** forthcoming platter due out any day now. . . . Another word from the bunny has it that **Leonard Cohen** has recorded an album that **Phil Spector** produced, featuring such obscure backup talent as **Joni Mitchell**, **Bob Dylan** and **Ronee Blakely**. . . . Meanwhile, at a recent reception she hosted for **Cleo Laine** and **John Dankworth**, **Helen Reddy** admitted she warmed to producer **Kim Fowley** almost immediately and will have him produce another studio album and a live disc well.

**FAST BREAKS** — The **Sylvers** will appear with the **Jacksons** for the first time on Sept. 9 in Cincinnati where the groups will probably schedule another meeting — on the basketball court. The two musical families used to be neighbors in Encino and scrimmaged together regularly. But the last series had the Sylvers winning two out of three and the Jacksons are out to even the score, even though they claim the Sylvers have an unfair advantage in manager **Al Ross**, who was a standout player for Michigan State. . . . The **Commodores** closed out the first half of their current national tour with two SRO performances at the Forum and reported back to work at Columbia Pictures where they are making their acting debut in the Motown-Casablanca film "Thank God It's Friday". . . . **Randy Bachman** has left **Bachman-Turner Overdrive** to pursue a solo career. . . . **Chicago** became the first American group to perform at the 2500-seat Roman Amphitheatre in Verona, Italy in a one-night Aug. 31 concert. . . . **Jolls & Simone** have signed with Polydor with a single, "Rainin'," soon-to-be-released. . . . **Peter Fonda** has been enjoying himself lately by calling up radio stations as Bobby Ogden, saying to the startled jocks, "You'll never catch me alive," as part of his campaign to plug his singing/acting role in "Outlaw Blues". . . . To circumvent the air controllers' strike in London, **Jigsaw** chartered a plane that crashed from an altitude of 200 ft. when a bird flew into the engine. None of the passengers were hurt but it was ironic that the group was on tour in support of their single, "If I Have To Go Away". . . . The **Jam** have had to stop using the Union Jack as a stage backdrop because the neo-facists have been using it as their symbol in the rapidly escalating political war against the socialists, and even a New Wave band does not want to get into the middle of that one. . . . Capitol's **Bruce Garfield** will marry Susan Lyons at the Bel Air Hotel on Sept. 10. . . . Motown President **Barney Ales** flew to Detroit with key executives **Mike Lushka**, **Steve Jack**, **Lois Hicks** and **Ken East** and his wife, who flew in from London, to attend the wedding of Ales' son, **Steven**, to **Teresa Brenz**. . . . Los Angeles Mayor Thomas Bradley named August 25 **Nell Sedaka Day** in commemoration of the artist's opening at the Universal Amphitheatre that evening. . . . Meanwhile, at the Greek Theatre, a street was re-named **Cleo Laine**. . . . Best wishes for a speedy recovery to Carpenters' guitarist **Tony Peluso**, who is undergoing his eighth operation on his leg after breaking it in a motorcycle accident two years ago. . . . The same to **Warren Zevon**, who cut his foot on coral while on a surfing vacation after recording his second album with **Jackson Browne**. . . . Capricorn's sixth annual barbeque & picnic in Macon was a huge success judging by the food consumed: one ton of chicken, 1200 lbs of bread, 1200 lbs of Brunswick stew, 1000 lbs of bbq, 800 lbs of potato salad, and of course 90 cases of liquor and 300 gallons of beer. Pass the Alka-Seltzer, Phil.

chuck comstock



**ELP WINDS UP** — Atlantic Records recording artists Emerson, Lake and Palmer completed their three-month North American tour with three performances at California's Long Beach Arena and a final performance August 26 in Montreal. Prior to the first Long Beach show, Atlantic hosted a reception for the group. Pictured are from left: Tom Yates, an AOR radio consultant; Greg Lake; Bob Greenberg, vice president and west coast general manager for Atlantic; John David Kalodner, west coast A&R director for the label; and Patty Kelly, KLOS air personality.



# CASH BOX TOP 100 ALBUMS

September 3, 1977

		Weeks On 8/27 Chart		Weeks On 8/27 Chart		Weeks On 8/27 Chart	
<b>1 RUMOURS</b>	7.98 FLEETWOOD MAC (Warner Bros. BSK 3010)	1	28	<b>35 LIGHTS OUT</b>	6.98 UFO (Chrysalis CHR 1127)	38	13
<b>2 CSN</b>	7.98 CROSBY, STILLS & NASH (Atlantic SC 19104)	2	9	<b>36 CELEBRATE ME HOME</b>	6.98 KENNY LOGGINS (Columbia PC 34655)	33	19
<b>3 JT</b>	7.98 JAMES TAYLOR (Columbia 34811)	3	9	<b>37 DIAMANTINA COCKTAIL</b>	6.98 LITTLE RIVER BAND (Capitol SW 11645)	41	4
<b>4 STAR WARS</b>	8.98 ORIGINAL SOUNDTRACK (20th Century 2T-541)	5	13	<b>38 LUNA SEA</b>	7.98 FIREFALL (Atlantic SD 19101)	45	4
<b>5 STREISAND SUPERMAN</b>	7.98 BARBRA STREISAND (Columbia JC 34830)	4	10	<b>39 OL' WAYLON</b>	6.98 WAYLON JENNINGS (RCA APL1-2317)	30	17
<b>6 REJOICE</b>	6.98 EMOTIONS (Columbia PC 34762)	7	11	<b>40 LIVE</b>	11.98 BARRY MANILOW (Arista AB 8500)	28	14
<b>7 GOING FOR THE ONE</b>	7.98 YES (Atlantic SD 19106)	9	6	<b>41 A REAL MOTHER FOR YA</b>	6.98 JOHNNY GUITAR WATSON (DJM/Amherst DJPA-7)	42	21
<b>8 I'M IN YOU</b>	7.98 PETER FRAMPTON (A&M SP 4704)	6	11	<b>42 ONE OF THE BOYS</b>	6.98 ROGER DALTRY (MCA 2271)	44	9
<b>9 CAT SCRATCH FEVER</b>	7.98 TED NUGENT (Epic JE 34700)	8	12	<b>43 BENNY AND US</b>	7.98 AVERAGE WHITE BAND & BEN E. KING (Atlantic SD 19105)	43	7
<b>10 MOODY BLUE</b>	7.98 ELVIS PRESLEY (RCA AFL 1-2428)	52	8	<b>44 IZITSO</b>	7.98 CAT STEVENS (A&M SP 4702)	32	16
<b>11 ANYTIME... ANYWHERE</b>	6.98 RITA COOLIDGE (A&M SP 4616)	13	24	<b>45 HOTEL CALIFORNIA</b>	7.98 EAGLES (Asylum 6E-103)	35	37
<b>12 EXODUS</b>	6.98 BOB MARLEY & THE WAILERS (Island ILPS 9498)	12	13	<b>46 BOSTON</b>	7.98 (Epic JE 34188)	37	52
<b>13 FOREIGNER</b>	6.98 (Atlantic SC 18215)	15	24	<b>47 GO FOR YOUR GUNS</b>	6.98 THE ISLEY BROTHERS (T-Neck/Epic PZ 34432)	47	22
<b>14 FLOATERS</b>	6.98 (ABC AB 1030)	18	11	<b>48 CHANGES IN LATITUDES — CHANGES IN ATTITUDES</b>	6.98 JIMMY BUFFETT (ABC AB 990)	48	30
<b>15 RIGHT ON TIME</b>	6.98 BROTHERS JOHNSON (A&M SP 4644)	16	16	<b>49 FLEETWOOD MAC</b>	6.98 (Warner Bros. MS 2225)	49	110
<b>16 AMERICAN STARS 'N BARS</b>	7.98 NEIL YOUNG (Reprise MSK 2261)	17	10	<b>50 I REMEMBER YESTERDAY</b>	7.98 DONNA SUMMER (Casablanca NBLP 7056)	50	14
<b>17 STEVE WINWOOD</b>	6.98 (Island ILPS 9494)	19	8	<b>51 ROCKY</b>	6.98 ORIGINAL MOTION PICTURE SCORE (United Artists LA 693G)	46	27
<b>18 COMMODORES</b>	7.98 (Motown M7-884R1)	11	23	<b>52 FLOWING RIVERS</b>	6.98 ANDY GIBB (RSO RS 1-3019)	62	12
<b>19 I, ROBOT</b>	7.98 THE ALAN PARSONS PROJECT (Arista AL 7002)	23	9	<b>53 NEW YORK, NEW YORK</b>	11.98 ORIGINAL SOUNDTRACK RECORDING (United Artists UALA 750-L2)	55	9
<b>20 A PLACE IN THE SUN</b>	6.98 PABLO CRUISE (A&M SP 4625)	21	28	<b>54 MARVIN GAYE AT THE LONDON PALLADIUM</b>	7.98 (Tamla/Motown T7-352R2)	51	23
<b>21 HERE AT LAST... BEE GEES... LIVE</b>	7.98 (RSO 2-3901)	22	14	<b>55 CAROLINA DREAMS</b>	7.98 MARSHALL TUCKER BAND (Capricorn/WB CPK 0180)	53	28
<b>22 LOVE GUN</b>	7.98 KISS (Casablanca NBLP 7057)	10	9	<b>56 A STAR IS BORN</b>	8.98 STREISAND, KRISTOFFERSON (Columbia JS 34403)	54	39
<b>23 LITTLE QUEEN</b>	7.98 HEART (Portrait/CBS JR 34799)	14	17	<b>57 NIGHT MOVES</b>	6.98 BOB SEGER (Capitol ST 11557)	56	44
<b>24 SHAUN CASSIDY</b>	6.98 (Warner Bros. BS 3067)	25	12	<b>58 SWEET FORGIVENESS</b>	6.98 BONNIE RAITT (Warner Bros. BS 2990)	58	20
<b>25 EVEN IN THE QUIETEST MOMENTS...</b>	6.98 SUPERTRAMP (A&M SP 4634)	20	20	<b>59 SILK DEGREES</b>	7.98 BOZ SCAGGS (Columbia PC 33920)	59	78
<b>26 SIMPLE THINGS</b>	7.98 CAROLE KING (Avatar/Capitol SMAS-11667)	26	5	<b>60 FREE AS THE WIND</b>	6.98 THE CRUSADERS (Blue Thumb/ABC BT-6029)	57	12
<b>27 NETHER LANDS</b>	6.98 DAN FOGELBERG (Full Moon/Epic PE 34185)	27	14	<b>61 LOOK TO THE RAINBOW</b>	8.98 AL JARREAU (Warner Bros. 2BZ 3052)	61	12
<b>28 PLATINUM JAZZ</b>	9.98 WAR (Blue Note/UA BNLA 690-J2)	29	7	<b>62 SO EARLY IN THE SPRING: THE FIRST 15 YEARS</b>	7.98 JUDY COLLINS (Elektra 8E-6002)	67	5
<b>29 BOOK OF DREAMS</b>	7.98 STEVE MILLER BAND (Capitol SO-11630)	24	15	<b>63 SLAVE</b>	6.98 (Cotillion/Atlantic SD 9914)	60	24
<b>30 A NEW WORLD RECORD</b>	6.98 ELECTRIC LIGHT ORCHESTRA (United Artists LA 679Q)	31	44	<b>64 SOMETHING TO LOVE</b>	6.98 L.T.D. (A&M SP 4646)	78	6
<b>31 IT'S A GAME</b>	7.98 BAY CITY ROLLERS (Arista AL 7004)	36	7	<b>65 THEIR GREATEST HITS</b>	6.98 EAGLES (Asylum 7E-1052)	65	79
<b>32 TERRAPIN STATION</b>	7.98 GRATEFUL DEAD (Arista AL 7001)	41	4	<b>66 DREAMBOAT ANNIE</b>	6.98 HEART (Mushroom 5005)	63	75
<b>33 MAKING A GOOD THING BETTER</b>	7.98 OLIVIA NEWTON-JOHN (MCA 2280)	34	9	<b>67 LEFTOVERTURE</b>	7.98 KANSAS (Kirshner/Epic JZ 34224)	66	54
<b>34 THE GRAND ILLUSION</b>	6.98 STYX (A&M SP 4637)	39	6	<b>68 STAR WARS AND OTHER GALACTIC FUNK</b>	6.98 MECO (Millennium/Casablanca MNLP 8001)	89	6
				<b>69 ELVIN BISHOP RAISIN' HELL</b>	9.98 (Capricorn/WB CPO 185)	79	3
				<b>70 IN FULL BLOOM</b>	6.98 ROSE ROYCE (Warner Bros. WH-3074)	81	3
				<b>71 MONKEY ISLAND</b>	7.98 GELLS (Atlantic SD 19103)	71	10
				<b>72 TEDDY PENDERGRASS</b>	6.98 (Phila. Intl./Epic PZ 34390)	64	25
				<b>73 PART 3</b>	6.98 KC & THE SUNSHINE BAND (TK 605)	75	46
				<b>74 GREATEST HITS</b>	6.98 LINDA RONSTADT (Asylum 7E-1092)	70	38
				<b>75 LIVE! IN THE AIR AGE</b>	7.98 BE BOP DELUXE (Harvest/Capitol SKBB 1166)	88	4
				<b>76 BLOWIN' AWAY</b>	6.98 JOAN BAEZ (Portrait/CBS PR 34697)	76	11
				<b>77 THIS ONE'S FOR YOU</b>	7.98 BARRY MANILOW (Arista AB 4090)	77	54
				<b>78 LIFESTYLE (LIVING &amp; LOVING)</b>	6.98 JOHN KLEMMER (ABC AB-1007)	68	12
				<b>79 SONGS IN THE KEY OF LIFE</b>	13.98 STEVIE WONDER (Tamla/Motown T13-340C2)	69	46
				<b>80 CARELESS</b>	6.98 STEPHEN BISHOP (ABC ABCD 954)	100	7
				<b>81 FRAMPTON COMES ALIVE</b>	8.98 PETER FRAMPTON (A&M SP3703)	80	82
				<b>82 WORKS VOLUME 1</b>	13.98 EMERSON LAKE & PALMER (Atlantic SC 2-7000)	82	22
				<b>83 ENDLESS FLIGHT</b>	6.98 LEO SAYER (Warner Bros. BS 2962)	72	43
				<b>84 LACE &amp; WHISKEY</b>	7.98 ALICE COOPER (Warner Bros. BSK 3027)	73	16
				<b>85 MORE STUFF</b>	6.98 STUFF (Warner Bros. BS 3061)	85	7
				<b>86 RAINBOW ON STAGE</b>	9.98 (Oyster/Polydor OY-2-1801)	86	8
				<b>87 MAZE</b>	6.98 (Capitol ST 11607)	87	29
				<b>88 UNMISTAKABLY LOU</b>	6.98 LOU RAWLS (Phila. Intl./Epic PZ 34488)	90	22
				<b>89 LET'S CLEAN UP THE GHETTO</b>	7.98 PHILADELPHIA INTL. ALL STARS (Phila. Intl./Epic JZ 34659)	101	6
				<b>90 FOREVER GOLD</b>	6.98 ISLEY BROS. (T-Neck/Col. 34452)	107	3
				<b>91 LET IT FLOW</b>	6.98 DAVE MASON (Columbia PC 34680)	94	19
				<b>92 TO LEFTY FROM WILLIE</b>	5.98 WILLIE NELSON (Columbia KC 34695)	92	9
				<b>93 THE TWO OF US</b>	7.98 McCOO & DAVIS (ABC AB-1026)	103	3
				<b>94 HURRY SUNDOWN</b>	6.98 THE OUTLAWS (Arista AL 4135)	102	15
				<b>95 NO SECOND CHANCE</b>	6.98 CHARLIE (Janus JXS 7032)	95	16
				<b>96 LOADING ZONE</b>	6.98 ROY BUCHANAN (Atlantic 18219)	91	14
				<b>97 DEVIL'S GUN</b>	6.98 C.J. & CO. (Westbound/Atlantic WB 301)	97	13
				<b>98 NOTHIN' BUT THE BLUES</b>	6.98 JOHNNY WINTER (Blue Sky/Epic PZ 34813)	99	7
				<b>99 DAYTIME FRIENDS</b>	6.98 KENNY ROGERS (UA LA 754-G)	110	3
				<b>100 TOO HOT TO HANDLE</b>	6.98 HEATWAVE (Epic PE 34761)	133	6

# Cashbox top albums/101 to 200

September 3, 1977

101-150			151-200		
Rank	Album	Chart	Rank	Album	Chart
101	<b>FIREFALL</b> (Atlantic 18174)	98 17	151	<b>SERGIO MENDES AND THE NEW BRASIL '77</b>	163 4
102	<b>CAUGHT LIVE + FIVE</b> MOODY BLUES (London 2PS 690/1)	74 13	152	<b>SORCERER</b> ORIGINAL MOTION PICTURE SOUNDTRACK TANGIERINE DREAM (MCA 2277)	152 10
103	<b>LIFELINE</b> ROY AYERS UBIQUITY (Polydor PD 1-6108)	84 10	153	<b>TURN THIS MUTHA OUT</b> IDRIS MUHAMMAD (Kudu/CTI KU 35)	117 14
104	<b>REO LIVE</b> (Epic PE 34493)	96 30	154	<b>NOTHING BUT A BREEZE</b> JESSE WINCHESTER (Bearsville/WB BR 6968)	154 16
105	<b>TRAVELIN' AT THE SPEED OF THOUGHT</b> O'JAYS (Phila. Intl./CBS PZ 34684)	93 15	155	<b>MY OWN WAY TO ROCK</b> BURTON CUMMINGS (Portrait/CBS PR 34698)	155 10
106	<b>NATURAL PROGRESSIONS</b> THE BERNIE LEADON/MICHAEL GEORGIADES BAND (Asylum 7E-1107)	119 5	156	<b>IN FLIGHT</b> GEORGE BENSON (Warner Bros. BSK 2983)	156 30
107	<b>THE TIM WEISBERG BAND</b> (United Artists LA 733G)	116 6	157	<b>FRIENDS AND STRANGERS</b> RONNIE LAWS (Blue Note/UA BNLA 730H)	157 18
108	<b>BRAINSTORM</b> (Tabu/RCA BQL 1-2048)	108 13	158	<b>OPEN UP YOUR LOVE</b> WHISPERS (Soul Train/RCA BVL1-2270)	165 9
109	<b>MAKIN' MAGIC</b> PAT TRAVERS (Polydor PD 1-6103)	109 13	159	<b>CRIME OF THE CENTURY</b> SUPERTRAMP (A&M SP 3647)	162 11
110	<b>ANIMALS</b> PINK FLOYD (Columbia JC 34474)	83 29	160	<b>IN COLOR</b> CHEAP TRICK (Epic PE 34884)	— 1
111	<b>KENNY ROGERS</b> (United Artists LA 689G)	104 19	161	<b>PARADISE BALLROOM</b> THE GRAEME EDGE BAND (London PS 686)	161 10
112	<b>GOIN' PLACES</b> MICHAEL HENDERSON (Buddah BDS 5693)	124 4	162	<b>HOT</b> (Big Tree/Atlantic BT 89522)	147 14
113	<b>SHOW TIME</b> RY COODER (Warner Bros. BS-3059)	125 2	163	<b>ANGEL</b> OHIO PLAYERS (Mercury SRM 1-3701)	145 23
114	<b>BEFORE WE WERE SO RUDELY INTERRUPTED</b> ANIMALS (Jet/UA JT LA 790-H)	127 3	164	<b>HEAVY WEATHER</b> WEATHER REPORT (Columbia PC 34418)	150 24
115	<b>BOATS AGAINST THE CURRENT</b> ERIC CARMEN (Arista AB 4124)	— 1	165	<b>BLOW IT OUT</b> TOM SCOTT (Epic/Ode PE 34966)	— 1
116	<b>KNNILLSSONN</b> HARRY NILSSON (RCA APL1-2276)	121 5			
117	<b>ROCK AND ROLL AGAIN</b> COMMANDER CODY (Arista AL4125)	130 2			
118	<b>JOYOUS</b> PLEASURE (Fantasy F9526)	118 22			
119	<b>SANFORD/TOWNSEND</b> (Warner Bros. BS 2966)	159 7			
120	<b>MINK DeVILLE</b> (Capitol ST 11631)	120 13			
121	<b>SHAKE IT WELL</b> DRAMATICS (ABC 1010)	131 4			
122	<b>MAGIC JOURNEY</b> SALSOU ORCHESTRA (Salsoul SZS 5515)	122 11			
123	<b>THE SOUTH'S GREATEST HITS</b> VARIOUS ARTISTS (Capricorn/WB CP 0187)	132 5			
124	<b>B.J. THOMAS</b> (MCA MCA2286)	134 2			
125	<b>ROBERT GORDON WITH LINK WRAY</b> (Private Stock PS2030)	135 2			
126	<b>THE BOOK OF INVASIONS (A CELTIC SYMPHONY)</b> HORSLIPS (DJM DJLPA-10)	137 2			
127	<b>KISS ALIVE</b> (Casablanca NBLP 7020)	— 98			
128	<b>ARRIVAL</b> ABBA (Atlantic SC 18207)	113 33			
129	<b>FINGER PAINTINGS</b> EARL KLUGH (Blue Note/UA BNLA 737H)	129 9			
130	<b>LAKE</b> (Columbia PC 34763)	142 6			
131	<b>BEST OF THE DOOBIES</b> DOOBIE BROTHERS (Warner Bros. BS 2978)	105 42			
132	<b>SWEET PASSION</b> ARETHA FRANKLIN (Atlantic SC 19102)	79 13			
133	<b>PETER McCANN</b> (20th Century T544)	143 7			
134	<b>PARLIAMENT LIVE/P. FUNK EARTH TOUR</b> PARLIAMENT (Casablanca NBLP 7053)	89 8			
135	<b>DERRINGER LIVE</b> RICK DERRINGER (Blue Sky/Epic PZ 34848)	69 8			
136	<b>THE BEATLES AT THE HOLLYWOOD BOWL</b> (Capitol SMAS-11638)	112 16			
137	<b>ANNIE</b> ORIGINAL CAST RECORDING (Columbia PS 34712)	106 12			
138	<b>THE GREATEST</b> ORIGINAL MOTION PICTURE SOUNDTRACK (Arista AL 7000)	138 11			
139	<b>LIVE!</b> LONNIE LISTON SMITH (RCA APL1-2433)	69 8			
140	<b>FLY LIKE AN EAGLE</b> STEVE MILLER BAND (Capitol ST 11497)	123 67			
141	<b>SINGIN'</b> MELISSA MANCHESTER (Arista AL 4136)	140 8			
142	<b>A MAN MUST CARRY ON</b> JERRY JEFF WALKER (MCA 2-6003)	126 16			
143	<b>DESTROYER</b> KISS (Casablanca NBLP 7025)	69 8			
144	<b>TIME LOVES A HERO</b> LITTLE FEAT (Warner Bros. BS 3015)	144 17			
145	<b>INDIAN SUMMER</b> POCO (ABC AB 989)	115 17			
146	<b>WE MUST BELIEVE IN MAGIC</b> CRYSTAL GAYLE (United Artists LA 771G)	146 6			
147	<b>BURNING FOR YOU</b> STRAWBS (Oyster/Polydor OY-1-1604)	153 6			
148	<b>ANOTHER MOTHER FURTHER</b> MOTHER'S FINEST (Epic PE 34699)	149 9			
149	<b>MAX</b> THE RUMOUR (Mercury SRM 1-1174)	69 8			
150	<b>PLAYING TO AN AUDIENCE OF ONE</b> DAVID SOUL (Private Stock PS 7001)	— 1			

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Abba	128	Coolidge, Rita	11	Heart	23,66	McCann, Peter	133	Rainbow	86	Thomas, B.J.	124
AC/DC	172	Cooper, Alice	84	Heatwave	100	McCoo & Davis	93	Raitt, Bonnie	58	Travers, Pat	109
Animals	114	Crawler	178	Henderson, Michael	112	Meco	68	Ram Jam	180	Turrentine, Stanley	190
AWB & Ben E. King	43	Crosby, Stills & Nash	2	Hodges, James & Smith	179	Mendes, Sergio	151	Rare Earth	183	UFO	35
Ayers, Roy	84	Crosby, Stills, Nash & Young	191	Horslips	126	Miller, Steve	29	Rawls, Lou	88	Walker, Jerry Jeff	142
Baez, Joan	76	Crusaders	60	Hot	162	Mink DeVille	120	REO	104	War	28
Bay City Rollers	31	Cummings, Burton	155	Isley Bros.	47,90	Moody Blues	102	Rogers, Kenny	99,111	Watson, Johnny Guitar	41
Beach Boys	198	Daltrey, Roger	42	Jarreau, Al	61	Moore, Dorothy	186	Ronstadt, Linda	74	Weather Report	164
Beatles	136	Derringer, Rick	135	Jennings, Waylon	39	Mother's Finest	148	Rose Royce	70	Weisberg, Tim	107
Be Bop Deluxe	75	Dixie Dregs	185	Kansas	67	Muhammad, Idris	153	Rumour	149	Whispers	158
Bee Gees	21	Doobie Bros.	131	KC & The Sunshine Band	73	Navarro	176	Salsoul Orchestra	122	Williams, Lenny	171
Benson, George	156	Douglas, Carol	175	King, Carole	26	Nelson, Willie	92	Sanford-Townsend	119	Williams, Paul	196
Bishop, Elvin	69	Dramatics	121	King, Freddie	194	Newton-John, Olivia	33	Sayer, Leo	83	Wilson, Dennis	173
Bishop, Stephen	80	Eagles	45,65	Kiss	22,127,143,199	Nilsson	116	Scaggs, Boz	59	Winchester, Jesse	154
Boston	46	Electric Light Orch.	30	Klemmer, John	78	Nugent, Ted	9	Scott, Tom	165	Winter, Johnny	98
Brainstorm	108	Emerson Lake & Palmer	82	Klugh, Earl	129	O'Jays	105	Seeger, Bob	57	Winwood, Steve	17
Brick	189	Emotions	6	Lake	130	Ohio Players	163	Shotgun	170	Wonder, Stevie	79
Brothers Johnson	15	Firefall	38,101	Laws, Ronnie	157	Omaha Sheriff	184	Silk	195	Yes	7
Buchanan, Roy	96	Fleetwood Mac	1,49	Leadon/Georgiades	106	Outlaws	94	Slave	63	Young, Neil	16
Buffett, Jimmy	48,174	Floater	14	Little Feat	144	Pablo Cruise	20,192	Smith, Lonnie Liston	139		
Caldera	197	Fogelberg, Dan	27	Little River Band	37	Parliament	134	Soul, David	150		
Cameo	169	Foreigner	13	Loggins, Kenny	36	Parsons, Alan	19	South's Greatest Hits	123		
Carmen, Eric	115	Frampton, Peter	8,81	L.T.D.	64	Pendergrass, Teddy	72	Stevens, Cat	44	Annie	137
Cassidy, Shaun	24	Franklin, Aretha	132	Manchester, Melissa	141	Philadelphia Intl. All-Stars	89	Stranglers	182	A Star Is Born	56
Charlie	95	Gayle, Marvin	54	Manilow, Barry	40,77,200	Pierce Arrow	177	Strawbs	147	Greatest	138
Cheap Trick	160	Gayle, Crystal	146	Marley, Bob	12	Pink Floyd	110	Stressand, Barbra	5	New York, New York	53
C.J. & Co.	97	Geils	71	Marshall Tucker Band	55	Pleasure	118	Styx	34	Rocky	51
Comander, Cody	117	Gibb, Andy	52	Mason, Dave	91	Poco	145	Summer, Donna	50	Sorcerer	152
Collins, Judy	62	Gordon, Robert & Link Wray	125	Matthews, David	188	Pointer, Noel	167	Supertramp	25,159	Star Wars	4
Commodores	18	Graeme Edge	161	Maze	87	Pratt, Andy	166	Taylor, James	3	The Spy Who Loved Me	168
Cooder, Ry	113	Grateful Dead	32	McAnally, Mac	181	Presley, Elvis	10,187				

# CBS May Raise Ad Ratio

(continued from page 9)

self has dispersed the audience," Dempsey elaborated. "In many markets, we're buying twice to three times the number of radio stations in order to accumulate the same audience we used to have when the top 40 stations owned the market. A national top 40 buy that can reach the same audience we used to reach three years ago costs about 70% more than it did then."

Faced with this fragmentation of the radio audience, Dempsey continued, CBS has been funneling more ad money into key national publications like *People Magazine*. The concept behind this "funneling approach," he explained, is that *Rolling Stone*, *Forbes*, the *Wall Street Journal*, etc. all appeal to specialized audiences; but magazines like *People* are read by a wide cross section of record buyers.

For the past two years, the Columbia marketing department has been trying this approach "just to see if we could live within the bounds of the advertising percentages that have been here," said Dempsey. However, he added, "tremendous" pressure from retailers and the escalating cost of advertising (10-15% annually) have convinced the marketing executives that something more needs to be done.

## Two Keys

To further support this position, Dempsey pointed out that the two keys to increasing market share are a broad artist roster and the ability to advertise it. Because bidding for top artists has become so competitive, he said, they have to be paid more; "and you have to sell more units if you're going to pay the artists more money. You can't do that just based on airplay. There are a lot of people punching the consumer between the ears: How about a

pinball machine? How about a bowling ball? And we have to keep advertising in order to make them understand that music is one of their leisure-time options."

## Increase Must Be Justified

All of this sounds fine in theory, but won't an increase in the ratio of advertising to sales cut directly into corporate profits? "Not if the number of artists that are selling a million records today continues on, and the escalation in the list price game continues," Dempsey replied. In order to make up for the additional advertising outlay, he continued, the company would simply have to sell more units at a higher wholesale cost, while allowing dealers to have a decent margin.

When he and his colleagues go to the CBS financial people, Dempsey said, they will also have to explain the necessity for a built-in cost escalation factor in the advertising-to-sales ratio. Otherwise, part of whatever percentage rise they get "will be eaten up by pure cost escalation in the marketplace."

Dempsey said he expected a certain amount of skepticism from the financial controllers. "We're going to be told to be more judicious about our advertising and more sophisticated about the kind of research we're using."

Ultimately, Dempsey noted, whether or not his department gets the green light on its request depends on the company's overall performance. "No marketing people are going to receive funds to do additional business without doing additional business. If we cannot intelligently present the profit opportunity, we're just not going to get the money. Only if we perform over our forecast are we in a position to ask for additional funds."

# Goody Raises LP Sales Price As Jimmy's Threat Recedes

(continued from page 10)

companies do what they were doing before and let Jimmy's stay in business, I have doubts that they can control Jimmy's policies."

In addition to Jimmy's, added Levy, major area retailers like Korvettes and numerous smaller stores continue to sell records for below \$3.

"Basically, we have to stop worrying about other people's prices and just run our own business," he concluded.

## Los Angeles Openings

In other pricing news this week, the Wherehouse chain unveiled its first five "Hits-For-All" stores, with plans for a sixth. The opening of the five outlets was heralded by a two-page spread in Sunday's *Los Angeles Times* and a massive top 40 and AOR radio blitz. The new California locations are in Santa Monica, Anaheim, Montclair, Huntington Beach and Pasadena, while a sixth store will open this week in the Crenshaw district.

The major factor distinguishing the Hits-For-All stores from Wherehouse outlets is price: Hits-For-All will operate as a "discount record chain," with everyday shelf prices of \$3.88 (\$4.88 on \$7.98 list

LPs). Singles will regularly sell for 69c.

The new Hits-For-All units will average about 2,000 square feet, roughly half the size of typical Wherehouse locations, and will carry much smaller inventories than do Wherehouse units.

Officials of Integrity Entertainment, which owns Wherehouse, Hits-For-All and forthcoming Big Ben stores expect Wherehouse and Hits-For-All to go after very different markets (**Cash Box**, August 27). Wherehouse and the soon-to-open Big Ben supermarket-style stores are oriented to catalog customers, while Hits-For-All is designed for the one-or-two-LP discount buyer.

The first six-Hits-For-All stores, and subsequent stores, will be based primarily in freestanding or strip locations, foregoing the higher-overhead malls. The emphasis, Integrity officials said, will be on quick turnover and flexible ordering.

In a related development, the Wherehouse chain, in a separate ad in the *Los Angeles Times*, announced the opening of two stores in Huntington Beach. Wherehouse now has 42 stores in the Los Angeles market, and nearly 100 stores overall.



**WISHBONE ASH TO MCA** — British rock group Wishbone Ash has recently re-signed with MCA for worldwide distribution. "Front Page News" will be released on that label October 1. Pictured at the signing are (seated l-r): Dennis Rosencrantz, v.p. of A&R; Mike Maitland, president of MCA Records; Steve Upton, drummer; George Jones, v.p. of operations; (standing l-r) Richard Bibby, v.p. of marketing; Alan Grubman, attorney; Lou Cook, v.p. of administration; John Sherry, manager; Russel Sidelsky, U.S. administrator for Wishbone Productions.

## Sweet City In Atlanta

CLEVELAND — Sweet City Records, the Cleveland-based label distributed through Epic Records, has opened a southern office in Atlanta, Georgia.

Heading the office will be Bruce Maduri, southern regional director in charge of promotion, marketing and A&R. Prior to his appointment, Maduri spent four years as a college representative for Sweet City Records and Belkin Productions.

## Four Sept. Releases Slated By MCA Record

NEW YORK — The first part of MCA Records' September "Part 1" album releases include "Lisa Dal Bello" a debut album by the vocalist of the same name; and "Ricky West And North South East," another debut album by the former member of Kool & The Gang.

Also on MCA's September releases are "Billy Boy & Mary Lou" by Bill Anderson and Mary Lou Turner, and "Organ Magic" by Lenny Dees.

## ABKCO Posts Rises In Income, Revenues

NEW YORK — ABKCO Industries Inc. has reported earnings of \$56,485 on sales of \$6.47 million for the nine months ended June 30, 1977. This compares with a loss of \$454,395 on revenues of \$5.2 million for the same period of fiscal 1976.

Operations for the third quarter, ended June 30, 1977, resulted in a profit of \$35,315, compared with a loss of \$221,777 in the same period last year. Sales for the third quarter of the current fiscal year were \$1.55 million, up slightly from \$1.53 million in 1976.

During the nine months ended June 30, 1977, the company reported net income of \$165,050 in connection with settlement of litigation with the "Apple Companies." During the nine-month period of last year, litigation expenses amounted to \$969,928.

The nine-month figures for the current fiscal year also include net income of \$415,622 before taxes from the settlement of a claim against one of ABKCO's distributors.

## GRT Adds 3 Distribs

LOS ANGELES — GRT Record Group has added three new distributors to handle the Janus, GRT and Sunnysvale labels.

Progress Records will handle distribution for the Chicago area while Western Merchandisers will take over distribution in Denver and Alta Distributing will handle the Salt Lake City market.

## China LP Due On Rocket

LOS ANGELES — The debut LP by China, produced by Elton John, leads the list of three new releases due out in September on Rocket Records. China's self-titled album will include songs by Davey Johnstone, Bernie Taupin and Kiki Dee.

Also scheduled for release are "Super-sonic Lover" by Brian & Brenda, and a collection of greatest hits by Neil Sedaka.

Rocket also has released Blue's debut LP, "Another Night Time Flight," in Scotland and England.

## Musso Opens Up New Indie Promotion Firm

LOS ANGELES — Johnny Musso has announced plans to start his own independent promotion company in the Pittsburgh/Cleveland area beginning September 6. His initial accounts will be Sound Bird, Shadybrook and Twentieth Century Records. Musso was most recently vice president and general manager of Sound Bird and Shadybrook Records based in Los Angeles.

## A&M Slates Releases

LOS ANGELES — "Can't Wait," the second LP by Piper, heads the list of A&M Records releases in August.

Other LPs slated for shipment August 26 are: "Mirage" by Richie Havens; "Diamond Nights" by Hummingbird; "Captured" by Target, and Chris DeBurgh's "At The End Of A Perfect Day."

Also on tap are "Spaced," a collection of previously unreleased tracks by Shawn Phillips; and Canadian Malcolm Tomlinson's debut A&M album, "Coming Outta Nowhere."

## ABC Music Enjoying Success With LPs/45s

LOS ANGELES — ABC Music Publishing Division is currently enjoying success with a variety of singles and albums on the **Cash Box** charts. The Floaters' "Float On" and the late Elvis Presley's single, "Pledging My Love," have both been consistently at the top of the charts.

The firm has experienced recent single success with "Right Time Of The Night" and "Do You Wanna Make Love?" They have also averaged 15 to 16 albums each week on the top 100 pop chart.

## Butterfly Relocates

LOS ANGELES — Butterfly Records has moved their offices to 9000 Sunset Blvd., Suite 617. The label's new number is (213) 273-9600.



**HERE'S TO DAVID** — Chrysalis Records hosted a reception for recording artist David Dundas upon the completion of his recent "Jeans On" promotional tour. As part of the promotion, Dundas visited radio and press personnel in New York, Minneapolis, New Orleans, Houston and Los Angeles. Pictured above are (l-r): Terry Ellis, president of Chrysalis Records; Rosie Guevara, music director of Los Angeles Radio KHJ; Dundas; and his manager David King.

# The Doobie Brothers



## Livin' On The Fault Line

The new album.

Produced by Ted Templeman.

On Warner Bros. records & tapes. BSK 3045.

